

Gas Station and Convenience Store Official Newsletter

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The Buyer Due Diligence Process
What to expect when selling your stores

Written by: Ken Currier

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**Northeast Bi-Weekly
Status Reports**

THE BUYER DUE DILIGENCE PROCESS

What to expect when selling your stores

Written by Ken Currier

You have worked hard to build your company. The decision to sell is difficult for many business owners and should be made after careful thought. The sale process can seem overwhelming, that's why it's best to let a professional help you navigate through the process. We have separated the sale process into 5 phases which we will discuss more in-depth below.

Con't next page



BUILD

Site Selection &
Feasibility Studies



BUY

Sales & Acquisition
Diversify Portfolios



CONNECT

Strategic
Partnerships



MANAGE

Restructure, Reinvest,
Divest, & Redevelop



Con't from page 1

Phase 1 – assembling the team and valuing the properties.

It takes a whole team to sell your stores. Your team should consist of CSI, an attorney, an accountant, and an environmental consultant. We will develop values for different scenarios. We need 3 – 5 years of financial reports and volumes for each store. We work with your accountant to estimate your net proceeds from the sale.

Phase 2 – data gathering and development.

We begin gathering all the materials to market your property to potential buyers. This includes developing a data room, property overview sheets, and listing packages for your stores. Our goal is to provide a complete package of your stores to potential buyers, making it easy for them to understand your company. Virtual data rooms are utilized to store this information. This is an online archive for the distribution and storage of documents involved with your deal.

Our data room has countless security features to ensure your documents are protected. Marketing materials are developed and provided for your review.

Phase 3 – marketing your company.

Marketing commences for your properties by sending an Invitation for Offers to potential buyers approved by you. Those interested in the store are required to sign a Non-Disclosure Agreement (NDA) prior to having access to the data room. Potential buyers are given a deadline in which they need to submit a Letter of Intent (LOI) that outlines the price and terms of their proposed offer. Then with our help, you will choose the buyer based on the right price and the right terms. After the buyer has been chosen, we will revoke access to the data room to all the other potential buyers. Your attorney will draft, negotiate, and complete the Asset Purchase Agreement (APA).

Phase 4 – due diligence.

This is the investigation phase of the process. We want to confirm to the buyer that the value represented by the purchase price matches the reality of the condition of the real estate and business. Often this stage becomes stressful as unforeseen challenges may arise.

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Start Building Your Strategy

Ken Currier

Partner

p: 603.279.4474

m: 603.455.4833

25 Country Club Rd, #704,

Gilford, NH 03246

kcurrier@cstoreinvestments.com

Aaron Cutler

Partner

p: 781.749.3663

m: 781.264.6152

25 Country Club Rd, #704,

Gilford, NH 03246

acutler@cstoreinvestments.com

www.cstoreinvestments.com

Convenience Store Investments

We help C-Store owners, oil companies, and investors maximize their sales proceeds, divest from poor performing properties, and assist with mergers/acquisitions.

Con't from page 2

The Buyer will provide a list of documents they need to complete their investigation. Much of this information has already been assembled during Phase 2.

Buyers will pose concerns and have questions during the investigation phase. Through our guidance, we help sellers respond to the buyer's concerns and questions in a clear and concise format. Our comprehensive presentation package and data room will have the answers to most questions and addresses the concerns of the buyer. Our experience and knowledge will keep the transaction on track to a successful conclusion.

Phase 5 – closing.

This is the transitional period. All the employees, tenants, and vendors are notified of the sale that is about to take place. A detailed closing scheduled is published. We work with the attorneys, escrow agents, and buyer verifying that all funding is appropriated properly and any outstanding items are effectively completed. After the final documents are executed both parties can feel good about the successful sale and/or acquisition of their stores.

CSI advises clients to maximize their investment value, exploit growth opportunities, and help buyers and sellers navigate the purchase and sale of C-Stores.

