

FOR SALE: Site Planning and Survey Firm: Niche in Telecom with 22 on Staff

In Field Surveying and Cell Site Design!

Financial Overview

List Price: **\$835,000**

Gross Sales

2023	2022	2021
\$2,271,263	\$2,628,189	\$2,074,929

Cash Flow

2023	2022	2021
\$245,419	\$225,001	\$151,895

Valuation: 2023 Cash Flow x Multiple = Valuation
 \$245,419 x 3.4 = \$834,424

Assets Included in Purchase: \$279,359

Vehicles: \$171,479 (4 Ford Escapes, Silverado truck)

Software: \$28,129 (AutoCAD & specialized programs)

Machinery: \$60,005 **FF&E:** \$19,746

Business Information

Year Established: 2008

Location: San Diego, California

Service Area: Primarily southern California

Services: Field Engineering: Field walk-out & survey, Right-of-way permitting, Make-ready engineering, small cell site surveys. Design And Drafting: New development project design and engineering, small cell design, CAD drafting, Traffic control design, Photo simulations, 3D modeling.

Clients: 100% telecommunication companies (Verizon, AT&T, Sprint, etc.)

Lease: Spacious 3,500 sq ft office space with plenty of offices to accommodate the 21 employees on staff

Reason for Selling: Retirement

Personnel: 21: 3 Project Managers, 1 Drafting Manager, 1 Quality Control, 2 Project Coordinators, 1 Wind Load Specialist, 1 Lead Field Tech, 2 Field Techs, 3 Traffic Control Designers, 2 Lead Designers, 4 AutoCAD Designers, 1 Account Admin

Seller Training Period: 1 year

Growth Opportunities: Target more clients in the Telecomm industry and implement a marketing strategy

Current Owners' Responsibilities: The owner is active in the business providing oversight and interfacing with the staff and clients.

****There are no licenses or certifications needed to own or operate this company.**

Funding Example

Purchase Price: **\$835,000**

10% Buyer Down Payment	\$83,500
10% Seller Financing	\$83,500
80% Bank Loan	\$668,000

A 10% down payment of \$83,500 returns \$125,195 in the first year after debt payments, which is a 149% return on investment!!

Description

This company performs site planning and surveying for the telecom industry with clients such as Verizon, AT&T, Sprint, and Cox Communications. Services include Field Engineering, which includes field walk-out and survey, right-of-way permitting, make-ready engineering, and small cell site surveys, along with Design & Drafting, including new development project design & engineering, small cell design, CAD drafting, traffic control design, photo simulations, and 3D modeling. There are no licenses or certifications needed to own this business. They operate as the subcontractor, so the prime contractor holds any of the necessary licensing for all projects. They have built a tenured team of 21 employees, including 3 Project Managers, 1 Drafting Manager, 1 Quality Control, 2 Project Coordinators, 1 Wind Load Specialist, 1 Lead Field Tech, 2 Field Techs, 3 Traffic Control Designers, 2 Lead Designers, 4 AutoCAD Designers, and 1 Account Admin. This does not include the owner, who is active in the business, though he does feel that the current staff has been trained well enough to handle his responsibilities. That said, there is an adjustment in the cash flow to replace or retain the owner if desired. They operate out of a 3,500 sq. ft. office, providing plenty of space for their team.

Priced at a **\$835,000**, this opportunity is poised and ready for a new owner to step into this industry with a reputation that has been built over the last 15 years. A 10% down payment of \$83,500 returns \$125,195 in the first year after debt payments, which is a 149% return on investment!! Growth opportunities lie in directly targeting more clients within the telecom industry and implementing an effective marketing strategy, as they do not currently have a sales team or marketing plan in place.

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