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### **Contact:**

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### **Additional Information:**

HOODZ [‘August 18, 2009 Webinar Recording link’](#) (Effective: August 18, 2009 / click on the link to listen to the recorded webinar)  
 HOODZ [‘BAI Affiliate Overview’](#) (Effective: August 2009 / click on the link to view / download the document)  
 HOODZ [‘Potential Candidate Overview’](#) (Effective: August 2009 / click on the link to view / download the document)

### **Franchise Sales:**

Single Unit: Yes  
 Multiple Units: Yes  
 Area/Master Developer: No  
 Resales: None available

### **Description of Franchise:**

- **Description of the business** - HOODZ occupies a valuable niche in the commercial food service industry. As the emerging leader in hood maintenance and cleaning, HOODZ offers an unparalleled opportunity to own a business in an industry on the rise. HOODZ kitchen exhaust cleaning services include restaurants, fast-food outlets, schools, hospitals, universities, caterers, hotels, and more.
- **Parent Company** - HOODZ is owned by BELFOR, the worldwide leader in property restoration services with over \$1 billion in sales, offices in 27 countries and the ability to provide assistance to 90% of the global insurance market.
- **Brand Strength** - HOODZ is also a sister company to DUCTZ, America’s largest air duct-cleaning franchise. HOODZ operates as a valuable single entity, and also as a complementary service to DUCTZ.
- **Business Models** - Two models available: Operator Model for the hands-on owner interested in daily interactions with customers and employees. Investor Model for the busy owner interested in a manager-run business and the freedom to keep a day job.
- **Franchisee Characteristics** - Successful owners tend to be friendly, coachable, conscientious, and comfortable around business owners.
- **Territory Description** - Owners operate their franchise within a protected service area (PSA), giving them freedom and assurance, as well as a tremendous opportunity for success. Territories are available in most major metropolitan markets and mid-sized cities. Each territory encompasses 1,600, or a maximum of 2,000 retail food service businesses.
- **Competitive Advantage** - A reputation for trustworthiness, thoroughness, reliability and compliance, as well as the benefit of National Accounts give HOODZ a competitive advantage. Nation’s Largest Hood Cleaning Franchise.

### **Background:**

Year Established: 2008  
 Year First Franchised: 2009  
 Franchised Units: 39  
 Company Owned Units: 1  
 Projected New Units (12 months): 70  
 States/Countries Registered In: All state except pending in CA, HI, IL, IN, MD, MI, MN, NY, ND, RI, SD, VA, WA, WI  
 Availability in Canada: Masters / Area Developer: Not at this time  
 States, from which Broker Referrals are not being accepted: CA, HI, IL, IN, MD, MI, MN, NY, ND, RI, SD, VA, WA, WI

### **Financial/Terms:**

Cash Investment: \$35,000  
Total Investment: \$58,500 – Single; \$93,400 – Double; \$113,300 – 3-Pack  
Minimum Net Worth: \$100,000  
Franchise Fee: \$44,900 Single Territory; \$79,800 Two Territories; \$99,700 Three Territories  
Discounts: VetFran, Women, Minorities? \$2,500  
VetFran Program Participant: Yes  
Royalty: 10%  
Ad: N/A  
Average # of Employees: Two  
Passive Ownership Allowed: Yes  
Earnings Claims: Not available at this time

### **International Expansion:**

International Opportunities: Not at this time  
Countries, outside of United States, where the concept is currently available or plans to expand: N/A  
Single Unit Availability: N/A  
Multiple Unit Availability: N/A  
Area Development or Master Availability: N/A  
Cash Investment: N/A  
Total Investment: N/A

### **Support & Training Provided:**

Financial Assistance Provided: Single Territory - \$15,000; Two Territories - \$25,000; Three Territories - \$35,000

Site Selection Assistance: N/A

Lease Negotiation Assistance: N/A

Co-operative Advertising: The home office initiates national campaigns. Co-op advertising with owners within a region would be up to the individual owners.

#### **Training:**

Support to our owners includes (but not limited to) two-week initial training, field support, annual meetings, national advertising and PR, negotiated purchasing benefits, and ongoing advanced level training.

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