

Opportunity to Acquire

C-Store, Fuel and Post Office with Seaplane Landing in Alaska

Executive Summary	
Reference No.	FGA-305
Asking Price	\$349,000
Location	Remote Island in Southeast Alaska
Employees	7 Part-Time 0 Full-Time
Gross Revenue (2022)	\$1,326,819
Cash Flow (SDE)	\$100,313

- *Enjoy a true small-town vibe while working hard in the heart of the Alaskan outdoors.*
- *Abundant wildlife shares this remote island with locals and seasonal tourists.*
- *Activities include fishing, hunting, hiking, wildlife viewing, kayaking, beachcombing, canoeing, and camping.*
- *This tight-knit community has several beaches to explore, historical sites, bird watching, whale watching, and photography with its picturesque scenery and diverse wildlife.*
- *Visitors can take scenic drives on the island which offers spectacular views of the surrounding forests, mountains, and waterways.*
- *In the winter months, visitors can go cross-country skiing or snowshoeing on the nearby trails or go ice fishing on the frozen lakes and streams.*
- *This remote island is connected to other communities in Southeast Alaska through the most extensive road system in the Inside Passage, with 1,300 miles of paved or maintained gravel roads. There are also several hundred miles of logging roads that many visitors traverse on mountain bikes.*

Located in a small town on a remote Alaskan island, this multifaceted business for sale is the focal point for the local community. Providing the only fuel station, convenience store, contract postal unit, seaplane landing station, and more, this one-stop shop offers a small-town vibe amidst the ***rugged natural wonders of the Alaskan wilderness.***

The region is remote and provides the main link to the mainland, with mail arriving 2 times a day, 6 days a week via float plane during the summer months and once or twice a week during winter when inclement weather with snow, wind, and temperature are factors. Float planes fly under VFR (Visual Flight Rules). The business provides unleaded and diesel fuel for seaplanes, local charter boats from the nearby lodges, forestry service vehicles, school district vehicles, and mini-cruise ships that tour the region.



Tongass National Forest is the crown jewel of the U.S. Forest Service, covering over 17 million acres of the Alaskan wilderness.

In addition to picking up their mail, locals and tourists visit the business's cafe area for a latte, espresso, milkshake, breakfast burrito, or deli sandwich made fresh on-site. The convenience store stocks staples from household goods to rain gear and necessities that tourists may need while they are exploring the region. The area is a popular walking destination for seasonal mini-cruise ships and walking tours going right by the front door. Forest Service cabins and DIY fishing lodges are located throughout the community.

This business represents a lifestyle more than just a business. This is an opportunity for a new owner, or a couple, to become an integral part of the local community and enjoy a true small-town vibe while working hard in the heart of the Alaskan outdoors. Abundant wildlife shares this remote island with locals and seasonal tourists. The current owners relocated to the area when they bought the business, and they have a lodge they plan on making their focus. They will remain in the area to support the new owner as they adapt to becoming instantly famous as the new faces in town.

Investment Highlights

- **Seasonal Schedule:** The owners work less than a full workweek, each working 10-15 hours per week. They focus mainly on managerial and maintenance work year-round. During the off-season from October-April, they meet the float planes and help with mail.
- **Seller Financing:** Seller financing is offered for qualified buyers with 40% to 50% down.
- **Strong Customer Contracts:** This business has the only U.S. Postal Service contract on the island and is the Station Agent for a regional seaplane airline in Alaska.
- **Multiple Sources of Revenue:** There are multiple revenue streams from the Post Office contract, seaplane airline fees, and revenue from fuel sales, the gift shop, convenience store, and cafe.

- **Stable Recurring Revenue:** Contractual monthly revenue provides steady recurring income that is not reliant on over-the-counter sales, while the active tourist season provides recurring peak income during the summer months.
- **Offset Seasonal Fluctuations:** Government entities and businesses bring year-round business that provides steady income through the quieter winter months.
- **No Competition:** There are no competitors in the local area. The nearest boat fuel is 50 miles away.
- **Excellent Location:** The area draws tourists during the summer months, and there are Forest Service cabins and resort lodges that attract visitors year-round. The business is located at the curve of the bay for easy access by boat, seaplane, float plane, or car. There are walking trails in front of the store that are popular with tourists from the mini-cruise ships that come into port.

