



CLA Civil Contractor Benchmark Results

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CLA Construction Benchmark

- Total Contractors: 306
- Electrical & Mechanical: 64
- General Building: 85
- Other Specialty: 77
- **Civil: 80**
 - Civil Contractor Breakdown:
 - ◇ Contractors with Private Work Focus: 31
 - ◇ Contractors with Public Work Focus: 49
 - ◇ Union Contractors: 48
 - ◇ Non-Union Contractors: 23
 - ◇ Small Contractors (<\$25M): 44
 - ◇ Large Contractors (>\$25M): 36

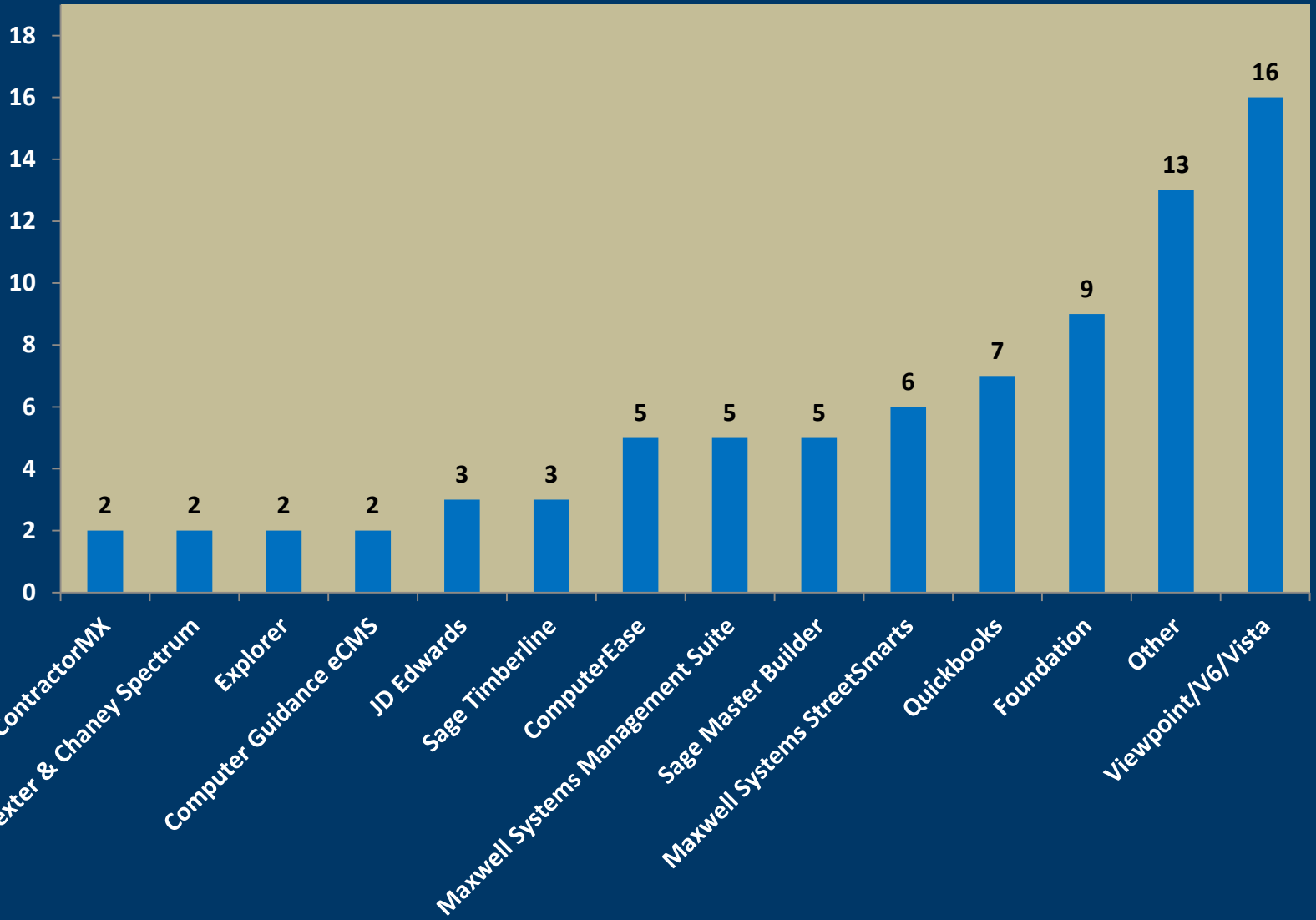


Civil Contractor Benchmark Definitions

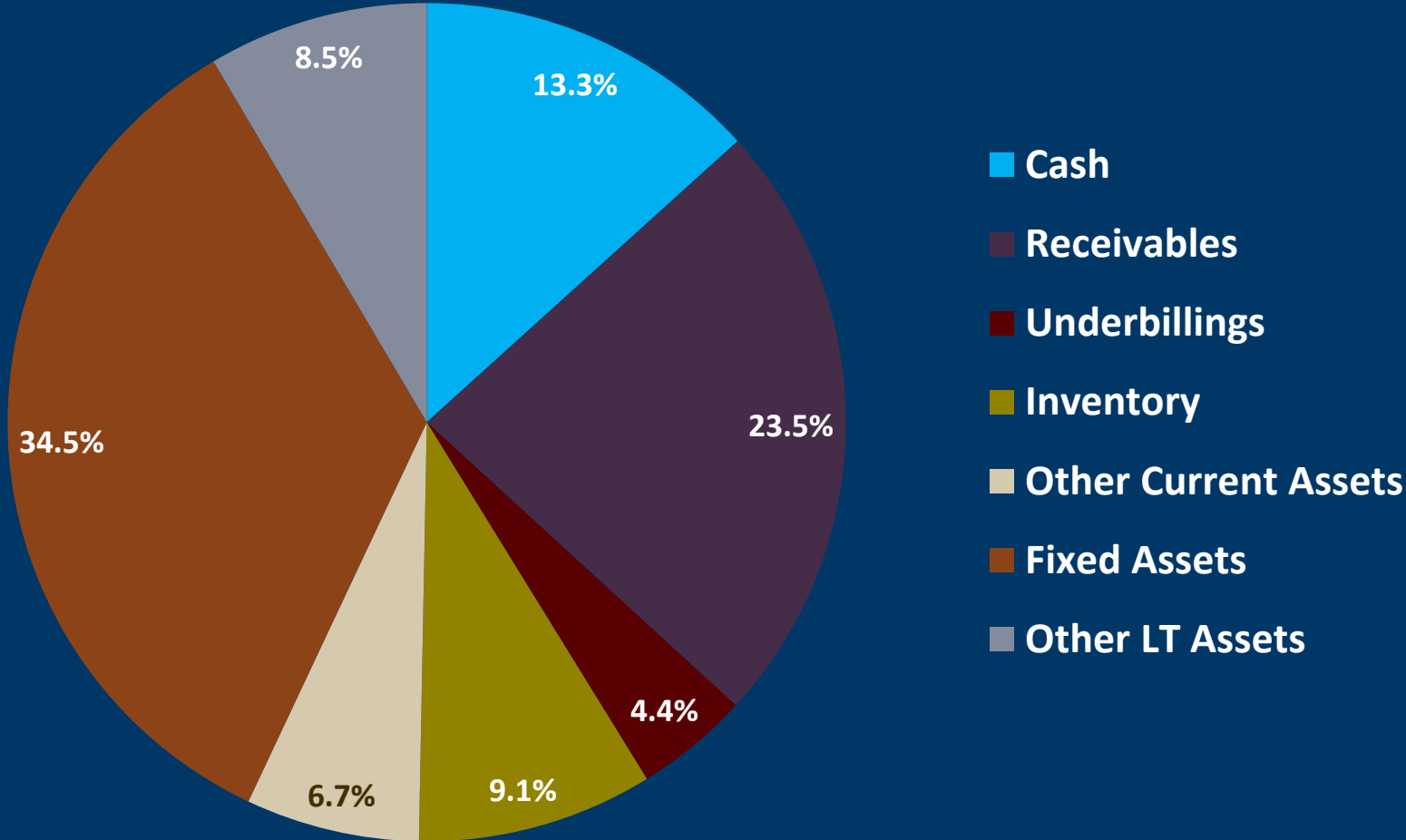
