

BUSINESS OVERVIEW

The Company is a well-regarded and growing multi-disciplinary architecture and engineering consulting firm. The Company boasts core competencies in the areas of architectural services (55 percent of revenues), civil engineering (33 percent), surveying (8 percent), as well as GIS (geographic information systems) and ancillary services (4 percent).

The Company provides its services to multiple market segments, including public sector (municipal, state, and federal government) as well as commercial and institutional clientele. Headquartered in XXXXX, South Dakota with a branch office in XXXXX, the firm has a strong regional presence in the western U.S. with the largest concentration of business within the western half of South Dakota (75 percent of revenues). The Company is presently staffed by approximately 50 full-time employees.

INVESTMENT HIGHLIGHTS

- **Long-standing operating history:** The Company benefits from an excellent, long-standing (since the early 1950s) history characterized by comprehensive capabilities, value-added services, and a staunch focus on excellent customer service.
- **Comprehensive service offerings:** Originally founded as a general civil engineering firm, the Company has expanded its capabilities over the years to include other consulting disciplines. Today, management has positioned the firm as a "one-stop shop" offering four core disciplines, including architecture, engineering, GIS, and surveying services.
- **Loyal customer relationships:** Owing to its long-standing operating history and established reputation, the Company boasts a strong, loyal customer base that contributes to a high rate of repeat business and word-of-mouth referrals.
- **Compelling growth potential:** Management is confident that accelerated growth can be achieved via increased business development efforts, geographic expansion, pursuit of untapped markets, and continuing expansion of service capabilities.

	2007	2008	2009	Est. 2010	Proj. 2011
Revenues	4,979,760	5,010,817	5,945,767	6,200,000	6,700,000
% Growth	--	0.6%	18.7%	4.3%	8.1%

For further information regarding **Client #90154**, you are invited to contact: