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Currier of CSI negotiates sale of Airport Country Store and Deli to ENG

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Gilford, NH C-Store Investments, LLC (CSI) provided advisory and transactional services to Mark Dickson of Airport Country Store & Deli on the sale to EnergyNorth Group (ENG).

CSI handled the sale process of the convenience store and deli at 63 Gilford E Dr. The sale was able to close in only a matter of months. CSI coordinated the marketing in a confidential manner, worked with several interested buyers, managed the due diligence process, and assisted with the closing. It was principal lead consultant at CSI, Ken Currier who orchestrated the deal.

Since the inception of this store, Dickson has been an integral part of the operations. He began as the manager in 1995. Then in 2007, he went on to buy the business and lease the real estate. After years of hardwork, Dickson was able to purchase the real estate in 2018. Today, this store boasts a bustling deli which locals and tourists flock to, along with a Dunkin' Donuts tenant, and diesel fuel offerings, making this a must stop destination in the Lakes Region. Mark has since moved out of the area and decided now was time to sell to the right buyer who will continue with the strong operation he has created.

"We are excited to welcome the Airport Country Store & Deli employees and customers into the ENG family," said Jeff Black, owner & COO, ENG. "This store fits well with the other three stores in the region and we are looking forward to expanding our gas station, convenience store, car wash and food service footprint with in New Hampshire."

Based in Lawrence, Mass., Energy North Group (ENG) is one of the largest wholesale distributors of fuel in the New England and Upstate New York areas. ENG offers all of the major brands, including: Exxon, Mobil, Sunoco, Gulf and Citgo while continuing to grow its Haffner's and Tradewinds brands. The Haffner's brand operates gas stations and car washes in Massachusetts and New Hampshire and distributes oil and propane while providing HVAC to nearly 50,000 customers in Massachusetts, New Hampshire, and Southern Maine. The Tradewinds brand operates gas stations in Maine. ENG operates a total of 60 gas stations, convenience stores, car washes and food service locations. Over the past decade, Energy North Group has grown rapidly because of its many successful acquisitions.

Ken Currier, principal consultant of C-Store Investments has accumulated 26 years of experience in the c-store industry. Since 1994 he has advised clients on valuations, investment opportunities, divestiture, mergers & acquisitions, purchase & sales, market research, site identification &

development, succession planning. He brings in-depth industry knowledge and expertise that allows him to help clients maximize their investment value, exploit growth opportunities, and help buyers and sellers navigate the purchase and sale of c-stores and gas stations.

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