Acquisition Opportunity

**Highly Reputable Infrastructure Company**

**Location: Florida FY 2023 EST Revenue: 20M**

**Infrastructure Market FY 2023 EST EBITDA: 8.7M**

Business Description

Investment Highlights

The business specializes in underground utilities, commercial site developments, and civil infrastructures such as excavations, earth-moving, demolitions, clearings, and concrete projects. The company also provides asphalt parking, roads, curbs, and sidewalks as government-based jobs are accessible, promising a profitable future and further command over niche markets. Benefiting from multiple state licenses, various industry memberships, and equipment kept in top shape, seller is focused on driving revenues up and thriving the company with tactical partnerships. Two prime facilities total 3,400 square feet and are situated over 5.3 acres of land; they feature office rooms, a storage area for tools, plus an ample yard for vehicles and construction equipment.  Both properties are available for optional purchase subject to appraisal, they are found in great condition with pre-zoning to handle additional capacity for expansions. With no clients apart from their main consumer making more than 2%, nor their Top Ten summing over 20% of the annual income, the company enjoys a diverse portfolio allowing optimizations leading to rising profits. Experienced and cross-trained team of 49 nonunion employees are likely to remain post-purchase after a smooth owner transition of one year to acclimate us as the buyer.

An opportunity exists to capture a greater share of the following markets:

• Commercial: Currently, 70% of the Company’s revenue derives from underground utilities and asphalt parking.

• Residential: Currently, 15% of the Company’s revenue derives from earthmoving, clearing, underground utilities, sidewalks, and roads.

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| **Financial Summary** |  |  |  |
|  | **2023 Est by Seller** | **2022** | **2021** |
| **Revenue** | $20M | $8.7M | $5.2M |
| **Adjusted EBITDA** | $7M | $3.6M | $1.2M |

• Industrial: Currently, 15% of the Company’s revenue derives from demolition, clearing, and underground utilities.

Service Overview

The Company provides excavation, earthmoving, underground utilities, commercial development, road work, and civil infrastructure. In addition, the Company provides demolition and concrete work.

**Strong Revenue Growth —** During the last several years the Company’s revenue grew from $5.2 million in FY 2020 to $20 million in FY 2023. It was awarded several large multi-year projects as infrastructure needs and maintenance requirements have grown. During that time, the Company invested heavily in capital equipment and its work force and equipment. The Company currently has a strong backlog of projects for its services including several government entities. Management is confident the Company will continue its growth path. The company offers a 3-year cash return on investment of 56%. At current growth, 2026 would consist of a 77M EV that has the potential to exit at 4.4x rev multiple.

**Stability & Downside Risk Protection —** $1T in infrastructure tax bills passed. At least $16.3B of it is allocated to Florida. Extra protection is added via the natural hedging of the cyclicality in markets. When household spending stops and the market contracts, more money is allocated into infrastructure. This project also offers $28M in WIP over the next 12 months, with more projects to be added. Paired with short term and long-term milestones, cash is consistent and can be expanded with a maintenance strategy.

**Highly Attractive Fundamentals—** The Company has nearly a decade of operating history and has built a strong reputation in its markets. It has successfully weathered several economic cycles within the infrastructure industry. The strong management team has been successful attracting experienced personnel who can develop new business as well as provide technological leadership and project execution.

**Breadth of Critical Services —** The strength of the Company is the vertical integration of its 6 service lines, providing a one stop shop for its clients. The ability to bundle services under one contract, with one low administrative cost, provides customers with high quality service at a lower cost than dealing with multiple vendors. The Company has expanded its market share because of the diversity of its service offerings.

**Significant Assets —** The Company has a wide array of heavy equipment required to perform its services. In addition, it maintains a fabrication facility which provides turnkey solutions for every fabrication project, from design through build and installation.