



Last Update January 30, 2009

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Franchise Sales:

Single Unit: Yes
Multiple Units: Yes
Area/Master Developer: No

Additional Information:

[Kitchen Solvers 'September 5, 2008 Conference Call presentation'](#) (Effective: September 5, 2008)
[Kitchen Solvers 'Talking Points'](#) (Effective: September 2008)

Description of Franchise:

Since 1982, Kitchen Solvers has provided kitchen remodeling and renovation services to over 30,000 satisfied customers throughout the United States and Canada in the minor kitchen remodeling market (any remodel less than \$25,000). We do this by providing each of our customers with a professional remodeling experience that emphasizes efficiency and quality - the vast majority of our projects take only 2-5 days. Furthermore, our cabinet refacing services are among the most environmentally friendly and “green” kitchen remodeling options available. This makes our services very attractive and desirable by homeowners and creates significant competitive advantages that differentiate and separate us from the competition.

All new franchisees start by focusing on our primary services. This prevents the franchisee from becoming too overwhelmed or distracted with too many services or skills to learn. It keeps the learning curve minimal, which leads to faster ramp up times.

- **Cabinet Refacing:** What Kitchen Solvers was founded on, cabinet refacing provides an inexpensive option for people who want a new high-end look without the high costs and time associated with new cabinetry. We specialize in refacing with eighth or quarter inch solid wood, as opposed to “sticky tape” veneer that most other refacing companies use. Additionally, refacing is one of the most eco-friendly, “green” remodeling processes as it creates less waste and uses less material than new cabinetry.
- **New Cabinetry:** New cabinetry allows homeowners to change the layout and look of their kitchen to better match their needs.
- **Custom Countertops:** With laminate, solid surface, granite, engineered stone, and concrete available, Kitchen Solvers has countertops that will fall within most price ranges, and styles that will satisfy any look that your customers would want. Installation of countertops is subcontracted out to a local fabricator.
- **Professional Kitchen Design:** Kitchen Solvers HQ offers professional design services for all franchisees for a minimal fee so that they can focus their time on consulting, closing sales, and installing projects. Greatly increases profit per job hour.
- **Advanced Services:** Services that franchisees can evolve and grow into if they choose but are typically not included at launch. Examples of advanced services are: In-house design, flooring, appliances, lighting.

Background:

Year Established: 1982

Year First Franchised: 1984
Franchised Units: 120
Company Owned Units: 0
Projected New Units (12 months):10
States/Countries Registered In: All US States except Hawaii
Availability in Canada: N/A
Masters / Area Developer: N/A
Call Rick for current availability

Financial/Terms:

Cash Investment: \$25K - \$91,650
Total Investment: \$44K-\$91,650 Single
Minimum Net Worth: \$200K, \$50K liquid
Franchise Fee: \$15K – NOTE: we discount the franchise fee by 50% (\$7,500) in states with rigid contractor licensing requirements. Each territory consists of a minimum of 35,000 owner occupied households. We use zip codes to define the geographical area of the territory.

Supplies Package: \$22,500. This can be leased via a third party.

VetFran Program Participant: Yes

Royalty: 5% for Primary Services (cabinet refacing, new cabinetry) **and** 1% for subcontracted services such as countertop installation, flooring, etc.

National Advertising:

\$100/month for first 12 months

\$200/ month for months 13-24

\$200/month or 1% (whichever greater) for months 25+

Local Marketing: 5% minimum must be spent on local marketing efforts.

Technology Fee: \$75/month – includes all technology systems and website.

Average Number of Employees: 0-2

Passive Ownership: No

Support & Training Provided:

Financial Assistance Provided: In-house financing of Territory Fee and Third Party financing of Supplies Package

Site Selection Assistance: N/A

Lease Negotiation Assistance: N/A

Co-operative Advertising: No

Training: Yes – 2 weeks at Corporate (1 week classroom and 1 week hands on training)

[Back to Franchisor Listings](#)