

# Excavation Services Investment Opportunity

Proprietary and Confidential

## The Company

Founded in 1983 in a high-growth city in the Rocky Mountain Region, the Company is a founder lead full-service excavation service provider. The Company provides mass earth moving and site development for both residential and commercial real estate sites. Servicing their geography for almost 40 years, the Company has become the go-to resource for the areas growing demand for both residential and commercial construction projects.

The Company employs a field staff of thirty with five field supervisors and a heavy equipment inventory that includes multiple Loaders, Excavators, Trucks, related attachments. The Company is equipped to service any excavation project in their market. The field staff is supported by a back-office staff which includes five full time and one part time employee.

The company has grown by an average of 9% per year since 2018 and believes it can accelerate this growth with the right partner and increased resources.

## Company Highlights



Leading excavation services provider in high-growth city in the Rocky Mountain Region



Heavy machinery already in place and is regularly maintained; older high hour equipment is being replaced on a regular basis

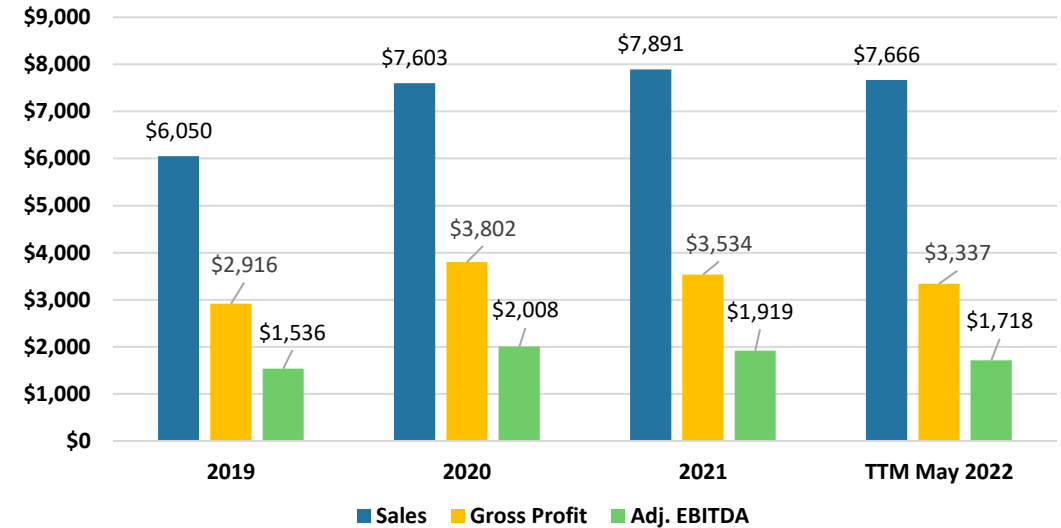


Long term customers relationships resulting in regular repeat business opportunities



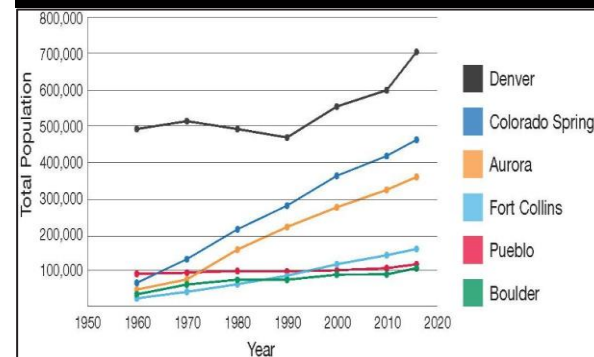
Pristine market reputation, which is reflected with little to no advertising expenses; majority of business driven by satisfied customer referrals

## Historical Financials (000s)

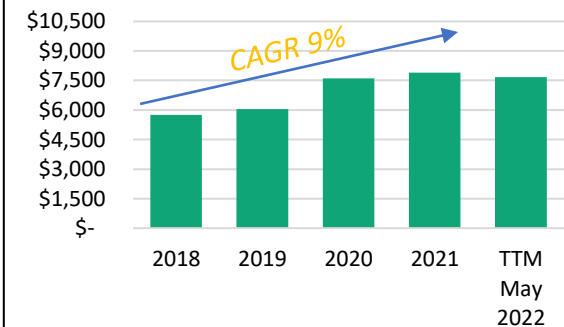


- Slight 2021/2022 Gross Margin deterioration primarily driven by increase in trucking costs
  - In response, Company has increased pricing for its services to help offset these increased costs in April 2022

## Rocky Mtn. Region Population Growth



## Sales Since 2018 (000s)



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