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**ID#: AGE007**

***FOR SALE:* Below Ground Sampling Servicing Illinois & Indiana**

*Soil and groundwater services & well installation and abandonment!*

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| **Financial Overview**  **List Price:** **$1,485,000**  **Gross Sales**   |  |  |  | | --- | --- | --- | | 2020 *Annualized* | 2019 | 2018 | | $1,232,005 | $1,169,620 | $1,094,010 |   **Cash Flow**   |  |  |  | | --- | --- | --- | | 2020  *Annualized* | 2019 | 2018 | | $339,145 | $375,167 | $241,173 |  * **Profit Margin**: 31% * **Multiple**: 4.15   **Valuation**: 2 yr. Avg. Cash Flow x Multiple = Valuation  $357,156 x 4.15 = $1,482,197 |  | **Funding Example**  **Purchase Price**: **$1,485,000**     |  |  | | --- | --- | | **12.5% Buyer Down Payment** | $185,625 | | **12.5% Seller Financing or Equity** | $185,625 | | **75% Bank Loan** | $1,113,750 |   *A 12.5% down payment of $185,625 returns $167,250 in the first year after debt payments!*  **Description**    Providing environmental services in groundwater, soil, soil vapor, well installation and abandonment, and being principally located in the Chicagoland area, this professional environmental drilling company has been providing expert soil and water evaluation services since 1996. The owner spends less than 15% of his time in the field and this can be easily absorbed by current employees. They have completed projects in 27 states, but typically focus their efforts on acquiring work in the Heartland, specifically Illinois and Indiana. When an environmental consultant needs subsurface samples, this team of seven drives to the site (7 trucks & 5 trailers included), drills the sample, and provides a workspace for an outside consultant to do their testing.  Currently, this company does not do any in-house sample testing, they simply collect the sample and provide it to the environmental consultant. Adding an analyst, however, is an area for growth that could potentially bring in additional projects. Additional areas of growth can be found in geotechnical drilling as well as maximizing utilization and assets.   * No professional license or industry expertise required to operate this business. * Current space is perfectly suited for the business and leaves plenty of room for expansion. * Purchase includes $841,489 worth of equipment such as specialty drilling rigs and geoprobe tools. * Great potential for growth without increasing overhead. |
| ***Assets Included in Purchase:* $841,489**  **Vehicles**: $435,756  **Furniture & Fixtures**: $11,527  **Equipment**: $178,938  **Website**: $13,976  **A/R**: $201,292  **Intangible Assets***:* Positive word-of-mouth referrals, long-term clients, diverse client base, diverse project sizes, substantial history of successful operations  *\*amounts may vary, assets may be depreciated, replacement cost, or fair market value* |  |
| ***Business Information***  **Year Establishe**d: 1996  **Location**: Chicagoland, with satellite in Cincinnati  **Service Area:**  Work is mostly completed in Illinois and Indiana  **Clients:** Environmental consultants, commercial property owners, realtors and bankers  **Services:** Subsurface sampling for environmental testing: groundwater, soil, soil vapor, well installation and abandonment  **Building:** 3,000 sq. ft.: Steel frame building with office & shop, 3 overhead doors with indoor parking  **Reason for Selling:** Retirement  **Employees:** 7: 5 FT, 1 PT, 1 FT 1099  **Seller Training Period:** 1 year  **Growth Opportunities:** Build in-house analytics, maximize utilization, add geotechnical services, quarterly ground water monitoring, NPDES sampling.  **Current Owner’s Responsibilities:** Owner spends less than 15% of his time in the field- this can be easily absorbed |  |
| ***- CONFIDENTIAL -*** Last Revised MT 1/19/21 | | |
| *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.* | | |