Check out our exclusive listings:
<https://www.cstoreinvestments.com/properties/>



Please email us for additional information:

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kcurrier@cstoreinvestments.com

Aaron Cutler
Partner

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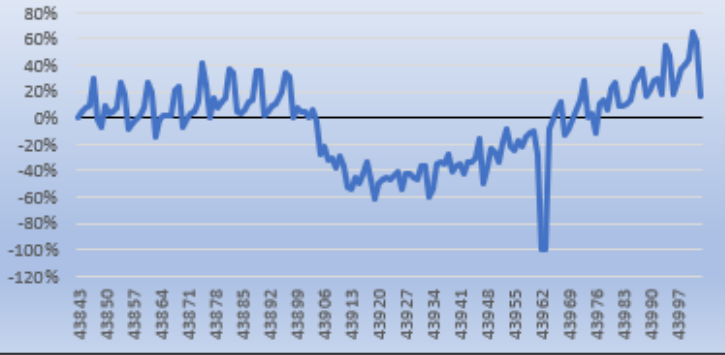
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Convenience Store Investments

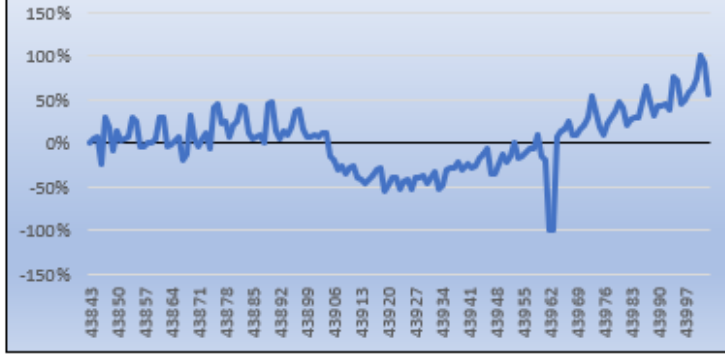
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MOBILITY RATES

