

FOR SALE: Civil Engineering Firm with Diverse, Long-term Client Partnerships in Place

31% Avg. Profit Margin in Seattle!

Financial Overview

List Price: \$1,875,000

Gross Sales

2021	2020	2019
\$1,613,292	\$1,699,822	\$1,330,905

Cash Flow

2021	2020	2019	2018	2017
\$390,253	\$609,851	\$452,632	\$398,519	\$606,202

2022 Projections

Gross Sales	Cash Flow
\$1,750,000	\$515,000

- 2019-2021 Avg Profit Margin: 31%

Valuation: 5-year Avg Cash Flow x Multiple = Valuation
 \$491,491 x 3.8 = \$1,867,665

Assets Included in Purchase: \$398,038

Vehicles: 2 vehicles - 2020 Toyota Truck, 2013 Toyota

Equipment: Survey equipment, digital levels, total stations, scanners, high-end computers, multitude of software

Intangible Assets: Strong recurring client base, well-known in the industry, long-standing reputation

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 2006

Location: Seattle, Washington

Service Area: Primarily throughout Washington, Oregon, & Alaska

Services: Civil engineering, surveying, planning, design, and permitting

Clients: Commercial, educational, institutional, large engineering, design firms, some residential

Certifications: DBE / SBE / MBE certified

Lease: 1,600 sq. ft. office building

Reason for Selling: Strategic Growth

Personnel: 11: 1 Owner (Project Engineer), 1 PT Professional Land Surveyor, 1 Engineer-in-Training, 4 Surveyors, 2 CAD Technicians, 1 PT Structural Engineer, 1 Office Manager

Seller Training Period: 3-5 years. Will remain equity owner if buyer desires

Growth Opportunities: Continue to connect and engage in important projects in the area

Current Owner's Responsibilities: Overall firm management, public relations, some design elements

Funding Example

Purchase Price: \$1,875,000

10% Buyer Down Payment	\$187,500
15% Seller Financing or Equity Roll	\$281,250
75% Bank Loan	\$1,406,250

Current ownership will remain equity owner if buyer desires

Description

This Seattle based civil engineering firm has enjoyed an average profit margin of 31% from 2019-2021. With an incredibly diverse client base including customers from the commercial, educational, institutional, large engineering, design firms, and a few from the residential sectors of Washington, Oregon and Alaska this business can truly boast their wide range of customers. In addition to being licensed in Washington, Oregon, and Alaska, this engineering and surveying firm has DBE, SBE, and MBE certifications. The current staff consists of 10 workers including 4 surveyors, 2 CAD technicians, 1 structural engineer, 1 office manager, 1 professional land surveyor, and 1 engineer-in-training. With this extremely skilled team the business is able to offer services including civil engineering, surveying, planning, designing, and permitting work. Having been established in 2006, this business is ready for new ownership to capitalize on the excellent local reputation, current partnerships, and the nearly \$400,000 worth of assets included in purchase to not only continue the business on as it has been running, but to enjoy continued growth and new business routes.

Along with providing all civil aspects of design and construction, the company also conducts value engineering studies, involving a team of multiple disciplines that dissect a project and provide input on how to improve the function and cost; this service has proven to be indispensable in the industry. The highly skilled team is based out of a 1,600 sq. ft. office building. Additional assets are comprised of survey equipment, digital levels, total stations, scanners, high-end computers, and a multitude of top-notch engineering software including MicroStation, InRoads, Civil 3D, and Leica Geosystems.

This firm has substantial connections with several important projects. Continuing to build these relationships and engage in large projects will certainly lead to an increased client base and growth in revenue. Priced at \$1,875,000, this business is ready for new ownership to continue the legacy and reputation of focus and customer service that has been established.