

Environmental Testing: Soil & Water

Kane County, IL



Asking Price:

\$3,500,000

Cash Flow:

N/A

Gross Revenue:	\$1,600,000
EBITDA:	\$690,146
FF&E:	\$1,250,000
Inventory:	\$15,000*
Rent:	\$4,500 per Month
Established:	1996

*not included in asking price.

Business Description

* OVER 5,800 COMPLETED PROJECTS in 29 STATES SINCE 1996

Primary services include soil, ground water and soil vapor sampling, as well as shallow (i.e. typically less than 50 ft. deep) and small diameter (i.e. 0.5-inch to 4-inch diameter) Monitoring Well installation and Monitoring Well abandonment services. Other services currently provided include membrane interface probe (MIP) technology, as well as remediation chemical injection services. These services are conducted during the assessment and/or remediation of properties that may have subsurface contamination.

The company does not do any in-house sample testing, they simply collect the sample and provide it to the environmental consultant.

- Work is mainly completed in Illinois and Indiana.
- Clients include Environmental Consultants, Commercial Property Owners, Realtors and Bankers.
- Owner spends less than 15% of his time in the field – this can be easily absorbed.

* WORK with OVER 100 ENVIRONMENTAL CONSULTING FIRMS ANNUALLY

Detailed Information

Location: Kane County, IL

Inventory: Not included in asking price

Real Estate: Leased

Building SF: 5,040

Lease Expiration: N/A

Employees: 7

Furniture, Fixtures, & Equipment (FF&E): Included in asking price

Facilities: TWO MAIN LOCATIONS in ILLINOIS & S.E. INDIANA (Cincinnati Region) *
ILLINOIS facility - 3,120 sq ft. * INDIANA facility - 1,920 sq ft + covered parking & outside storage on @ 1.5 acre

Growth & Expansion: Adding a sales/marketing person is an area for growth that will bring in additional projects. Pursuing geotechnical drilling as well as maximizing utilization and assets, quarterly ground water monitoring, NPDES sampling, are all great potential growth areas without increasing overhead. Currently there is a large vacuum in the Industry for onsite analytical testing, which could be leveraged as a revitalized service and/or translate into additional MIP Sales which were recently brought in-house.

Support & Training: The company has fully prepared itself for transition allowing for the new owners to grow to the next level. They are committed to participate to the extent needed for an orderly and successful transition. The employees would be available to transition to a new owner and the Founder can remain on longer in a negotiated capacity.

Reason for Selling: Looking for new owner to build upon Excellent base.