

Case Studies

# Fast-Casual Chain Unlocks \$480K with a 3-Month Faster Approval



Jinn Liu

Win story

A fast-casual chain stays 3 months ahead

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## The Win

A fast-casual client secured approvals 3 months ahead of target. In total, it took 16 weeks total and just one round of city comments.

## Where

□ Elizabeth, NC

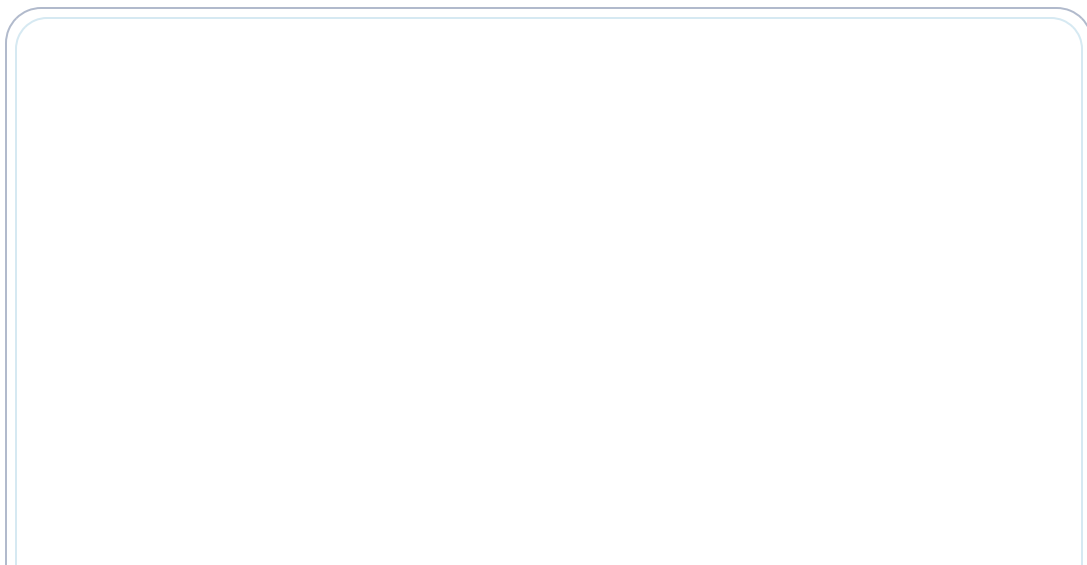
years of Wickliffe County knowledge and relationships to speed up the review process.

He sequenced multiple submittals to run in parallel with each other, creating overlapping work streams. A lengthy state food establishment review was submitted first, along with an early site approval so it could feed directly into building approval.

Corey also took advantage of the county's interactive reviews process and coordinated rapid responses with AORs, clearing most approvals in the first cycle.

### Why it Matters

For this client, one week equals an average of \$40,000 in revenue at each location. Getting approvals 3 months ahead of target creates an additional \$480,000 in revenue opportunity.



# Permitting



## Permitting

With thousands of new restaurants opening each year, the demand for efficient permitting processes is higher than ever. From zoning to health permits, the process involves multiple layers of compliance to ensure your restaurant meets local requirements.

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Josh Dunning oversees hundreds of store openings per year for the fastest-growing retailer in the US and that scale, traditional approaches can create hidden risk. We chat about how he's evolved his strategy to design systems that create leverage instead of friction.

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## Cycle Changes

The 2026 code cycle brings major shifts in energy standards, electrification, and climate resilience. This guide outlines the states adopting new codes, when they take effect, and what design and development teams need to prioritize to avoid redesigns, delays, and permitting risk.

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## Without Losing Form

Lou, Director of Design & Construction, gives us a behind-the-scenes look at Solidcore's expansion program. It's a diligence-first approach with tight partner networks, and clear permitting visibility to keep openings on schedule.

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