

Available for Acquisition

Playground Equipment Installation West

Est. 2009 Revenue: \$3.8MM

Est. 2009 Recast EBITDA: \$1.0MM

- 20+ year reputation for expertise, customer service, and safety
- Long-standing relationships with playground equipment manufacturers and area builders and municipalities
- The Company enjoys an approximate 85% bid success rate
- From 2005 – 2007 sales increased 30% compounded annually
- Between 70% and 80% of revenues are generated from repeat business

Recast Base Year and Pro Forma Statement of Income (\$000)

	<i>2008</i>	<i>E2009</i>	<i>2010</i>	<i>2011</i>
Sales	3,674	3,800	3,950	4,100
EBITDA ^(a)	916	962	1,015	1,068
% of Sales	24.9%	25.3%	25.7%	26.0%

(a) *Earnings before Interest, Taxes, Depreciation and Amortization*



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Client # 50467

The Company is a niche contracting firm specializing in the installation of playground equipment and related projects in the construction of new and improved parks. Besides playground equipment, the Company installs resilient safety surfacing, builds shade and other structures, and installs water slides. The Company works with private developers, municipalities, and school districts in the construction of city parks, skate parks, water parks, and other recreation facilities throughout three western states. In its primary geographic market, the Company is the only factory certified playground equipment installer.

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