CLIENT CASE STUDY

$400K Financing for Multi-Location Franchise Acquisition

Client Profile | Family Investment Group Acquiring Ownership in Est. Franchise

When a family identified an opportunity to invest in the acquisition of multiple franchise locations, they turned to the **Client Lending Solution** *powered by Community Capital* to help structure financing that aligned with their ownership objectives and unique transaction requirements.

OPPORTUNITY

Client seeking ~400K of financing for purchase of ownership interests in multiple franchise locations

RESULTS

- ✓ Evaluated financing alternatives for a complex franchise ownership structure
- ✓ Generated interest from more than ten prospective lenders
- ✓ Identified lenders willing to consider unsecured financing solutions
- ✓ Secured financing aligned with the family's ownership and collateral objectives
- ✓ Supported a successful multi-generational business investment strategy

The opportunity involved a father and his two sons acquiring ownership interests in multiple Dunkin' franchise locations in Massachusetts. One of the sons had spent years advancing within the franchise organization and had risen to the role of Area General Manager, providing the family with significant operational expertise and firsthand knowledge of the business. The acquisition represented both a family investment opportunity and a long-term business ownership strategy.

The transaction structure was more complex than a typical franchise acquisition. The family established an LLC to hold their ownership interest, while the operating franchise locations would remain under separate ownership entities. As a result, traditional franchise financing structures were not an ideal fit. The borrowers preferred a financing solution that was either unsecured or secured by their ownership interests in the LLC rather than the underlying franchise assets.

Working alongside the family, the Lending Team evaluated multiple financing alternatives and identified lenders capable of accommodating the unique ownership structure. The opportunity was presented through the Lending Solution to a broad network of financial institutions, generating interest from more than ten lenders. Several financing structures were evaluated, allowing the borrowers to compare collateral requirements, pricing, and flexibility.

After reviewing options, the clients selected an unsecured personal loan offered through the private banking division of a regional bank. The structure aligned closely with the family's objectives by minimizing collateral requirements while providing competitive pricing and flexibility. The financing allowed the family to move forward with the acquisition while preserving the ownership framework they had established for the investment.

> *"The financing structure was just as important as the financing itself.*
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> *The process helped us find a solution that fit our ownership goals while giving us the flexibility we were looking for."*
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> *Family Investment Group CEO*

COMMUNITY CAPITAL

For more information about the **Lending Solution** *powered by Community Capital*, please contact:

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