

**FOR SALE: Utility and Road Infrastructure – Municipal and School Focus protects from Recession**  
*Civil Contracting with 120+ Employees across 3 States!*

**Financial Overview**

**List Price: \$19,250,000**

**Gross Sales**

2022 YTD	FYE 2021	FYE 2020
\$32,496,038	\$23,129,882	\$18,871,715

**Cash Flow**

2022 YTD	FYE 2021	FYE 2020
\$6,416,340	\$3,348,236	\$2,572,884

**Valuation:** 2021-2022 Avg Cash Flow x Multiple = Valuation  
 \$4,882,288 x 3.95 = \$19,285,037

**\$18,748,932 in Assets**

**Construction & Transportation Equipment:** \$13,325,219

*\*\*3<sup>rd</sup> party appraisal completed June 2022\*\**

**Working Capital:** \$4,980,287

- Retainage: \$1,616,663
- Aged AR: \$5,364,988
- Aged AP: \$2,001,364

**AR/AP/Billings Adjust DAILY:** an average benchmark will be negotiated

**CapEx:** Budgeted at \$350,000 Annually

**Business Information**

**Clients:** Municipalities 36%, Government 22%, Schools 23%, Commercial 19%

**Personnel:** 120+, including 3 SVP's, 8 superintendents, 1 office manager, 1 administrator/billing, and +/- 110 laborers

**Services:** Civil contracting Performing Site Prep, infrastructure, excavation and utility installations.

**Location:** Evansville, IN

**Service Area:** Primarily Virginia, along with Kentucky and West Virginia

**Growth/Industry Outlook:** The services this business offers are deemed essential and the industry as a whole is recession resistant. The recently passed US Infrastructure Bill has over 1 trillion dollars allocated to highway work.

**\*\*Notable:** Owner could sell the equipment and cash out the A/R for more than the business price, but due to his loyalty and employees in place, he is choosing to sell the business as one cohesive unit so everyone keeps their jobs, and the business can continue to thrive as his legacy.

**Year Established:** 50+ years

**Reason for Selling:** Aging Owner is over 80

**Current Owners' Responsibilities:** General oversight (by preference), not necessity as owner is 80+ years old. He is willing to stay and transition for 1 year after closing.

**Deal Structure**

**Purchase Price: \$19,250,000**

<b>15% Seller Financing</b>	\$2,887,500
<b>85% Buyer + Financing</b>	\$16,362,500

*\*Purchase price includes just under \$20 million in assets which results in over-collateralization of any loan!*

**\*\*Over \$33M in backlog!**

**Description**

Performing Excavation and Site Prep for Highways, School Districts and Municipalities; all client types that will protect this company from a looming recession, as the newly passed infrastructure bill will organically grow this Civil Contracting Firm through the public sector funded by tax payer dollars. Primarily serving Virginia, Kentucky, and West Virginia with their leadership team in Evansville, Indiana outside of the Corporate Headquarters. This firm has a diverse list of clients, including Municipalities 36%, Government 22%, Schools 23%, and Commercial 19%. There is an impressive team in place of 120+, including 3 SVP's, 8 superintendents, 1 office manager, 1 administrator/billing, and +/- 110 laborers. With a backlog of over \$33M, there is no shortage of coming work. A buyer would be getting over \$18M in assets with this purchase, including construction & transportation equipment, office equipment & software, and working capital of nearly \$5M! A 3<sup>rd</sup> party appraisal was completed in June of 2022 to verify the assets.

The current owner offers general oversight (by preference), which is not necessity as owner is 80+ years old. He is willing to stay and transition for 1-2 years after closing. The reason for selling at this time is to retire. Something of note is that the owner could sell the equipment and cash out the A/R for more than the business price, but due to his loyalty and employees in place, he is choosing to sell the business as one cohesive unit so everyone keeps their jobs, and the business can continue to thrive as his legacy.

As a show of good faith and vested interest in the ongoing success of the company, the owner is willing to carry 15% of the purchase price. At a purchase price of **\$19,250,000**, and assets valued at over \$18M, the bank loan would be over-collateralized by the assets on hand and the return on investment makes this deal the top in our portfolio!

**- CONFIDENTIAL -**

Last Revised BV 1.10.2023