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Franchise Sales:

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

Description of Franchise:

Indoor Tanning Salons...\$5.0billion industry, 1800-2500 sqft retail
Invented "stand up" tanning technology in 1994

Vertically integrated concept: the only indoor tanning franchise in the country that manufactures its own tanning booths, reception area millwork, and exterior signs...add the fact that we provide/ship our proprietary replacement bulbs and lotions from our warehouse in Sewell...the franchisee deals with ONE vendor; no need to use distributors or 3rd party suppliers.

Partners with Mystic Tan, the #1 UV-Free spray tan company in the country

"Executive Model" encouraged...simple P&L management that is ideal for the first-time entrepreneur, second household income, or as an easy addition to an existing business portfolio.

Minimal staffing required minimal build out.

Owned by ACI Capital (former owners of Jenny Craig and Qdoba franchises)...strong parent company with a franchising background.

Background:

Year Established: 1994
Year First Franchised: 1998
Franchised Units: 300+
Company Owned Units: 16+
Projected New Units (12 months): 51
States/Countries Registered In: All 50 United States
Availability in Canada: Masters / Area Developer: N/A
States, Countries or Geographical Areas from which Broker Referrals: All 48 contiguous states, not HI or AK

Financial/Terms:

Cash Investment: \$75K Liquid or more for single unit; \$250K Liquid for 3 units
Total Investment: \$308,000 - \$530,000 includes \$60-100,000 working capital
Minimum Net Worth: \$300K
Franchise Fee: \$34,500
Discounts: VetFran, Women, Minorities? Yes, VetFran
VetFran Program Participant: Yes, 10% discount on IFF (\$3,450)
Royalty: 7%
Ad: \$25,000 annually
Average # of Employees: 5-9 per unit
Passive Ownership Allowed: Yes

Earnings Claim: Yes (in April, 2008 FDD release)

Support & Training Provided:

Financial Assistance Provided: Preferred Lenders

Site Selection Assistance: Yes

Lease Negotiation Assistance: Yes

Co-operative Advertising: N/A

Training:

One week at HT University in Sewell, NJ

One week before/after grand opening

[Back to Franchisor Listings](#)