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**ID#: AGE017-C**

***FOR SALE:* Louisiana Asbestos Inspections & Environmental Services**

*43 Years of Service, Boasting a 21% Profit Margin!*

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| **Financial Overview**  **List Price:** **$570,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | 2021 | 2020 | 2019 | | $713,497 | $643,036 | $432,080 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | 2021 | 2020 | 2019 | | $148,301 | $185,412 | $155,342 |  * **2021 Profit Margin**: 21% * **Multiple**: 3.4   **Valuation**: 2020-2021 Avg. Cash Flow x Multiple = Valuation  $166,857 x 3.4 = $567,314 |  | **Funding Example**  **Purchase Price**: **$570,000**     |  |  | | --- | --- | | **15% Buyer Down Payment** | $85,500 | | **15% Seller Financing** | $85,500 | | **70% Bank Loan** | $399,000 |   *A 15% down payment of $85,500 returns $84,808 in the first year after debt payments!*  **Description**    This asbestos and environmental services company has maintained a 21% profit margin year over year, and included in the sale is over $200k in assets, including several trucks, trailers, an XRF analyzer, and other equipment. They complete work in three states – Louisiana, Arkansas, and Mississippi! With a diverse services list, a wide variety of clients are brought on to benefit from the work of the specialist staff. Services include asbestos abatement (30%), asbestos air monitoring (20%), asbestos inspection (20%), water sampling (20%), mold sampling (5%), and lead inspections (5%). They do have the ability to train & license for asbestos workers at their facility as well, though this has not been heavily pursued as a growth opportunity. With the abundance of services offered, their services extend to municipalities, commercial contracts, banks, residential, and school boards.  At their current location, a new owner would be taking over an office, 7 total storage facilities, equipment shed, and covered parking area (all at the same location). The seller does own the real estate and is willing to rent it back to the next owner for $2,500/month. This amount has been accounted for and adjusted in the provided cash flow.  While the seller does assist with bidding, the employees on staff are trained to do so as well. The seller was in and out in 2020 due to a cancer diagnosis (now in remission), and the business still saw growth from 2019-2020 in both revenue and profit.  At a price of $570,000, and a down payment of $85,500, a buyer would expect to see a return of $84,808 in the first year after debt payments! |
| ***Assets Included in Purchase:* $242,000**  **Vehicles**: Nissan Titan, Ford F250, Chevy Silverado, Nissan Versa  **Equipment**: 2 trailers, XRF analyzer, abatement equipment/supplies, printers, computers  **A/R**: $117,404  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: Bought in 2015, in biz 36 years before  **Location**: Monroe, Louisiana  **Service Area**: LA, AR, & MS; 90% is in LA  **Services**: Asbestos abatement/air monitoring/inspection, water sampling, mold sampling, lead inspections  **Clients**: Municipalities, commercial contracts, banks, some residential, school boards  **Lease**: Owns, would rent back for $2,500/month; 10K+ sq. ft. total, including office + 3 storage sheds + parking shed + separated storage/parking area  **Reason for Selling**: Remission from cancer  **Personnel**: 4 FT, PT bookkeeper + subcontractors as needed  **Seller Training Period**: 6 months – 1 year, negotiable depending on the needs of the buyer  **Growth Opportunities**: The business is not being pushed in any way in regards to making sales, getting the name out there, etc., allowing for easy avenues for a new owner.  **Current Owners’ Responsibilities**: Currently assists with bidding, though the other staff on hand are capable of doing this as well; oversight of staff and projects |  |
| ***- CONFIDENTIAL -*** Last Revised SF 6.15.2022 | | |
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