



This very old civil engineering firm is a household name in the industry and region. With its headquarters in Florida with offices in an adjoining state, this very stable firm has grown since its founding in the 1920's to be the premier civil – environmental firm in the region. Its clients are diverse from federal agencies to local municipalities and commercial enterprises, as are their array of professional services.

The firm's 60+ employees provide professional services including: civil engineering, land planning, environmental engineering, traffic engineering, structural engineering, electrical engineering, landscape architecture and land surveying. Its clients fall across most of the

traditional 5-6 buckets of types, and most of the clients have been working with this firm for several decades. The employee turnover is almost nonexistent, with very strong seasoned administrative and project managers in place ready for a transition to new ownership.

This firm is the “go to” firm for complex engineering projects and is the largest such firm in a fast-growing region on the country. Its contracted backlog is strong and is growing steadily. There is more backlog to be had if additional professional resources are available through either hiring or from a new owner's own staff of professionals.

With deep roots in the community, and a rich historical repeating client base, this firm would make a nice small platform or as a strategic regional add on. Owners look forward to assisting a new owner with a smooth transition. Owner willing to stay for as long as new owner desires. Senior management looking to stay on for the next phase. There is tremendous growth opportunity as this area of the region is booming with a vast array of service needs



Item	Projected 2018	TTM to 9/30	Q1-Q3 2018	2017	2016	2015
Gross Revenue	9,368	8,933	6,801	8,439	9,164	12,497
COGS	4,227	3,930	3,059	3,653	4,426	5,688
Gross Profit	5,141	5,003	3,742	4,787	4,738	6,808
Net Income	463	353	226	202	467	1,898
Total Adjustments	924	690	1,020	355	500	841
Normalized EBITDA	1,386	1,044	1,246	557	967	2,740
% of Revenue	15%	15%	14%	7%	11%	22%

Next Steps: EEnginuity (EE) has been engaged as the Company's exclusive financial advisor regarding this contemplated transaction. Upon receipt and approval of an executed Confidentiality Agreement and Buyer Profile, EE will forward a more detailed Confidential Information Memorandum. Under no circumstance should the Company be contacted directly. Please direct all inquiries to EE. For NDA & Buyer profile, www.eenginuity.com/1055