

FOR SALE: Telecom Management and Erection Business

Fully Established Staff and Chain of Command Allows for Passive Ownership!

Financial Overview

List Price: \$4,050,000

Gross Sales

2022 Projections	2021	2020	2019
\$6,000,000	\$5,207,326	\$4,232,061	\$5,724,305

Cash Flow

2022 Projections	2021
\$890,000	\$766,529

- **Profit Margin:** 15%
- **2020 low due to covid**

Valuation: Cash Flow x Multiple = Valuation
 \$766,529 x 5.3 = \$4,062,603

Assets Included in Purchase: \$612,000

Vehicles: \$491,000

Equipment: \$121,000

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 2009

Location: Mesquite, TX

Service Area: Primarily the Northern and Western areas of Texas, but also do some work in Oklahoma and Louisiana

Services: Telecommunication construction and management. Primarily merging networks and overlaying technology into existing structures (80% of services) they also handle tower erection, site/tower inspections, electrical services, raw land construction, and compound maintenance and repairs (combined 20% of services)

Clients: In the past they have subcontracted for the city, but currently are 100% commercial. Their client base is 80% repeat and the other 20% is heavily influenced by referrals.

Lease: \$9,000/month for 6,000 sq ft. including 2,000 sq ft of office and 4,000 sq ft is warehouse and storage.

Reason for Selling: Shifting focus to noncompeting goals

Personnel: 20: 1 VP of operations, 2 PMs, 2 CMs, 3 Crew Supervisors, 3 crews of 3, 1 AR, 1 Bookkeeper, 1 CPA

Seller Training Period: 1 year

Growth Opportunities: Expand geographical service area

Current Owners' Responsibilities: Oversight and money management (approving large purchases and payroll), works a total of roughly 8 hours per week and responsibilities could be absorbed by current AR manager and VP of operations

Funding Example

Purchase Price: \$4,050,000

10% Buyer Down Payment	\$405,000
20% Seller Financing or Equity	\$810,000
70% Bank Loan	\$2,835,000

Description

This telecommunications management and construction business has an expert staff of 20 with a fully established chain of command that would allow the buyer an opportunity for passive ownership! Services include merging networks and overlaying technology into existing structures, tower erection, site/tower inspections, electrical services, raw land construction, and compound maintenance and repairs. It's no wonder that their client base is 80% repeat customers and the remaining clients are heavily influenced by referrals. Their current team is made up of 20 skilled employees including the VP of operations, 2 project managers, 2 construction managers, 3 crew supervisors along with 3 crews of 3 people, 1 AR manager, 1 bookkeeper, and 1 CPA. Located in Mesquite, TX, this business operates out of a 6,000 sq. ft. location and currently service 100% commercial clients. This skilled team is able to service the northern and western areas of Texas, as well as, some work in Oklahoma and Louisiana.

The current owner handles minimal responsibilities and only has to work 8-10 hours per week. He has oversight of money management, such as payroll and large purchases. His responsibilities could easily be absorbed by current staff to offer the opportunity for passive ownership. The seller has offered a 1-year training/transition period to ensure this process is as smooth as possible for new ownership.

Priced at **\$4,050,000** this telecom company is ready for new ownership to step in and continue the excellent reputation that has been curated since 2009. The current owner is invested in the future success of this business and to illustrate this point, he has offered 20% of seller financing or equity roll, this is twice as much as the standard offer. With a long-standing and established client base and pipeline, an excellent and skilled staff, and the opportunity for passive ownership, this business is primed to offer new ownership the opportunity for continual ongoing success and reliable passive income.

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