

AVAILABLE FOR ACQUISITION

Heavy Civil Construction, Underground Construction, Earthwork, and Civil Concrete for Residential Markets

Region
Rocky Mountain

2021 Est. Revenue
\$50 million

2021 Est. EBITDA
\$6 million



The Company is a vertically integrated construction company performing heavy civil construction, earthwork, basement excavation, and civil concrete projects. The Company's construction capabilities include: Residential, Municipal, Commercial, Industrial, Underground Utilities, Potable & Non-potable Water Facility, Sanitary Sewer, Storm Sewer System, Dry Utility Conduit, Subgrade Preparation, and Concrete work. In 2020, the Company completed projects serving residential (81.9% of 2020 revenue), municipal (6.9%), commercial (10.2%), and industrial (1.1%) accounts. Contracts vary from less than \$100,000 with a 2-week completion period to projects exceeding \$10 million with an approximate 16-month

completion period. Approximately 80% of revenue is generated from projects in the \$2 to \$4 million range. The Company has 125+ full-time employees.

Investment Considerations:

Blue Chip Customers: The Company maintains long-term relationships with blue chip national developers. The Company has strong ties to customers due to its industry expertise and excellent customer service.

Diversified Customer Base: No single customer accounted for more than 11% of revenue during the historical period. The diversified customer base helps ensure that the Company will not be significantly impacted by the loss of a single account.

Bid Environment: Approximately 80% of projects are awarded through negotiation based on past performance and strong relationships with existing accounts. The remaining 20% of projects are hard bid with an estimated bid success rate of 35%.

Backlog of Signed Contracts: The Company's backlog as of April 2021 was approximately \$40 million.

Large Equipment Base: The Company has a large equipment and machinery base. An asset list is available for review.



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Confidentiality Link: [NDA](#)

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