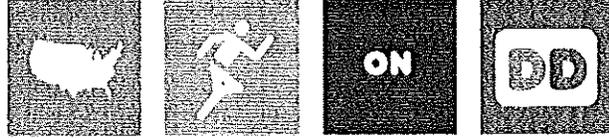


Randy L. Rianhard, Dunkin' Donut
Franchise Owner

February 27, 2012
To: Connecticut State Legislators
Labor Committee
HB-5291 AN ACT INCREASING THE
MINIMUM WAGE, REMOVING THE
MINIMUM WAGE TIP CREDIT, AND
INCREASING PENALTIES FOR FAILURE
TO PAY THE MINIMUM WAGE.



AMERICA RUNS ON DUNKIN'
Phone: 781-718-0374

Dear Connecticut Legislators:

My family and I own and operate five Dunkin' Donut franchises in Old Saybrook, Clinton, North Haven and Hamden, CT. Prior to developing the locations, I was an employee of Dunkin' Donuts corporate office for over twenty years. I was offered a position with an existing Dunkin' Donuts franchise owner in CT to develop his organization and worked for him for another ten years. It took me over thirty years to save enough money to purchase and develop my network of stores. Upon signing the franchise documents, I relocated my family from Massachusetts to Connecticut in pursuit of the American dream of owning my own business. My daughter graduated from college shortly after the purchase and is now working in the family business full time. My son will be graduating from college this spring and he as well will be joining the family business. My wife works as the bookkeeper and I run the day to day operations. We are an example of a family run small business.

It's not easy running a business in Connecticut and the proposed bill on the table to increase the minimum wage this year and next will make it just about impossible for us to survive. Our business simply cannot afford to increase the minimum wage for our employees to the proposed amount and remain profitable. I could not in good faith continue to urge my children and wife to remain in our own business if there is no future to be had. There is too much risk and responsibility to operate one or multiple businesses if as the owner you cannot realize a profit. The only way that I could withstand an increase such as this would be to increase my prices, decrease the amount of employees working for me, decrease benefits that I offer, delay promotions and decrease my total operating hours. I also believe that repairs and improvements would have to be postponed which would affect the overall image of our National Brand. My other option would be to sell my businesses and relocate to a state is business friendly and start over with my family. This is not what I want to do.

We strongly urge you to vote against HB-5291. I was not aware the bill was on the table and being addressed on the 28th. I have only had the opportunity to speak to one other franchise owner who owns 18 family operated Dunkin' Donuts. Between us, we operate 23 small businesses here along the coastline. This other owner and I are members of the CT. Ad Committee and could generate a petition with a signature from each and every franchise

owner within the state of CT. that would be against increasing the minimum wage. Dunkin' Donut stores in CT are all individually owned and operated, mainly by families that are passing on the business to their children. We believe the legislators, in particular the Labor Committee need to work hard to retain the small businesses that are currently located within the state by creating an environment that supports small business owners and the generations of owners being groomed to take over their heritage by allowing them to be profitable and provide jobs and opportunities. We have worked hard to accomplish our goal of owning our own business and would like to remain in the state of Connecticut as a profitable business owner.

Please feel free to contact me at rlrianhard@gmail.com or by phone at 781-718-0374 to discuss.

Very truly yours,

Randy L. Rianhard, Dunkin' Donut Franchise Owner
President/Owner
The Rianhard Group