



This twenty-six-year-old engineering and construction firm, with its headquarters in central Florida and half of its staff in Washington DC, has grown to be a highly regarded contractor for numerous federal agencies.

The firm, with 30 employees, over the last several years has focused on federal agency programs and projects. They have a long and deep standing with agencies such as NASA, US Army, US Navy, US Air Force, FBI, FDA, and the US Army Corp of Engineers. It has experience in all aspects of turn key construction projects for federal agencies

The Company has been very successful in acceptance and growth through the 9 years of certification under the SBA 8 (a) program and has developed deep and lasting relationships with the federal agencies. As a result, they were invited to participate in the “mentor protégé” program, which effectively allows them to continue to work on set aside projects as well as bidding on non-set asides. This planning has paid off resulting in a large and growing backlog.

**Seller Financing.** Because they are transitioning, they understand that potential acquirors would want assurance that their future continues to produce strong revenue and margins. Therefore, they are open to offers that have strong earn outs as part of the structure to protect the buyer from any decline during the next phase of this company’s development. The owners, who are not seeking to leave the company, feel that they have maximized what they can do with internal resources and believe that with a strategic partner, they can achieve significant growth over the next several years.

Item	2018 Preliminary	TTM to 6/30	2017	2016	2015	2014
Gross Revenue	17.757	17.572	18.009	16.925	15.367	19.330
COGS	15.115	14.609	14.972	13.771	12.643	16.225
Gross Profit	2.642	2.963	3.036	3.154	2.724	3.105
<b>Net Income</b>	<b>1.421</b>	<b>1.475</b>	<b>1.453</b>	<b>1.542</b>	<b>1.063</b>	<b>1.766</b>
Adjustments	0.083	0.082	0.061	0.091	0.105	0.116
<b>Normalized EBITDA</b>	<b>1.504</b>	<b>1.557</b>	<b>1.514</b>	<b>1.633</b>	<b>1.168</b>	<b>1.882</b>
% of Revenue	8%	9%	8%	10%	8%	10%
% of Gross Profit	57%	53%	50%	52%	43%	61%

**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 that goes a bit deeper into the particulars of this opportunity. Please direct all inquiries to [dkimbrell@eenginuity.com](mailto:dkimbrell@eenginuity.com) . For NDA & Buyer profile, [www.eenginuity.com/1054](http://www.eenginuity.com/1054). 785.766.1756