



## ACQUISITION OPPORTUNITY Environmental Engineering and Inspection Services Company

The Vann Group, LLC presently represents for sale, on an exclusive basis a well-established and market leading environmental engineering and inspection services company in New England. The Company provides engineering and inspection services to residential, commercial, government and institutional markets.

- Its engineering division provide engineering related services include planning, environmental studies, civil design, permitting, bidding, and oversight, etc. These services compromise approximately 25% of overall revenue.
- Its Inspection services division provides potable water system inspections and monitoring mandated by state and Environmental Protection Agency (EPA) programs conducted under the Federal and State Safe Drinking Water Act
- The largest segment of the business consists of monthly service agreements focused on public water supplies, along with associated work. This segment accounted for 70% of total revenue in 2023 and is projected to exceed 75% in 2024.
- Its core focus is serving as contract operators for smaller public drinking water supplies that do not require full-time personnel to oversee water operations.
- Over the past three years, residential customers (including homeowner associations) make up the largest portion of revenue, approximately 1/3<sup>rd</sup> of total revenue. Customers generally remain with the Company for long durations. Three of the top five customers have been using the Company for over 10 years, one for over five years.
- The Company currently spends nearly 25% of its total revenue on third party lab services. With a nominal investment, a significant portion of this expense can be brought in house.
- There are several paths for growth beyond its core business. The addition of mechanical technical services along with other similar services such as wastewater monitoring include a few of the possibilities.
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- In 2023, the Company generated revenues of approximately \$1,400,000 and an Adjusted EBITDA of \$330,000. The Company anticipates similar performance in 2024
- This is an ideal add-on acquisition for an existing industry participant who is looking to expand into a new market.
- The Company has come to the market due to ownerships desire to retire. They are willing to remain with the Company for a reasonable transition period.

To receive a Confidentiality Agreement for this opportunity, please contact:

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