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ID#: AEI046-C

FOR SALE: Niche Engineering Focused on Production Facility Layout

Owner will stay 2-3 years and carry 20%!

Financial Overview

List Price: **$1,175,000**

Gross Sales

2025	2024
$617,404	$562,936

Cash Flow

2025	2024
$350,507	$272,431

- **Profit Margin**: 52%
- **Included Working Capital**: $115,000
- **Backlog & WIP**: Over $470,000
- ***Fully SBA Approved*!**

Business Information

Services: Niche 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: An additional Licensed PE focused in civil, and an Administrative Assistant

Location: Philadelphia, PA

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

Year Established: 2016

Owner Role: Seller is active in the operation

Reason for Selling: Retirement

Seller Training Period: 1 - 2 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: **$1,175,000**

10% Buyer Down Payment	$117,500
20% Seller Financing	$235,000
70% Bank Loan	$822,500

Description

Founded in 2016 and headquartered in the Greater Philadelphia area, they serve clients throughout Pennsylvania, New Jersey, Delaware, and the broader Mid-Atlantic region. This engineering firm offers a range of services including design, analysis, investigation, and forensic evaluation, with a niche in supporting manufacturing clients on prefabricated equipment, rooftop systems, and modular enclosures. The business benefits from a highly stable client base, with approximately 90% of revenue generated from repeat clients and 10% from new engagements. 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 included working capital is $115,000 with over $470,000 in backlog and WIP. 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 20% as a vested interest in the continued success of the business post close.

Priced at **$1,175,000**, 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.