



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

E Mail: [msmock@business-buyer-directory.com](mailto: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.

=====

## SITE DEVELOPMENT & CIVIL CONSTRUCTION CONTRACTOR

**Annual Revenue: \$8,375,000**  
**Annual Profitability: \$1,046,000**  
**Florida**

The company specializes in land development management, underground excavation, utilities installation, and earthwork. It offers site development services for small and large projects that range from public parks to large-scale retail and industrial complexes.

### Key aspects

- Booked over \$18M in revenue in 2017, after achieving a compounded growth rate of 39% from 2014-2017
- Steadily increasing adjusted EBITDA margins from 7% in 2014 to 10% in 2017, and 13% year-to-date
- \$19.6M of backlogged revenue as of June 30, 2018
- The company has the capacity to execute the majority of its work inhouse
- Recently added dirt-sales and paving division

### Opportunities

- Capitalize on the growing local market
- Maximize top and bottom line by investing in an in-house asphalt plant and concrete plant
- Increase marketing efforts to expand client base
- Expand into additional markets outside Florida

### Current markets

- The company currently serves general contractors, private developers, and municipalities in Florida

### Real estate

- The company leases a 3,000 square foot office space from an unaffiliated third party

### Shareholder/owner objectives

- The company is owned entirely by one owner, who would like to execute a full sale in order to pursue other interests. The owner is willing to remain for a transition period in order to ensure a smooth transfer of ownership.

This information is secured from sources BUSINESS BUYER DIRECTORY, LLC, "BBD", believes to be reliable and accurate. BBD makes no representations or warranties whatsoever as to the accuracy of any of this information. Interested parties of the above noted company must verify the accuracy of this information and conduct their own due diligence and bear all risk for any information inaccuracies. BBD: does NOT represent this company or its agents, is not a business broker; are not FINRA/ NASD registered, provides only seller contact information, no advisory inputs. This is not an offer to sell, or a solicitation to sell securities. Information is void where prohibited.