

** ACQUISITION OPPORTUNITY **

Construction Services Contractor
Southwest – AZ

LTM Revenue: \$ 6.6 MM
FMV Equipment: \$1.8-\$2.1MM

Average SDE*: \$1,300,000
Purchase Price: \$4,000,000

THIS COMPANY provides a package of grading, trash removal and related services for builders of residential subdivisions. The Company employs over 60 people and has over 80 individual pieces of operating equipment on hand capable of supporting additional growth. Because this Company has a dominate presence in its market area, additional information will only be provided to prospective qualified buyers who sign a Confidentiality Agreement.

BUSINESS HIGHLIGHTS:

- ✓ Significant backlog under contract.
- ✓ Track record of repeat business and long term customer retention.
- ✓ Minimal customer concentration.
- ✓ Long tenured, seasoned management team.
- ✓ People and equipment in place to support additional growth.
- ✓ Opportunity for additional complimentary services to existing customers.
- ✓ Excellent financial records, transaction previewed for SBA financing.

FINANCIAL SUMMARY

	2013	2014	2015	8 mos. Aug 31, 2016	LTM Aug 31, 2016
Total Revenues	5,580,481	4,461,691	5,580,791	4,308,325	6,612,820
Gross Margin	3,990,789	3,543,220	4,454,664	3,481,039	5,292,116
<i>as a % of Sales</i>	<i>71.5%</i>	<i>79.4%</i>	<i>79.8%</i>	<i>80.8%</i>	<i>80.0%</i>
EBITDA (Recast)	667,719	575,547	1,125,363	835,339	1,293,704
<i>as a % of Sales</i>	<i>12.0%</i>	<i>12.9%</i>	<i>20.2%</i>	<i>19.4%</i>	<i>19.6%</i>
Sellers Discretionary Earnings	777,966	646,072	1,185,038 *	937,872	1,417,937 *
<i>as a % of Sales</i>	<i>13.9%</i>	<i>14.5%</i>	<i>21.2%</i>	<i>21.8%</i>	<i>21.4%</i>

REASON FOR SALE: After 16 years of growing this business, ownership has an unrelated business venture they are committed to and want to focus full; time on.

NEXT STEPS contact Walt Lipski at Upton Financial Group for additional information.



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