

# Opportunity

**BN000036762 – Environmental Consulting and Redevelopment Firm**

Location: Northeast, US



The company is an integrated group of environmental consulting and redevelopment firms, specializing in soil and groundwater remediation solutions.

## Bids Invited

### Key Aspects

- From 2019 through 2022, the company's revenue and adjusted EBITDA grew at compound annual growth rates of 21.0% and 17.5%, respectively
- Adjusted EBITDA of approximately \$522K in 2022
- Performs Phase I, II, and III environmental assessments
- Highly knowledgeable and experienced workforce

### Key Indicators

| Period Ending | Revenue Source | Revenue '000 | Gross Profit '000 | Adj. EBITDA '000 |
|---------------|----------------|--------------|-------------------|------------------|
| 12/31/2019    | Internal       | \$4,637      | \$1,118           | \$322            |
| 12/31/2020    | Internal       | \$5,647      | \$1,910           | \$715            |
| 12/31/2021    | Internal       | \$5,270      | \$1,244           | \$383            |
| 12/31/2022    | Internal       | \$8,221      | \$1,450           | \$522            |

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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## Opportunities

- Capitalize on industry growth
- Gain more projects by capitalizing on the recent passage of the Infrastructure Investment and Jobs Act
- Expand geographically by capitalizing on remote work capabilities
- Broaden scope of clientele to include general contractors

## Headquartered

- Northeast, US

## Current Markets

- The company currently serves private and public companies that manage hazardous materials or acquire contaminated real estate throughout the Northeast and Mid-Atlantic, US.

## Real Estate

- The company rents a central office from an unrelated third party. There is also a warehouse and two garages located on site, all of which are included in the company's lease.

## Shareholder Objectives

- The company is owned by three shareholders, two of which are active in the business. The primary shareholder is seeking retirement but has indicated that he is willing to remain with the company to facilitate a smooth transition to new ownership.

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