## **Operating Site for Oil and Gas Wells**

## 2012 Revenue- \$29.67 Million

## 2012 EBITDA- \$3.71 Million

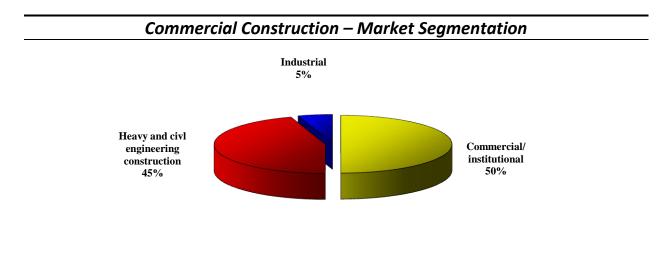
The Company is a well-regarded specialty construction firm focusing on building operations sites for the oil field and yards for oil field related businesses. The Company's core capabilities encompass excavation and site preparation work, metal building construction, and demolition.

The Company is strategically located in XXXX, Oklahoma, which lies in a rich oil and natural-gas area on the shelf of Oklahoma's Anadarko Basin. The petroleum industry is the heart of the economy and the city has enjoyed significant growth due to the opening and location of oil field services and drilling companies in the city. The Company operates from 29,650 square feet in total facilities space staffed by 36 full-time and one part-time employees.

The Company presently serves clients in the oil and gas industry (40 percent of annual sales), institutional/government sector (25 percent), other commercial sectors (25 percent), as well as the residential market (10 percent). Customers are generally located within a 100-mile radius of Company headquarters. In 2009, Hutton's top five clients collectively contributed 55.1 percent of total sales.

## **INVESTMENT HIGHLIGHTS**

- Long-standing operating history: Founded in 1983, the Company benefits from long-standing operating history characterized by comprehensive capabilities, value-added services, and a staunch focus on superior customer service, resulting in an impressive track record of operational success.
- Strong customer relationships: Due to its long-standing (27 years) presence in the region, the Company has established an impressive, loyal customer base that accounts for the fact that a vast majority of sales and bid opportunities comes from repeat customers and word-of-mouth referrals.
- **Comprehensive service offerings:** The Company provides a wide range of specialty and general construction services, which effectively positions the Company as a "one-stop" shop for many of its customers.
- **Compelling growth potential:** Management is confident that accelerated growth can be achieved via increased business development efforts and geographic expansion.



For further information regarding Client #12109 you are invited to contact:



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