

# FOR SALE: Mold, Lead & Asbestos Inspections and abatement

*Asbestos Inspection Training can be completed within their facility!*

## Financial Overview

**List Price: \$545,000**

### Gross Sales

| 2021      | 2020      | 2019      |
|-----------|-----------|-----------|
| \$713,497 | \$643,036 | \$432,080 |

### Cash Flow

| 2021      |
|-----------|
| \$164,475 |

- **2021 Profit Margin:** 21%
- **Multiple:** 3.3

**Valuation:** 2021 Cash Flow x Multiple = Valuation  
 \$164,475 x 3.3 = \$542,767

## 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

**Years Established:** 43 years

**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

## Funding Example

**Purchase Price: \$545,000**

|                               |           |
|-------------------------------|-----------|
| <b>15% Buyer Down Payment</b> | \$81,750  |
| <b>15% Seller Financing</b>   | \$81,750  |
| <b>70% Bank Loan</b>          | \$381,500 |

*A 15% down payment of \$81,750 returns \$86,025 in the first year after debt payments!*

## Description

This Mold, Lead and Asbestos Inspection company has the ability to train & license people for asbestos at their facility, though this has not been heavily pursued and can be seen as a growth opportunity. This water and soil sampling company offers vital services including asbestos abatement (30%), asbestos air monitoring (20%), asbestos inspection (20%), water sampling (20%), mold sampling (5%), and lead inspections (5%). They complete work in three states – Arkansas, Mississippi, and 90% in Louisiana. With the abundance of services offered, their clients are municipalities, commercial contracts, banks, residential, and school boards. With a diverse services list and over 40 years of experience, a wide variety of clients are brought on to benefit from the work of the specialist staff. This company has maintained a 21% profit margin year over year, and included in the sale is over \$240k in assets, including several trucks, trailers, an XRF analyzer, and other equipment. While the seller does assist with bidding, the employees on staff are trained to do so as well and can absorb this responsibility with ease. The seller was in and out in 2020 due to a cancer diagnosis (now in remission), and will train and transition a new owner 6 months to 1 year.

Their location includes 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. At a price of **\$545,000**, and a down payment of \$81,750, a buyer would expect to see a return of \$86,025 in the first year after debt payments!

**- CONFIDENTIAL -**

Last Revised BV 10.11.2022

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.