

Reference 2043

ACQUISITION OPPORTUNITY
WELL ESTABLISHED WESTERN U.S. ENGINEERING FIRM

Business Description: This 25-year-old firm maintains an outstanding business and professional reputation. The Firm presently serves municipalities and private clients with property development.

Major disciplines include, but not limited to:

- Civil Engineering – from feasibility studies through project management
- Planning – including pollution prevention plans
- Hydrology – calculations, erosion control, master plan studies, etc.
- Surveying – site, GPS, topographic, construction staking, “as-built”
- Cost & Quality Estimates – bid analysis, documents and administration
- Coordination & Approval – agency processing, NPDES Permitting
- Earthwork Calculations – analysis, verification, arbitration

Distribution: Throughout its history, the Firm has demonstrated its ability to maintain an impressive growth and profitability, with the past few years growth rate of 19% and consistent EBITDA margins in the 30%+ range. This remarkable record is testimony to its management and staff and its roster of outstanding clients, its adherence to use and constant updating of technology, its project and management structure, and its discipline in bidding (when necessary) and pricing.

Operational Strengths: The Firm has the largest number of professionals of any firm (30+), 13 of whom are fully licensed, in its service area and is constantly upgrading the staff’s professional qualifications. The extremely low turnover of staff is a testimony to management and the Firm’s structure and policies. More than 10 of its employees have been with the firm for over 10 years. The Firm is nonunion.

The Transaction: The owner, who is not integral to the operations, will stay for a transition period, but wishes to retire. There is a complete management in place that would like to continue.

Financial Information: The Firm is highly profitable, specialized engineering company with a highly qualified professional staff that presents an excellent business expansion opportunity. A hallmark of the Firm has been that growth in profits takes precedence over revenue growth alone and service is a key to maintaining its reputation and leadership position in its market area.

Financial Summary
(U.S. \$000)

	<u>2006Est.</u>	<u>2005</u>	<u>2004</u>	<u>2000</u>
Revenue	7,700	7,700	6,300	6,370
Adjusted EBITDA	2,500	2,500	1,555	1,880

Location	Audited Financials	Management Team in Place	Years in Business
Western US	No, reviewed	Yes	25

