

WASTE MANAGEMENT SERVICES STUDY

SUMMARY: FIND OPTIONS FOR BUSINESS OWNERS TO SELL DESPITE DECLINING PROFITS

SUBJECT

The business opened in 1910 and was handed down through generations so emotions ran high due to the family legacy and the possibility of laying off all staff members. However, the twin sisters who now owned the company had not been very involved for four years. During that time profits had steadily declined. The sisters were unsure if they would have a business to sell so their initial plan was to sell the business real estate and shut down the business.



CHALLENGE

Assist business owners in determining the options for their business and their real estate.

STATS

Industry: Remediation and Other Waste Management Services

Annual Revenue Range: Under \$20 million

Referral Source: Attendee at a networking event

OUTCOME

Once the sisters agreed to sell the business, Freeman Lundt negotiated an internal buyout with employees. The staff now enjoyed ownership and was fully committed to continuing the family legacy and growing the company.

Freeman Lundt also located a real estate investor to buy out the real estate and lease back to the new owners.

With our expertise, the twin sisters were able to sell the family business and keep their family's legacy growing into the next generation.