



## Executive Case Study: Complex Energy Business Exit

**Client:** Family-owned convenience store and fuel distributorship

**Ownership:** Owner #1 (out-of-state) and Owner #2 (day-to-day operator)

### The Challenge

The owners wanted to exit the business—but only if both the convenience store and fuel distributorship could be sold together to one buyer. Most interested parties wanted only one side of the business, creating a real risk of reduced value and operational disruption.

### Meridian's Role

Meridian began with a formal business valuation to establish a realistic baseline and then served as the **sole advisor and transaction lead** throughout the sale process. Rather than pushing for speed, Meridian took a disciplined approach—identifying the right buyer and reframing an existing relationship into a strategic opportunity.

### The Complexity

The transaction included multiple near-deal-breaker risks: uncoordinated legal counsel, lender frustration over delayed financials, a fuel contract containing a right of first refusal, and the unexpected loss of the buyer's CPA during underwriting. Meridian stepped in to coordinate legal requirements, reconstruct financials, support lender diligence, and keep all parties aligned through consistent communication.

### The Outcome

- Business valued at **\$1.39M** and sold for **\$2.5M**
- Both businesses sold together to a single buyer
- Employees retained and operational continuity preserved
- Owner #2 remained employed post-transaction

### The Result

Through steady advisory leadership and industry-specific expertise, Meridian guided the owners to a clean, successful exit—protecting value while navigating significant complexity.