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**ID#: AEI022-B**

***FOR SALE:* Chicago Based Civil Engineering Firm with Diversified Services & $2 Million in 2022 Projects!**

*No license needed for new owner and excellent engineering team in place!*

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| **Financial Overview**  **List Price:** **$1,200,000**  **Gross Sales**   |  |  |  |  | | --- | --- | --- | --- | | **2022 Annualized** | **TTM** | **2019** | **2018** | | $2,504,792 | $1,624,186 | $2,060,332 | $2,165,735 |   **Cash Flow**   |  |  |  |  | | --- | --- | --- | --- | | **2022 Annualized** | **2019** | **2018** |  | | $408,956 | $361,519 | $565,114 |  |   *2021/2020 excluded due to Covid & age of owners.*   * **2021 Profit Margin**: 23% * **Multiple**: 3   **Valuation**: 2022 Annualized Cash Flow x Multiple = Valuation  $408,956 x 3 = $1,226,868 |  | **Funding Example**  **Purchase Price**: **$1,200,000**     |  |  | | --- | --- | | **10% Buyer Down Payment** | $120,000 | | **20% Seller Financing** | $240,000 | | **70% Bank Loan** | $840,000 |   *A 10% down payment of $120,000 returns $120,040 in the first year after debt payments!*  **Description**    This Chicago-based engineering firm offers diverse and niche services, specializing in civil engineering and surveying. 2022 is set up to be one of their most profitable years yet, with nearly $2M on the books already ($1.6M work in progress, $300K pipeline). Built with a strong sense of community over 60 years ago, this second-generation company has a reputation for providing diverse and dynamic designs. They are equipped to work with both public and private clientele, comprised of government & municipal (75%), education (8%), contractors (9%), and private companies (8%). Due to the excellent team that will remain in place, there is no engineering licensing needed by the future owner. When taking into account the reputation, team, diverse services, and longevity, this Chicago based engineering firm is a great opportunity for any new owner!  There are 11 total employees on staff, outside of the owners. This includes 3 engineers, 1 surveyor, 1 CADD manager, 3 survey team members, and 3 administrative assistants. Their team boasts impressive credentials and experience beyond many of their competitors. These qualifications, along with the firm’s long-established reputation in local governments and municipalities give the firm a strong competitive advantage when bidding on projects.  The existing team is set up to continue operating after the current owners leave. However, the sellers are also open to staying on as strategic partners and helping the new owner grow the business in the years to come. An ongoing salary of $150K/year was accounted for in the cash flow to either keep the sellers on board or to bring on new engineers to continue growth!  At a price of $1,200,000 and a down payment of $120,000, a buyer would receive $120,040 after debt payments, a 100% return on investment! |
| ***Assets Included in Purchase:* $500,000**  **Vehicles & Equipment**: $500,000  **WIP**: $1,600,000 **Pipeline:** $300,000  **Intangible Assets**: Great reputation, website, fully trained staff, repeat client base  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: 1955; under current ownership since 2006  **Location**: Chicago Metropolitan  **Service Area**: Northern and Central Illinois  **Services**: Civil Engineering, Surveying, Construction Management, Forensic Engineering, GIS and CAD  **Clients**: Government & Municipal (75%), Education (8%), Contractors (9%), and Private Companies (8%)  **Lease**: 6,000 sq. ft. office space; $5,500/month  **Reason for Selling**: Exit Strategy  **Personnel**: 2 owners + 11 employees  **Seller Training Period**: Negotiable  **Growth Opportunities**: Hiring another surveyor or EIT to bring on additional projects.  **Current Owners’ Responsibilities**: Owner 1- General management and oversight, marketing; Owner 2- Managing engineer and senior project manager  ***\*\*Though there are enough employees to handle the majority of the sellers’ roles, there is a replacement cost of $150K/year to keep the sellers on or hire to grow!!*** |  |
| ***- CONFIDENTIAL -*** Last Revised MG 5.11.2022 | | |
| *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.* | | |