

SPECIALTY SERVICE PROVIDER

Profile #215

This business provides consulting services to assist private, municipal, state, and federal agencies to acquire property and easements for the expansion of public infrastructure, to include roads, bridges, rail, electricity, water, sewer, energy, water storage, and urban renewal. Current backlog is over \$2.5 million.

No licensing is required in the State of Colorado to provide this service; however, other states may require related licensing.

Business Highlights

- Top of mind name recognition
- Customers under contract
- Repeat clientele
- Opportunities for further growth
- Knowledgeable staff
- Growing earnings base
- Backlog \$2.5+ million

Purchase Price and Terms

Business	To be Suggested
Real Estate	\$550,000

Corporate | History

- Established 9 years
- Entity is an S corporation
- Sellers have other interests

Location | Facilities

- Colorado (2 locations)
- 3,500 sf (approx.) (purchase)
- 1,900 sf (approx.) (lease)

Clientele

- Municipalities
- Government agencies
- Engineering firms

Sales | Marketing

- Word of mouth
- Activity in trade organizations
- Customer appreciation events

Services

- Consulting
- Project management
- Project design support

Management | Staff

- 6 full-time employees (includes owners)
- 1 part-time employee

FINANCIAL HIGHLIGHTS

	<u>Gross Sales</u>	<u>SDE*</u>
2013	2,717,702	781,558
2014	2,776,176	1,051,689
2015	1,989,334	864,192
2016 (Jan-Aug)	1,256,288	638,690

ASSETS INCLUDED (estimated)

Furniture, Fixtures &	\$ 155,000
Leasehold Improvements	71,000
Real Estate	<u>550,000</u>
Total	\$ 776,000

*Note: SDE assumes purchase of real estate.

All information has been provided by the Seller and is not warranted by The FBB Group, Ltd.