

FOR SALE: Dirt Work, Excavation, and Material Haul Away

Indiana & Illinois Excavation & Hauling with Leadership Team in Place!

Financial Overview

List Price: **\$11,250,000**

Gross Sales

2025 Ann	2024	2023
\$11,298,595	\$9,690,912	\$9,535,001

Cash Flow

2025 Ann	2024	2023
\$2,161,916	\$1,215,572	\$1,896,589

Valuation: 2025 Ann Cash Flow x Multiple = Valuation
 \$2,161,916 x 5.2 = \$11,241,963

Assets Included in Purchase: \$3,576,037

Vehicles & Equipment: Over \$1,500,000

Working Capital: \$2,076,037

- **AR:** \$2,526,053
- **AP:** \$450,016

Business Information

Services: Commercial excavation, underground utilities, site preparation, dirt work, and transport of stone, aggregate, landscaping materials, and debris haul away

Direct Client: General Contractors, Land Developers, Municipalities & Business Owners

Industry of Clients: Schools, Government, Industrial Facilities, and Site Development

Personnel: 34 FT: 24 in the Earth Work Division including an Office Manager, General Superintendent, 4 Foreman, and 18 operators / in-field labor. The Trucking Division has 10 on staff which includes a Dispatcher, and 9 Drivers

Service Area: Radius from Indianapolis to Springfield IL

Location: Indianapolis IN

Year Established: 15+ years

Owner Role: The seller oversees estimating, contract negotiations, and high-level project management, but not day to day operations. The Superintendent has been groomed to absorb these roles

Seller Training Period: 1 year

Reason for Selling: Retirement planning

Lease: Shop with indoor & outdoor storage

Growth Opportunities: Add ancillary services such as top soil

Designations: No WBE, MBE, DBE, and no unions

Funding Example

Purchase Price: **\$11,250,000**

10% Buyer Down Payment	\$1,125,000
10% Seller Financing	\$1,125,000
10% Equity Roll or Earn Out	\$1,125,000
70% Bank Loan	\$7,875,000

Description

Established in Central Indiana 15 years ago, this offering includes two complementary contracting service companies. Together they provide a full range of excavation, underground utility installation, and dump truck hauling services. Operating primarily within an 80-mile radius of Indianapolis with some work that extends to Springfield Illinois. The business has earned a strong reputation serving industries such as municipalities, schools, industrial facilities, commercial developers, and contractors. They specialize in large-scale site preparation, grading, and underground utility work. The businesses are supported by a combined team of 34 employees, including an experienced General Superintendent, 4 Foreman, an Office Manager plus CDL drivers, and equipment operators. The seller is preparing for retirement and has offered a transition period of up to one year to ensure continuity of operations and relationships. Additionally, the seller has offered to carry 15% of the purchase price as a show of good faith in the continued success of the business moving forward. This deal comes with over \$2,000,000 in working capital and over \$1,500,000 in assets.

Priced at **\$11,250,000** the businesses present a rare opportunity for a strategic buyer or entrepreneurial acquirer to take over a turnkey, highly reputable operation with established infrastructure, reliable staff, and significant potential for growth. This business does not utilize any special designations or use the union for labor.

- CONFIDENTIAL -

Last Revised: BV 10.27.2025

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.