

Reference 1911

Acquisition Opportunity

CONSTRUCTION COMPANY: ROAD BUILDING, ASPHALT PAVING, UNDERGROUND UTILITIES, BRIDGE CONSTRUCTION

Business Description:

The Company primarily does general engineering work such as road building, grading, paving and underground utilities. A smaller segment of The Company does structural concrete, metal building, custom homes, etc. The Company holds an A and B license and performs a variety of construction-related services to both the public and private sectors.

Distribution:

Much of the private sector work involves forestry road building as well as residential, industrial and commercial developments and additions including sub divisions, office complexes, schools and shopping centers. The Company is equipped to do the clearing, excavating and grading of raw land into streets, and pads for buildings. The Company installs underground utility systems for water, sewer and storm drainage. On the public sector side, customers include state, federal, city, county and municipal agencies. The Company's work includes roads and streets, bridge construction, airport expansions, office complexes, and metal buildings. The Company's customer concentration varies greatly including the USDA Forest Service, PG&E, Roseburg, and Caltrans which have been consistent customer's.

Operational Strengths:

The Company is expected to generate \$16 million in revenue and \$2.4 million in EBITDA for their year ending March 2008 • The Company has remained profitable and growth-oriented while permitting 23 million tons of hard rock quarry aggregates • The Company has obtained difficult-to-permit asphalt plant permits at each of their rock quarries • The Company has positioned itself strategically to take advantage of its high growth location.

The Transaction:

The Company owns 342 acres of land, the shop, and the buildings on the Company's site. The existing management is overwhelmed by the pressures of growth and are looking for the proper partner that will take them to the next level or will provide an outright purchase.

Financial Information:

Financial Summary

	2007 Est.	2006	2005	2004
Revenue	\$16,000,000	\$14,000,000	\$18,800,000	\$12,000,000
Adjusted EBITDA	\$2,430,000	\$2,010,000	\$1,605,000	\$1,035,000

Other Highlights			
Location	Financials	Management Team in Place	Years in Business
West Coast	Compiled	Yes	36