

Opportunity

BM009960 – Licensed Underground Utility Contractor

Location: Southeast US



The company is a licensed underground utility contractor. The company has 20 years of operating experience completing projects in both the public and private sectors.

Bids Invited

Key Aspects

- Adjusted EBITDA margins have averaged 26.7% from 2019 to the trailing twelve months (TTM) ending June 30, 2022
- As of June 30, 2022, revenue under signed contracts is approximately \$8.4 million
- Diverse revenue streams: construction, asphalt, demolition, and others
- Project size ranges from \$10K to over \$6.7M in revenue
- \$10 million bonding capacity
- Highly experienced and knowledgeable team
- Owns a large fleet of vehicles and earthmoving equipment
- Ability to scale up quickly for large projects with its access to a large group of skilled subcontractors
- Long-term relationships with both private and public entities, leading to a significant amount of repeat business

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Tax Returns	\$17,635	\$4,294	\$3,911
12/31/2020	Tax Returns	\$19,210	\$5,019	\$5,666
12/31/2021	Internal	\$22,847	\$5,299	\$5,885
6/30/2022	TTM	\$25,252	\$7,044	\$7,426

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

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Opportunities

- Expand the service area to include larger metropolitan areas outside of its current market
- Establish a sales and marketing team to actively seek out potential customers and to increase current sales
- Target additional private sector projects to accelerate growth and increase market share

Headquartered

- Southeast US

Current Markets

- The company serves municipalities, general contractors, and private entities located in Georgia, Florida, and Alabama.

Real Estate

- The company operates out of a 14,000 sq. ft. facility. There is ample room for expansion in the current location. The company leases the facility from an unrelated third-party.

Shareholder Objectives

- The company is owned by a single shareholder. After many years in the industry and building a successful business, he believes it is time to start enjoying different activities and start planning an exit strategy. He is prepared to remain involved in the business as necessary and is open to different deal structures.

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