

2023 Revenue
Est.

\$ 40.0MM

2023 EBITDA
Est.

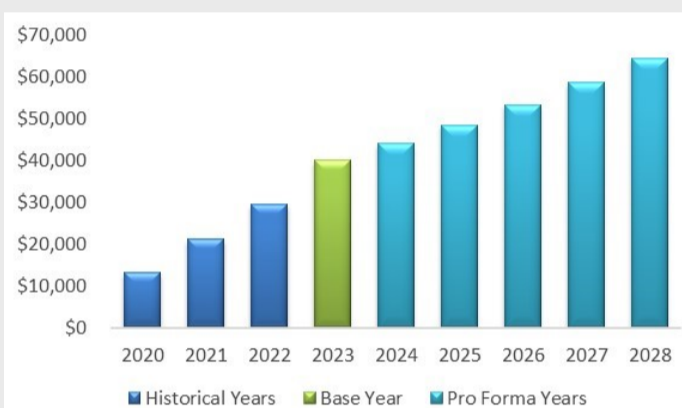
\$ 13.6MM

BUSINESS HIGHLIGHTS

Founded in 2013, the Company is a heavy construction industrial contractor specializing in underground new pipeline construction for the energy sector. It has developed extensive relationships with several large pipeline infrastructure customers, and maintains an excellent reputation within its operating market. Given the Company's convenient location, service revenue is achieved by traveling to customer sites across its active area of operation. It maintains its personnel and parts at its headquarters, and the Company's employees are able to effectively travel around the region, resulting in more efficient operations.



Revenue Performance



COMPANY STATS

- 133 full-time employees
- 4,200 sq. ft. office, 9,600 sq. ft. warehouse, 2,500-sq. ft. mechanic's shop
- 100% rate of repeat business

GROWTH OPPORTUNITIES

- Increased Sales & Marketing Efforts
- Geographic Expansion
- Expansion to Tangential Markets

INVESTMENT APPEAL

- **No Bid Work Agreement** - The Company holds a contract with its top key customer, including all of their subsidiaries, with annual renewals. It serves as a strategic partner for this key customer and is able to avoid competitive bidding, driving up margins.
- **Continuity of Operations** - The Company benefits from its ability to maintain a full workforce throughout the year and can confidently bid and complete jobs, as a result. Its established workforce is a key differentiator in the market.
- **Qualifications** - The Company's structure, diverse in-house capabilities, experienced employee base, operating systems, and management approaches are designed to provide clients with superior underground construction services.
- **Management Will Remain through Transition:** Management is willing to remain through the transition period in order to preserve operational cohesiveness. Additionally, all key employees are expected to remain with new ownership beyond the sale of the Company.

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