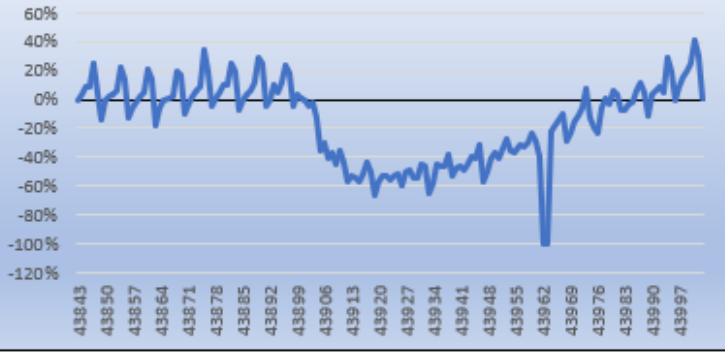
Driving Mobility Trends Connecticut



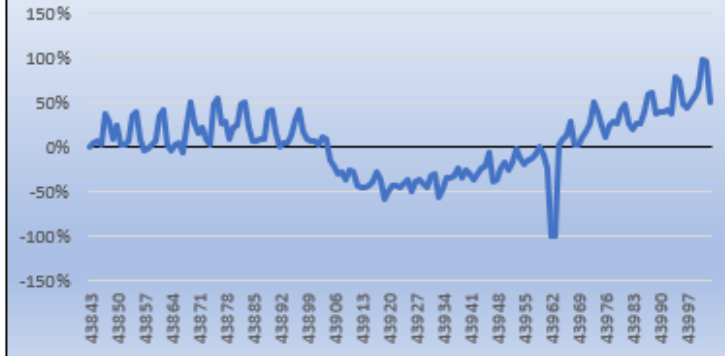
Driving Mobility Trends Maine



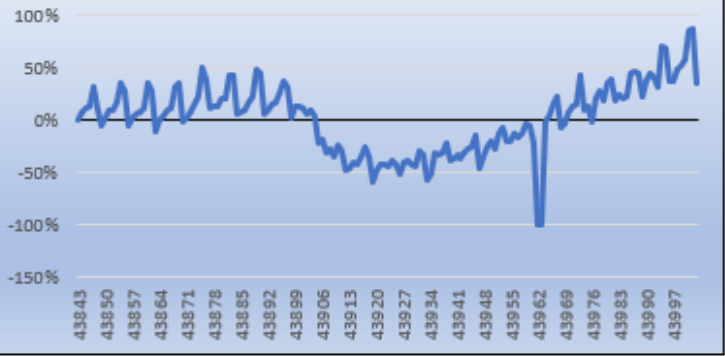
Driving Mobility Trends Massachusetts



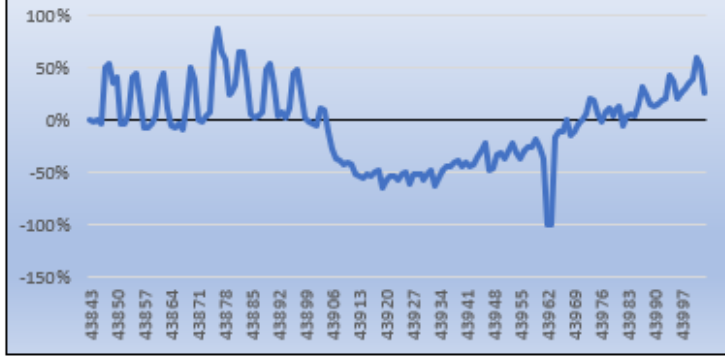
Driving Mobility Trends New Hampshire



Driving Mobility Trends Rhode Island



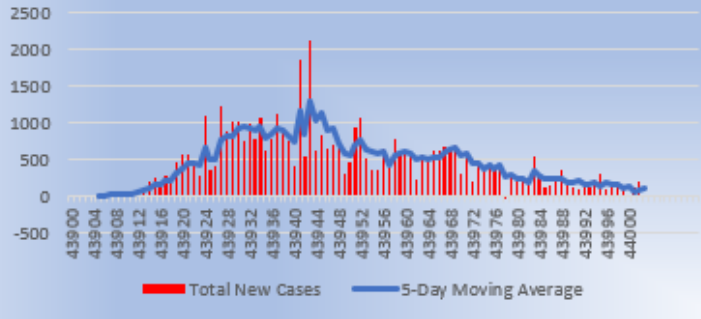
Driving Mobility Trends Vermont



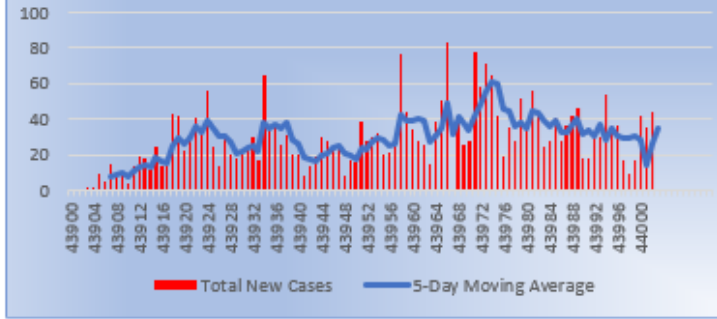
Source: Apple

CONFIRMED COVID CASES BY STATE

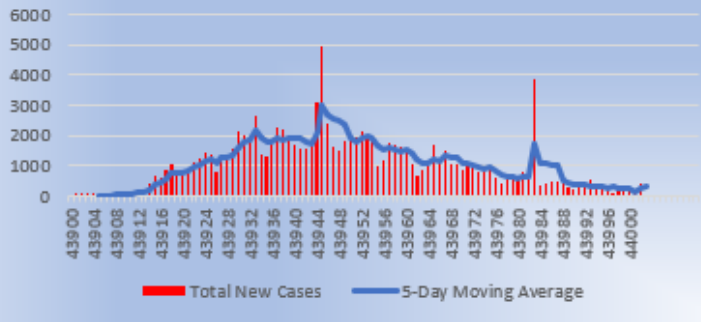
