

## Underground Wet Utilities Contractor

Southern California Headquarters

**Description:** This well-established underground general contractor, specializing in removal and replacement projects and new installation of underground piping, sewer, storm drains and water systems in San Diego and surrounding areas.

**Reason for Selling:** Ownership is seeking retirement.

### INCOME STATEMENT SUMMARY

	<u>2015</u>	<u>Six Months Sept. 2015</u>	<u>March 2016 Proforma</u>
Construction revenues	10,994,329	8,441,649	16,250,000
Cost of construction	<u>7,884,643</u>	<u>5,852,805</u>	<u>11,266,529</u>
Gross profit before indirect	<u>3,109,686</u>	<u>2,588,844</u>	<u>4,983,471</u>
<b>Adjusted EBITDA</b>	<b><u>\$ 1,450,316</u></b>	<b><u>\$ 1,588,691</u></b>	<b><u>\$ 3,053,509</u></b>

### BALANCE SHEET SUMMARY

	<u>2014</u>	<u>2015</u>	6 months to <u>30-Sep-15</u>
<b>ASSETS</b>			
Total Current Assets	<u>4,070,935</u>	<u>5,795,661</u>	<u>7,414,756</u>
Property & Equipment (Net at book)	<u>2,806,643</u>	<u>3,491,893</u>	<u>3,532,680</u>
<b>TOTAL ASSETS</b>	<b><u>\$6,877,578</u></b>	<b><u>\$ 9,287,554</u></b>	<b><u>\$ 10,947,436</u></b>
<b>LIABILITIES AND OWNERS' EQUITY</b>			
Total Current Liabilities	<u>1,573,219</u>	<u>2,165,953</u>	<u>2,013,417</u>
Total Long-Term Liabilities	<u>119,091</u>	<u>908,390</u>	<u>1,119,158</u>
Total owners' equity	<u>5,185,268</u>	<u>6,213,211</u>	<u>7,814,861</u>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b><u>\$ 6,877,578</u></b>	<b><u>\$ 9,287,554</u></b>	<b><u>\$ 10,947,436</u></b>

### ACQUISITION HIGHLIGHTS

#### ESTABLISHED REPUTATION AND EXPERIENCE

Founded more than 25 years ago, the Company is well-recognized and offers a unique understanding of the local construction industry due to years of experience in the San Diego market.

#### ESTABLISHED OPERATIONS AND EMPLOYEES

The Company has established systems, policies, and procedures for delivering superior solutions to their customers.

#### WELL-RECOGNIZED CUSTOMERS

Majority of customers are well-recognized developers and public agencies.

#### UPDATED EQUIPMENT

Complete fleet of heavy equipment and trucks, owned and maintained by the company.

#### VERSATILE LOCATION

San Diego County headquarters is ideally positioned to serve the San Diego, Orange, Riverside, Imperial and San Bernardino County markets.

For more information, please contact:

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