

# FOR SALE: Structural Engineering with Niche in Manufacturing Clients

*Specialty in industrial systems with pre-fab equipment layout!*

## Financial Overview

**List Price:** \$1,100,000

### Gross Sales

2025	2024
\$618,021	\$562,936

### Cash Flow

2025	2024
\$290,272	\$243,569

- **Profit Margin:** 47%

## Business Information

**Services:** Specialty in structural engineering for manufacturing clients, including design and analysis for prefabricated equipment, enclosures, and industrial systems

**Client Type:** Serving manufacturers, architects, property owners, contractors, and institutions such as hospitals, universities, and industrial facilities

**Lease:** The office is approximately 1,000 sq ft and is used for client meetings and occasional team collaboration, with most work performed remotely

**Personnel:** Licensed PE and an Administrative Assistant

**Location:** Philadelphia, PA

**Service Area:** Mid-Atlantic states including PA, NJ, DE, and NY

**Year Established:** 2016

**Owner Role:** Seller is active in the operation

**Reason for Selling:** Retirement

**Seller Training Period:** 1 to 3 years depending on the buyer preference

**Growth Opportunities:** Expanding the existing manufacturing client base, building partnerships with mechanical contractors & other disciplines, and geographical expansion

## Funding Example

**Purchase Price:** \$1,100,000

<b>10% Buyer Down Payment</b>	\$110,000
<b>15% Seller Financing</b>	\$165,000
<b>75% Bank Loan</b>	\$825,000

## Description

This is a structural engineering firm offering a range of services including structural design, analysis, investigation, and forensic evaluation, with a niche in supporting manufacturing clients on prefabricated equipment, rooftop systems, and modular enclosures. In addition to its manufacturing focus, the company serves a diverse mix of architects, property owners, contractors, and institutional clients, including hospitals, universities, and commercial facilities. The business benefits from a highly stable client base, with approximately 90% of revenue generated from repeat clients and 10% from new engagements. Founded in 2016 and headquartered in the Greater Philadelphia area, they serve clients throughout Pennsylvania, New Jersey, Delaware, and the broader Mid-Atlantic region. The operations are supported by a well tenured Licensed Engineer, and an Office Administrator. The owner is involved in the day-to-day operations, and has offered to stay with the business for 1 to 3 years in order to transition the new owner into their role. Additionally, the seller has offered to carry 15% as a vested interest in the continued success of the business post close.

Priced at **\$1,100,000**, this company presents multiple avenues for growth, including expanding its established manufacturing client base, deepening relationships with mechanical contractors who require structural support for equipment installations, and increasing penetration into adjacent geographic markets. Additional upside exists in further developing niche service lines such as forensic engineering, restoration, and specialty project work, as well as leveraging the firm's strong reputation to capture new client segments and larger-scale engagements.

**- CONFIDENTIAL -**

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