

FOR SALE: Site Prep, Dirt Work, and Underground Utilities for Schools

Excavation with a 25% profit margin and 40+ on staff!

Financial Overview

List Price: \$11,550,000

Gross Sales

2025	2024	2023
\$10,687,504	\$9,647,828	\$9,535,001

Cash Flow

2-Year Avg Accrual	2-Year Avg Cash
\$2,566,723	\$2,510,749

- **Profit Margin:** 25%

Valuation: 2-Year Avg Cash Flow x Multiple = Valuation
 \$2,566,723 x 4.5 = \$11,550,253

Assets Included in Purchase: \$4,760,630

Vehicles & Equipment: \$2,659,500

Working Capital: \$1,315,855

WIP & Backlog: \$3,444,775

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: 2-3 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: \$11,550,000

25% Seller Financing or Equity Roll	\$2,887,500
75% Bank and Buyer	\$8,662,500

Description

This excavation business provides a full range of services including large-scale site preparation, grading, underground utility installation, and dump truck hauling. 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. Established in Central Indiana, they extend service to clients spanning a 50-mile radius of Indianapolis and have done so for the last 15+ years! 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 acquisition includes over \$1,300,000 in working capital and more than \$2,500,000 in equipment and hard assets, with an additional \$3,400,000 in WIP & Backlog making this a well-capitalized, asset-rich acquisition with immediate cash flow and strong regional market presence. The seller is preparing for retirement and is committed to a seamless transition, offering up to three years of support in addition to carrying 25% of the purchase price. This business does not utilize any special designations or use the union for labor.

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Last Revised: BV 5.5.2026