

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

Water & Air Quality Sampling & Testing – Established 40 Years!

## Financial Overview

**List Price: \$440,000**

### Gross Sales

2023
\$677,173

### Cash Flow

2023
\$206,395

- **2023 Profit Margin:** 30%
- **Low Multiple!**

**Valuation:** 2023 Cash Flow x Multiple = Valuation  
 \$206,395 x 2.15 = \$443,749

## 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

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

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

**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.

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

**Years Established:** 40+ years

**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: \$440,000**

10% Buyer Down Payment	\$44,000
10% Seller Financing	\$44,000
80% Bank Loan	\$352,000

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

## Description

This business offers vital services, including inspection and sampling of air monitoring, water & mold sampling, and air & lead inspections. With over 40 years of experience, this business completes work in three states – Arkansas, Mississippi, and 90% in Louisiana. Along with their corporate clients, they also serve banks, school districts, and municipalities. Included in the sale is over \$180,000 in assets, including several trucks, trailers, and 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 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 for 6 months to 1 year, as well as carry 10% of the list price in a note! 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 **\$440,000**, and a down payment of \$44,000, a buyer would expect to see a return of \$143,044 in the first year after debt payments! The business also has a low multiple of 2.15 with a profit margin of 30%, call for an appointment!

**- CONFIDENTIAL -**

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