

Financing For A Niche Restaurant Chain

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The Need:

Our client has developed a well-known niche restaurant brand in Ontario with multiple retail locations. They are continuing to update and upgrade existing locations and open in new markets. Construction delays of a new location had impacted working capital.

Given their ongoing growth, they were looking for additional financing from a traditional bank for their business. Their existing bank appeared to have reached their credit limit with respect to exposure so our client engaged us to either increase the facility with their current bank or refinance with another traditional lender.

If refinanced, the solution would need to generate sufficient financing to payout their existing bank and provide meaningful extra financing to make the switch to another bank worth the cost and time to do.

The Solution:

Their existing bank was not able to ultimately increase their facility and we were able to go to market and successfully source a \$940,000 term loan from a traditional bank, at prime plus 2% and amortized over 4 years.

In fact, this solution not only provided our client with the additional working capital they needed, but the interest rate we were able to secure was lower than the rate being paid on their current bank loans.

This bank also provided a complete merchant service solution for our client.

The End Result:

This solution not only gave our client the financing they needed, the lower interest rate we also secured effectively offset the cost of our Success fee earned to source the financing. Plus our involvement enabled us to do all of the work to source a competitive solution for a very busy client with minimal disruption to his day.

At Isaacs Advisory, we have extensive experience in advising, structuring, and sourcing a wide range of traditional and non-traditional financing solutions from \$100K to \$1 Million for our clients.

For more information on raising financing solutions for a start-up, early stage, growth, in-transition or business in distress, please contact Adrian Isaacs at (416) 835-4511 or aisaacs@isaacsadvisory.ca.