

FOR SALE: Engineering Firm with Focus in MEP & Fire

Five Engineers on Staff with Over \$1.2M in Backlog!

Financial Overview

List Price: \$2,400,000

Gross Sales

2025
\$2,520,760

Cash Flow

2025
\$724,997

- **Profit Margin:** 28%

Valuation: Cash Flow x Multiple = Valuation
 \$724,997 x 3.3 = \$2,392,490

WIP & Backlog: 100 Projects with \$1,210,724

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: 7 employees which includes 5 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: 1-2 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: \$2,400,000

10% Buyer Down Payment	\$240,000
15% Seller Financing	\$360,000
75% Bank Loan	\$1,800,000

Description

MEP & fire protection with alarm system design, with most projects incorporating multiple engineering trades, positioning the company as a full-service design partner rather than a single-scope provider. The company has developed a strong reputation for quality and reliability over its 20-year operating history serving clients throughout NYC, resulting in a highly recurring client base, with an estimated 60–70% of revenue derived from repeat customers. The operations are supported by a team of 7 employees which includes 5 technical engineering staff responsible for design/CAD/project work; a bookkeeper, and office/admin support. 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 **\$2,400,000**, 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.