

FOR SALE: Excavation, Underground Utilities, and Site Prep

100% Commercial with focus on Schools!

Financial Overview

List Price: \$8,950,000

Gross Sales

2025	2024	2023
\$10,687,504	\$9,690,912	\$9,535,001

Cash Flow

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

Valuation: 2025 Cash Flow x Multiple = Valuation
 \$2,002,205 x 4.5 = \$9,009,922

Assets Included in Purchase: \$4,735,537

Vehicles & Equipment: \$2,659,500

Working Capital: \$2,076,037

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

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

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

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

Year Established: 15+ years

Location: Indianapolis IN with services offered within a 50-mile radius

Owner Role: The seller oversees estimating, and high-level project management, but does not do any day-to-day onsite operations

Lease: Shop with indoor & outdoor storage

Seller Training Period: 1-3 years

Reason for Selling: Retirement planning

Growth Opportunities: Add ancillary services such as asphalt

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

Funding Example

Purchase Price: \$8,950,000

20% Seller Financing or Equity Roll	\$1,790,000
80% Bank and Buyer	\$7,160,000

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. Serving municipalities, schools, industrial facilities, commercial developers, and general contractors, their diversified customer base and consistent demand have driven a sustained four year growth trend. They 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. 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 \$2,500,000 in equipment and hard assets, making this a well-capitalized, asset-rich acquisition with immediate cash flow and strong regional market presence.

Priced at **\$8,950,000** 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.

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Last Revised: BV 4.10.2026