

Environmental Services Business for Sale

Client #: H-N1846

Summary:

This environmental services business has two main goals: Provide timely, cost-effective services to their clients and contribute positively to the communities where they serve and work.

Using these goals, they built an excellent reputation over the past 20 years. Understanding scientific principles, environmental regulations, and respecting their clients' resources built up a solid customer base. A strong referral network recommends new clients. Environmental attorneys, real estate developers, property managers, and financial institutions make up the network.

The environmental services business specializes in the investigation and cleanup of soil and groundwater, redevelopment of properties, and permit compliance for regulated facilities and landfills.

Services offered are:

- Environmental assessment and remediation
- Vapor intrusion testing and mitigation
- Landfill compliance and services
- Operating facilities consulting
- Litigation support

Client projects take an average of five to seven years to complete. A large backlog of projects ensures a new owner's success.

The environmental services business is part of a growing industry. Industry revenues are expected reach \$35.9 billion by 2021. A growing focus on sustainable development, developing smart cities, and increasing regulations are contributing growth factors.

Skills a new owner needs for success include passion for the environment, analytical and problem solving, and excellent communication. High attention to detail and accuracy plus project management helps too. You are a driven, focused, and open-minded business owner. Check this out if this sounds like a good fit. Additionally, this is a great acquisition opportunity for a growing company.

Reason For Sale: The Sellers are ready to retire.

Location: Central Indiana

Asking Price:

Due to the unique nature of the business and the variety of acquisition structures that the Seller is willing to entertain, it is assumed that the Purchaser and/or Purchaser's advisor (s), will possess sufficient financial sophistication to determine value and submit an offer to purchase.

Financial Information:

2018 Sales = \$2,109,156 and Cash Flow = \$718,038

2017 Sales = \$1,937,592 and Cash Flow = \$457,318

2016 Sales = \$2,186,844 and Cash Flow = \$670,421

Cash Flow = net income + depreciation + amortization + interest + officer's direct & indirect compensation + non-recurring expenses

Note: Cash flow for 2017 appears low and 2018 appears high due to a large accounts receivable paid in January 2018.

Lease Information:

The facility is approximately 3,600 square feet with monthly rent of \$3,000. The lease expires June 2021.

Employee Information:

Including the Sellers there are eight (8) full-time employees. They employ one (1) contract employee as needed. With the exception of the Sellers, it is not anticipated that there will be any employee turnover as a result of a sale.

Equipment Information:

The equipment is in good working order. A detailed list of assets included in the sale is available upon request.

Training & Transition Information:

The Seller is willing to train and transition the Purchaser for a mutually agreeable time period immediately following closing.