**Thriving through a pandemic.**

*How a commercial loan brokered by Watts Commercial Finance helped a mother and daughter team realise their dream of independent business premises ownership.*

Owning their own deli has always been a dream for mother and daughter partnership Deborah and Emma Gibson who have operated their successful business from the same shop for 10 years. Ironically, it was a global pandemic and national lockdown which contributed to an exponential business growth and the opportunity to purchase their business premises.

Bonnington Brunch is an independent deli based near central Edinburgh and offers a takeaway and delivery service to its customers including a wide range of breakfast, lunch, beverages, cakes and snacks. The business has a great reputation with locals which is backed up by their 4.4/5 star Google Reviews rating.

The business has their own website and are very active on social media – regularly posting videos of their menu options and specials on Facebook and TikTok to appeal to audiences young and old.

During the course of the pandemic, the business realised a need to diversify and quite quickly introduced a full delivery service to compete with traditional fast food options by catering to a niche breakfast market. The business also started to use delivery agents Just-Eat and Uber-Eats to not only take their products directly to their customers’ door but also to market to a new audience while providing an additional dining option.

This foresight meant the business has seen a positive impact on trading performance resulting in their turnover more than doubling in 10 months. It also proved to be a huge turning point for the business, allowing them not only to survive, but to thrive through the pandemic.

Dean Thomson, Commercial Manager at Watts Commercial Finance who was instrumental in securing £133,000 of commercial funding for the purchase said “The Bonnington area is close to my heart having lived nearby for many years. Their food is amazing and I’m not surprised to learn of their growing popularity now that they’ve introduced a delivery service. I’m really proud of Emma and Deborah for what they have achieved during the pandemic and was delighted to be involved in their plans realise their 10 year dream of independent business premises ownership.

Having worked closely with a high street lender, I was delighted to secure a commercial loan for the purchase of the freehold of my clients existing trading premises and I look forward to seeing the business flourish over the next 10 years and more.”

Call us today on 03303 110777 or email advice@watts-commercial.co.uk to see how we can help your clients to realise their dream of independent business premises ownership.