

Opportunity

BN000039595 – Legacy Civil Engineering & Excavating Contractor Operating for 40 Years

Location: Western U.S.



The company is a fully licensed, legacy civil engineering and excavating contractor that is licensed to complete projects in the public sector in two Western U.S. states. The company has been successful in environmental projects including river, stream, and creek work, as well as downtown revitalization, campgrounds, and water quality improvement projects. Roundabouts, subdivisions, and utility projects are also in the company's wheelhouse, with the company self-performing 90% of most projects internally with its own crew and equipment.

Bids Invited

Key Aspects

- Established and long-standing network with vendors, subcontractors, and client agencies
- Long tenured staff averaging between 15-30 years
- Onsite project administration and supervision to ensure timely and quality decision making with mobile offices
- Average gross profit margin of 39.7% over the previous three fiscal periods
- Outstanding reputation of high-quality work completed ahead of schedule

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2018	Internal	\$11,626	\$3,892	\$2,762
12/31/2019	Internal	\$4,510	\$2,515	\$1,446
12/31/2020	Internal	\$5,135	\$1,486	\$521
12/31/2021	Internal	\$5,709	\$2,147	\$1,072

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

Southwest Deals (R)
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(512) 347-2000

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

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Opportunities

- Bring on additional engineers, administrative personnel, and additional crew to allow for 100+ million dollar size project contracts
- Tremendous growth opportunities in projects outside of the current geographic market at lower elevations could exponentially increase company sales, adding an additional five months of work annually
- Potential to double revenue and profit

Headquartered

- Western U.S.

Current Markets

- The company primarily executes civil public works projects in a specific Northwestern geographic market. The company's client base includes local, state, and federal government agencies. The company is licensed to serve markets in two states and is a WOSB and is HubZone certified.

Real Estate

- The company operates from a 12,000-square-foot office and shop space on four industrial-zoned acres. The company leases the property from an affiliated holding entity, which owns it. The property is available as part of a sale and has room for expansion. The company also operates from temporary mobile office trailers located on a job site.

Shareholder Objectives

- Ownership is seeking to retire and is open to various deal structures to facilitate a transaction. The active owners are open to staying on, dependent on deal structure, for a reasonable transition period to ensure the retention of long-term employees.

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