

# Environmental Drilling: Soil & Water Sampling

Kane County, IL



**Asking Price:** **\$2,000,000**      **Cash Flow:** **\$354,500**

Gross Revenue:	\$1,300,000	Inventory:	N/A
EBITDA:	N/A	Rent:	\$3,300 per Month
FF&E:	\$750,000	Established:	1996

## Business Description

OVER 5,150 COMPLETED PROJECTS for OVER 650 CLIENTS in 27 STATES since 1996!

Environmental drilling and related field services is the specialty work of this business. When an environmental consultant needs subsurface samples, this team drives to the site (6 trucks & 6 trailers included), drills the sample, and provides a workspace for an outside consultant to do their testing. Established in 1996, they have completed projects in 27 states, but typically focus their efforts within Illinois, Indiana, and surrounding states. The team offers services that include testing for groundwater, soil, soil vapor, well installation & abandonment.

Currently, this company does not do any in-house sample testing, they simply collect the sample and provide it to the environmental consultant. Adding an analyst, however, is an area for growth that could potentially bring in additional projects. Additional areas of growth can be found in geotechnical drilling as well as maximizing utilization and assets, so there is great potential for growth without increasing overhead.

\* TWO MAIN LOCATIONS in ILLINOIS & S.E. INDIANA (Cincinnati Region)

\* WORK with OVER 100 ENVIRONMENTAL CONSULTING FIRMS ANNUALLY

## Detailed Information

Location: Kane County, IL

Real Estate: Leased

Building SF: 6,200

Lease Expiration: N/A

Employees: 8: 6 FT, 2 PT

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

Facilities: IL facility (main) - 4,200 sq ft., IN facility - 2,000 sq ft

Competition: 

- Service Area: Work is mainly completed in Illinois and Indiana
- Clients: Environmental consultants, commercial property owners, realtors and bankers
- Services: Subsurface sampling for environmental testing: groundwater, soil, soil vapor, well installation and abandonment
- Current Owner's Responsibilities: Owner spends less than 15% of his time in the field – this can be easily absorbed.

Growth & Expansion: 

- Growth Opportunities: Build in-house analytics, maximize utilization, add geotechnical services, quarterly ground water monitoring, NPDES sampling

Support & Training: Owner can train up to 6 months.