



8111 East Vista Bonita Drive
Scottsdale, Arizona 85255
480 278 5930

E Mail: Mark Smock > msmock@business-buyer-directory.com

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

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"HEAVY" CIVIL CONSTRUCTION Rocky Mountain Region

2022 Est. Revenue: \$70 million
2022 Est. EBITDA: \$8.8 million

The Company is a vertically integrated construction company performing heavy civil construction, earthwork, basement excavation, and civil concrete projects. The Company's construction capabilities include: Residential, Municipal, Commercial, Industrial, Underground Utilities, Potable & Non-potable Water Facility, Sanitary Sewer, Storm Sewer System, Dry Utility Conduit, Subgrade Preparation, and Concrete work.

In 2021, the Company completed projects serving residential (96.9% of 2021 revenue), municipal, commercial, and industrial accounts. Contracts vary from less than \$100,000 with a 2-week completion period to projects exceeding \$10 million with an approximate 16-month completion period. Approximately 80% of revenue is generated from projects in the \$2 to \$4 million range. The Company has 125+ full-time employees. Investment

Considerations:

- **Blue Chip Customers:** The Company maintains long-term relationships with blue chip national developers. The Company has strong ties to customers due to its industry expertise and excellent customer service.
- **Diversified Customer Base:** No single customer accounted for more than 22% of revenue during the historical period. The diversified customer base helps ensure that the Company will not be significantly impacted by the loss of a single account.
- **Bid Environment:** Approximately 80% of projects are awarded through negotiation based on past performance and strong relationships with existing accounts. The remaining 20% of projects are hard bid with an estimated bid success rate of 35%.
- **Backlog of Signed Contracts:** The Company's backlog as of May 2022 was approximately \$55 million compared to \$40 million at the same time in 2021.
- **Large Equipment Base:** The Company has a large equipment and machinery base. An asset list is available for review.

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