

FOR SALE: Professional PM Firm with over \$120 Million in Contracted Work

Construction Management Firm with Niche on Military Base Infrastructure!

Financial Overview

Price: \$36,500,000

Gross Sales

2023 Projected	2022	2021
\$35,000,000	\$31,490,340	\$28,238,532

Cash Flow

2022	2021
\$6,802,180	\$6,595,323

- **Profit Margin:** 22%
- **Current WIP:** \$24,000,000 – Plus several multi-year contracts in backlog!

Business Information

Personnel: Multi-layer management where there are about 35 key employees, including a President (not the owner), CFO, 4 Project Managers, 2 Engineers, 5 Superintendents, 2 Foreman, 5 Estimators, 4 Quality Control, plus Admin, IT, and Assistants

Clients: 90% Government and 10% private including: VA, Navy, US Coast Guard, Army, School Districts, Homeland Security and Park Services

Owner Role: He spends less than 10 hours a week in the business. He “remotely” meets with his President & CFO once a week. The owner describes himself as having no day-to-day role and that he is more strategic/visionary.

Services: As a project management firm, they offer the oversight and planning of diverse GM services

Location: Tacoma, WA with service area of 50% Washington, 40% Northern California, 10% Oregon

Reason for Selling: Entering retirement age.

Seller Transition: 2 - 3 years training and will also offer a promissory note and/or an equity roll of 30% as a sign of good faith.

Year Established: 1999

Owner is a Veteran: Buyer will need to either be a disabled veteran or have a partner who is.

Jobs: 20-30 concurrently across West Coast

- **Several multi-years contracts**

Funding Example

Purchase Price: \$36,500,000

70% Buyer & Lender	\$25,550,000
15% Seller Financing	\$5,475,000
15% Equity Roll	\$5,475,000

SBIC will be a good option for Financing

Assets Included in Purchase: \$2,927,644

Vehicles: \$886,406

A/R: \$2,912,123

CapEx: Very low, less than \$200,000 per year

Description

This professional PM and construction management firm plans and manages renovations and maintenance for military bases across the upper West Coast. Clients are 90% Federal/Government and 10% private hire, including the VA, Navy, US Coast Guard, Army, School Districts, and Apartments/Condos. There are typically 20-30 active jobs concurrently which represents a current WIP of \$24,000,000 plus several multi-year contracts in backlog. A highly developed management team is in place where there are about 35 key employees, including a President, CFO, 4 Project Managers, 2 Engineers, 5 Superintendents, 2 Foreman, 5 Estimators, 4 Quality Control, plus Admin, IT, and Assistants. This allows the owner to work remotely, spending only 10 hours per week providing “strategic vision” to the leadership team. They have a 4+ year backlog with multi-year contracts with proprietary deal flow in over \$120 Million in contracts. The Seller is willing to stay 2-3 years post-close and will also offer a promissory note and/or equity roll of 30% as a sign of good faith. With the purchase, a buyer would receive \$2.9M in assets, including working capital and the vehicles and equipment needed to continue successfully. CapEx remains very low at less than \$200K per year. Reoccurring clients are the VA, Federal Government, and the US Military. There will not be any impact on this business should there be a recession, Government shutdown or upcoming election. In fact, due to the passed US Infrastructure Bill, this business will have organic growth as the bill has billions of set asides for our military bases.

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