- **Civil Contractors:** heavy equipment intensive contractors including, but not limited to, those that focus on:
 - Bridge
 - Sewer / Water
 - Highway / Roads
 - Oil & Gas Pipeline
 - Excavation & Site work
- **Best in Class:** refers to the median of the top 20% of all civil contractors based upon the highest percentage of pre-tax income as a percent of revenue



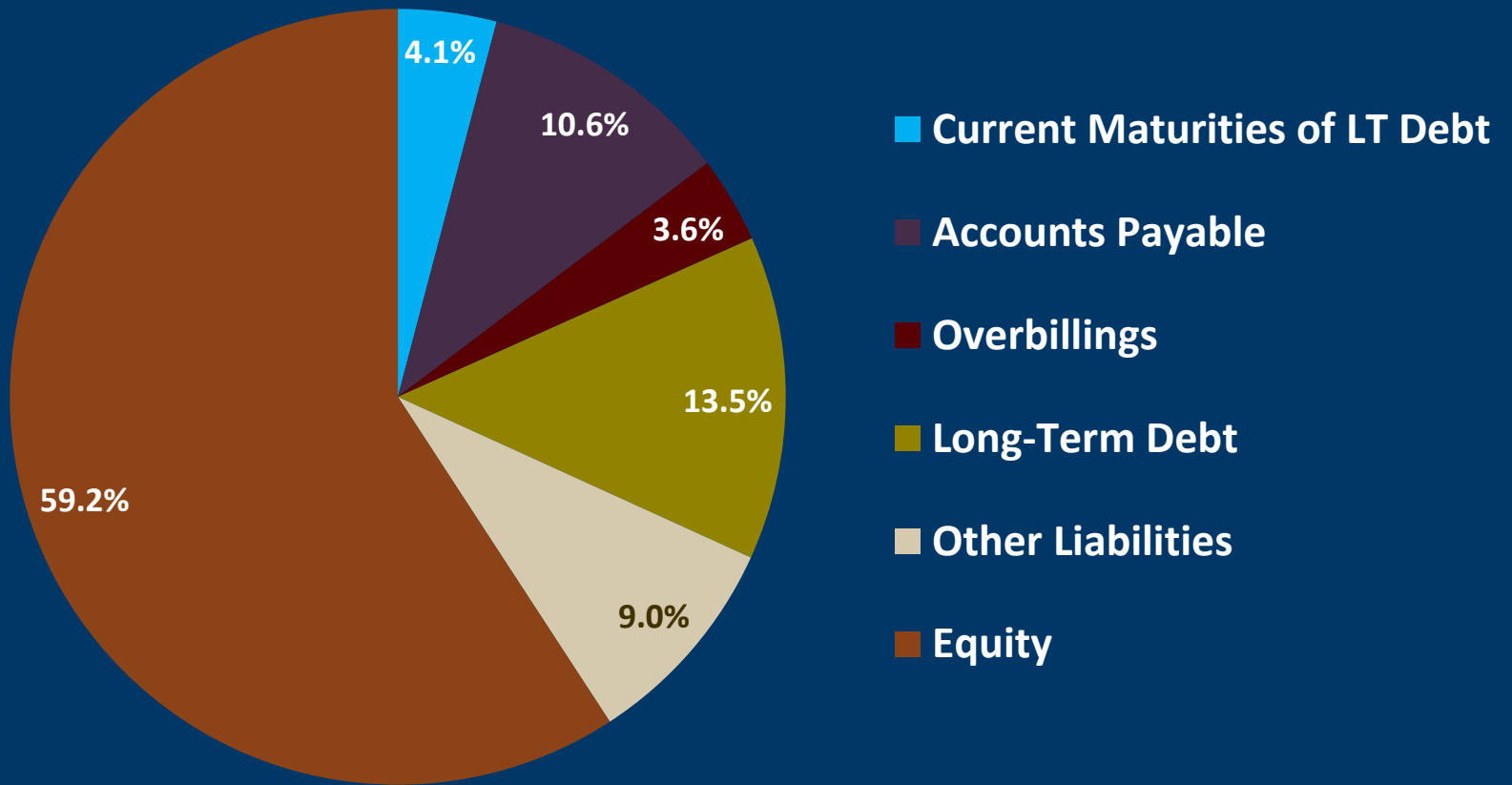
