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Coleman Report Offers Tools to Lower Risk in Franchise Lending  
FRANdata FUND™ Reports Available On Hundreds of Franchises

Arlington VA – The unprecedented rise of franchise lending has opened up a need for a systematized and reliable underwriting tool which would assist with compliance efficiencies and due diligence reporting when it comes to franchise financing. FRANdata, the recognized authority in franchise performance metrics has created a franchise credit scoring system and detailed brand report precisely to address this need. The FUND scoring and report is the most comprehensive and detailed publicly available report produced for lenders. In an effort to make FUND available to a larger group of small business lenders, FRANdata has entered into an agreement with the Coleman Report to offer this franchise underwriting tool to the small business lending community.

“Since the beginning of 2016 we have seen lender activity more than double on the Franchise Registry” said Darrell Johnson, CEO of FRANdata, “There was a 100% increase in lender participation on the Franchise Registry site and we have added hundreds of new lender members since the beginning of this year alone. Credit availability is encouraging, and the franchise industry is continuing to facilitate the expansion of small businesses nationwide. The FUND score and report helps lenders determine whether more confidence is needed in the borrower as opposed to the franchise system when considering loan terms.”

“With the growth in popularity of franchise lending comes the need for better understanding and underwriting of franchise brands” said Bob Coleman, Publisher of the Coleman Report “FRANdata is able to fill the gap within the lending community for consistent, accurate, and reliable credit scoring of a franchise company. I am excited to bring such a solution to my lender subscribers.”

Lending is about assessing risk and a FUND report provides the best predictor of the future performance of a franchise unit that publicly available information can provide. The financial crisis impacted most brands, making simple risk analysis harder. FRANdata’s decades of risk expertise and its focus on franchising allows lenders to sort through the post-recession performance of brands and separate perceptions, hard-to-interpret information and gaps in information in a way that gives a strong understanding of expected future performance, thereby helping lenders make better loan decisions.

The FUND report scores brands on 12 specific franchise performance metrics all derived from publicly available information. FUND scores range from 100 to as high as 900 on a scale of 950 points. FUND reports are available to lenders in the Franchise Registry, and will soon be available via [thecolemanreport.com](http://thecolemanreport.com).

#### About FRANdata

FRANdata is the leading independent research and advisory company that focuses solely on tracking and analyzing franchise companies and their performance. Leveraging the largest database of franchise information in the world, FRANdata provides their clients with the most comprehensive and in-depth analysis of franchise businesses and their corresponding industries' available. FRANdata is proud to be a strategic partner of the International Franchise Association (IFA) and continues to provide business intelligence tools to lenders, franchisees, franchisors, franchise suppliers, educational institutions and government agencies. FRANdata is often cited as an expert in such leading media as The New York Times, The Wall Street Journal and Forbes. Additional information is available on the company's website, [www.frandata.com](http://www.frandata.com)

#### About The Coleman Report

The Coleman Report is the leading provider of information to small business bankers to help them make less risky small business loans. They are the largest producer of training courses and webinars for small business bankers in the nation and also sell data about small business loan performance to lenders. Our premium content trade newsletter, The Coleman Report which began in 1993, provides critical analytical information for today's small business lending professional. For more information visit and to buy FUND reports -- <https://shop.frandata.com/ColemanReport>