

FOR SALE: Wastewater Planning & Engineering with Facility Maintenance

Environmental Engineering Focused on Water and Wastewater Management!

Financial Overview

List Price: **\$1,265,000**

Gross Sales

2024
\$1,232,384

Cash Flow

2024
\$371,368

❖ **Profit Margin:** 30%

Valuation: 3-Year Avg Cash Flow x Multiple = Valuation
 $\$372,334 \times 3.4 = \$1,265,935$

WIP: 1,800,000

Pipeline: \$1,150,000

Business Information

Services: Services include Wastewater Planning & Studies, Design and Engineering, Project Management of installation and maintaining water facilities

Clients: Environmental consulting and engineering with a focus on water and wastewater solutions for municipal, commercial and industrial clients

Service Area: Core service areas include NY(38%), MA(39%), CT(13%) UT(4%), and FL(2%) serving municipal, commercial, and private clients

Location: Boston, MA

Personnel: The team consists of a Chemical Engineer, Construction Engineer, and 1 CAD and 1 GIS specialist

Year Established: Nearly 30 years

Lease: Staff works remote

Reason for Selling: Seller would like to remain active – seeking growth minded buyer

Owners Role: The seller is active in the business, spending his time on general oversight, administrative tasks, and project related work

Growth Opportunities: There is no marketing strategy in place. Hiring additional staff to keep up with the consistent workflow

Funding Example

Purchase Price: **\$1,265,000**

10% Buyer Down Payment	\$126,500
15% Seller Financing or Equity Roll	\$189,750
75% Bank Loan	\$948,750

A 10% down payment of \$126,500 returns \$178,911 in the first year after debt payments!

Description

Specializes in the development and implementation of solutions in wastewater management challenges for municipal, commercial and industrial clients. This environmental consulting and engineering firm boasts a WIP of over \$1.9million and a growing pipeline of over \$1.1million. Their range of services includes engineering feasibility studies, traditional engineering services, and the turnkey services of designing, building, and operating wastewater and water facilities. They operate remotely which contributes to low overhead costs and high profit margins! The team comprises a Chemical Engineer, a Construction Engineer, a CAD Drafter, and a GIS Specialist. The seller is actively involved in the business operations, spending his time on general oversight, administrative duties, and project-related work. The owner is looking to sell the business but wishes to remain active within the business for 2-3 years post-close. This business was established in 1996, marking nearly three decades of experience in the environmental consulting and engineering sector. The company primarily serves clients across several states, including MA, NY, CT, UT, and FL. They are seeking a strategic or growth minded buyer who can continue the legacy while potentially expanding its reach or service offerings.

Priced at **\$1,265,000** a 10% down payment of \$126,500 returns \$178,911 in the first year after debt payments! Currently, there is no formal marketing strategy in place, which presents an opportunity for enhancement in client acquisition efforts. Additionally, hiring more staff could help manage the consistent workflow that the company experiences.

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Last Revised: BV 5.22.2025