



14300 N Northsight Blvd #126
Scottsdale, Arizona 85260
480 278 5930

E Mail: msmock@business-buyer-directory.com

Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased. There is no cost or obligation to pursue this company for sale.

ARCHITECTURE FIRM

Pennsylvania

Annual Revenues: \$16,840,806

Annual Cash Flow: \$2,720,030

Asking: \$12,450,000

This is a multi-location architecture firm, and the owners will stay on board for 3-10 years!

Established in 1973, the business has a 3-year average cash flow of \$2.7M and a 16% average profit margin. The Company has 78 employees including 7 owners, 46 Architecture Associates, 14 in Interior Design, 2 in Landscape Architecture, and 9 Operations Associates

Serving regionally in Pennsylvania, Delaware, New Jersey, and Maryland, the firm specializes in in architecture (75%), interior design (20%), and landscape architecture.

The owners have identified five future leaders of the firm, as well as additional staff who they believe have the aptitude to grow into leadership roles in the future.

The firm is known for providing top-notch architecture and design services in the area for 47 years. Due to the diversity of the market sectors, they serve, they fared exceptionally well in 2020 compared to some of their peers who are more specialized. Their 2020 revenue nearly matched 2019, and with the help of a PPP loan that was 100% forgiven, they were able to maintain their staff level with no reduced hours or furloughs.

Priced at \$12,450,000, there is immense growth potential through a smaller bolt-on acquisition, and a new owner could expand the market share in healthcare and senior living.

The current owners want to establish an economically sustainable model for the purchase of shares from the three principals who will reach retirement age within the next 3 to 7 years. A sale could also

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