



Environmental Testing/Consulting Firm - NY

Reference No. 10122

Revenues: \$ 1,400,000
Cash Flow: \$ 600,000
Asking price: \$ 750,000

Opportunity Summary

This established environmental firm with 2 locations in upstate New York maintains a strong base of established clients throughout New York State. The firm provides environmental testing and consulting services to municipal, industrial, educational, private, architectural and engineering clients. Its key locations in the upstate New York area give the firm a regional strategic and competitive advantage. The firm has a reputation for the ability to provide high quality testing and consulting services at a competitive price. The company does its own in-house laboratory work. The broad range of environmental testing and consulting services performed by the company include asbestos related services, lead-based paint detection, mold related services, asbestos & OSHA training, equipment & instrument rentals, and analytical testing services. Included in the sale is a comprehensive inventory of monitoring, safety and sampling equipment and instrumentation required to perform these services. The asking price is well justified by the firm's revenues, strong client base and great potential for further growth. With ever-increasing concern for environmental issues and compliance in both residential and commercial environments, this is an excellent opportunity for both a strategic buyer to expand its capabilities or organization, or for a buyer seeking entry into this market.

Competition

Direct competition is limited in the areas the business is located. In these locations, the firm is in the top two or three in the industry in market share.

Opportunities

This business has significant growth potential for the right buyer. The combination of a high growth industry with an established base of clients in three key New York state locations results in the opportunity for great future growth.

Facilities

The business leases space in two separate locations. The largest office occupies 2,000 sq. feet of space, with half of the space designed for use as a training facility. A second



location utilizes 1,000 sq. feet of office space. The individual offices are relocatable within their markets.

Seller Involvement

Seller is willing to help with the transition and may be willing to remain with the company.

Seller Financing

Seller financing may be available.

Contact

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