

CASE STUDY

BAR & COFFEE SHOP EXPANDS WITH
MERCHANT CASH ADVANCE



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QUIKSTONE
CAPITAL SOLUTIONS

ABOUT THE BUSINESS

This unique 24 hour, full service bar and coffee shop with just under 20 employees was founded in 2014 out of Austin, TX. Specializing in locally roasted coffee and home-made infused liquors this business catered to those in a town located on East Riverside. The owners focused on quality coffee, local wares and music for the community. Their idea was to create a distinctive gathering place where people could come to talk, play board games, listen to local music, enjoy community events and just relax.

THE CHALLENGE

The business owners realized to appeal to a broad range of customers, first impressions were vital. Renovations were necessary to create an inviting atmosphere that was not only comfortable but embodied a theme or vibe that is clean, current and original. Expanding the business location with an outside patio would be an integral part of this venue to accommodate large groups. Building a brand and business personality was extremely important to the Business Owner, the customer's experience was never to be compromised. This philosophy would be carried over to a second location that was in the planning stages.

The owners found themselves frustrated as they were already in a loan with a fixed payment plan and needed a little more flexibility to make their dreams a reality. They began to search for alternative means that were more conducive to their needs; they found it with Quikstone Capital Solutions.

THE SOLUTION

The merchant's solid plan began to take shape in 2016 with their first merchant cash advance from Quikstone Capital Solutions for \$14,000 completed in 24 hours of their request. The speed in which they received the funding was so refreshing. That along with deductions based on a fixed percentage of the daily Visa and MasterCard sales allowed more freedom because the payment happened automatically, no monthly billing statements, no invoices, no payment coupons and no checks to write. And the payments adjust with the card sales.

Monthly credit card sales increased approximately 8% within a year's time approaching \$200k annually. The owners continued with the expansion. They updated a walk in cooler, added patio equipment and patio heaters and began renovation and expansion of a second location. Marketing was utilized to support their brand equity of new products as well as inventory and menu updates. They were able to make these changes and enhancements to their business by utilizing Quikstone Capital Solutions as their business partner. The fast flexible terms helped the business achieve their goals; and they continue to grow!

Within a one year period of time, the unique business concept bar /coffee shop, local hang out completed its second location continuing to build their brand and is now producing revenue in the 7 figure range.

The merchant cash advances allowed them to make the changes needed to grow and offer a location that not only draws customers but keeps them.

WE'RE YOUR FUNDING PARTNER.

Quikstone Capital Solutions can
provide the cash needed to help
your business grow.

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