

FOR SALE: Road Infrastructure with Utility and Sewer Work – Owner to Stay On

54 Million in Backlog – no designations such as MBE, WBE, or 8a!

Financial Overview

List Price: **\$4,495,000**

Gross Sales

2024 Projected	2023
\$25,000,000	\$18,379,689

Cash Flow

2024 Projected	5-Year Avg.
\$1,250,000	\$912,523

Funding Example

Purchase Price: **\$4,495,000**

10% Buyer Down Payment	\$449,500
10% Seller Financing	\$449,500
10% Equity Roll	\$449,500
70% Bank Loan	\$3,146,500

Description

Their services primarily focus on roadways, underground utilities, and water/sewer projects, catering to all five boroughs of New York City for the past two decades. This firm has proved a successful track record working with various New York City agencies such as the Department of Design and Construction, Department of Environmental Protection, School Construction Authority and Port Authority of NY & NJ. There are 40-50 full-time W2 employees with union field staff in addition to the 2 VPs in place to take over. Their current backlog is over 54 million with more in the pipeline and they do not have any sort of designation such as MBE, WBE, or 8a etc. The business occupies a 25,000 square foot lot with a 4,000 square foot office space and comes with equipment and vehicles included in the purchase price, which have been valued at \$2,861,000 during a 2023 appraisal. Priced at **\$4,495,000**, the seller has offered to carry 10% of the purchase price in addition to a 10% equity roll in order to show his vested interest in the continued success of the business moving forward. The seller is planning for retirement and has offered a training period of 1-2 years to ensure a smooth handover. In terms of growth opportunities, this business has the potential to take on larger projects.

Assets Included in Purchase: \$2,861,000

Equipment & Vehicles: \$2,861,000 (2023 Appraisal)

- Including: Crawler Tractor, 6 Hydraulic Excavators, 3 Wheel Loaders, Backhoes, Asphalt paving equipment, Shoring and Trench shield equipment.

Backlog: ~ \$54,000,000

Business Information

Services: Highway & road infrastructure, site work, underground utilities, sewer and water main

Clients: City of NY Agencies - Department of Design and Construction, Department of Environmental Protection, School Construction Authority, Port Authority of NY & NJ and others. They do not do private work. All public bid projects.

Location: NYC with service to all 5 boroughs of New York

Facility: The business occupies a 25k sq ft lot with a 4k sq ft office space.

Year Established: 2003

Personnel: 40-50 employees. All W2, field staff is union.

Seller Training Period: 1-2 years – Already has 2 VPs in place to take over.

Current Owners' Responsibilities: Visits job sites to check on quality of production and crew. (Role can be easily absorbed)

Reason for Selling: Retirement planning

Growth Opportunities: Take on larger projects and incorporate technology for estimating and project management.

This business does not carry any special designations such as MBE/ DBE/ WBE/ 8a etc.

- CONFIDENTIAL -

Last Revised: BV 7.16.2024