

Available for Acquisition

Multi-Disciplinary Engineering Consulting Firm

Serving government and commercial clients in a broad range of service areas.



2016 Revenue: \$11,987,000

Northeastern US

2016 EBITDA: \$1,894,000

History of Growth: This company has a long history of organic growth. Growth of business is the result of both diversification of services, and the high quality of services rendered. Presently, this company is a highly respected and well-known organization that continues to thrive based on its long track record of quality service within its market.

Growth Potential: Current demand exceeds capacity and the leadership continually recruits quality employees to grow capacity. The company has built a broad range of service expertise, and offers clients a single source for high quality service across many areas, which creates a significant competitive advantage. In addition to positive market forces, the leadership team is continuously building its higher-margin business segments, which will provide additional incremental growth.

Long Term Customer Relationships: The Company serves a regional client base, the bulk of which are government entities. Relationships with these clients and others, in many cases, spans decades and the company enjoys an extremely high rate of repeat business. These relationships will help ensure a smooth transition of ownership and a continuity of business performance into the future.

Key Management Staff Will Remain After Sale: Organizational leaders within this company all have a long tenure with the company, and a depth of expertise that will benefit the new owner. The owner himself is willing to negotiate an appropriate transition period, from a quick transition up to a 3-5 year transition. A new owner will benefit from the strength of this management team, as well as the talent and experience of rest of the employees.

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Business Summary

This organization holds a SBE/DBE/MBE designation, which is leveraged by roughly two thirds of clients. However, the biggest factor in terms of retaining and growing sales is the consistently high quality of the services provided. Over its history, this company has become a leader in its industry and a well-respected service company, known for its quality service and long track record of completed projects.

A key differentiator is the breadth and depth of expertise within this company. It is considered one of the leaders in the market based on both the range of multi-disciplinary services all in one company. Clients have the option to work with this company only, or they can choose to work with 2, 3, or more companies to complete the same breadth of work for a single project. As a multi-disciplinary engineering consulting firm the company has expertise in the areas of: Land Surveying and Planning; Environmental Sciences (Wetlands, Streams, Forests); Stream Restoration Design; Landscape Architecture; Site Civil and Highway Engineering; Hydraulic/Hydrologic Water Resources Engineering; Environmental Site Assessments; Geotechnical Engineering; Utility Engineering; Site Structural Engineering; Subsurface Utility Exploration (Designations and Test Holes/Pits); Construction Management and Inspection; Materials Sampling and Testing; and CCTV Pipeline Inspection with Flushing and Pressure Grouting capabilities.

The company's clients are primarily government entities (85%) with the remainder being commercial clients (15%). Annually, the company submits roughly 300 proposals, or around one per day, and wins the vast majority. These contracts can be open RFP's or IDIQ's (indefinite delivery, indefinite quantity). IDIQ's typically include a 3-year term with an evolving scope of work, while open RFP's are singular projects. The company serves as a prime, and a subcontractor depending on the size and scope of any given RFP.

There is a strong management team of tenured professionals that will remain after the transaction. Most of the senior leadership team has been with the company for 15-20 years. The owner has started the exit process while he still enjoys the business and is able to remain for a reasonable transition period, potentially up to 3-5 years. He is open to a quicker exit, or a longer transition process.

For more information on Client No. 16181, please contact:

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