

# 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. The Business is operated when they agreed to provide it.

**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>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>Ten Months 2017</u>
Revenue	\$1,424,000	\$1,960,000	\$1,827,000	\$2,218,000	\$1,596,000	\$1,541,000
Adjusted EBITDA	\$203,000	\$587,000	\$600,000	\$498,000	\$351,000	\$783,000

#### Other Highlights

Location	Financials	Management Team in Place	Years in Business	SIC Classification
Midwest	Compilations	Yes	17	1794, 1795

**If interested, please contact us for more information.**

February 2018