Civil Contractor - Distribution of Information Systems



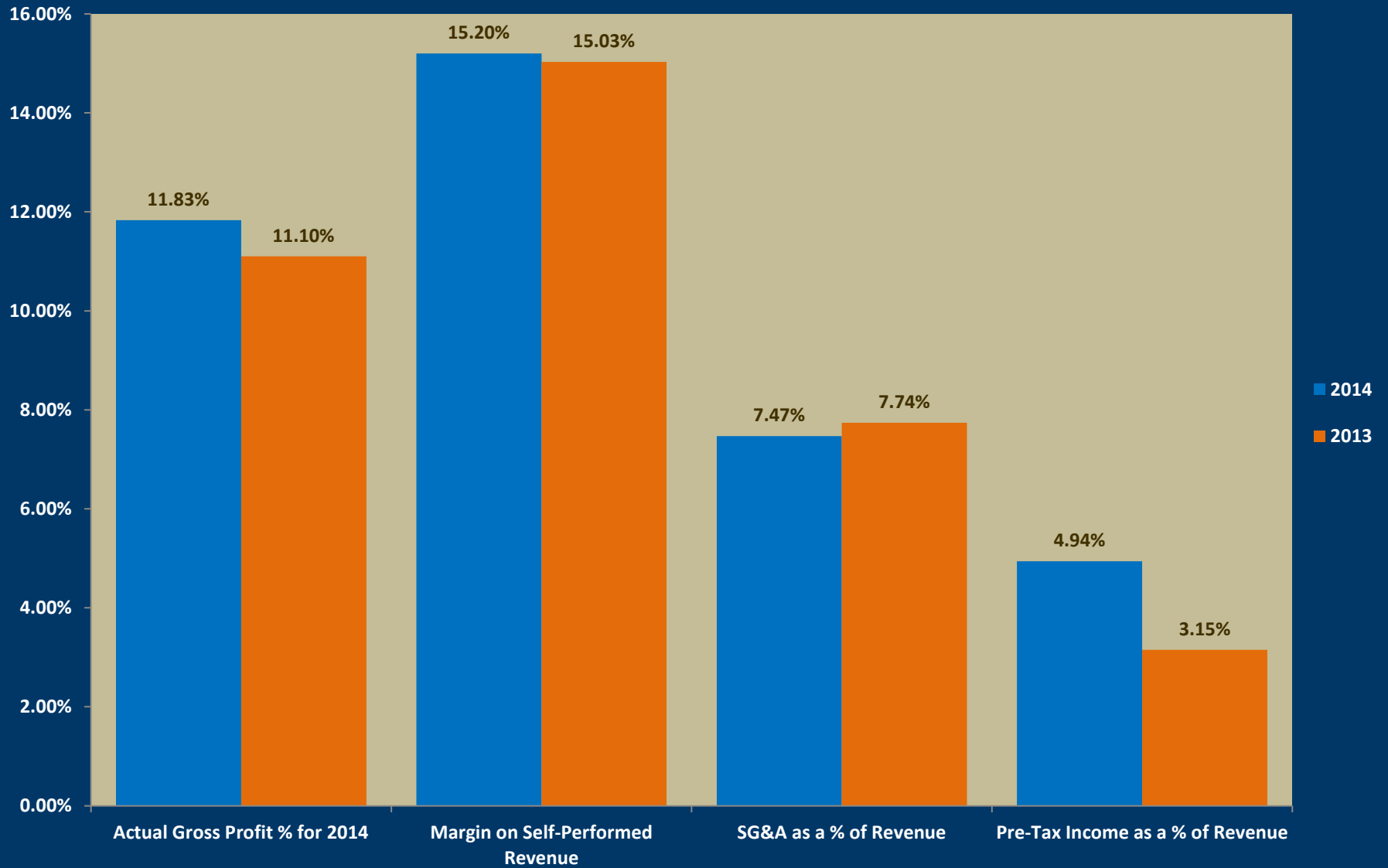
Civil Contractor Benchmark - Asset Composition



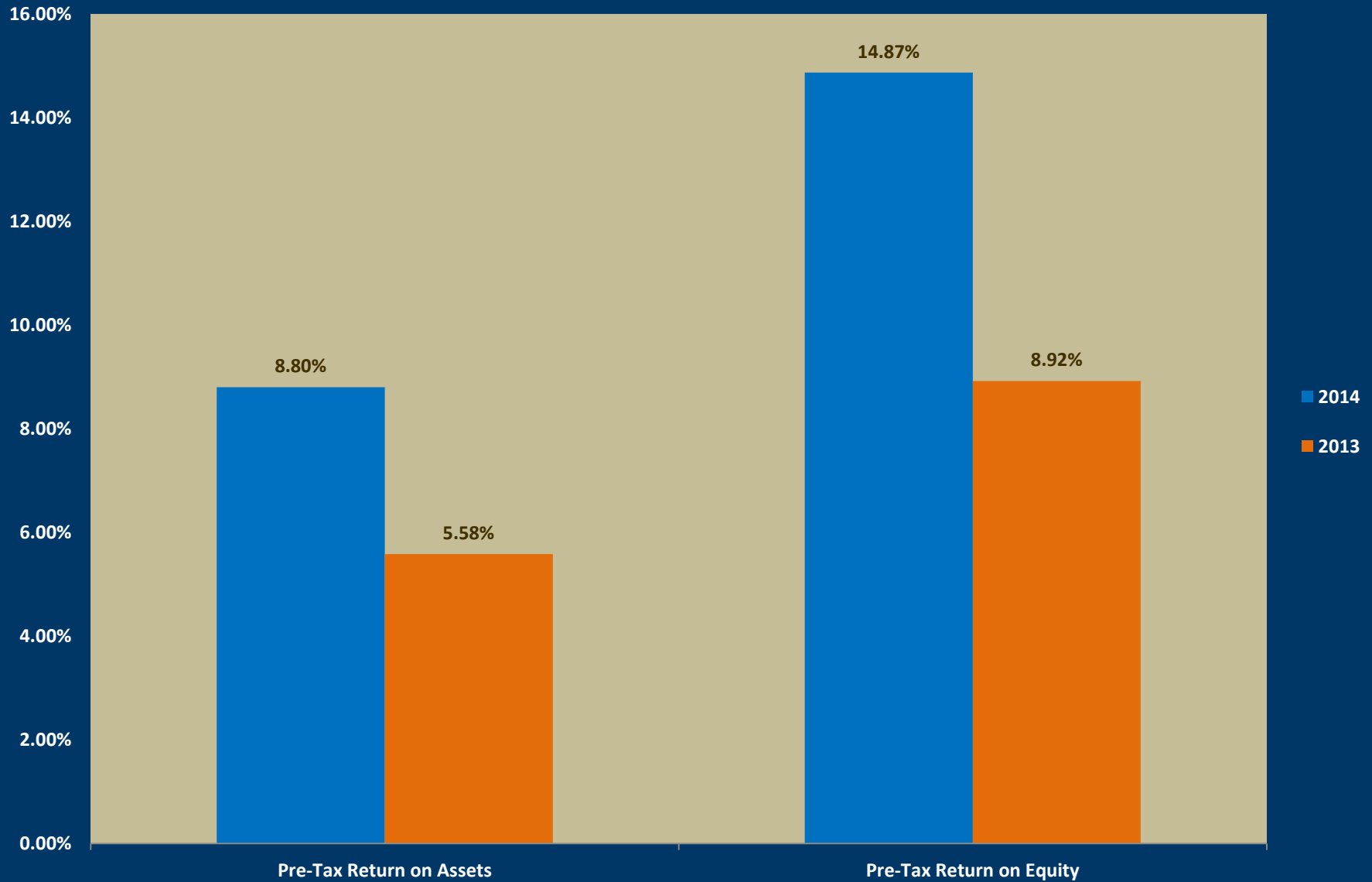
Civil Contractor Benchmark - Liability / Equity Composition



