

THE LIST RESTAURANT CHAINS













▶ NEXT WEEK'S LIST *Public Relations Firms*

RANKED BY SYSTEMWIDE SALES

Rank	Company •Address Rank	Company logo	Systemwide sales for 12 months ended Dec. 31, 2020 (millions) •Ending date if not December 2020 •yearly % change	OC employees •yearly % change	Name(s) of restaurant(s) operated in OC	OC restaurant locations •Systemwide restaurant locations	Type(s) of food	Owner/ultimate parent company	Corporate headquarters	Top local official(s) •Title •Phone/fax	
1	Taco Bell Corp. 1 Glen Bell Way (1) Irvine 92618-3344 Website: tacobell.com Email: media@tacobell.com		\$11,754 0%	4,500 -1%	Taco Bell	133 6,979	Mexican-inspired	Yum Brands Inc.	Louisville, Ky.	Mark King CEO (949) 863-4500	
2	Chipotle Mexican Grill Inc. 610 Newport Center Drive, Ste. 1300 (2) Newport Beach 92660-6419 Website: chipotle.com Email: mediarelations@chipotle.com		\$5,984.6 7%	1,815 -2%	Chipotle Mexican Grill	49 2,768	Responsibly-sourced, classically-cooked, real food with wholesome ingredients without artificial colors, flavors or preservatives	Chipotle Mexican Grill Inc.	Newport Beach	Brian Niccol chairman/CEO (949) 524-4035	
3	In-N-Out Burger Inc. 4199 Campus Drive, ninth floor (4) Irvine 92612-8604 Website: in-n-out.com		\$1,073 9%	2,515 -2%	In-N-Out Burgers	28 363	Burgers	Lynsi Snyder	Irvine	Lynsi Snyder president (949) 509-6200/(949) 854-3675	
4	El Pollo Loco Holdings Inc. 3535 Harbor Blvd., Ste. 100 (5) Costa Mesa 92626-1494 Website: elpolloloco.com		\$879.6 -2%	600 ⁽¹⁾ NA	El Pollo Loco	48 481	Mexican, chicken	El Pollo Loco Holdings Inc.	Costa Mesa	Bernard Acoca CEO/president (714) 599-5000/(714) 599-5674	
5	Del Taco Restaurants Inc. 25521 Commercentre Drive, Ste. 200 (6) Lake Forest 92630-8857 Website: deltaco.com Email: jgraves@deltaco.com		\$857.4 1/20 1%	3,338 NA	Del Taco	67 600	Mexican, American	Del Taco Restaurants Inc.	Lake Forest	John D. Cappasola Jr. CEO/president (949) 462-7411/(949) 462-7412	

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6	BJ's Restaurants Inc. 7755 Center Ave., Ste. 300 (3) Huntington Beach 92647-3084 Website: bjsrestaurants.com		\$778.5 -33%	910 9%	BJ's Restaurant & Brewhouse, BJ's Pizza & Grill	8 211	American, bar and grill	BJ's Restaurants Inc.	Huntington Beach	Gregory Trojan CEO (714) 500-2400	
7	Habit Restaurants Inc. 17320 Red Hill Ave., Ste. 140 (8) Irvine 92614-5695 Website: habitburger.com Email: marketing@habitburger.com		\$465 ⁽¹⁾ NA	800 ⁽¹⁾ NA	Habit Burger Grill	22 316	Burgers, sandwiches, salads	Yum Brands Inc.	Louisville, Ky.	Russ Bendel/Ira Fils CEO, president/CFO, secretary (949) 851-8881/(949) 852-4650	
8	Yard House USA Inc. 1870 Harbor Blvd, Ste. 219 (7) Costa Mesa 92627-5022 Website: yardhouse.com		\$426.6 -30%	600 ⁽¹⁾ NA	Yard House	4 85	American	Darden Restaurants Inc.	Orlando, Fla.	Michael Kneidinger president, Yard House (949) 642-0090	
9	Wienerschnitzel 7700 Irvine Center Drive, Ste. 550 (9) Irvine 92618-3036 Website: wienerschnitzel.com Email: dkoegeboehn@galardigroup.com		\$254.9 ⁽¹⁾ NA	275 ⁽¹⁾ NA	Wienerschnitzel	25 328	Hot dogs, burgers	Galardi Group Inc.	Irvine	Cindy Galardi Culppeper chairperson/CEO (800) 764-9339/(949) 892-2618	
10	Mountain Mike's Pizza LLC 26 Corporate Plaza, Ste. 180 (12) Newport Beach 92660-7966 Website: mountainmikespizza.com Email: contact@mountainmikespizza.com		\$206.1 13%	65 117%	Mountain Mike's Pizza	4 236	Pizza, wings, salads, sandwiches, dessert	Mountain Mike's Pizza LLC	Newport Beach	Chris Britt/Ed St. Geme co-CEOs/principal owners (949) 438-1201	
11	Lazy Dog Restaurants LLC 3337 S. Susan St., Ste. 100 (11) Costa Mesa 92626-1693 Website: lazydogrestaurants.com		\$187.5 -12%	500 ⁽¹⁾ NA	Lazy Dog Restaurant & Bar	4 40	Handcrafted American food and drink	Lazy Dog Restaurants LLC	Costa Mesa	Chris Simms co-founder/CEO (714) 596-9960	