Additional Products, Services, or Market Areas the New Owner Can Pursue

A new owner can take the following actions to improve the business:

- **Consider Selling Liquor:** Consider obtaining a liquor license and putting in a bar.
- **Food Service Expansion:** Expand the food service offerings for summer seasonal business.
- **Maximize Space:** Maximize the use of space for increasing retail space, food service, and a bar.
- **Website:** Update the company website, including making it mobile-friendly.

Reason for Sale

The owners have additional businesses and are ready to focus on their fishing lodge business as they move toward becoming semi-retired seasonal residents.

Facility

The current location consists of an 1,800 square foot owned facility, a 2,000 square foot dock, and a 1,600 square foot floating fuel dock. The business is owned by the operating entity.

Target Market

	Target Market and Customer Description	Breakdown of Revenue Based on Customer Type
General Retail	Town Residents, Island Residents, Tourists	88%
Lodges	Established fishing lodges that operate seasonally.	6%
Postal Contract	Town Residents & Tourists	4%
Airline Contracts	Town Residents & Tourists	2%

Financial Metric	2019	2020	2021	2022
Gross Revenue	\$1,047,868	\$845,216	\$1,090,939	\$1,326,819
Gross Profit	\$265,425	\$257,275	\$278,205	\$293,185
Expenses	\$186,907	\$174,559	\$180,702	\$192,372
Seller's Discretionary Earnings (SDE)	\$78,517	\$82,716	\$97,503	\$100,813*

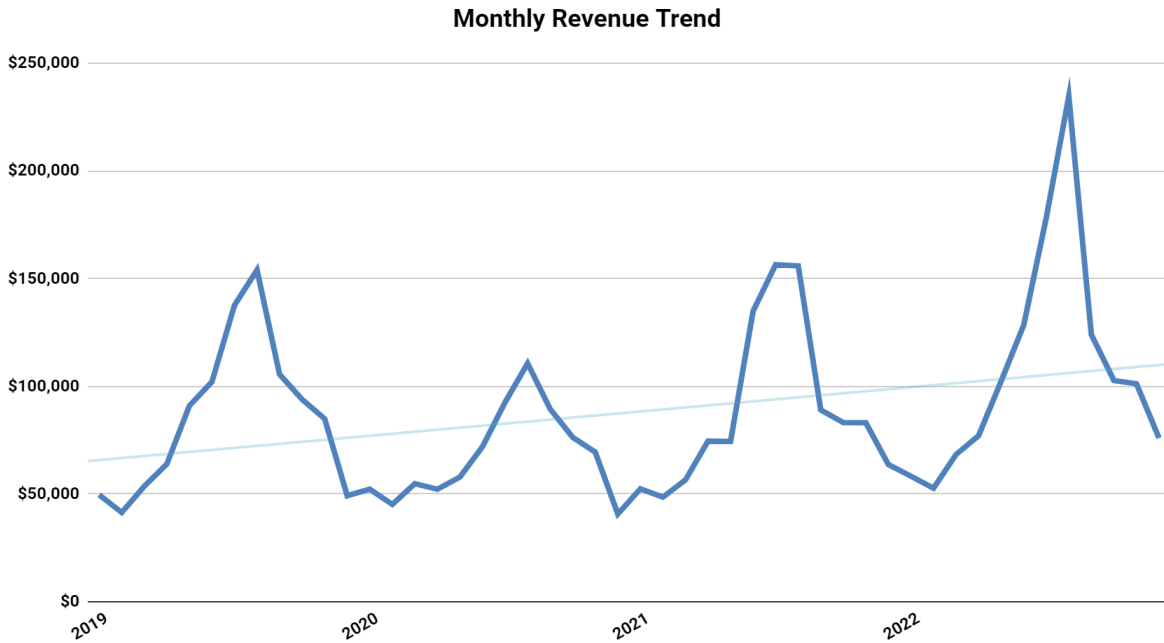
*The postal contract has been renewed in 2023 and is estimated to increase profitability by \$20,000 per year (from \$60,000 to \$80,000 per year). 2022 SDE includes the estimated increase in SDE from the postal contract.

