

# FOR SALE: Cell Site Maintenance and Telecomm Tower Erection

*Full-service Cell Tower and Network overlay – Seller will finance 20% and stay on for 2+ years!*

## Financial Overview

**List Price:** \$1,825,000

### Gross Sales

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

### Cash Flow

3-year Avg. (21-23 Ann.)
\$599,998

## Funding Example

**Purchase Price:** \$1,825,000

10% Buyer Down Payment	\$182,500
15% Seller Financing with Performance Goals	\$273,750
65% Bank Loan	\$1,186,250
10% Equity Roll	\$182,500

**\*3<sup>rd</sup> Party Appraisal Summer 2023 at \$1,840,000\***

**\*2 Lenders have approved this deal for a qualified buyer! \***

## Assets Included in Purchase: \$527,765

**Vehicles:** \$385,774 – 7 trucks

**Machinery:** \$92,497 – 2 Forklifts, Portable cooling unit, and a compressor.

**Trailers:** \$21,222 – 5 trailers

**Office equipment:** \$28,272

## Business Information

### Services:

- Telecommunication maintenance and tower erection.
- Merging networks and overlaying technology into existing structures (80% of services)
- 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 Project Managers, 2 Construction Managers, 3 crews of 2-3, and 3 in accounting.

**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 20-25 hours per week and is mentoring a VP and up and coming Operations Manager.

**Seller Transition:** 2-3 years

**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.

## Description

For over a decade, this Cell site maintenance and telecom tower erection business has primarily served the northern and western areas of Texas with some work in Oklahoma and Louisiana. They received their contract with ATT in Dec of 2022 and in March of 2023 began working with dish. The seller is looking to enter retirement as he has recently purchased a large ranch, however, to show his vested interest in the continued success of the business he has offered to finance 20% of the price which can also include performance goals. Additionally, he is willing to stay on as the managing operator for 2-3 years. The company currently boasts over \$1.8 million in contracted work that is in work in progress and backlog. The purchase comes with all of the vehicles and equipment a new owner would need which totals over \$500,000. The owner provides oversight, money management and works roughly 20-25 hours per week. He is able to work this limited part time role because of the well-developed team of 18 that he has in place. The leadership team consist of a Vice President that the owner has been mentoring, and an up-and-coming operations manager plus 2 project managers and 3 crew supervisors. The labor force has 3 crews made up of 2-3 team members per crew, allowing this company to perform work simultaneously on several sites.

Priced at **\$1,825,000**, this business is poised for a new owner to take charge with ample opportunity to grow. There have been 2 banks that have approved this deal for a qualified buyer and there has already been a 3<sup>rd</sup> party appraisal completed summer of 2023 citing this price is fair and accurate. Expanding geographically would be a large growth opportunity as the existing client base has requested that this business perform cell site maintenance in other areas. This is something that can be easily done, but with the owner only working part time, this has not been a priority. A new buyer could capitalize on this opportunity and expect revenue and cashflow to follow. There is very low overhead as the office is 2,000 sq ft and the warehouse and storage space are an additional 4,000 sq ft. The labor crews rarely visit the office as their work is performed onsite – a new buyer could relocate to save on this expense.

**- CONFIDENTIAL -**

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