



Underground Utility Contractor

Type of Business General contractor providing underground utility services to commercial, municipal, and educational clients in Central Texas for over 30 years.

Location Texas

Company History The company was founded in 1988 and has established a strong reputation for completing jobs on time, with excellent quality and outstanding safety record.

Competitive Advantage This company has established an excellent reputation for quality control, safety, and ability to deal with adverse conditions. The top 10 employees have been with the company a minimum of 8 years. All equipment is owned by the company.

Markets, Customers & Growth Opportunities This company does an excellent job of replacing and servicing the water and sewer lines for municipal governments and educational sector clients. They have chosen to remain at the current size, although opportunities exist to add staff and equipment and grow the business.

Personnel 3 Owners, 45 Employees

Reason for Sale The owners are at retirement age, and open to working beyond the transaction to insure the transition to new ownership is seamless. The Project Manager is a 20% owner, in their 40's, and with key customer relationships the transition should be seamless.

Recast Statement of Operation Highlights

	Recast Statement of Operations		
	For the fiscal years ended March 31,		
	<u>2015</u>	<u>2016</u>	<u>2017</u>
Revenue	\$ 10,154,000	\$ 15,782,000	\$ 14,916,000
COGS	8,841,000	14,534,000	13,092,000
<i>% of Revenue</i>	87.1%	92.1%	87.8%
Gross Profit	1,314,000	1,247,000	1,824,000
<i>% of Revenue</i>	12.9%	7.9%	12.2%
Recast Operating Expenses	520,000	479,000	585,000
<i>% of Revenue</i>	5.1%	3.0%	3.9%
Recast EBITDA	<u>\$ 794,000</u>	<u>\$ 768,000</u>	<u>\$ 1,239,000</u>
<i>% of Revenue</i>	7.8%	4.9%	8.3%

- Highlights**
- *Well established, 30+ years*
 - *Excellent profitability*
 - *Key managers stable, long-term*
 - *Highest ranking from municipalities*
 - *Outstanding safety record*
 - *Identified growth opportunities*

For Further Information Contact
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Utility Contractor

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