Financials	
Working Capital	
Inventory	\$30,000-\$50,000 - not included in asking price (includes unleaded gas, super unleaded gas, diesel, propane, food and snacks, tobacco, rain gears, and miscellaneous gifts)
Other	
Annual Capital Expenditures (Estimated)	\$2,000-\$10,000
Average Transaction Value	\$35-\$100 (combination of 80% fuel, 20% convenience store. Fuel and convenience store transactions are not separated.)
Payment Methods	80% Credit Card, 19% Cash, 1% Check
Terms Offered to Customers	Due on Receipt (offered to businesses or government entities only)
Terms Offered by Suppliers	Most are due on receipt, a few are Net 10 to Net 30

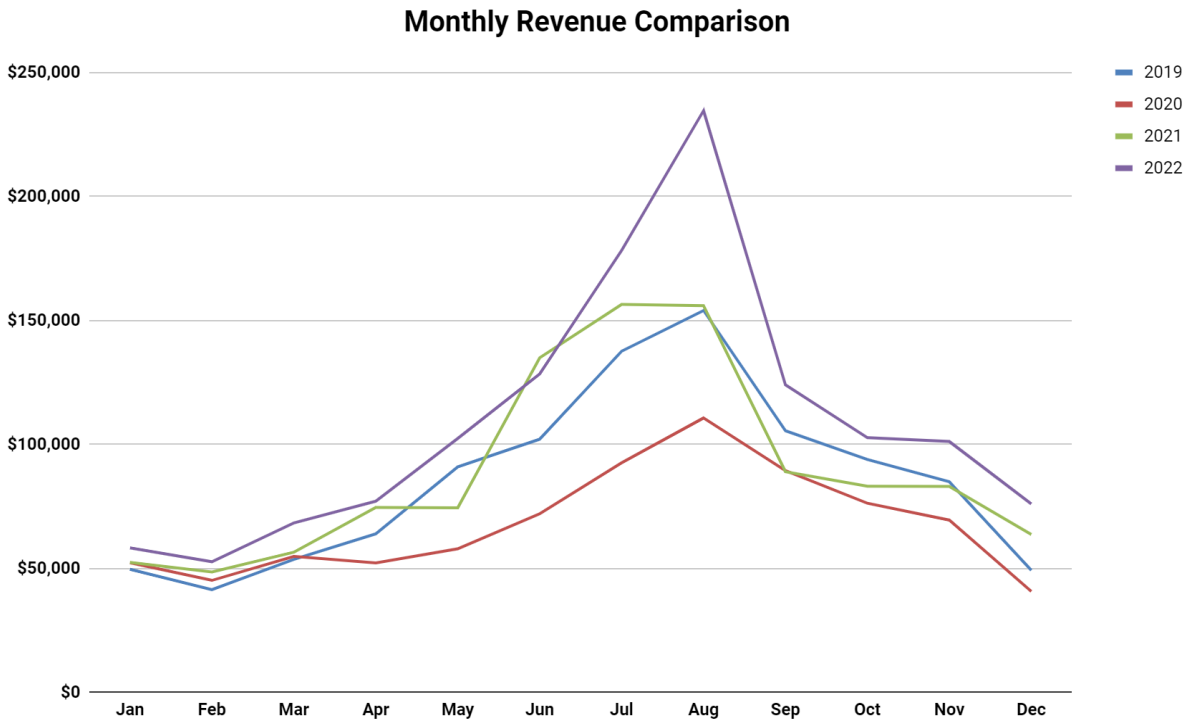
Normalized (adjusted) financial statements are available upon request.



