

# FOR SALE: Telecommunications management: Tower Erection and Site Maintenance

*Primary focus on network overlay operations – Just signed AT&T Contract!*

## Financial Overview

**List Price:** \$1,950,000

### Gross Sales

2022	2021
\$5,666,020	\$5,207,326

### Cash Flow

4-year Avg. (19-22)
\$523,693

### Fair Market Value:

4-year Avg. Cash Flow x Multiple = Valuation  
 \$523,693 x 3.7 = \$1,937,665

**Projected 2023 Revenue:** \$6,500,000

**Projected 2023 Profit (at 10%):** \$650,000

## Business Information

**Services:** Telecommunication tower erection and management.

Primarily merging networks and overlaying technology into existing structures (80% of services) they also handle site/tower inspections, electrical services, and compound maintenance and repairs (combined 20% of revenue)

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

**Location:** Dallas, TX

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

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

**Notable:** Received AT&T Finalized Contract December 2022

**Year Established:** 2009

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

**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.

**Seller Training Period:** 1-2 years

**Vehicles and Equipment:** \$631,991

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

**Growth Opportunities:** Expand geographical service area by beginning to send dedicated teams nationwide for intra-state contracts. This business is working through stages of signing with Verizon as an active client and is expecting to begin work with them in mid-2023.

## Funding Example

**Purchase Price:** \$1,950,000

<b>10% Buyer Down Payment</b>	\$195,000
<b>20% Seller Financing with Benchmarks</b>	\$390,000
<b>70% Bank Loan</b>	\$1,365,000

## Description

This Dallas based Telecom maintenance 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, and compound maintenance and repairs which account for the remaining 20% of revenue. 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. They provide service in the northern and western areas of Texas, as well as Oklahoma and Louisiana. The purchase of this business includes over \$600,000 of assets. They finalized a signed contract with AT&T December of 2022 – they are conservatively forecasting 2023 Revenue of \$6,500,000 with a 10% Net Profit for a cash flow of \$650,000. 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 his VP and Operations Manager. The seller has offered a 1-2-year training/transition period to ensure this process is as smooth as possible for all involved.

This business is working through the stages of signing with Verizon as an active client to begin work in mid-2023. They are also actively working towards a partnership with Verizon. There are less than 10 major carriers within the cell tower industry, meaning there will always be customer concentration in this space.

Priced at **\$1,950,000** 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 20% of seller financing with benchmarks 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.

**- CONFIDENTIAL -**

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