

Pivoting for Success



Q'S NUTS - The pandemic forced many small businesses to change and adapt, and Boston-based Q's Nuts was no exception.

A family-run business launched in 2000 by spouses Brian and Beth Quinn, Q's Nuts is a small batch nut roasting company that produces over 20 unique flavors of vegan nuts. Over the years, the business has become a city staple, growing to include two storefronts and a healthy online business.

"We've always been primarily a retail store, with steady growth in wholesale and

internet sales on the side,” said Beth. “But the pandemic totally shifted our focus. National wholesale business grew very rapidly, and internet sales followed. In order to accommodate these larger orders coming in, we needed a larger and more functional operational space for production.”

Beth said purchasing commercial property was a major goal in their 3-5 year business plan. However, such obstacles as limited real estate inventory and high prices in and around Boston made finding the space they needed seem unattainable.

She said the pieces finally came together through a series of professional connections. First, a business adviser introduced them to a business broker who had commercial space that fit both their budget and their operational needs. They then connected with a local bank, which led them to Coastal Community Capital. With Coastal’s help, the Quinns secured an SBA 504 Loan for the commercial real estate purchase, which required only a 10% down payment and provided the benefit of a low interest rate, fixed for 25-years.

“The SBA loan process and all of the paperwork that comes with it can be overwhelming for a small business like ours, and Coastal knew just how to navigate and expedite that process,” Beth said. “They are true advisors. They held my hand from start to finish.”

She said the future looks bright for Q’s Nuts, and the new commercial space enables them to bring in larger equipment that will speed up processing and increase productivity.

“We never would have gotten through this process without Coastal,” said Beth. “Working in tandem with our bank, they were critical in helping guide us through the process of buying a commercial property.”

To learn more about Q's Nuts, visit <https://qsnuts.com>.