

# FOR SALE: Site Planning & Civil Surveying for Telecom

*Established 15 years with full field management team in place!*

## Financial Overview

**List Price:** **\$825,000**

### Gross Sales

2023 Ann.	2022	2021
\$2,211,599	\$2,628,189	\$2,074,929

### Cash Flow

2023 Ann.	2022	2021
\$237,777	\$225,001	\$151,895

**Valuation:** 2022 Cash Flow x Multiple = Valuation  
 \$225,001 x 3.65 = \$821,253

## Assets Included in Purchase: \$297,301

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

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

**Machinery:** \$60,005 **FF&E:** \$36,688

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

## 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 planning

**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:** 6 months – 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:** **\$825,000**

<b>10% Buyer Down Payment</b>	\$82,500
<b>10% Seller Financing or Equity</b>	\$82,500
<b>80% Bank Loan</b>	\$660,000

A 10% down payment of \$82,500 returns \$106,217 in the first year after debt payments, which is a 129% return on investment!!

## Description

This site planning and civil surveying firm serves the telecommunication space in Southern California. 100% of their work comes from local and national carriers 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.

After 15 years in the business, 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. Some work in the office full time, and others have a hybrid schedule between the office and home. 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.

Priced at a **\$825,000**, 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 \$82,500 returns \$106,217 in the first year after debt payments, which is a 129% return on investment!!

**- CONFIDENTIAL -**

Last Revised: MK 12/12/2023