

# FOR SALE: Lead, Mold, Air Testing for Corporate & Municipal Clients

*Air Quality, Lead + Mold Inspections & Water Sampling!*

## Financial Overview

**List Price: \$410,000**

### Gross Sales

2022
\$482,152

### Cash Flow

2022
\$131,149

- **2021 Profit Margin:** 27%

**Valuation:** 2022 Cash Flow x Multiple = Valuation  
 \$131,149 x 3.15 = \$413,119

## Assets Included in Purchase: \$181,506

**Vehicles:** \$38,884

- Nissan Titan, Ford F250, Chevy Silverado

**Equipment:** \$55,000

- 2 trailers, XRF analyzer, abatement equipment/supplies, printers, computers

**Working Capital:** \$87,622

## Business Information

**Clients:** Municipalities, Corporations/Businesses, Banks, School Districts

**Services:** Air quality & monitoring, air & lead inspection, water & mold sampling, asbestos abatement

**Years Established:** 40+ years

**Personnel:** 2 FT, PT bookkeeper + subcontractors as needed

**Facility:** 10K+ sq. ft. total, including office + 3 storage sheds + parking shed + separated storage/parking area

**Location:** Monroe, Louisiana with service in Louisiana, Arkansas & Mississippi

**Reason for Selling:** Remission from cancer with health concerns.

**Seller Training Period:** 6 months – 1 year, negotiable depending on the needs of the buyer and health of the seller.

**Current Owners' Responsibilities:** Currently assists with bidding, though the staff on hand are capable of doing this as well; oversight of staff and projects.

**Growth Opportunities:** The business is not being pushed in any way in regard to making sales, getting the name out there, etc., allowing for easy avenues for a new owner.

## Funding Example

**Purchase Price: \$410,000**

10% Buyer Down Payment	\$41,000
10% Seller Financing	\$41,000
80% Bank Loan	\$328,000

**\*Bank Loan Is 54% Collateralized**

## Description

This inspection and sampling business offers vital services including air monitoring, water & mold sampling, and air & lead inspections. Along with their corporate clients they also serve banks, school districts, and municipalities. With a diverse services list and over 40 years of experience, this business completes work in three states – Arkansas, Mississippi, and 90% in Louisiana. The reason for the sale is because the owner was given a cancer diagnosis (now in remission), however, she is willing to train and transition a new owner from 6 months to 1 year as well as carry 10% of the list price in a note! Included in the sale is over \$180,000 in assets, including several trucks, trailers, an XRF analyzer, and AR, which makes this bank loan over 50% collateralized. Their location includes an office, 7 total storage facilities, an equipment shed, and covered parking area (all at the same location). The staff consists of 2 full time employees, a part time bookkeeper, and subcontractors that are hired as needed. While the seller does assist with bidding, the employees on staff are trained to do so as well and can absorb this responsibility with ease.

At a price of **\$410,000**, and a down payment of \$41,000, a buyer would expect to see a return of \$70,252 in the first year after debt payments! The business also has a low multiple of 3.15 with a profit margin of 27%, call for an appointment!

**- CONFIDENTIAL -**

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