

# Opportunity

## BM009641 – Civil Construction Company Specializing in Underground Utility Installation

Location: Houston, Texas



The company is a civil construction business specializing in underground utility installation and detention and drainage systems. The company works with engineering, municipal and prime contractor clients that include major land developers, home builders, commercial development companies, municipal utility districts, and counties.

## Bids Invited

### Key Aspects

- Strong reputation for professionalism, quality work, and completing projects on schedule.
- Turnkey operation with management and supervisory staff capable of conducting day-to-day operations.
- Since inception, more than 158 projects completed amounting to more than \$204 million in revenue.
- Comprehensive network of general contractors, suppliers, and municipal clients.

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$27,112	\$2,020	(\$55)
12/31/2021	Internal	\$41,431	\$3,577	\$706
12/31/2022	Internal	\$60,919	\$7,313	\$2,627
10/31/2023	YTD	\$31,922	\$3,215	\$448

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

**Southwest Team (L)**  
**swteam@benchmarkintl.com**  
**(512) 347-2000**

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### Opportunities

- The addition of a paving and tunneling division to open opportunities for company growth.
- Capitalize on increased skilled staff in order to take advantage of the booming construction market in Houston and surrounding counties.
- Increase staff to take advantage of project opportunities that the current federal infrastructure bill may provide.
- Excellent opportunity to enter regional market with established experience and credentials.

### Headquartered

- Houston, Texas

### Current Markets

- The company works with engineering, municipal, and prime contractor clients that include major land developers, home builders, commercial development companies, municipal utility districts, and counties in and around Houston, Texas.

### Real Estate

- The company operates from an office in Houston, Texas leased from an unrelated third party. Additionally, the company leases a storage yard from an unrelated third party. Both leases are assumable by new ownership.

### Shareholder Objectives

- Ownership is seeking a more balanced lifestyle and an eventual full exit for the company. He is open to a variety of deal structures as well as a reasonable transition to new ownership.

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Benchmark International | 2009 S Capital of Texas Hwy | Suite 300 | Austin | Texas | 78746 | T: 1 512 347 2000 | F: 1 512 330 9594

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