## Profitable A/E/MEP Firm; Strong SE Presence



Multidisciplinary firm serving public and private sectors with strong growth and scalability



This high-performing A/E/MEP firm, headquartered on the Gulf Coast, offers integrated engineering, architecture, surveying services across the Southeast region. With a strong foothold in key industrial, municipal, and maritime markets, the firm maintains exceptional technical standards, operational efficiency, and consistent high profitability.

Its robust backlog, seasoned leadership, and new regional office position it for sustained growth or an ideal regional operation for a larger AE enterprise or platform to manage and oversee further expansion by acquisition.

## Gulf Coast HQ with multi-state reach Established regional client relationships Experienced, long-tenured leadership Strong backlog/industry demand In-house LiDAR capabilities. Consistent double-digit profitability Architecture, Civil, MEP, Survey, and

## Strategic Advantages

- Licensed in multiple states

- Design-Build services
- Stellar, yearly revenue and margin growth

## **Financial Summary**

| Item                 | 2022         | 2023         | 2024         | 2025-Est     | 2026-P       | 2027-P       |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenue              | 9,530,958    | 10,182,019   | 12,040,543   | 16,600,000   | 17,928,000   | 19,362,240   |
| Cost Of Sales        | 3,831,211    | 4,007,186    | 4,967,486    | 5,890,464    | 6,361,701    | 6,870,637    |
| Gross Margin         | 5,699,747    | 6,174,833    | 7,073,056    | 10,709,536   | 11,566,299   | 12,491,603   |
|                      | 60%          | 61%          | 59%          | 65%          | 65%          | 65%          |
| Total Expenses       | 3,311,412    | 3,019,833    | 3,428,424    | 5,325,233    | 5,497,778    | 5,952,600    |
|                      | 35%          | 30%          | 28%          | 32%          | 32%          | 32%          |
| Net Operating Income | 2,388,335    | 3,155,001    | 3,644,633    | 5,384,304    | 6,068,521    | 6,539,003    |
|                      | 25%          | 31%          | 30%          | 32%          | 32%          | 33%          |
| Other Income         | (150,301)    | 349,796      | 128,400      |              |              |              |
| Add Back Adjustments | 702,172      | 922,915      | 1,080,738    | 1,568,654    | 1,331,376    | 1,397,116    |
| Normalized EBITDA    | \$ 2,940,206 | \$ 4,427,711 | \$ 4,853,771 | \$ 6,952,958 | \$ 7,399,897 | \$ 7,936,119 |
|                      | 30%          | 43%          | 40%          | 42%          | 42%          | 41%          |

Next Steps. The Enginuity Group has been engaged as the Company's exclusive advisor regarding this contemplated transaction. Upon receipt and approval of an executed Confidentiality Agreement and Buyer Profile, EE will forward a more detailed Confidential Information Memorandum. Under no circumstance should the Company be contacted directly. Please direct all inquiries to EE. For NDA & Buyer profile http://www.eenginuity.com/1072.html



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