

FOR SALE: Surveying, Planning & Civil Firm with 5-Years Transition Period

Profit Margins Has Averaged 31% Over the Past 3 Years!

Financial Overview

List Price: \$1,850,000

Gross Sales

2022 Proj.	2021	2020	2019
1,750,000	\$1,613,292	\$1,699,822	\$1,330,905

Cash Flow

2022 Proj.	2021	2020	2019	2018
\$515,000	\$390,253	\$609,851	\$452,632	\$398,519

- **2019-2021 Avg Profit Margin:** 31%
- **2020-2022 Avg. Cash Flow:** \$505,035

Valuation: 3-year Avg Cash Flow x Multiple = Valuation
 \$505,035 x 3.65 = \$1,843,378

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 (Professional Engineer), 2 Engineers, 5 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: \$1,850,000

10% Buyer Down Payment	\$185,000
20% Seller Financing or Equity Roll	\$370,000
70% Bank Loan	\$1,295,000

Current ownership will remain equity owner if buyer desires

Description

With an average profit margin of 31% over the past 3 years, this civil engineering firm has been able to build a diverse client base including customers from the commercial, educational, institutional, large engineering, and design fields. As well as a few customers from the residential sectors of Washington, Oregon, and Alaska. Based in Seattle, Washington, the staff of this firm includes 3 Professional Engineers, 5 Surveyors, 2 CAD Technicians, 1 PT Structural Engineer, and 1 Office Manager. Their services include 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. This will allow them to not only continue the business on as it has been running, but to enjoy continued growth and new business routes. The current owner of this civil engineering firm has offered to remain the equity owner if new ownership would prefer.

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 engaging in large projects will certainly lead to an increased client base and growth in revenue. Priced at **\$1,850,000**, this business is primed to bring new ownership a total of \$515,000 in cash flow and is ready for new ownership to continue the legacy and reputation of focus and customer service that has been established.

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