Sources: Technomic Inc. and the restaurant chains Abbreviations: NA: not applicable; NR: not ranked; wnd: would not disclose Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show first top official listed.
⁽¹⁾ Business Journal estimate

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Rank	Company	Systemwide sales for 12 months ended Dec. 31, 2020 (millions)	OC employees •yearly % change	Name(s) of restaurant(s) operated in OC	OC restaurant locations •Systemwide restaurant locations	Type(s) of food	Owner/ultimate parent company	Corporate headquarters	Top local official(s) •Title •Phone/fax
12 (13)	Xperience Restaurant Group Inc. 11065 Knott Ave., Ste. A Cypress 90630-5149 Website: xperiercrg.com Email: info@xperiercrg.com	\$159.9 -11%	1,017 -7%	El Torito, El Torito Grill, Acapulco, Las Brisas	15 65	Mexican	Z Capital Partners/ FM Restaurants Holdco LLC	Cypress	Randy Sharpe/Edward Algeo/ Michael Johnson CEO/CFO/senior VP, operations (562) 346-1200/(562) 346-1271
13 (16)	Pieology Pizzeria 2642 Michelle Drive, Ste. 100 Tustin 92780-7019 Website: pieology.com	\$125 ⁽¹⁾ NA	400 ⁽¹⁾ NA	Pieology	3 117	Custom pizza	Pieology Pizzeria	Tustin	Gregg Imamoto CEO (949) 800-8314
14 (15)	Yogurtland Franchising Inc. 17801 Cartwright Road Irvine 92614-6216 Website: yogurt-land.com Email: info@yogurt-land.com	\$102.2 ⁽¹⁾ NA	450 ⁽¹⁾ NA	Yogurtland	36 258	Frozen yogurt	Yogurtland Franchising Inc.	Irvine	Phillip Chang founder/CEO (949) 265-8000
15 (10)	Sizzler USA Inc. 23353 Madero Road, Ste. B Mission Viejo 92691-7908 Website: sizzler.com	\$96 -63%	250 ⁽¹⁾ NA	Sizzler	5 98	Steak, seafood, chicken, salads	Sizzler USA	Mission Viejo	Christopher Perkins president/chief services officer (949) 273-4497/(949) 855-8446
16 (20)	Nékter Juice Bar Inc. 1844 Carnegie Ave. Santa Ana 92705-5545 Website: nekterjuicebar.com Email: contact@nekterjuicebar.com	\$87.7 ⁽¹⁾ NA	1,000 ⁽¹⁾ NA	Nékter Juice Bar	23 150 ⁽¹⁾	Vegan juices and smoothies, vegan and healthy snacks, acai bowls, cold-pressed juices, ice cream	Steve and Alexis Schulze	Santa Ana	Steve Schulze/Alexis Schulze CEO, president/chief visionary officer (949) 313-0440
17 (14)	King's Seafood Co. 3185 Airway Ave., Bldg. J Costa Mesa 92626-4601 Website: kingsseafood.com Email: contactus@kingsseafood.com	\$85 -39%	564 0%	Water Grill South Coast Plaza, Fish Camp, King's Fish House	5 22	Seafood, steak, sushi, American	King's Seafood Co.	Costa Mesa	Sam King/RJ Thomas CEO/COO (714) 432-0400/(714) 432-0111
