

FOR SALE: Infrastructure and Underground Utility Installation for Municipalities

Over \$8.6 Million in Backlog with Tenured Leadership Team!

Financial Overview

List Price: **\$8,200,000**

Gross Sales

2025
\$18,959,342

Cash Flow

TTM	2025
\$2,644,493	\$2,498,698

Valuation: 2025 Cash Flow x Multiple = Valuation
 \$2,498,698 x 3.3 = \$8,245,703

Assets Included in Purchase: \$3,637,209

Heavy Equipment: \$2,669,881

Vehicles and Trailers: \$784,385

Other Assets: \$182,943

Included Working Capital: ~\$1,900,000

- **WIP & Backlog:** \$8,685,357

Business Information

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

Clients: Municipalities hired through local developers and civil engineering firms, general contractors

Personnel: 34 on staff including Office Management, Superintendents, Crew Leaders, Mechanics, and skilled field crews

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

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

Seller Training Period: 1 – 2 years

Reason for Selling: Retirement

Year Established: 15+ Years

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

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

Funding Example

Purchase Price: **\$8,200,000**

80% Buyer & Bank	\$6,560,000
20% Seller Carry or Equity Roll	\$1,640,000

Description

Large-scale infrastructure and underground utility installation firm in South Texas. The company's primary client type is municipalities, counties, and schools. The Company serves a base of repeat clients, primarily developers and civil engineering firms. The business specializes in underground utilities (including fire mains), site development, and general contracting. They have a consistent and predictable pipeline without reliance on formal marketing efforts – the backlog is over \$8.6 Million. Operations are supported by a team of 34 experienced personnel, including superintendents, crew leaders, skilled field teams, and administrative staff. The seller operates in an oversight capacity, not active field management - he is focused on strategic planning. 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 20% of the purchase price, demonstrating confidence in the ongoing performance of the business.

Priced at **\$8,200,000**, 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.

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