

Opportunity

BN000051806 – Excavation and Site Preparation Company

Location: Southern United States



The Company provides excavation and site preparation services for commercial and residential construction projects. The Company primarily operates in the Southern United States and has built a reputation for providing best-in-class services in the region.

Bids Invited

Key Aspects

- Over \$12.5 million in fixed assets and equipment
- Organic revenue growth averaging a 37.3% increase from 2020 through 2022
- Outstanding reputation and regional brand in Alabama warrants direct requests for job bids from clients
- Ability to deliver a variety of services for both commercial and residential projects increases the diversification of the Company's portfolio

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$11,069	\$4,644	\$1,532
12/31/2021	Internal	\$14,637	\$5,918	\$1,944
12/31/2022	Internal	\$20,824	\$8,217	\$3,061
8/31/2023	TTM	\$22,472	\$6,126	\$4,971

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

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Opportunities

- Expand operations to new geographic regions to capture unrealized market share
- Increase service offerings to capitalize on the \$1.2 trillion Bipartisan Infrastructure Law (BIL)
- Invest in new equipment as technological advances are made in the industry
- Develop a marketing plan to grow the Company's brand in regions outside of its current state of operation

Headquartered

- Southern United States

Current Markets

- The Company primarily provides its services to engineering firms and real estate development companies

Real Estate

- The Company operates from three facilities located on eight acres of land leased from an affiliated entity
- The real estate is for sale, or a long-term lease can be arranged with the owner

Shareholder Objectives

- The Company has three owners (98%, 1%, 1%) one of whom is actively involved in the management of the company
- The majority owner is seeking retirement and is willing to remain for a transition period, while the two minority owners are seeking a full exit

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