

FOR SALE: MEP & Fire Protection Engineering for Infrastructure & Institutional Clients

Financial Overview

List Price: \$2,600,000

Gross Sales

2025
\$2,520,760

Cash Flow

2025
\$709,996

- **Profit Margin:** 28%

Valuation: Cash Flow x Multiple = Valuation
 \$709,996 x 3.65 = \$2,591,485

Business Information

Services: Comprehensive engineering design services across mechanical, electrical, plumbing (MEP), and fire protection systems. Fire protection and alarm system design is a core competency and is typically integrated into most projects rather than treated as a standalone niche

Clients: Primarily private sector clients with select public-sector projects. Work is educational, institutional, infrastructure, airports, and state facilities

Location: New York, NY

Service Area: Projects have historically been in and around the NY Tri-State

Year Established: 2006

Personnel: 10 employees which includes 8 technical engineering staff (design/CAD/project work), and 2 non-technical staff (bookkeeping + office/admin support), operating on a hybrid schedule

Lease: Occupying a 3,800 sq ft office in New York City – this space is used for team collaboration, design work, and client meetings

Owner Role: Is active in the operations providing strategic direction, client communication, and general oversight

Reason for Selling: Retirement

Seller Training Period: 2 years depending on the buyer's preference

Growth Opportunities: Expanding service to clients in the energy & renovation sectors and implement a marketing plan

Funding Example

Purchase Price: \$2,600,000

10% Buyer Down Payment	\$260,000
15% Seller Financing	\$390,000
75% Bank Loan	\$1,950,000

Description

This MEP firm specializes in fire protection system design services, delivering comprehensive, multi-discipline solutions across a wide range of commercial projects. Fire protection and alarm system design represent a core component of the business, with most projects incorporating multiple engineering trades, positioning the company as a full-service design partner rather than a single-scope provider. Headquartered in New York, this firm primarily serves the New York metro area, with additional project work extending into New Jersey and select out-of-state locations such as Florida and Connecticut through long-standing clients. The company has developed a strong reputation for quality and reliability over its 20-year operating history, resulting in a highly recurring client base, with an estimated 60–70% of revenue derived from repeat customers and the majority of new business generated through referrals. The operations are supported by a team of 10 employees, including experienced technical staff responsible for engineering design and project execution, and administrative personnel supporting operations. The seller is active in the operations with strategic direction, and general oversight. The seller is planning for retirement and has offered to stay with the business for 1 to 2 years, in addition to carrying 15% of the purchase price as a vested interest in the continued success of the business moving forward.

Priced at **\$2,600,000**, the business offers clear avenues for growth under new ownership. Key opportunities include expansion into the energy and renovation sectors, as well as the implementation of marketing and business development initiatives. With additional resources or dedicated support in these areas, the company is well-positioned to deepen client relationships, increase project volume, and further capitalize on its strong market reputation.