

FOR SALE: Civil Engineering Firm with 100% Municipal Clients

Focused on Waste Water & Disaster Area Relief!

Financial Overview

List Price: \$7,050,000

Gross Sales
2024
\$3,489,484

Cash Flow
2024
\$1,030,222

- **Profit Margin: 30%**

Assets Included: \$526,745

Leasehold Improvements: \$177,285

Vehicles: \$23,000

Equipment: \$177,285

Transportation: \$130,850

Office Furniture: \$18,325

Accounts Receivable: \$993,893

Business Information

Services: Civil Engineering firm for municipal clients suffering a natural disaster such as flood or drought. The niche civil work is focused on water & wastewater, electrical & mechanical engineering.

- 50% Grant Paid
- 50% Repeat Clients

Clients: 100% Municipal: Cities, counties, and special districts/ Townships. Not State or Federal.

Personnel: 11 on staff including 2 Licensed Engineers and 5 non-licensed Engineers.

Project Type: Design, Plan, and Implement infrastructure needs such as water treatment plants, sewage facilities and stormwater management.

Payor: Infrastructure Grants. There is no bidding to compete for or receive work.

Service Area: Central Valley of CA. with clients in Kern County, Modesto, and Stockton.

Current Owners' Responsibilities: President oversees the team but has limited direct interactions with clients.

Seller Training Period: 1-2 years

Reason for Selling: Retirement Planning

Year Established: 2011

Location: Fresno, CA.

Office: 2,600 sq ft office.

Growth Opportunities: There is no business development or marketing in place currently.

Special Designation: None, they are not WBE, MBE, 8a, etc.

There are no special designations that this business uses to obtain contracted work: this can be seen as a growth opportunity should a buyer qualify for DBE, MBE, WBE, VBE, or 8a.

Funding Example

Purchase Price: \$7,050,000

10% Buyer Down Payment	\$705,000
10% Seller Financing	\$705,000
10% Equity Roll	\$705,000
5% Earnout Performance Based	\$352,500
65% Bank Loan	\$4,582,500

Description

Work closely with cities, counties, and special districts to provide expertise in various aspects of engineering related to water and wastewater systems. This includes designing, planning, and implementing infrastructure projects such as water treatment plants, sewage systems, stormwater management, and other related facilities. Civil engineering firm focused on waste water and disaster relief for suffering communities! Roughly 50% of the work they do comes from infrastructure grants, and 50% comes from referring engineering firms who lack the expertise in this niche of water and wastewater management. Their team of 11 consists of 2 Licensed Engineers, 5 Non-Licensed Engineers, and 4 in administration. They work out of a 2,600 square foot office space and have the necessary resources to accommodate their operations effectively. They primarily serve the Central Valley of California, including clients in Kern County, Modesto, and Stockton. The current owner has decided to sell the firm in order to plan for retirement. The current owner's responsibilities include general oversight with limited direct interactions with clients. As part of the transition process, he is willing to provide a training period of 1-2 years to ensure a smooth handover of the operation. This will allow the new owners to familiarize themselves with the business operations, client base, and ongoing projects. In addition to the 1-2-year training period, the seller has offered to carry 25% of the purchase price via seller financing and an equity roll.

Priced at **\$7,050,000**, this business is primed and ready for a new owner to step in and enjoy a reputation that has been built over the last 10 years. The current owner provides light oversight, handling hiring processes, and managing invoicing. These responsibilities can be absorbed by the existing staff or delegated to new hires as the business transitions to new ownership. One of the growth opportunities lies in outsourcing the grant writing. With an increasing demand for infrastructure development and maintenance, there is significant potential for expansion in their area.

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Last Revised: BV 3.27.2025