

Available for Acquisition

Civil Engineering Consulting Services Company Specializing in Civil Engineering & Land Surveying



Residential



Industrial

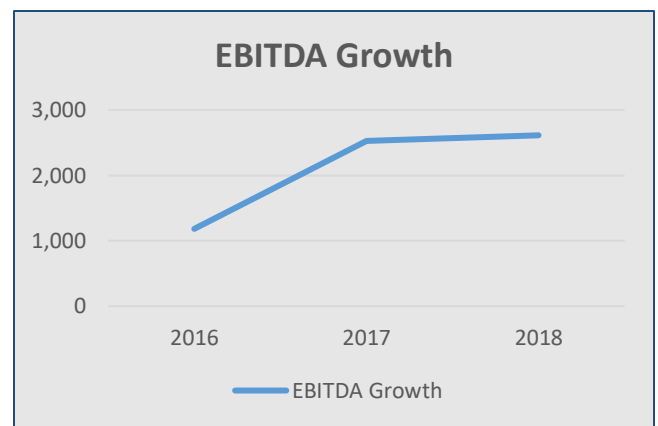
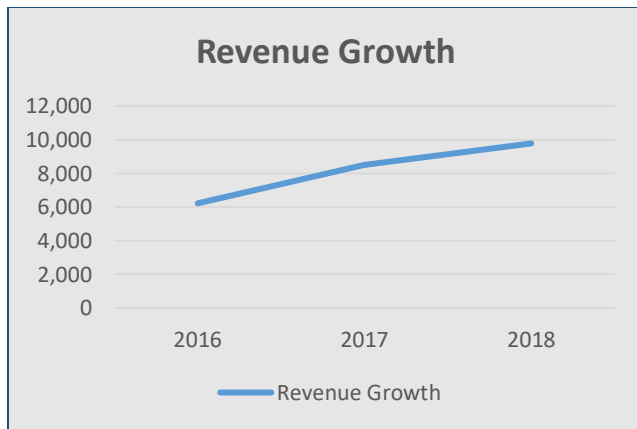


Educational

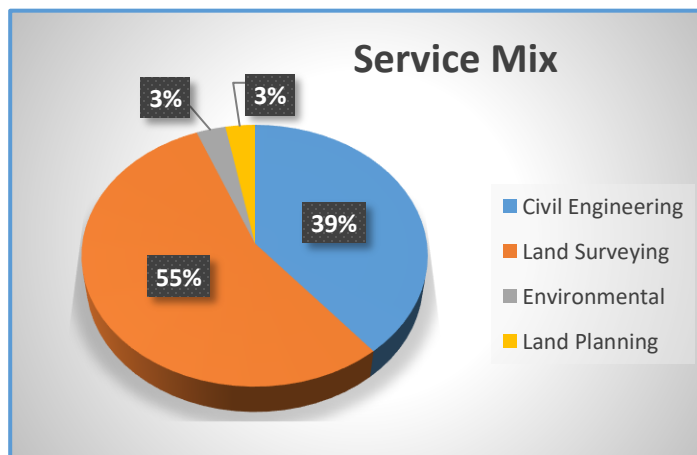
2018 Rev.: \$9,800,000

Southeast US

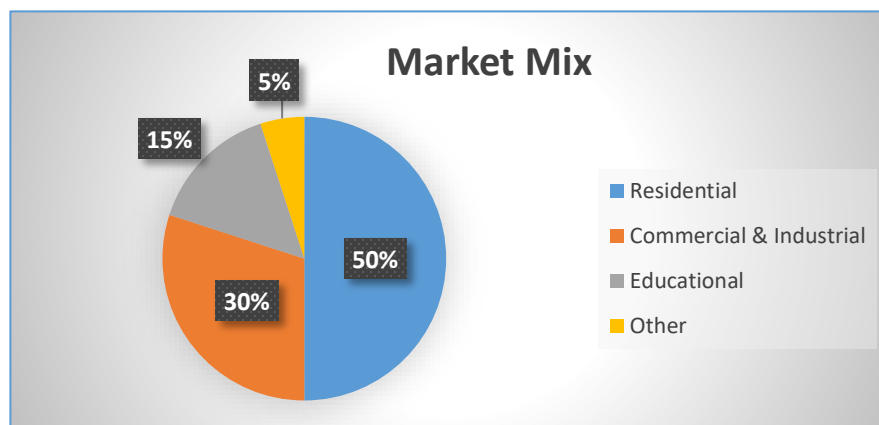
2018 EBITDA: \$2,500,000 +



Established Market Position / Significant Recurring Revenues: Since 1992, the Company has built a long-standing reputation for providing high quality, cost effective land development related services. The Company's performance track record results in an approximate 90% repeat customer rate. Successfully leveraging its core competencies, the business has grown its revenues 58% since 2016 with growth averaging more than 20% per year over that period. Net profit margins have also improved to a healthy 26.7% for 2018.



Comprehensive Service Capabilities and Highly Skilled Workforce: The Company is a multi-disciplined professional consulting firm offering a range of services to residential land developers, commercial and industrial client, and educational institutions in its region. Services include civil engineering, land surveying, environmental and land planning services and are offered from two locations. The Company currently employs a staff of approximately 71 full-time employees including 43 licensed professional surveyors and 20 licensed professional engineers, as well as a capable support staff. Second tier management consists of licensed professionals and experienced technicians, most with 20 plus years of experience. The average longevity of employees at the firm is greater than 10 years.



Diverse End-Markets: The Company is a multi-disciplined engineering and consulting services firm offering a range of services to a very diverse customer base including residential land developers, commercial and industrial clients, educational institutions, and retail / mixed-use clients. This diversity of experience and clientele allows the Company to consistently grow its business regardless of where the project demand lies.

Growth Initiatives & Geographic Expansion: The Company has a healthy backlog in excess of \$6 million and a robust bid pipeline averaging \$2-3 million in proposals each month. The Company's reputation, track record and long-standing relationships ensures strong organic growth potential for years to come. Management believes that growth is only limited by its ability to attract new qualified employees. A buyer with excess capacity will be able to capitalize on even higher growth rates.

Owners Willing to Remain After Sale: The two owners of the Company have over 50 years of combined experience in the industry. One owner is 65 years old and the other is 51 years old. Both are in excellent health, enjoy what they do, and continue to have a high amount of energy for the business. Both are willing to stay on after a sale to assist new owners in transitioning and continuing to grow the business. In addition, there are four high level professionals that, with a proper transition plan, could assume the role of CEO.

**For more information, on Client #19106, please
Sign & Return a Confidentiality Agreement**

eMerge M&A

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