

FOR SALE: Underground Utility Contractor Serving Fiber and Infrastructure Needs

Contracts & relationships with Verizon and T-Mobile!

Financial Overview

List Price: **\$2,950,000**

Gross Sales

2025 Ann	2024	2023
\$2,934,453	\$1,523,827	\$1,261,143

Cash Flow

2025 Ann	2024
\$787,970	\$366,044

- **2024 Profit Margin:** 24%

Valuation: 2025 Ann Cash Flow x Multiple = Valuation
 \$787,970 x 3.75 = \$2,954,887

Assets Included in Purchase: \$1,094,787

Vehicles: \$431,707 – 7 Trucks

Equipment: \$663,080 – Trencher/Boring machine, 2 Ditch Witch machines, Compressor, and 2 Trailers

Business Information

Services: Directional drilling for fiber optic, installation of conduit, and pulling of fiber optic cables

Clients: Telecom providers including Verizon & T-Mobile, General Contractors, and Municipalities

Location: Phoenix AZ with a 200-mile radius service area

Personnel: 14 FT including a Superintendent, Field Foreman, Operators, Locaters, Office staff, and Labors

Reason for Selling: Seeking strategic or growth minded partner to help the business grow

Seller Training Period: 2+ years

Lease: No central office space – Low Overhead

Owners Role: Seller is active in management, checking in with crews and staff, handling client communications, managing invoices, and maintaining relationships

Growth Opportunities: Expanding fiber splicing services, adding traffic control and concrete/asphalt restoration services, and implement a marketing strategy

Funding Example

Purchase Price: **\$2,950,000**

10% Buyer Down Payment	\$295,000
10% Seller Financing	\$295,000
15% Performance Based Earnout	\$442,500
65% Bank Loan	\$1,917,500

A 10% down payment of \$295,000 returns \$417,087 in the first year after debt payments!

Description

This underground utility contractor specializes in directional drilling and conduit installation for fiber optic and electrical. The company is based in Phoenix, Arizona, and primarily serves the Phoenix metropolitan area and surrounding cities, with the flexibility to take on projects throughout the state. The client base consists mainly of major fiber companies including Verizon and T-Mobile, and prime contractors, with a strong track record in both residential and commercial settings. The dedicated team of 14 full-time employees includes a Superintendent, Field Foreman, Operators, Locaters, Field Labor and office staff. This business operates from a home office leading to low overhead! The seller is active in the business overseeing daily operations, managing client relationships, and business development. The seller has offered to carry 10% of the purchase price in addition to a 15% performance earnout as a show of good faith in the continued success of the business. The seller is seeking a strategic or growth minded buyer in order to expand the business and has offered to stay with the business for 2+ years post close.

Priced at **\$2,950,000** a buyer would need \$295,000 of unborrowed funds to become the new owner of this firm. With a solid reputation, strong industry relationships, and significant potential for expansion, this business is well-positioned for continued success under new ownership. Growth opportunities include expanding into fiber pulling and splicing, establishing in-house barricade and restoration divisions, pursuing maintenance contracts, and enhancing marketing efforts through a new website and social media presence.

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Last Revised: BV 8.21.2025

The Firm makes no warranties or representation in consideration to the information provided above. All communication regarding this business must occur directly with The Firm Advisors, LLC. The Firm does not sell real estate. The Firm solely advises on exit strategy.