

Invitation to Acquire
Sewer & Pipeline Infrastructure Rehabilitation Co.
6.8 million EBITDA

Project Kingfisher

Opportunity Type:	Acquisition
Location:	Atlanta, Georgia
Industry Focus:	Water & Sewer Utilities
Number of Employees:	65
Ownership:	Second Generation C-Corporation

OVERVIEW:

This company is a 27-year-old, second generation owned, Georgia licensed utility contractor that provides Sewer and Pipeline rehabilitation services to major municipalities in and around the Metro Atlanta area. This Company is well situated to serve the needs of the Southeast's largest metropolitan areas, as they offer superior turn-key services in a timely and cost-effective manner.

INVESTMENT HIGHLIGHTS:

- ❖ The Company serves municipal clients in and around the Atlanta metro area, among which are 4 of the top 5 largest counties by population in the entire surrounding geography.
- ❖ Committed to providing top-notch customer service through their team of experienced professionals, the Company has been firmly established as a highly successful municipal contractor for over two decades.
- ❖ All projects are handled by the Company's highly trained and knowledgeable staff who are adept at solving the toughest problems on the job. Their reputation for quality work at low cost to the client is unsurpassed in Metro Atlanta and the other regions that they serve.

GROWTH OPPORTUNITES:

- ❖ With most staff joining straight out of high school, the team is now highly seasoned at a young age and poised to capture more business. The average age of the Company's team members is currently 38 years old.
- ❖ Over the next 5-8 years, the 5 largest counties in metro Atlanta have each budgeted over \$1 billion to spend on infrastructure repair. Collectively, the counties of Metro Atlanta alone will spend between an estimated \$33.8 billion – \$51.5 billion in water infrastructure by 2030 and in 2020, the Atlanta Regional Commission Board approved spending \$173 Billion in Federal, State, and local funding through 2050 on infrastructure projects.
- ❖ The Company's strong partnerships with respected design and engineering firms during a rapidly expanding market make this company an optimal expansion vehicle.

FINANCIAL HIGHLIGHTS:

	2022F	2023F	2024F	2025F	2026F
Revenue	28,500,000	42,000,000	44,520,000	47,191,200	50,022,672
<i>Y-o-y growth</i>	35.5%	38.5%	6.0%	6.0%	6.0%
Gross Profit	13,437,957	19,803,305	20,991,503	22,250,994	23,586,053
<i>Gross Margin %</i>	47.2%	47.2%	47.2%	47.2%	47.2%
Operating Income	8,467,935	12,479,062	13,227,806	13,945,342	14,782,063
<i>EBITDA Margin %</i>	29.7%	29.7%	29.7%	29.6%	29.6%
Adjusted EBITDA	\$ 8,651,543	\$ 13,093,230	\$ 13,902,824	\$ 14,961,445	\$ 15,883,131
<i>Adjusted EBITDA Margin</i>	30.4%	31.2%	31.2%	31.7%	31.8%

Source: Company Reviewed Financials, Projections based on signed contracts.

REASON FOR SALE: The owner is interested in bringing on a strategic partner to help take the company to the next level. Owner wants to roll/retain between 20 and 25% equity.