

## FOR SALE: OKC Structural Firm with 3 Engineers

*Seller will remain in place for 2-3 years!*

### Financial Overview

**List Price:** **\$1,190,000**

#### Gross Sales

2022	2021
\$1,459,369	\$865,591

#### Cash Flow

2022
\$165,358

### Funding Example

**Purchase Price:** **\$1,190,000**

<b>10% Buyer Down Payment</b>	\$119,000
<b>15% Seller Financing or Equity Roll</b>	\$178,500
<b>75% Bank Loan</b>	\$892,500

### Description

This Structural Engineering Firm has a client base that is municipal and commercial based with their work including institutional buildings, warehouses, schools, gymnasiums, churches, and retirement & nursing homes. Serving clients in 27 states with 95% repeat! This steady client base has allowed the firm to reach a profit margin of 49%. The firm consists of 3 Engineers, 1 CAD technician; 5-6 drafters, and the owner who handles oversight and final approval of plans. With the qualifications that the staff holds, they can offer any service surrounding the scope of structural engineering. The current owner handles general oversight and gives the final approval on proposed plans, he does not have any billable engineer hours. The owner has offered a 3-year training period to assist with a smooth transition of ownership. In addition to this, the owner has offered 15% seller financing or equity roll of the purchase to show good faith in the continued success of the business moving forward.

Priced at **\$1,190,000**, this company would be a great investment for a larger firm who is looking to expand their office and add to their existing portfolio. The company utilizes 2,600 square feet of space in a local office building fitted with private offices, an open work area, and a conference room with space for expansion.

### Business Information

**Clients:** Commercial clients including offices, industrial spaces, educational facilities, convenience stores – 90% repeat clients

**Service Area:** 95% of clients are in Oklahoma, but projects are completed in 27+ states

**Services:** Structural engineering

**Personnel:** 4: 3 Engineers, 1 CAD technician; 5-6 drafters at contracted firm

**Seller Training Period:** 3 years to assist with a smooth transition

**Current Owner's Responsibilities:** Oversight and final approval of plans. The owner doesn't have any billable engineer hours.

**Year Established:** 2006

**Location:** Oklahoma City, Oklahoma

**Reason for Selling:** Retirement

**Lease:** 2,600 sq. ft.: Private offices, open work area, conference room with room for expansion

**Equipment:** \$73,000: Office equipment, furniture, large format printers, drafting and other software

**Growth Opportunities:** Maximize utilization of sister firm to increase capacity while maintaining positive margins, build client base in the OKC area, expand to additional states

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Last Revised BV 8.17.2023

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 The Firm does not sell real estate. The Firm solely advises on exit strategy.