

AVAILABLE FOR ACQUISITION

Civil Engineering Contractor

An Outstanding Acquisition Opportunity

U.S. Region
Arizona

2021 Est. Revenue
\$100,000,000

2021 Est. EBITDA
\$12,311,000



This outstanding acquisition opportunity is for a civil engineering contractor. The Company provides a wide range of solutions, including site work and site development, shoring, material transportation, shotcrete, foundation drilling, concrete and asphalt recycling, grading, landfill construction, road construction, renewable energy earthwork, and other services. The Company targets commercial, industrial, municipal, residential, and institutional projects across the southwest. With an excellent reputation for customer service and providing complementary support services, the Company is well known and has an outstanding reputation. The Company maintains a large database of high-profile customer with a high rate of recurring active customer projects.

Investment Considerations:

Industry Expertise: In addition to the principals' extensive contracting experience, the Company's key employees also have significant industry and service knowledge. This wealth of experience and expertise provides the Company with a significant intangible asset and advantage over many regional and local competitors.

Qualifications: The Company has long maintained an outstanding reputation for providing custom and standard project management services that meet the most demanding customer specifications as well as construction requirements.

Software & Technology: The Company is progressive in employing the latest heavy equipment in its fleet. Specifically, the Company's relatively new equipment is equipped with add-ons and special request features to enhance performance, environmental control, and maintenance monitoring. In addition, the Company's grading (blades) and dozers are equipped with GPS guidance and machine control to increase accuracy and production.

Diversified Customer & Project Base: No single customer accounted for more than 10% of revenue in 2020. The diversified customer base helps ensure that the Company will not be significantly impacted by the loss of a single account.

Revenue Growth & Critical Mass: The Company's revenue increased from \$54.9 million in 2018 to nearly \$68 million in 2020, a historical compound annual growth rate (CAGR) of 11.2%. Profitability increased as well and is expected to reach \$12.3 million in 2021 (12.3% of sales). For more info, click the NDA link below:



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Client # 63958
Confidentiality Link: [NDA](#)

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