

**Diversified Industrial Hygiene, Safety & Health Consulting Firm  
Acquisition Opportunity**

Client #10368

This company is a consulting and management services firm offering solutions for compliance and non-compliance safety and health issues and risk management.

The services they provide include indoor air quality, industrial hygiene, asbestos, lead and safety management. These are delivered across all vertical markets including educational, insurance, commercial, residential, healthcare, energy, transportation, research, pharmaceutical, biotech and manufacturing facilities.

With more than 20 years of continued profitable operation in the marketplace the company maintains a strong defensible position due to their reputation and results driven approach. The business has been built to provide clients an unmatched level of certified professionals with broad, diverse experience.

They are a recognized leader in their region and much of their work now comes via repeat business and referrals. There is currently no dedicated sales force in place.

Summary historical financials can be found below:

<i>(\$ Thousands)</i>	<b>2019</b>	<b>2020E</b>
<b>Sales</b>	<b>\$5,027</b>	<b>\$3,700</b>
Operating Expenses	<u>4,095</u>	<u>3,130</u>
<b>Adjusted EBITDA</b>	<b>\$932</b>	<b>\$570</b>

The founding partners are beginning to plan for their eventual retirement and have now started the process to find a suitable acquirer. Recognizing a need for an extended transition period to ensure continued success the partners have entered this process now as opposed to waiting until they are ready to exit the business.

They also believe that the company is at a point where it is ideally positioned where an energetic, growth-oriented owner can capitalize on their success while building for the future.

To learn more about this opportunity, please contact us at 484-534-8600 or [info@bma1.com](mailto:info@bma1.com).