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Mr. Handyman looking for 5 more St. Louis franchisees

St. Louis Business Journal - by [Kelsey Volkmann](#)

Mr. Handyman plans to open five more locations in St. Louis by the end of the year, adding between 25 and 50 jobs.

The Ann Arbor, Mich.-based home repair company is scouting for sites and franchise owners.

Mr. Handyman currently has three St. Louis-area locations owned by Bill and Barbara Harrison, Michael Fitzsimmons and B.J. Myers.

The total investment for each franchisee is about \$125,000, including \$50,000 in cash, Chief Executive Todd Recknagel said. Each franchisee must have a net worth of at least \$250,000.

Franchisees do not need to have prior experience in the construction industry, Recknagel said. Some of the best current franchisees include a former **Wachovia** banker, Hollywood screenwriter, computer programmer and educator, he said. The owners supervise four or five technicians who operate out of Mr. Handyman vans, he said.

Sales slid during the housing downturn as people grew leery about putting money into an asset they were unsure would grow in value, Recknagel said. But today, people are going back to spending on home maintenance and repair, he said.

"People can only put (repairs) off for so long," he said. "It's a great time to expand."

The franchise additions in St. Louis are part of a larger national expansion that's also taking place in Phoenix, southern Florida and Denver, Recknagel said.

"St. Louis is actually very strong in our demographic," he said. "There's a strong middle- to upper-class market and good economy."

Mr. Handyman, which reported \$55 million in revenue in 2009, has 300 stores nationwide.

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