

Zoellner, Garten & Co.

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Acquisition Opportunity – Client 4146 Excavation/Demolition Contractor

Business Description: The Company provides the following services in the Greater Cincinnati area.

- **Commercial Excavation Services** including Land clearing, Site preparation, Drainage, Earth moving, Storm and Sanitary sewer, Backfill, Rough and finish grade, Clean-up, and Trenching.
- **Demolition Services** including Building Demolition, Land Clearing Demolition, and House Demolition.
- **Residential Excavation Services** including Backfill, Land clearing, Debris removal, Drainage, Earth moving, Foundation, Rough and finish grade, Clean-up, Utilities, and Trenching.

Operational Strengths: They pay attention to detail – provide what they agreed to provide when they agreed to provide it.

Facility: The Business has a rented storage facility in Florence, KY.

Opportunity: There are additional opportunities with existing and new customers.

The Transaction: All Machinery and Equipment used in the Business are for sale as are Customer Lists and Files and other Goodwill of the Business.

Financial Information: This is a successful Business that has consistently produced Profit and Cash Flow. It needs the “next Owner” to take it forward.

Financial Summary

	<u>2016</u>	<u>2017</u>	<u>Ten Months 2018</u>
Revenue	\$1,607,000	\$1,813,000	\$1,432,000
Adjusted EBITDA	\$325,000	\$924,000	\$350,000

Other Highlights

Location	Financials	Management Team in Place	Years in Business	SIC Classification
Midwest	Compilations	Yes	19	1794, 1795

If interested, please contact us for more information.