This stunning photo captures the beauty of a picturesque location renowned for its excellent salmon fishing and access to prime Alaskan saltwater fishing. This location is a hidden gem waiting to be discovered by nature enthusiasts and fishing aficionados alike.



There is a seasonal increase in business from July to September during the summer, with August being the peak for tourist and charter boat fuel sales. During this time, nine charter boats are usually fueling up daily, and the maximum number of tourists are in town. The peak was lower in the summer of 2020 due to the COVID-19 pandemic, but tourism has resumed and grown stronger.



Operations	
Year Established	1994
Hours of Operation	<p>Regular (October to May) Monday to Saturday: 6:30 am - 6:00 pm Sunday: 9:00 am - 3:00 pm</p> <p>Summer (June to September) Monday to Saturday: 6:00 am - 7:00 pm Sunday: 8:00 am - 4:00 pm</p>
Terms	
Training Available to Buyer	4 weeks
Licenses Required to Operate	USPS Postal Contract
Buyer Qualifications	None
Assets	
Equipment Value (Approx.)	\$50,000 (included in asking price)
Leased Equipment	None
Vehicles Value	\$7,000 (1 - Arctic Cat 4-wheeler)
Land/Buildings Value	\$800,000 (property is for sale separately)
Facilities	
Type of Facility	<p>Building: 1,800 square feet Dock on Pilings: 2,000 square feet Floating Fuel Dock: 1,600 square feet Aluminum Ramp: 100 square feet</p>
Rent & Lease Options	The owners own the property
Property for Sale	Yes



The cafe offers a variety of hot drinks, including lattes and mochas, as well as milkshakes for those warmer days.

Industry Overview

Description of the Fuel Station & Convenience Store Industry

- **There is an expansion in the existing fuel station infrastructure owing to the advancement in technology.** There is also increased investment in the sector by the government and multinational corporations.
- The US gas station industry includes about 17,000 establishments (single-location companies and units of multi-location companies) with **combined annual revenue of about \$100 billion.** Revenue for the industry, driven mainly by fuel consumption, can vary significantly from year to year, depending on the price of crude oil.
- In 2020, there were over 150,000 convenience stores in the United States, with the majority of them independent. According to Statistica, "the industry recorded sales of nearly \$650 billion, with more than half of it coming from the sale of motor fuel." **This demonstrates that when a gas station includes a convenience store, the revenue generated by customers filling up their tanks and shopping at the store almost doubles.**
- **An estimated 80% of the fuel purchased in the United States occurs at a local convenience store.** There are 148,026 convenience stores in the United States, of which 116,641 of those stores sell fuel. 50% of convenience stores selling fuel have established their own fuel brand and purchase fuels on the open market or via unbranded contracts with a refiner/distributor.

Description of the Postal Service Industry

- E-commerce is not slowing down, and customers are really getting used to near-instant delivery. **Posts and delivery companies that can provide the right offering (in a cost-effective way) to grocery, retailers, and e-commerce providers will profit handsomely.**
- As smaller and smaller urban delivery warehouses come into operation, the use of robotics and automation for last-mile delivery will continue to rise. Smaller hubs make delivery much simpler, more manageable, and much faster. **Automation throughout a Post's entire operations will continue to grow in 2022.** In Escher's 2021 Future of Posts report, automation was cited as a top focus for Posts. Automation will not only help Posts reduce costs, but with technologies like OCR, it will help increase overall throughput, improve accuracy, and more.

Reference:

[Fortune Business Insights | Fuel Station Market](#)
[Dun & Bradstreet | Gas Stations Industry Profile, December 2022](#)
[Forbes | Gas Station Survival In Today's Economy, November 2022](#)
[NACS | Convenience Stores Sell the Most Gas, May 2022](#)
[Dun & Bradstreet | Postal Services Industry Profile, January 2023](#)
[Escher | Four Postal Trends for 2022, January 2022](#)

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