

FOR SALE: Underground Utility with Fire Main Installation Niche

Focused on mid-sized civil projects for infrastructure!

Financial Overview

List Price: **\$8,400,000**

Gross Sales

2025
\$18,959,342

Cash Flow

2025
\$1,972,796

Valuation: Cash Flow x Multiple = Valuation
 \$1,972,796 x 4.25 = \$8,384,383

Assets Included in Purchase: \$4,772,114

Equipment & Vehicles: \$2,872,114

Working Capital: ~\$1,900,000

Business Information

Services: Underground utility contractor, fire main installation, site development & civil construction, project management & execution of large-scale infrastructure jobs

Location: Southwest TX, with service throughout a 60 mile radius of Laredo

Year Established: 2010

Clients: Local developers and civil engineering firms, general contractors (as subcontractor or partner)

Personnel: 45 on staff including an Office Manager, Superintendents, Crew Leaders, and skilled field crews

Lease: Operates from a leased facility supporting core operations and equipment needs

Reason for Selling: Retirement planning as the seller is in mid-60s

Seller Training Period: 1 – 2 years

Owners Role: Operates in an oversight capacity rather than active management, focused on strategic planning

Growth Opportunities: Expansion into oil & gas sector, geographic expansion within Texas, scale workforce and project volume (path to ~\$50M revenue)

Funding Example

Purchase Price: **\$8,400,000**

10% Buyer Down Payment	\$840,000
15% Seller Financing	\$1,260,000
75% Bank Loan	\$6,300,000

Description

This established civil contractor, based in Southwest Texas, has built a strong reputation across the southern region for delivering large-scale infrastructure and underground utility projects. The business specializes in underground utilities (including fire mains), site development, and general contracting. The Company has strategically positioned itself within a niche segment of the market, targeting projects that are often too large for smaller contractors yet not the primary focus of larger firms. The Company serves a base of repeat clients, primarily developers and civil engineering firms. The business is frequently invited to bid on projects, resulting in a consistent and predictable pipeline without reliance on formal marketing efforts. Operations are supported by a team of 45 experienced personnel, including superintendents, crew leaders, skilled field teams, and administrative staff. The seller operates in an oversight capacity rather than active field management. Focused on strategic planning, leads contract negotiation, insurance oversight, and risk management. The seller is approaching retirement and has offered to remain involved for a transition period of 1 to 2 years post-close. Additionally, the seller has expressed a willingness to carry approximately 15% of the purchase price, demonstrating confidence in the ongoing performance of the business.

Priced at **\$8,400,000**, this opportunity represents a scalable construction platform supported by an experienced team, established client relationships, and a consistent project pipeline. Growth opportunities exist through geographic expansion within Texas, re-entry into the oil and gas sector, and the addition of dedicated business development resources.