NewSpring Franchise

NewSpring Franchise brings sector-specific operating and investment expertise to growing franchise and multi-unit businesses with sustainable business models.

Powering the American Dream

NewSpring Franchise brings over two decades of experience operating franchise and multi-unit businesses at a senior level.

We believe that franchisors and their franchisees are the engine that drives the American Dream. We are here to give our founders the knowledge, tools, and connections they need to keep driving their dreams forward.

Fueling Growing Brands

- Access to a network, resources, and back office of a firm far beyond the scope of most funds our size
- Access to a broad network of experts that brings upper market resources, proven operational methodologies, and technology enablement to critical functional areas of each company
- Significant CEO-level operating experience and investment track-record within the franchise industry
- Intentionally sized and positioned to access the inefficient, lower-middle market where value creation via operator experience is the most impactful

Direct Operational Experience

Our team has firsthand experience navigating the challenges of scaling multi-unit concepts. We've sat in the operator's seat, tested value-creation strategies in the real world, and delivered results.

NewSpring Franchise brings together a dedicated team of investors and operators who work in tandem to scale multi-unit businesses. Our dedicated Operating Team partners directly with management teams, applying practical, hands-on expertise to accelerate growth and scale sustainably.



Satya Ponnuru
General Partner



Patrick Sugrue
General Partner



Sean Whitehead
Vice President



Natali Szalecki
VP of Operations, Finance, and Accounting



Gavin McKinney
Group CFO



Jena Henderson
Group COO



Tom Monaghan
Franchise Development



Andy Revella
Supply Chain & Advisory



Eric Lavinder
Franchise Development



NewSpring Franchise by the Numbers

7 Portfolio Companies
With Differentiated Value Propositions

$5-25mm
Average Investment Size

$230mm → **$325mm+**
Total system sales at time of investment → Total current system sales

Investment Criteria

Financials

$10mm+
System-wide Sales

$1-10mm
EBITDA

Sample Industries

- Pet Services
- Home Services
- Food & Restaurant
- Personal Care
- Education & Child Related Services

Target Company Attributes

- 25+ Unit Count
- Franchisors, Franchisees, & Company-owned
- Proven customer value proposition
- Experienced management teams

About NewSpring

$3.5bn+
Assets Under Management

5
Investment Strategies

250+
Porrtfolio Companies

100+
Total Exits

~70
NewSpring Employees

Blo Blow Dry Bar is a leading personal care franchise brand specializing in blow outs as well as other signature hair and makeup services.

Central Bark is a leading pet services franchisor offering dog care facilities that provide day care, boarding, grooming, training services, and specialty retail products.

Duck Donuts is a specialty treat franchise brand offering fresh, warm, made-to-order donuts and other all-day menu items.

Federal Donuts is a fried chicken and cake donut shop serving affordable comfort classics such as: upscale donuts, breakfast sandwiches, salads, and twice fried chicken buckets & sandwiches.

Green Home Solutions creates a clean indoor air environment by providing mold remediation, indoor air quality, odor removal, and allergen control solutions through green, EPA registered products.

Shake Smart is a leading healthy fast-casual concept providing nutritious and delicious protein shakes, protein smoothies, acai bowls, wraps, nut butter and avocado toast, and more.

Great Harvest is a franchisor of fast casual bakery cafes offering freshly baked breads and baked goods, as well as sandwiches, soups, salads, and other food and beverage items.

For investment opportunities or questions, please contact:
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