

FOR SALE: Established GIS Mapping & Publishing Company

50 years of serving more than 650 counties across a multi-state footprint!

Financial Overview

List Price: \$1,125,000

Gross Sales

2025
\$1,530,531

Cash Flow

2025
\$262,653

- **Profit Margin:** 17%

Assets Included in Purchase: \$183,107

Equipment: ~\$70,000

Working Capital: \$113,107

- ❖ **AR:** \$116,238
- ❖ **AP:** \$3,131

Business Information

Year Established: 1976 - celebrating 50 years in business!

Services: Create accurate, information-rich maps, GIS mapping and digitization services, parcel-data products, county plat books, and wall maps

Clients: Municipalities, Farm Bureaus, soil and water conservation districts, agricultural organizations, commercial businesses, landowners, farmers, and recreational property owners

Location: Kansas City, Missouri

Service Area: Provided service to more than 650 counties across 18 states, with a strong presence throughout the Midwest and South

Facility: The facility spans 4,000 sq ft, and supports administration, printing, packaging, and shipping

Owners Role: Day-to-day management is overseen by the Operations Manager. The owner manages the remote sales team, oversees hiring and HR, and handles payroll.

Seller Training Period: 1 year

Reason for Selling: Retirement

Staff: 14 full-time employees, supported by five territory-based sales representatives. The team includes an Operations Manager, 5 GIS specialists, design personnel, and administrative staff. About 70% of the team works remotely

Growth Opportunities: Expand direct GIS and digitization work, pursue more public-sector RFPs, and grow nationwide parcel-data sales

Funding Example

Purchase Price: \$1,125,000

10% Buyer Down Payment	\$112,500
15% Seller Financing	\$168,750
75% Bank Loan	\$843,750

Description

Celebrating 50 years in operations, this business is a specialized geographic information systems (GIS) mapping, company located in Kansas City, Missouri. The Company serves more than 650 counties across 18 states, with a strong presence throughout the Midwest and South. Services include creating accurate, information-rich maps, production of county plat books, wall maps, digital mapping products, and parcel-data solutions. Its customers include county governments, Farm Bureaus, soil and water conservation districts, agricultural organizations, local advertisers, commercial businesses, landowners, farmers, and recreational property owners. Its experienced workforce consists of approximately 14 full-time employees, supported by 5 territory-based sales representatives. Key personnel include an Operations Manager, 5 GIS Specialists, design professionals, administrative staff, and printing and fulfillment support with 70% of the staff working remote. The owner provides oversight to the sales representatives, oversees hiring and HR, and handles payroll. Daily production, scheduling and staff accountability are managed by the operations manager. The owner is selling to retire and has offered to stay with the business for 1 year to transition the new owner into their role. Additionally, the seller has offered to carry 15% of the purchase price as a show of good faith in the continued success of the business post close.

Valued at **\$1,125,000**, this business is primed and ready for a new owner to step in and continue with a legacy that has been built over the past 50 years. They also provide GIS and digitization services, and performs printing, binding, fulfillment, and shipping in-house. Growth opportunities include expanding direct GIS and digitization services, entering additional counties, pursuing additional public-sector RFPs, and growing nationwide parcel-data sales.