



CONFIDENTIAL COMPANY SYNOPSIS

ACQUISITION OPPORTUNITY
Exceptional Family-Owned Pipeline Construction Company
Company IF – 071009



COMPANY BUSINESS

This family-owned business is one of the most accomplished pipeline construction companies serving the oil & gas and public utility markets in its region. The family has been involved in the construction industry since 1974, but founded this Company in 1990. The Company operates in Oklahoma, Texas, Arkansas, Kansas and Colorado. The Company owns over 175 pieces of heavy equipment and trucks and is aggressively seeking growth.

CURRENT OPERATIONS

The Company provides a broad range of services to the oil and gas pipeline industry as well as to local utility companies including:

WIDE VARIETY OF SERVICES RENDERED	
Oil & Gas Pipeline Installations	Building New Gas Plants
Building New Site Locations	Turnkey Compressor Stations
Pipeline Rehabilitation, Reroutes and Repair	Concrete Pipe Installations
Environmental Erosion Control	Horizontal Directional Drill (HDD)
Oilfield Maintenance/ Pump Stations	Emergency Response
Excavation & Right of Way Clearing	

FINANCIAL SUMMARY

COMPANY FINANCIAL SUMMARY FY ENDED DEC. 31				
	2006	2007	2008	2009 Fcst.
Revenue	\$16,589,915	\$31,428,275	\$31,062,768	\$35,906,730
COGS	\$7,344,220	\$12,413,386	\$15,045,416	\$15,727,148
Gross Margin	\$9,245,696	\$19,014,889	\$16,016,352	\$20,179,582
Gross Margin %	55.7%	60.5%	51.6%	56.2%
Operating Expense	5,221,426	11,068,048	9,649,014	11,705,594
EBITDA	3,213,212	9,347,241	8,373,712	10,280,000
EBITDA %	19.4%	29.7%	27.0%	28.6%
ADJ. EBITDA			\$8,998,108	\$11,080,000

THE OPPORTUNITY

The Company is poised to enjoy dramatic growth in its segment. The Company has bold management, a strong supervisory team of skilled construction operatives and project control capabilities that generate very high margins. By partnering with a strong company with similar goals and resources, the Company can bid larger jobs and more geographically-dispersed jobs that will significantly contribute to the revenue and profitability of the Company. The founder is prepared to stay with the Newco in driving this vision forward.

KEY STRENGTHS

- Excellent financial track record
- Very strong Balance Sheet with ample cash and no debt
- Management team with long standing customer relationships
- Location in the heart of oil and gas country
- Performance that has earned strong customer loyalty
- Modern and up-to-date heavy equipment fleet
- Diverse customer base

THE TRANSACTION

The owners will sell 100% of the Company but are willing to stay for three or more years and reinvest into the Company depending on the terms and conditions negotiated between the parties. Infinity Financial Group is acting as the exclusive agent for the owners.

CONTACT

CALL INFINITY FINANCIAL GROUP FOR FURTHER DETAILS

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