

FOR SALE: Infrastructure Business with Niche in Waterways & Sewers

100% Municipal & Government client base!

Financial Overview

List Price: **\$2,825,000**

Gross Sales

2025 Ann	2024	2023
\$6,130,435	\$5,140,113	\$3,765,954

Cash Flow

2025 Ann	2024	2023
\$713,486	\$685,192	\$563,564

Valuation: 2025 Ann Cash Flow x Multiple = Valuation

$$\$713,486 \times 4 = \$2,853,944$$

Assets Included: \$2,215,000

Equipment & Vehicles: \$375,000

A/R: \$1,840,000

Backlog: Over \$525,000

Business Information

Services: Contractor specializing in sewer, waterways, drainage, gas and erosion

Clients: Municipalities, local government, parks & recreation

Service Area: Providing service throughout the Hudson Valley, primarily about 30 miles north of NYC

Location: New York City

Personnel: 12FT on staff including Project Supervisor, Foreman, Technical Advisor, Estimator, Accounting Manager, 2 Operators, and 5 Field Labor

Reason for Selling: Retirement

Seller Training Period: 1 year

Lease: Small office space utilized by the project supervisor, estimator, and accounting manager. Stores equipment at yard in White Plains

Year Established: 2017

Owners' Role: Seller is active in the operation, providing oversight to the team, assists with bids, financial review, and some site visits

Growth Opportunities: Expand scope of service to include bridges and culverts, or hire an engineer

Funding Example

Purchase Price: **\$2,825,000**

10% Buyer Down Payment	\$282,500
15% Seller Financing	\$423,750
75% Bank Loan	\$2,118,750

Description

This infrastructure firm specializes in water, sewer, and drainage for infrastructure projects, serving municipalities and government clients throughout the Hudson Valley region to Westchester NY. This firm has focused on municipal & government clients for almost a decade; ranging from maintenance jobs to large multi-million-dollar contracts. The company employs 12 talented team members including a project supervisor, foreman, estimator, accounting manager, payroll manager, and field labor. They are union-affiliated, allowing them to gain quality field labor when needed for larger projects. The deal comes with \$375,000 in hard assets plus \$1,840,000 in AR, in addition to a backlog of over \$500,000. The owner is involved, providing general oversight, reviews estimates & contract. The seller is planning for retirement and has offered to stay with the business for up to 1-year post-sale and is willing to carry 15% of the purchase price to show vested interest in the continued success of the business moving forward.

Priced at **\$2,825,000** a buyer would need \$282,500 in unborrowed funds to purchase. Growth opportunities include expanding service offerings beyond core competencies, re-entering the New York City market, or scaling up to larger and more diverse infrastructure projects such as bridge or culvert construction.

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