

FOR SALE: Excavation, Underground Utilities, and Site Prep

100% Commercial with focus on Schools!

Financial Overview

List Price: **\$9,250,000**

Gross Sales

2025	2024	2023	2022
\$10,687,504	\$9,690,912	\$9,535,001	\$8,570,398

Cash Flow

2025	2024
\$2,002,205	\$1,504,874

Valuation: 2025 Cash Flow x Multiple = Valuation

$$\$2,002,205 \times 4.6 = \$9,210,143$$

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

WIP & Backlog: \$4,326,084

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: 1-3 years

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: **\$9,250,000**

20% Seller Financing or Equity Roll	\$1,850,000
80% Bank and Buyer	\$7,400,000

Description

Established in Central Indiana, this offering presents the opportunity to acquire two highly complementary contracting companies operating as a turnkey excavation and underground utility platform. The businesses provide a full range of services including large-scale site preparation, grading, underground utility installation, and dump truck hauling, primarily within an 80-mile radius of Indianapolis. Serving municipalities, schools, industrial facilities, commercial developers, and general contractors. Their diversified customer base and consistent demand position the business as a stable and recession-resilient operation within the commercial construction sectors. The operation is supported by a seasoned team of 34 employees, including an experienced General Superintendent, four Foremen, CDL drivers, equipment operators, and an Office Manager, providing an established leadership structure and smooth day-to-day execution. The seller is preparing for retirement and is committed to a seamless transition, offering up to three years of support in addition to carrying 20% of the purchase price. The transaction includes over \$2,000,000 in working capital and more than \$1,500,000 in equipment and hard assets, making this a well-capitalized, asset-rich acquisition with immediate cash flow and strong regional market presence.

Priced at **\$9,250,000** 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.