

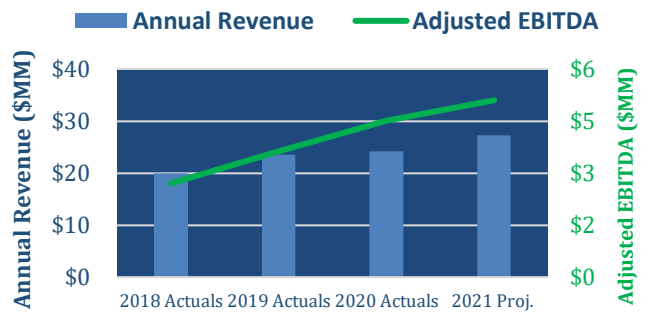


Bay Area Commercial General Engineering Contractor - \$5 Million Earnings

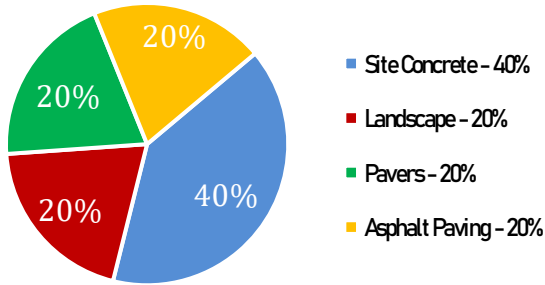
Exterior Site Prep, Excavation, Poured Concrete, Landscape, Paving, Project Management

Company Overview

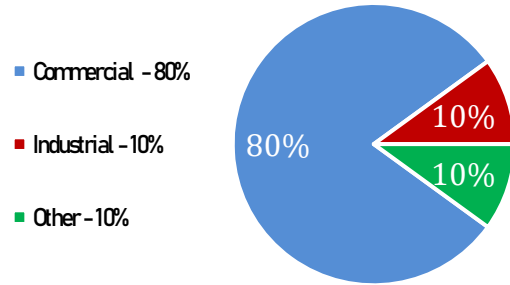
- 30 Year Market Leader - Greater SF Bay Area
- Strong Management & Field Team (80 FTE)
- Commercial/Industrial Niche Services
- 20% YOY revenue growth the last 4 years
- Stock Value \$27.7 Million (~ \$9 Million in assets)
- General Engineering Union Contractor



2020 Revenue by Service



2020 Revenue by Sector



Value Proposition

- Proven Track Record of Growth – Revenue & Profit
- Simplify Clients Challenges: One-Stop Shopping
- Experienced Management & Field Leadership
- \$3 Million Fleet of Trucks and Equipment

Market Overview

- Highest Growth Market in United States
- High Median Income in the Bay Area.
- Strong Backlog for 2021-2022
- Positioned for 10%-20% Annual Growth

For over 30 years, this streamlined general engineering construction services contracting company has provided a set of exterior site services and end-to-end project management for commercial and industrial projects. Their best-in-class reputation for quality and on-time execution fuels continued success. Specialty services include site prep, landscape, site concrete, pavers, and paving. The company has general A and B state contractor license and some other specialty licenses.

2021 projected gross revenue are \$27.3 Million (\$5.0 Million adjusted EBITDA). They have strong management, engineering and field teams, a well-equipped fleet and proven processes that empower and drive success.

As part of their exit strategy planning, the owner approves new projects and attends to higher level organizational needs with management oversight. Owner is not involved in day-to-day project decisions or on any contact list. Managers and employees are empowered to solve problems real-time, in accordance with company policy. Note that 99% of the bid requests and business referrals come directly into the company's employees (not the owner).

The comprehensive set of quality services are offered under one project manager, greatly simplifying the client's requirements to manage added subcontractors, providing an added barrier to competitive entry in this market. Tenured field leaders and tradespeople are represented by several local unions and are supported by the outstanding office leadership team.

Buyers need to have (or plan to provide/hire) industry experienced responsible managing officers/or employees (RMO/RME) to meet state contractor licensing requirements. The owner plans to pursue other personal interests, after offering short term transitional support and possibly longer term consulting services that facilitate qualified buyers success. The leading 3rd party national appraisal firm calculates the fair market stock value at \$27.7 Million (includes \$9 Million of assets).

	2018 Income Statement	2019 Income Statement	2020 Income Statement	2021 Projected
Sales	\$19,916,979	\$23,507,917	\$24,203,491	\$27,228,927
COGS	\$14,542,693	\$17,031,279	\$16,898,922	\$19,011,287
Adjusted EBITDA	\$ 2,701,650 14%	\$ 3,626,483 15%	\$ 4,516,661 19%	\$ 5,097,674 19%

Type of Sale: TBD
Price: Accepting Bids

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