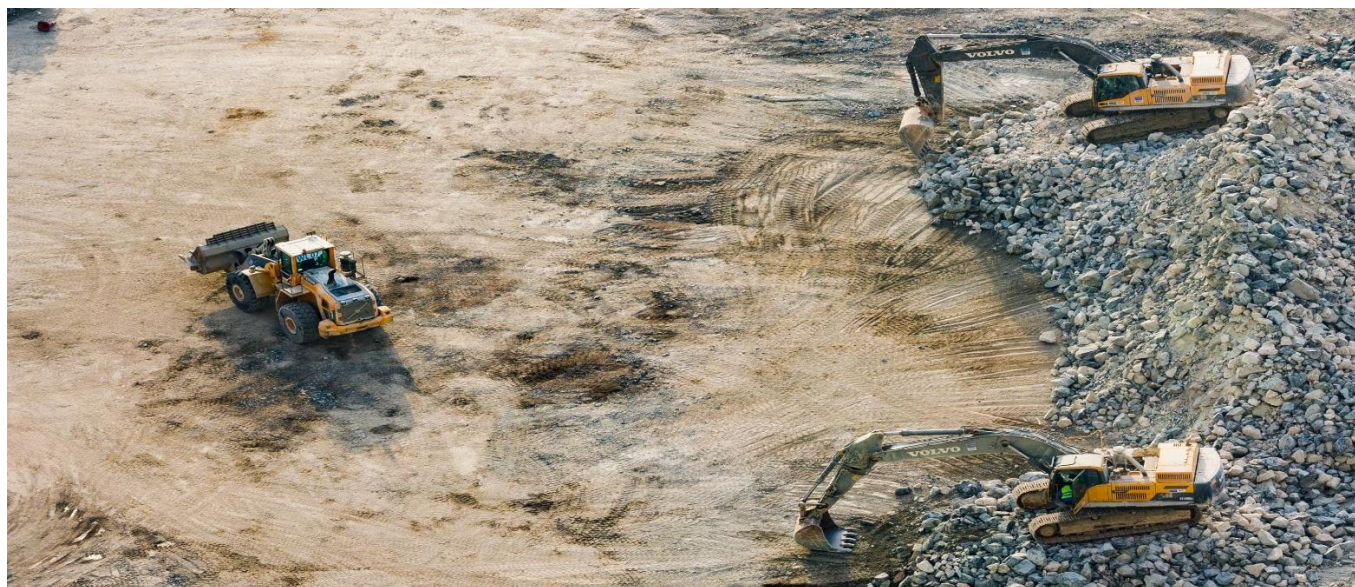


FOR SALE: Earth & Dirt Work Company with Utility Installation

New owner benefits from experienced crew & \$15M+ in assets included in purchase!



Financial Overview

List Price: \$13,900,000

Gross Sales

| 2022 Annualized | FYE 2021 | FYE 2020 |
|-----------------|--------------|--------------|
| \$22,428,000 | \$23,129,882 | \$18,871,715 |

Cash Flow

| 2022 Annualized | FYE 2021 | FYE 2020 |
|-----------------|-------------|-------------|
| \$3,139,920 | \$3,348,236 | \$2,572,884 |

- **Profit Margin:** 14%
- **Multiple:** 4.3

Current Valuation: 2021 Cash Flow x Multiple = Valuation
 \$3,348,236 x 4.3 = \$14,397,415

Over \$15M in Assets Included in Purchase

Accounts Receivable: \$5.4M, \$1.6M Retainage

Construction Equipment: \$11,900,000

Transportation Equipment: \$857,156

Office Equipment & Software: \$281,572

Back Log: \$38M with roughly \$34M to be finished this year

****Full equipment breakdown provided in confidential business package****

**amounts may vary, assets may be depreciated, replacement cost, or fair market value*

Business Information

Year Established: 50+ years

Location: Henderson County, Kentucky

Service Area: Kentucky, Virginia, and West Virginia with majority of work taking place in Virginia and West Virginia

Services: Road projects, large site retail & industrial, excavation, full-site preparation, and utility installation

Clients: Large retail companies, schools, and governmental clients

Lease: 4,000 sq ft office for \$4,000/month which includes 4 ½ acres of land; as well as a 1 ½ acre storage area in VA for \$1,000/month

Reason for Selling: Aging Owner

Personnel: 120+, including 3 estimators/project managers, 9 superintendents, 1 payroll, 1 accounts payable, and around 110 laborers depending on project needs

Seller Training Period: 1-3 years (negotiable)

Current Owners' Responsibilities: General oversight as a preference, not necessity as owner is 86 years old.

Funding Example

Purchase Price: \$13,900,000

| | |
|---------------------------------------|--------------------|
| 15% Buyer Down Payment | \$2,085,000 |
| 15% Seller Financing or Equity | \$2,085,000 |
| 70% Bank Loan | \$9,370,000 |

A 15% down payment of \$2,085,000 returns \$1,347,394 in the first year after debt payments!

Purchase price includes **\$15 million** in assets which results in **over-collateralization!**



Description

This well-established excavation company has **\$34,000,000 in backlog** for 2022! They boast 50% repeat clients and operate in Kentucky, Virginia, and West Virginia, completing large site retail and road excavation, site preparation, and utility installation. The longevity of this business has resulted in an excellent reputation for high-quality work, completed on time, every time. This has given the business the ability to service diverse and high-profile clientele. They complete projects for many big-name clients, such as Walmart and Home Depot, as well as large state governments in their operating area. As if these benefits weren't enough, this business is not only **over-collateralized with \$15+ million in assets**, but also has a projected **valuation of \$20.4 million** based on 2022 projections! By purchasing this business today at \$13,900,000, the new owner would benefit from an increase in valuation by simply completing the backlog of scheduled projects!

The current owner performs general oversight as a preference, as he is 86 years old. His passion for the job is clearly contagious, as he has multiple personnel that have been **employed for 10+ years**. There is a highly trained leadership board on staff, including 9 site superintendents and 3 project managers. They also have an excellent office staff to handle billing and administrative duties, and they consistently hire 90-130 laborers to assist with projects as needed. This large and diversified team allows the company to work with a wide variety of clients, and the team takes pride in each job performed. It is pertinent to note that all staff have signed an agreement to stay on through **completion of their current projects**, so long as they remain at the same salary and bonus structure.

Priced to sell at **\$13,900,000**, this excavation company has it all with repeat clientele, profitable contracts, and excellent name recognition. A new owner will benefit from all of these key factors plus the **\$34,000,000** in backlog scheduled to be completed by the end of 2022. This company is also poised to benefit from the increase in business and revenue brought on by the 2021 infrastructure bill. There has never been a better time to get into the construction business and, given all of the positive points listed above, this Kentucky based excavation company is ready to capitalize on these incredible opportunities!