Confirmed New Cases Connecticut



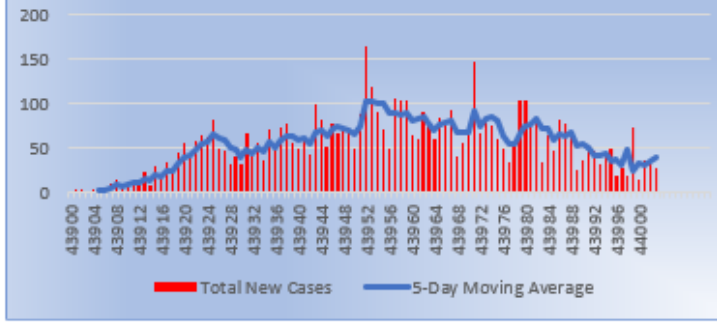
Confirmed New Cases Maine



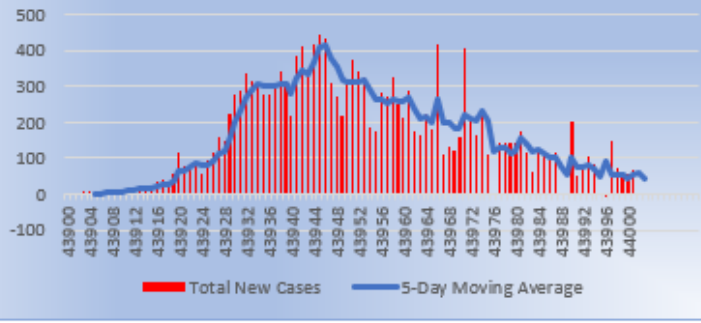
Confirmed New Cases Massachusetts



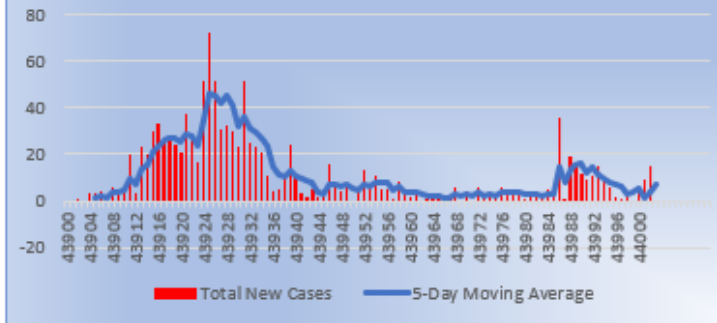
Confirmed New Cases New Hampshire



Confirmed New Cases Rhode Island



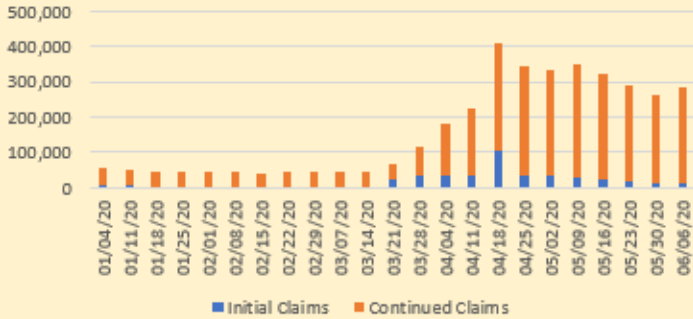
Confirmed New Cases Vermont



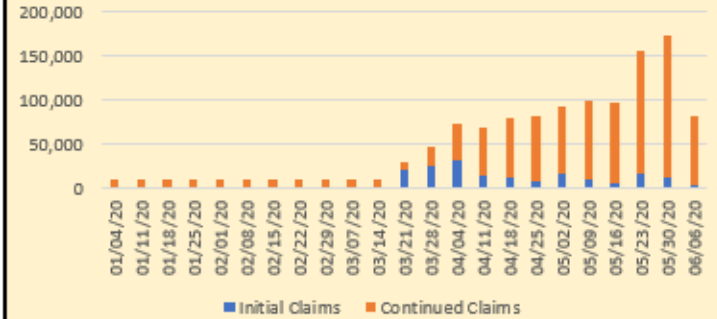
Source: John Hopkins

UNEMPLOYMENT RATES BY STATE

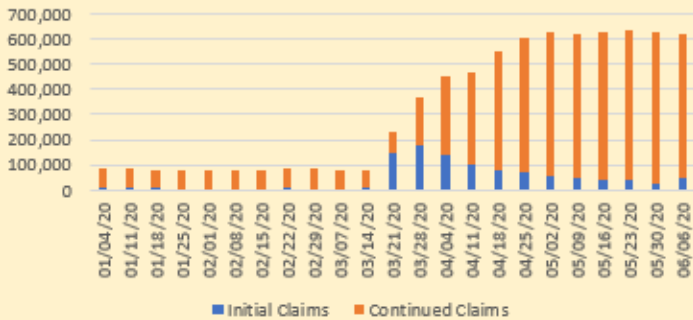
CT Unemployment 2020



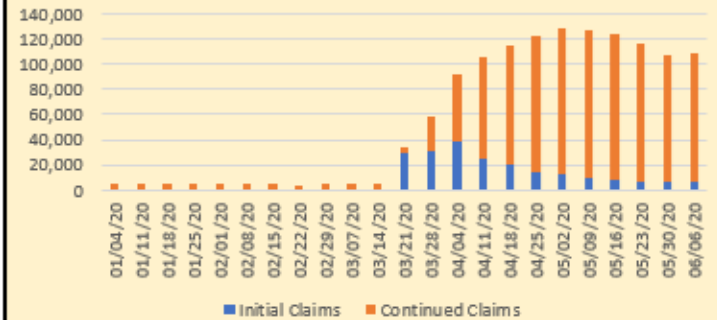
ME Unemployment 2020



