

FOR SALE: Structural Engineering Firm with Strong Healthcare Niche

Specialized in structural design, seismic evaluation, and remediation!

Financial Overview

List Price:	\$550,000
Gross Sales	
	\$618,939
Cash Flow	
	\$153,155

- **Profit Margin:** 13%

Valuation: 3-Year Avg. Cash Flow x Multiple = Valuation
 \$162,951 x 3.4 = \$554,033

Business Information

- Services:** Structural engineering firm providing design, analysis, construction documentation, value engineering, with niche in seismic evaluation & remediation
- Clients:** Primarily repeat clients, including healthcare systems, architects, and commercial developers
- Project Types:** Healthcare facilities, Airports, education, and multi family
- Location:** Memphis, TN.
- Service Area:** Primarily operates in the Mid-South region such as Tennessee, Arkansas, and nearby states
- Year Established:** 1979
- Lease:** roughly ~2,000 sq ft which serves as a collaborative space for the engineers
- Personnel:** 3 core technical staff / senior engineers, plus administrative support; additional contract engineers used as needed
- Reason for Selling:** Retirement Planning / Age
- Seller Training Period:** 1 year
- Owner Role:** Oversees design work, project execution, and overall operations
- Growth Opportunities:** Implement proactive marketing strategies

Funding Example

Purchase Price:	\$550,000
15% Buyer Down Payment	\$82,500
15% Seller Financing or Equity Roll	\$82,500
70% Bank Loan	\$385,000

Description

This opportunity represents the acquisition of a long-standing structural engineering firm with more than four decades of successful operations and an excellent reputation throughout Tennessee and the Mid-South region. The company delivers comprehensive engineering services, including concept development, detailed structural design, construction documentation, value engineering, and specialized seismic evaluation and remediation. Its diverse project portfolio spans healthcare, airports, institutional, and multifamily developments. The business has cultivated a highly loyal, repeat client base, of which over 90% of revenue comes from. The company has developed a particularly strong niche within the healthcare sector, contributing to large-scale, complex projects and positioning itself as a trusted partner in a specialized and high-barrier-to-entry market. Operations are supported by a lean, highly experienced team of 3 senior engineering professionals and an administrator. The current owner is involved in project oversight, client relationships, and business management, and is seeking to transition out of the business as part of a planned retirement. In order to transition the new owner into their role, the seller has offered to stay with the business for 1 year in addition to carrying 15% of the purchase price!

Priced at **\$550,000**, this opportunity is well-suited for a strategic acquirer or industry professional seeking to expand geographic presence, enhance technical capabilities, or enter the attractive healthcare engineering space. Key growth opportunities include scaling the firm's healthcare practice, expanding into additional geographic markets, increasing staffing to support higher project volume, and implementing more proactive marketing and business development initiatives to further accelerate growth.