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**ID#: AGE004**

**FOR SALE: Environmental Based Services - Lead, Mold & Asbestos**

*A 12.5% down payment of $681,250 returns $691,301 in the first year after debt payments!*

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| Financial Overview  **List Price: $5,450,000**  **Gross Sales**  **2019:** $12,089,740  **Owner Profit/Cash Flow**  **2019:** $1,456,295  **2018:** $1,003,690  **2017:** $1,037,175  **Multiple:** 3.75  **Valuation:** 2019Cash Flow x Multiple = Valuation  $1,456,295 x 3.75 = $5,461,106 |  | Funding Example  **Purchase Price: $5,450,000**  *12.5%* **Buyer Down Payment:** $681,250  *12.5%* **Seller Financing**  **or Equity Roll:** $681,250  *75%* **Bank Loan:** $4,087,500  *A 12.5% down payment of $681,250 returns $691,301 in the first year after debt payments!*  Description  A 12.5% down payment of $681,250 returns $691,301 in the first year after debt payments! The seller is willing to hold 15% of the note and is willing to do either a seller carry or equity hold for that amount. With a team of 90+ employees, this company allows for passive ownership. The team of well-trained specialists provide exceptional asbestos abatement, lead and mold remediation services. With most projects one to two weeks in duration, this company completes 800 jobs per year. Annually, there are typically one or two very large projects that bring in over 10% of income, but the projects and customers vary from year-to-year. The diverse customer base includes industrial businesses (<5%), commercial companies (90%) and homeowners (<10%).  Leveraging their $3,004,099 in assets as well as their team of 75 union workers, this well-established company is efficient, driven, and well-respected for their industry knowledge. They are often called upon to successfully complete projects that others consider exceedingly technical, challenging, or too large. Located in a large facility, the warehouse has storage space for all equipment and inventory, while the office can house the 17-member administrative team comfortably. This location will be for sale outside the sale of the business.  The owners are not involved in the day-to-day operations, rather lending their skills to business analysis, financial management, and process improvement. |
| Assets: $3,004,099  **Equipment:** job site materials, safety equipment, tools  **Vehicles:** 12 trucks  **Intangible Assets:** Industry experts, excellent brand reputation, compliant processes  *\*amounts may vary, replacement value* |  |
| Business Information  **Year Established:** 1980s  **Location:** Twin Cities  **Service Area:** Minnesota and Illinois  **Clients:** General contractors, building owners, environmental consultants; Industrial (<5%) commercial (90%), residential (<10%)  **Services:** Asbestos abatement, lead and mold remediation  **Building:** Large facility with 25% allocated to office space and 75% warehouse with loading dock, additional storage on-site - The building will be available for sale outside the sale of the business.  **Reason for Selling:** Focus on non-competing ventures  **Employees:** 90+: 17 Administrative, 75 union employees in the field  **Seller Training Period:** 1-2 years  **Growth Opportunities:** Grow industrial market, expand into fire and water restoration and explore emergency management  **Current Owners’ Responsibilities:** Passive ownership: financial review and business improvement |  |
| ***- CONFIDENTIAL -*** Last Revised MT 6/24/2020 | | |
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