

# FOR SALE: Municipal Infrastructure for Water & Sewer

*Longterm contracts in place with 5-6 million in backlog!*

## Financial Overview

**List Price:** \$2,900,000

### Gross Sales

2024	2023	2022
\$5,140,113	\$3,765,954	\$2,945,578

### Cash Flow

2024	2023
\$685,192	\$563,564

➤ **2024 Profit Margin:** 13%

**Valuation:** 2024 Cash Flow x Multiple = Valuation  
 \$685,192 x 4.25 = \$2,912,066

## Assets

**Vehicles:** \$150,743

**Equipment:** \$741,547

**A/R:** \$1,207,182

## Business Information

**Services:** Contracts specializing in sewer, waterways, drainage, gas and erosion. No designation work

**Clients:** Municipalities, local government, parks & recreation

**Service Area:** Providing service throughout the Hudson Valley, primarily about 30 miles north of NYC

**Location:** New York City

**Personnel:** 12FT on staff including Project Supervisor, Foreman, Technical Advisor, Estimator, Accounting Manager, 2 Operators, and 5 Field Labor

**Reason for Selling:** Retirement

**Seller Training Period:** 6 months to 1 year

**Lease:** Small office space utilized by the project supervisor, estimator, and accounting manager. Stores equipment at yard in White Plains

**Year Established:** 2017

**Owners' Role:** Seller is active in the operation, providing oversight to the team, assists with bids, financial review, and some site visits

**Growth Opportunities:** Expand scope of service to include bridges and culverts, or hire an engineer

## Funding Example

**Purchase Price:** \$2,900,000

<b>10% Buyer Down Payment</b>	\$290,000
<b>15% Seller Financing</b>	\$435,000
<b>75% Bank Loan</b>	\$2,175,000

## Description

This contracting firm specializes in water, sewer, and drainage for infrastructure projects, serving municipalities and government clients throughout the Hudson Valley region to Westchester NY. This focus on municipal clients has allowed the business to build strong, ongoing relationships and a solid reputation in the government contracting space. They are union-affiliated, allowing them to gain quality field labor when needed. They handle projects ranging from small maintenance jobs to large multi-million-dollar contracts. The office serves primarily administrative functions, most staff work directly in the field, and the company maintains a yard for equipment storage. The company employs 12 talented team members including a project supervisor, foreman, estimator, accounting manager, payroll manager, and field labor. The owner is involved, providing general oversight, reviews estimates, contract negotiation, and financial management. The seller is planning for retirement and has offered to stay with the business for up to six months to 1-year post-sale and is willing to carrying 15% of the purchase price to show vested interest in the continued success of the business moving forward.

Priced at **\$2,900,000** a buyer would need \$290,000 in unborrowed funds to purchase. Growth opportunities include expanding service offerings beyond core competencies, re-entering the New York City market, or scaling up to larger and more diverse infrastructure projects such as bridge or culvert construction.

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