

AVAILABLE FOR ACQUISITION

Underground Utilities Contractor and Marine Construction

	2018 Revenue:	2018 EBITDA:
Southeastern U.S.	\$14.5m	\$4.0m

<ul style="list-style-type: none">• Strong Earnings Growth	<ul style="list-style-type: none">• Repeat Business
<ul style="list-style-type: none">• Healthy Backlog	<ul style="list-style-type: none">• Industry Expertise

Business Summary: The Company is an underground utilities contractor and provides marine construction. Services in the underground utilities channel include high margin pipe repair, drain cleaning, and other plumbing services to general contractors and property owners/managers. The Company's other complementary revenue channel provides commercial and industrial marine construction to municipalities, contractors, property managers, and others.

Earnings Growth: The Company's EBITDA increased from \$1,701,000 in 2016 to \$3,960,000 in 2018, representing a CAGR of approximately 52.6%.

Healthy Backlog: As of early 2019, the Company had more than \$6.0 million of revenue under contract for 2019.



Industry Expertise: In addition to the Principal's extensive contracting experience, the Company's key employees have significant industry and service knowledge.

Value of Utilities Construction: Demand for industry services is principally driven by investment in utilities construction. In turn, the level of investment is determined by the need to replace existing infrastructure, the spread of land development and prevailing interest rates. The value of utilities construction is expected to increase in 2019, representing a potential opportunity for significant growth.



Tom Staszak, Sr. Managing Director
(972) 232-1104 tstaszak@generational.com

Client # 62642

Andre Farahmandi, Vice President
(972) 232-1140 afarahmandi@generational.com

Confidentiality Link: [62642](#)

DISCLAIMER: All information contained in this document has been provided by the subject company to Generational Capital Markets and while believed to be correct has not been verified. Accordingly, Generational Capital Markets makes no representations or warranties as to the accuracy and truthfulness of such information. The recipient hereof acknowledges that Generational Capital Markets shall not be liable for any loss or injury suffered by said recipient in any way connected to the delivery by Generational Capital Markets of this document. At all times Generational Capital Markets and its affiliate network members is an agent