



ACQUISITION OPPORTUNITY

Environmental Engineering and Inspection/Testing Services Company

The Vann Group, LLC presently represents for sale, on an exclusive basis a well-established and market leading environmental engineering and testing 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 30% 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 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 1/3rd of total revenue. Customers generally remain with the Company for long durations.
- The Company currently spends nearly 30% of its testing 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.
- In 2024, the Company generated revenues of approximately \$1,530,000 and an Adjusted EBITDA of \$480,000. Revenue was up 6.5% in 2024.
- This is an ideal add-on acquisition for an existing industry participant who is looking to expand into a new market or an organization looking to establish a presence in this industry.
- The Company has come to the market due to ownerships desire to transition ownership. They are committed to a successful transition and prepared to explore a range of post transaction options for their participation.

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

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