

# FAST CASUAL

IDEAS & TRENDS FOR THE  
FAST CASUAL RESTAURANT

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## **McAlister's Deli 2006 sales surpass \$255MM**

RIDGELAND, Miss. — McAlister's Deli had a good-numbers year in 2006.

The chain blew past the 200-unit mark by opening 43 franchised restaurants and generating system-wide sales of more than \$255 million.

"We have a great group of franchisees who continue to grow and develop high-volume restaurants. Each year they continue to raise the bar even higher in terms of sales and operations," said Patrick Walls, chief development officer and senior vice president for McAlister's Corp.

According to a news release, McAlister's has been profitable in each of its 18 years. It boasts an average unit volume of \$1.3 million. McAlister's plans to open 50 new restaurants in 2007 and enter three new states: Colorado, Nebraska and New Mexico.