

## FOR SALE: Structural Engineering – Seller Will Stay 3 Years

95% Recurring client base!

### Financial Overview

**List Price:** **\$859,000**

#### Gross Sales

2025 Ann	2024	2023
\$938,767	\$690,185	\$940,742

#### Cash Flow

2025 Ann	2024	2023
\$432,844	\$146,056	\$269,642

**Valuation:** 3-Year Avg Cash Flow x Multiple = Valuation  
 \$282,847 x 3.1 = \$876,825

### Business Information

**Clients:** Commercial clients including offices, industrial spaces, educational facilities, convenience stores – 90% repeat clients

**Service Area:** 95% of clients are in Oklahoma, but projects have been completed in 27+ states

**Services:** Structural engineering

**Personnel:** 4: 3 Engineers, 1 CAD technician; 5-6 drafters at contracted firm

**Seller Training Period:** 3 years to assist with a smooth transition

**Current Owner's Responsibilities:** Oversight and final approval of plans. The owner doesn't have any billable engineering hours.

**Year Established:** 2006

**Location:** Oklahoma City, Oklahoma

**Reason for Selling:** Retirement

**Lease:** 2,600 sq. ft.: Private offices, open work area, conference room with room for expansion

**Equipment:** \$73,000: Office equipment, furniture, large format printers, drafting and other software

**Growth Opportunities:** Maximize utilization of overseas firm to increase capacity while maintaining positive margins, build client base in the OKC area, expand to additional states

### Funding Example

**Purchase Price:** **\$859,000**

<b>10% Buyer Down Payment</b>	\$85,900
<b>15% Seller Financing</b>	\$128,850
<b>75% Bank Loan</b>	\$644,250

### Description

This boutique engineering firm specializes in structural engineering services and has established a strong client base primarily consisting of municipal and commercial projects. With a proven track record of delivering high-quality work, the firm boasts an impressive 95% repeat client rate. The firm's portfolio includes a diverse range of projects such as institutional buildings, warehouses, schools, gymnasiums, churches, and retirement & nursing homes. Led by a team of three experienced engineers, one CAD technician, and five to six drafters, this firm possesses the expertise and manpower to handle various structural engineering projects efficiently. With the qualifications that the staff holds, they can offer any service surrounding the scope of structural engineering. The current owner handles general oversight and gives the final approval on proposed plans, he does not have any billable engineer hours. The owner has offered a 3-year training period to assist with a smooth transition of ownership. In addition to this, the owner has offered 15% seller financing of the purchase to show good faith in the continued success of the business moving forward.

Priced at **\$859,000**, this company would be a great investment for a larger firm who is looking to expand their office and add to their existing portfolio. The company utilizes 2,600 square feet of space in a local office building fitted with private offices, an open work area, and a conference room with space for expansion.

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