

Opportunity

BN000045825 – Roadway Repair Contractor for Utility Industry

Location: Midwest United States



The company provides concrete and asphalt restoration services related to roadways, sidewalks, curbs, and all surrounding or supporting structures, to also include landscaping and erosion control services for adjacent area. The company provides restorative services following underground work requiring demolition and removal of existing structures and materials.

Bids Invited

Key Aspects

- The company is the recommended restorative services contractor by local governments in its area of operation
- Very high satisfaction rate with almost all work coming through referrals or recommendations from previous clients
- Recession proof business due to it primarily being focused on restoration of travel ways funded by the government
- Experienced staff with specialized knowledge focused on niche industry

Key Indicators

| Period Ending | Revenue Source | Revenue '000 | Gross Profit '000 | Adj. EBITDA '000 |
|---------------|----------------|--------------|-------------------|------------------|
| 12/31/2020 | Compiled | \$4,224 | \$1,565 | \$1,262 |
| 12/31/2021 | Compiled | \$4,625 | \$1,746 | \$1,498 |
| 12/31/2022 | Compiled | \$4,574 | \$1,892 | \$1,625 |
| 12/31/2023 | Internal | \$5,235 | \$2,637 | \$1,955 |

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

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Opportunities

- Focus on geographic expansion to capitalize on existing opportunities in other nearby regions
- Expand service offerings to reach new customers and penetrate new markets
- Implement strategic marketing plan in order to reach additional clients
- Increase manpower to capitalize on current opportunities in existing operational areas

Headquartered

- Midwest United States

Current Markets

- The company primarily serves the commercial and government industries, which includes contractors, cities, counties, municipalities and utility companies in need of concrete, asphalt, curbs, and roadway restoration services.

Real Estate

- The company leases two outdoor storage locations from an unrelated third party. The first location is 3,500 square feet, while the second location is 10,000 square feet and fenced. Both locations are open air lots used to store equipment while also serving as a gathering point for employees. All back-office operations are performed remotely.

Shareholder Objectives

- The company is fully owned by four shareholders (41%, 29%, 15%, 15%). The owners seek to de-risk. All owners are in agreement with the sale and are open to a variety of deal structures. The owners are willing to stay on for an indefinite period of time.

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