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# UNIVERSAL CONSULTING, INC.

Construction Rollout Strategies to Emerging Chains & Franchisees

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## WHAT'S NEW!

### **August 2008**

#### **UNIVERSAL CONSULTING, INC. signs exclusive consulting agreement with GAPA GROUP LLC!**

UNIVERSAL CONSULTING, INC. has signed an exclusive construction consulting agreement with GAPA GROUP LLC, a multi-unit concept group based in Mission, Texas. UCI will drive the development and construction process for their first of six Johnny Rockets restaurants in the South Texas Valley Region. Their first store will open in McAllen, TX in early 2009. Other concepts include Kumori Sushi Bar and La Marina Seafood.

### **July 2008**

#### **UNIVERSAL CONSULTING, INC. joins Today's Restaurant News Business & Social Network!**

UNIVERSAL CONSULTING, INC. has joined TRN's business and social network as a construction strategy resource for start up and emerging chain restaurant concepts. According to TRN founder Howard Appell, "the site allows a restaurant owner or vendor to meet with industry professionals in the Florida and Texas markets who are willing to share their experiences and wisdom." This is a huge opportunity for industry professionals to share their best practices and offer sage advice to small start-up concepts and restaurateurs. Visit the TRN website at [www.trnusa.com](http://www.trnusa.com).

#### **UNIVERSAL CONSULTING, INC. expands its construction consulting services to Johnny Rockets!**

UNIVERSAL CONSULTING, INC. will provide additional consulting services to Johnny Rockets in support of their International Expansion rollout for fiscal year 2009. Services will include materials procurement and sourcing, communication conduit between franchisees and approved vendors, develop universal best practices, and general construction rollout guidance and implementation.

### **May 2008**

#### **UNIVERSAL CONSULTING, INC. cited in IFA 41<sup>st</sup> Annual Legal Symposium in Washington, DC!**

UNIVERSAL CONSULTING, INC. contributed construction rollout strategy options for franchisor's in a legal symposium report entitled Getting from Sold to Open: Issues Faced by Franchise Companies In "Onboarding" Franchisees. The report and presentation, was written and moderated by Brian B. Schnell, CFE, Partner, of Faegre & Benson LLP, for the IFA 41<sup>st</sup> Annual Legal Symposium in Washington, DC, May 11-13. The construction strategy options can be referenced in the section entitled "Pre-Opening Support Beyond Site Selection". You can read excerpts on our website, <http://consultant.businesscardz.com>, attachment files, Legal Symposium Report Excerpts.

UNIVERSAL CONSULTING, INC. would like to thank Brian Schnell and Kerry Olson for this tremendous opportunity.

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**April 2008**

**UNIVERSAL CONSULTING, INC.** conducts construction strategy seminars at annual convention!

UNIVERSAL CONSULTING, INC. was invited to the annual Johnny Rockets convention in Irvine, CA, to present seminars and breakout sessions for “best practices” strategies in support of the franchise construction rollout. Seminars included 1) Qualifying and Understanding the General Contractor Bid, 2) Qualifying and Understanding the Architect and Engineering Proposal, 3) Time Reduction Strategies for Project Development and Construction Phases, 4) Value Engineering Opportunities while Maintaining the Spec, and 5) Understanding the Art of Pre-Planning and Project Sequencing.