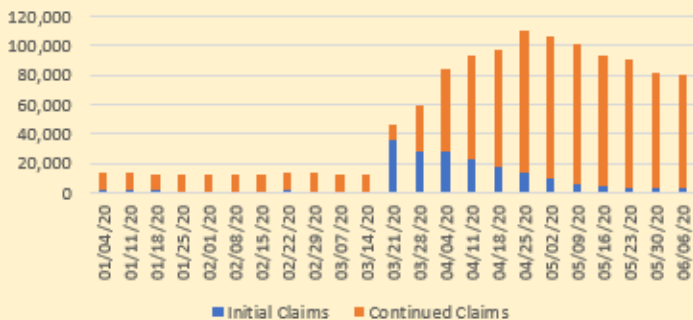
MA Unemployment 2020



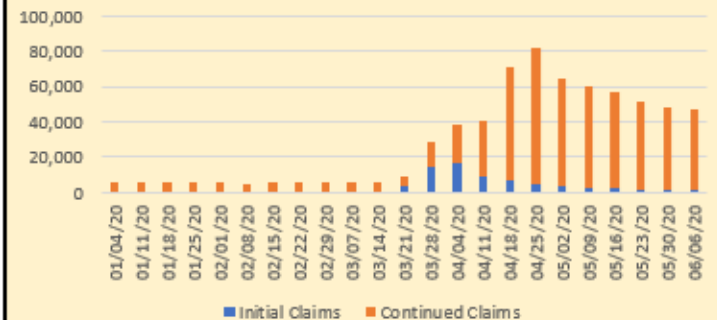
NH Unemployment 2020



RI Unemployment 2020



VT Unemployment 2020

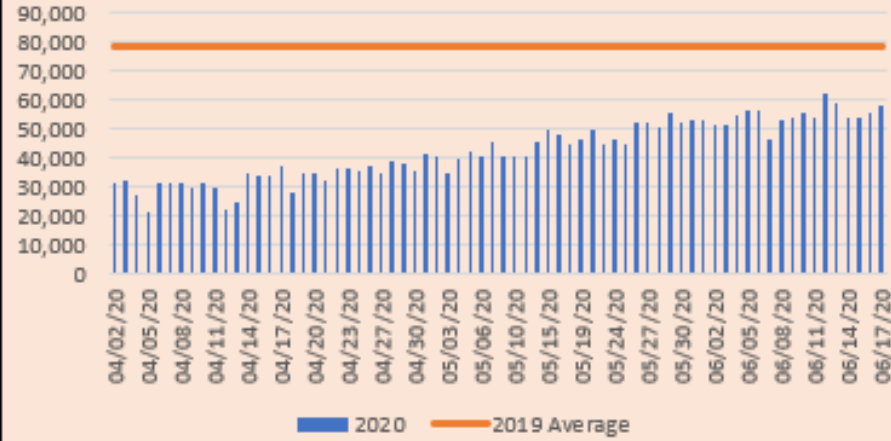


Source: US Department of Labor

TRAFFIC COUNTS

**Traffic Counts
Hamden CT-15**

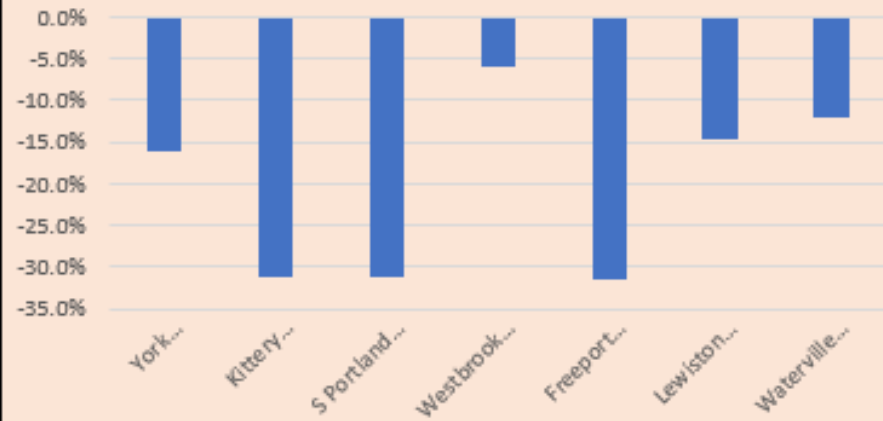
Source: CT Department of Transportation



■ 2020 — 2019 Average

**Traffic Counts
Week of June 14th**

Source: ME Department of Transportation



**Interstate Traffic Counts
Percent Change YOY**

Source: NH Turnpike System

