

SUMMARY

Commercial, Industrial, Municipal Contractor in Florida!

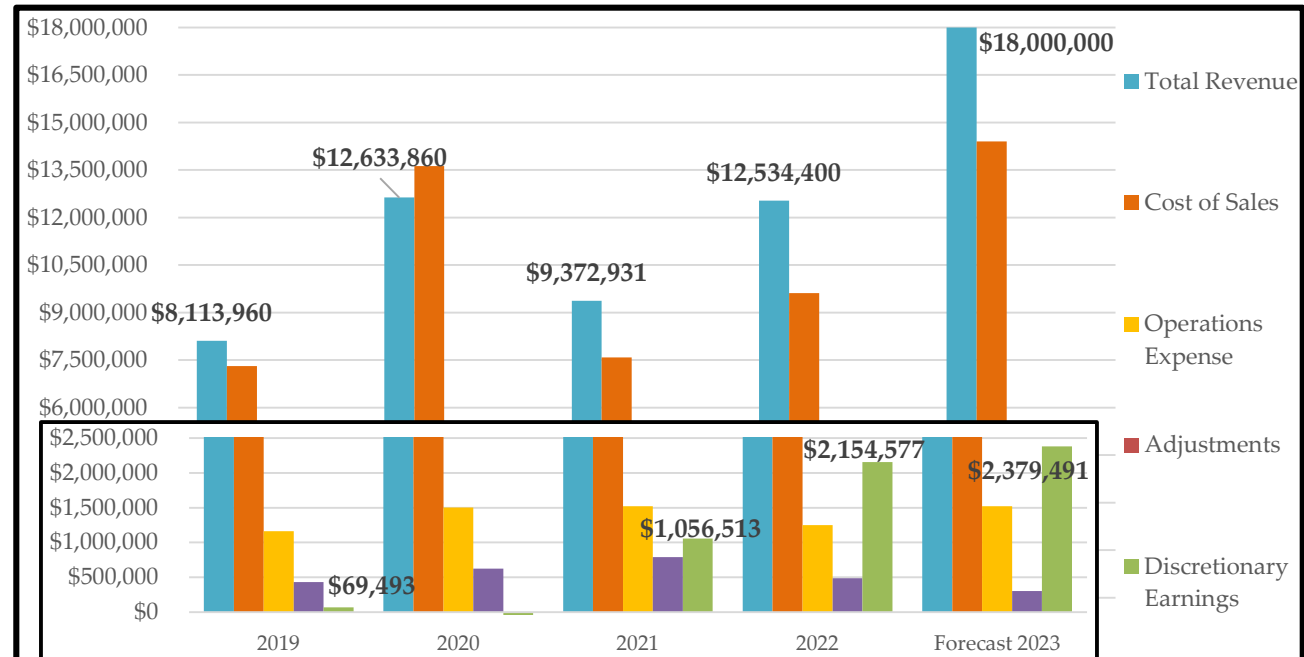
Listing ID: 37954

A 50% Revenue Increase is targeted for 2023! Located near the Fort Meyers-Naples region of Florida, this specialty contractor provides civil site work and development, excavation, underground utility services, paving and repair, and related services for commercial, industrial, and municipal projects. Also experienced in new construction, the business has significant experience partnering with general builders on street improvements and bridge repairs. Other revenue streams come from projects for Multi Family Developments, shopping centers, schools, churches & gas stations. The personnel are skilled in various preparation practices that mitigate many environmental risks, from land clearing, earth moving, tree and underbrush removal, to excavations of retention ponds, grading, Utility installation and Asphalt paving. The 53 nonunion employees include management in place that would continue streamlined operations. The current ownership is involved by choice more than demand and is available for a smooth transition period up to two years for client acclimation. As they offer high volume hauling, their reputation for being the best in the area continues to grow. Benefiting as a debt-free and cash-free sale, the sales projections are around \$18 Million. Revenues in 2022 totaled \$12,534,400 alongside Discretionary Earnings of \$2,154,577 and EBITDAs of \$1,882,562. A leased workspace features office and shop space totaling 3,700 SF with another 108,900 sq. ft. of land. Real Estate holds a monthly tenancy of \$3,000 or at \$24K per year renewable after 2027. With recently purchased excavators and dozers, the equipment remains current as the business grows to the next level via marketing effort made up of a website, presence on social media, and referrals from repeat clientele. An opportunity like this won't be on the table for long so contact IAG today for more information!

ESSENTIALS

- Asking Price: **\$9,995,000.00**
- Type of Sale: Asset or Stock
 - Equipment: \$4,000,000
 - Inventory: \$50,000
- Type of Business: Multi-Specialty Trade
 - Type Company: S - Corporate
 - SIC: 16, 17
- Market Breakdown:
 1. Commercial: 50%
 2. Industrial: 35%
 3. Municipal: 15%
- Inception Date: Started in 2003.
- ✓ Approx. Annual Growth Trend of 21%!
- ✓ Business Can Be Run Owner-Absentee!

REVENUE & EXPENSE GRAPH



This information is provided for discussion purposes only. No representation is made by Broker as to the accuracy of the information provided or any other information supplied. Broker encourages the Prospect to thoroughly review and independently verify to his own satisfaction that the information provided is substantially representative of the business activity.