18 (17)	Specialty Restaurants Corp. 150 Paularino Ave., Bldg. C Costa Mesa 92626-3339 Website: specialtyrestaurants.com Email: info@srcmail.com	\$81.4 6/20 -26%	150 -12%	Orange Hill Restaurant	1 18	American, Mexican, seafood	Specialty Restaurants Corp.	Costa Mesa	John Tallichet CEO/president (714) 279-6100/(714) 998-7574
19 (19)	Flame Broiler Inc. 1538 E. Warner Ave., Ste. E Santa Ana 92705-5476 Website: flamebroilerusa.com Email: ylee@flamebroilerusa.com	\$81 -16%	700 ⁽¹⁾ NA	The Flame Broiler	70 ⁽¹⁾ 174	Asian	The Flame Broiler Inc.	Santa Ana	Young R. Lee CEO/president (714) 424-0223/(714) 424-0225
20 (21)	California Fish Grill Inc. 17310 Red Hill Ave., Ste. 330 Irvine 92614-5691 Website: cafishgrill.com Email: hello@cafishgrill.com	\$75.7 0%	260 ⁽¹⁾ NA	California Fish Grill	7 40	Seafood	KarpReilly LLC	Irvine	Bob Holden CEO (714) 525-5809
21 (22)	Panini Kabob Grill 3159 Red Hill Ave., Ste. A Costa Mesa 92626-3419 Website: paninikabobgrill.com Email: info@paninikabobgrill.com	\$60.4 -17%	196 9%	Panini Kabob Grill	5 19	Mediterranean	SPCorp Services Inc.	Costa Mesa	Mike Rafipoor CEO/president (949) 788-1620/(949) 788-1621
22 (24)	Wahoo's Fish Taco 1185 Warner Ave. Tustin 92780-6458 Website: wahoos.com Email: david.renaud@wahoos.com	\$53.2 -17%	400 ⁽¹⁾ NA	Wahoo's Fish Taco	19 50	Fusion of Mexican, Asian and Brazilian ingredients and flavors	Lamkone Restaurants Inc.	Tustin	Renato 'Mingo' Lee CEO/president (949) 222-0670/(949) 222-0750
23 (26)	Paul Martin's American Grill 100 Spectrum Center Drive, Ste. 1240 Irvine 92618-4980 Website: paulmartinsamericangrill.com Email: marketing@pmagrill.com	\$50 ⁽¹⁾ NA	50 -33%	Paul Martin's American Grill	1 ⁽¹⁾ 8	Classic American cuisine	Paul Martin's American Grill	Irvine	Paul Fleming/Rick Scott/Justin Otsuka founder/brand president/CFO (949) 336-5237/(949) 336-5238
24 (23)	Kura Sushi USA Inc. 17461 Derian Ave., Ste. 200 Irvine 92614-5820 Website: kurasushi.com	\$45.2 8/20 -30%	150 ⁽¹⁾ NA	Kura Revolving Sushi Bar	4 31	Sushi	Kura Sushi USA Inc.	Irvine	Hajime 'Jimmy' Uba chairman/CEO/president (657) 333-4100
25 (25)	Pick Up Stix 24422 Avenida de la Carlota, Ste. 360 Laguna Hills 92653-3603 Website: pickupstix.com	\$42.3 -26%	300 ⁽¹⁾ NA	Pick Up Stix	19 51	Asian	West Coast Capital	Sherman Oaks	Linda Nelson COO (949) 429-6500/(949) 900-1761

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