

FOR SALE: Telecom Tower Business with 80% Maintenance services

Primary focus on network overlay operations!

Financial Overview

List Price: \$3,950,000

Gross Sales

2022 Ann.	2021	2020	2019
\$5,485,800	\$5,207,326	\$4,232,061	\$5,739,070

Cash Flow

2021
\$944,820

- 2020 low due to covid

Assets Included in Purchase: \$800,612

Vehicles: \$491,598

Equipment: \$140,393

Working Capital: \$160,061

A/R: \$426,270 – A/P: \$266,209

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 2009

Location: Mesquite, TX

Service Area: Primarily the Northern and Western areas of Texas, but also do some work in Oklahoma and Louisiana

Services: Telecommunication construction and management. Primarily merging networks and overlaying technology into existing structures (80% of services) they also handle tower erection, site/tower inspections, electrical services, raw land construction, and compound maintenance and repairs (combined 20% of services)

Clients: There are less than 10 major carriers in Telecom – which means in this industry there will always be customer concentration.

Lease: \$9,000/month for 6,000 sq ft. including 2,000 sq ft of office and 4,000 sq ft is warehouse and storage.

Reason for Selling: Retirement Planning – Recently bought large ranch.

Personnel: 18: 2 PMs, 2 CMs, 3 Crew Supervisors, 3 crews of 2 or 3, 1 AR, 1 Bookkeeper, 1 CPA

Seller Training Period: 1-2 years

Growth Opportunities: Expand geographical service area by beginning to send dedicated teams nationwide for intra-state contracts. This business is in the final stages of signing with AT&T as an active client and is expecting to begin work with them by the end of 2022.

Current Owners' Responsibilities: Oversight and money management (approving large purchases and payroll), works roughly 25 hours per week and is mentoring a VP and up and coming Operations Manager. Some of his responsibilities could be absorbed by current AR manager.

Funding Example

Purchase Price: \$3,950,000

10% Buyer Down Payment	\$395,000
10% Seller Financing	\$395,000
10% Equity Roll (if buyer desires)	\$395,000
70% Bank Loan	\$2,765,000

Description

This telecommunication construction and management company has a primary focus on merging networks and overlaying technology into existing structures, which make up 80% of their services. They also handle tower erection, site/tower inspections, electrical services, raw land construction, and compound maintenance and repairs which account for the remaining 20%. Located in Mesquite, TX, this business operates out of a 6,000 sq. ft. location and currently services 100% commercial clients. Their current team is made up of 18 skilled employees including 2 project managers, 2 construction managers, 3 crew supervisors along with 3 crews of 3 people, 1 AR manager, 1 bookkeeper, and 1 CPA. This skilled team is able to service the northern and western areas of Texas, as well as Oklahoma and Louisiana. This business is in the final stages of signing with AT&T as an active client to begin work by the end of 2022. They are also actively working towards a partnership with Verizon. While there are less than 10 major carriers within this industry, the spotlight has been brought to the top 2 carriers in the nation proving that their customer concentration is the keystone to the company's success.

The purchase of this business includes \$800,000 of assets. The current owner handles general oversight and money management, including approving large purchases and payroll, he works roughly 25 hours per week and is mentoring a VP and up and coming Operations Manager. Some of his responsibilities could be absorbed by current AR manager. The seller has offered a 1-2-year training/transition period to ensure this process is as smooth as possible for all involved. New ownership could expand the geographic service area by beginning to send dedicated teams nationwide for intra-state contracts as a route for growth.

Priced at **\$3,950,000** this telecom company is ready for new ownership to step in and continue the excellent reputation that has been curated since 2009. The current owner is invested in the future success of this business and to illustrate this point, has offered 10% of seller financing and 10% equity roll if the buyer desires, this is twice as much as the standard offer. With a long-standing and established client base and pipeline, as well as an excellent and skilled staff, this business is primed to offer new ownership the opportunity for continual ongoing success and reliable income.

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