

ACQUISITION OPPORTUNITY #S-1971sgw

EXCAVATION & SITE DEVELOPMENT COMPANY – SW OHIO

PROFILE:

The Company is a full service site development company that performs all phases of underground utilities and mass grading for construction projects. The Company is able to provide a complete site package by incorporating the help of reputable subcontractors to perform asphalt or concrete paving and curbing. The Company specializes in commercial and residential subdivision infrastructure, commercial and industrial sites, as well as schools, churches and government facilities. During 2006, all of the Company's revenues came from its excavation activities.

INVESTMENT HIGHLIGHTS:

- Superior name and reputation – the Company enjoys a long-standing (20+ years) reputation for providing superior customer support in meeting the needs of large, complex, fast track projects for private road developers and commercial building contractors
- Consistent growth in earnings – EBITDA from 2004 to 2006 increased from \$228,000 to \$1,245,000, as the Company shifted its project mix to higher margin jobs such as infrastructure work for subdivisions and commercial building projects; winter work was also plentiful during this time period
- Decreasing cost of sales – decreased from 77.1% to 47.3% of sales between 2004 and 2005 as the Company took on a smaller portion of asphalt jobs and more underground utility work; cost of sales continued to decrease to 42.2% in 2006
- Extensive list of well maintained equipment – FMV \$1,866,000

Financial Summary: (000's)

	Est. 2007	2006	2005	2004
Sales	5,000	5,336	3,202	3,376
% Growth	-6.3%	66.6%	-5.2%	
Gross Profit	2,900	3,083	1,688	772
% of Sales	58.0%	57.8%	52.7%	22.9%
EBITDA	1,200	1,245	252	228
% of Sales	24.0%	23.3%	7.9%	6.8%

EBITDA: Earnings Before Interest, Taxes, Depreciation & Amortization

Balance Sheet - 9/30/06	
Current Assets	863
Net Fixed Assets	1,063
Total Assets	1,926
Current Liabilities	213
Non-Current Equity	1,688
Total Liabilities & Equity	1,901

FOR FURTHER
INFORMATION CONTACT:

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