



1 GAS BAR AND CONVENIENCE STORE

Q & A

Current as of: September 26, 2023

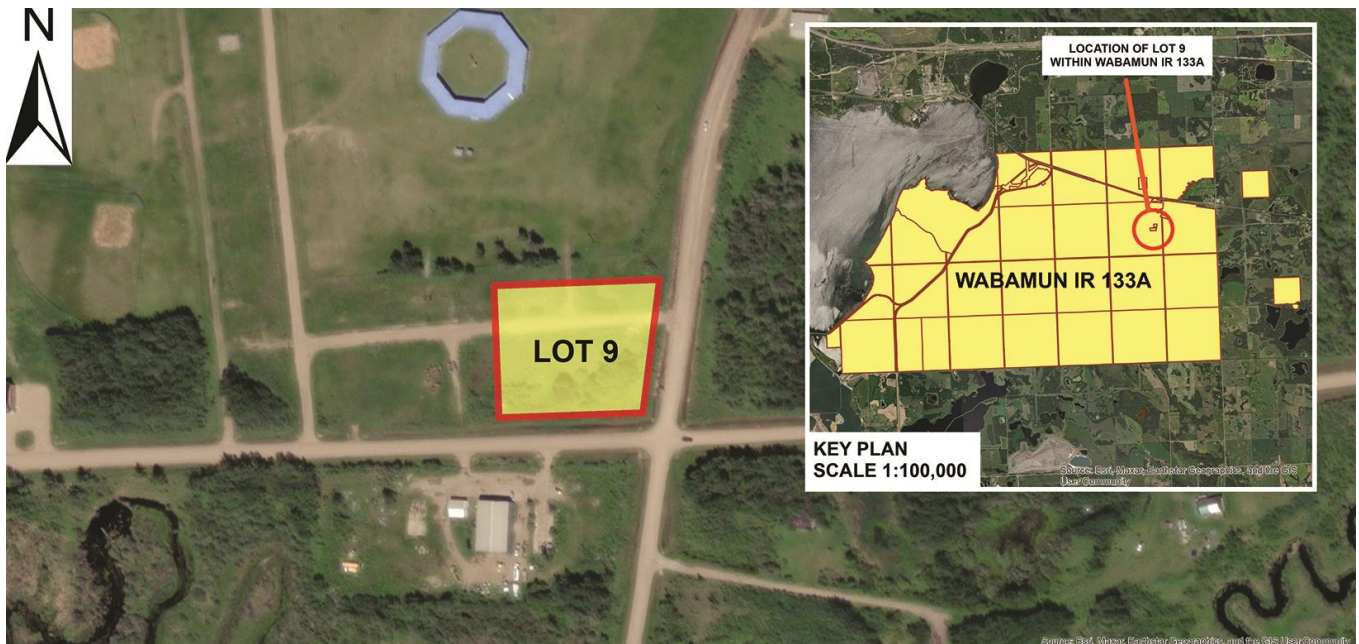
What are we voting on?

Members are being asked to decide on land designation for a vacant, 1.85-acre site located a few metres south of the Paul First Nation Administration Office in the heart of our community.

If Members approve the land designation, Paul First Nation is proposing to develop a new full-service gas station and convenience store to replace the Willow Point Gas Station.

Where is the site located?

The following map shows the location of the parcel proposed for designation:



What services would the gas station and convenience store offer?

The proposed facility would include:

- 1,489 square foot building and fueling canopy
- All types of gasoline
- Convenience store offerings:
 - Fresh and frozen foods
 - Snacks and beverages
 - Household items
 - Minor automotive supplies
 - Tobacco
 - Lottery
- In-store, self-serve laundromat
- Tax-exempt gasoline and tobacco for Nation Members

Why do you want to replace the Willow Point Gas Station?

The Willow Point Gas Station is aging and in need of significant repairs.

A detailed feasibility study found that it does not make economic sense to repair this facility:

- There is insufficient market potential to justify the investment
- Extremely low net profit margin
- Negative net present value
- Extremely low internal rate of return

The proposed new facility would be bigger and offer more services to our community.

What are the benefits to Nation Members?

This proposed project offers several economic benefits:

- The business would be 100% owned by Paul First Nation
- \$360,000 in net income projected over the first 5 years
- 5 management and staff positions for Band Members
- \$163,000+ in annual salaries, wages, and benefits
- Training opportunities for staff members
- Access to tax-exempt products for First Nation Status Members

Are there plans to include a car wash?

The study found that a car wash is not feasible at this time. There is insufficient market potential to justify the investment. It would cost a lot of money to build and add a lot of debt, which projected sales would not be able to cover.



The goal is to develop a new facility that will provide job opportunities for Members and quickly start generating revenue for the Nation.

If Members vote in favour, when would the gas station open?

It is targeted to open in Spring 2025.

What assurances do we have from an environmental management perspective?

Paul First Nation has developed a detailed Environmental Management Plan, which incorporates community feedback.

As stewards of our land, environmental assessments and monitoring are a priority in all land development activities the Nation participates in.

All proposed projects on our reserve lands must meet all environmental legislation and regulations.

FOR MORE INFORMATION

Please contact us by phone at **1-844-PaulFN1 (728-5361)** or
Email PFNlanddesignation@cmrconsulting.ca

“Paul First Nation is committed to creating sustainable opportunities through responsible development to ensure a self-sufficient, prosperous, and independent community.”