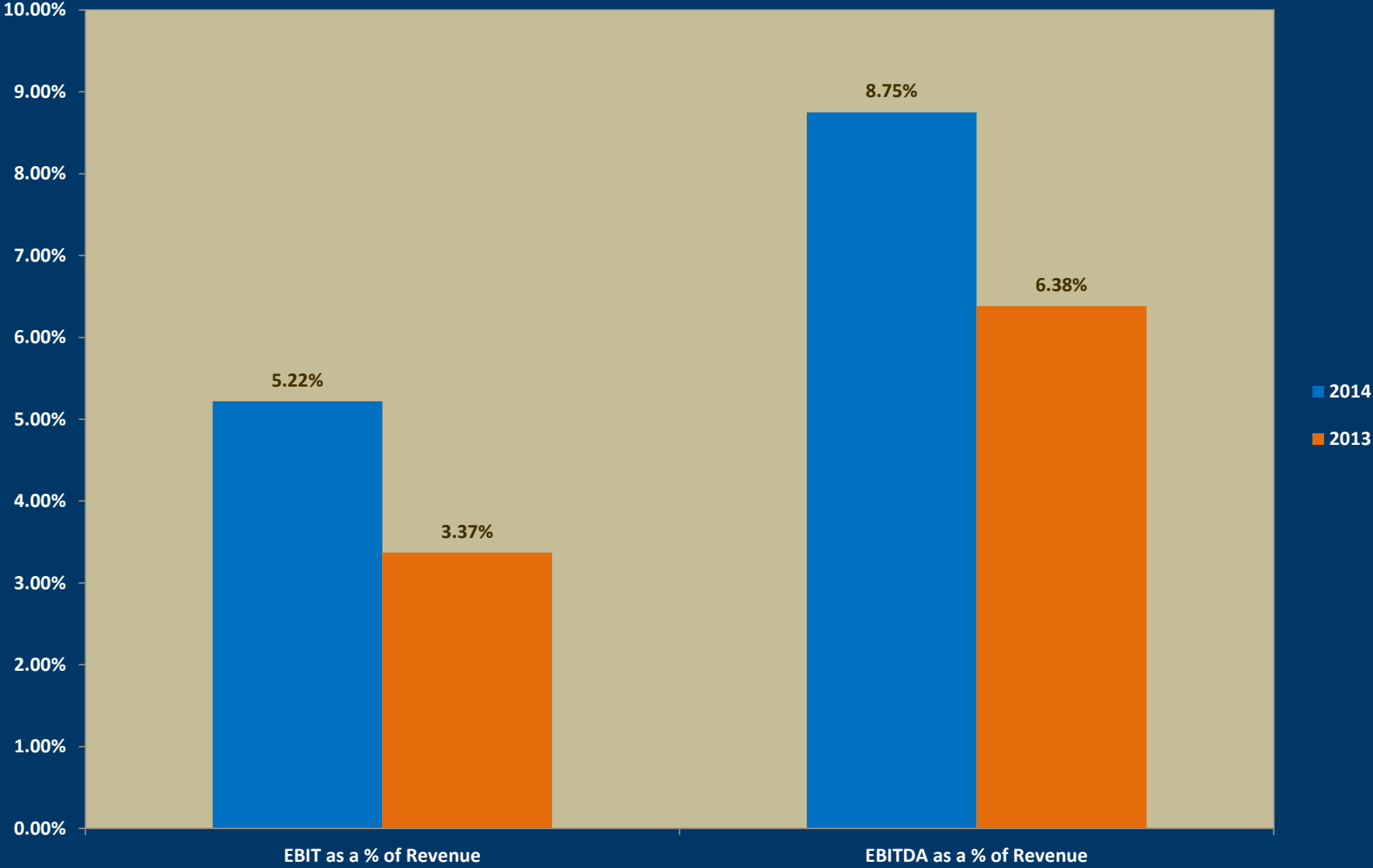
Civil Contractor - Comparative Operating Drivers



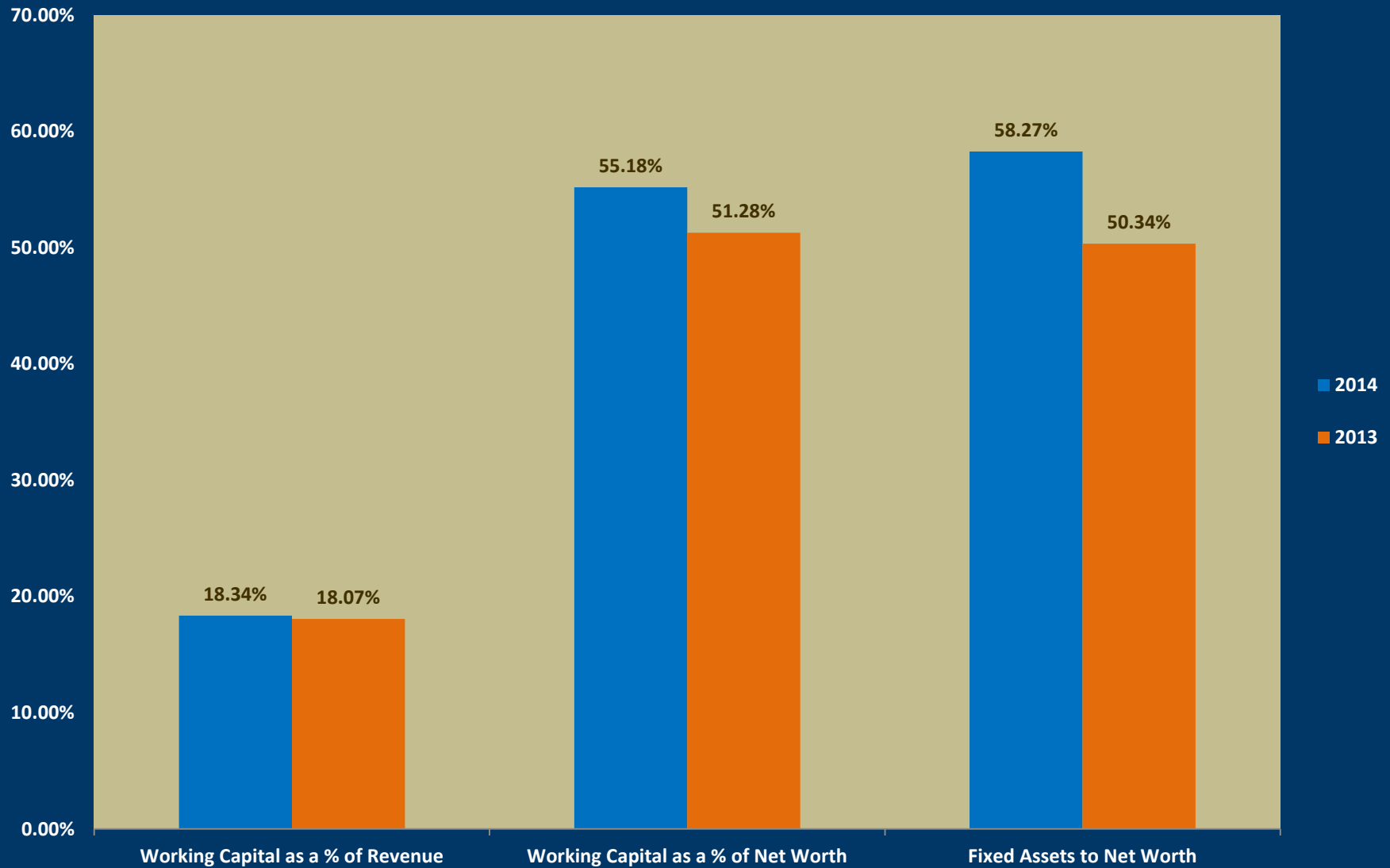
Civil Contractor – Comparative Profitability Ratios



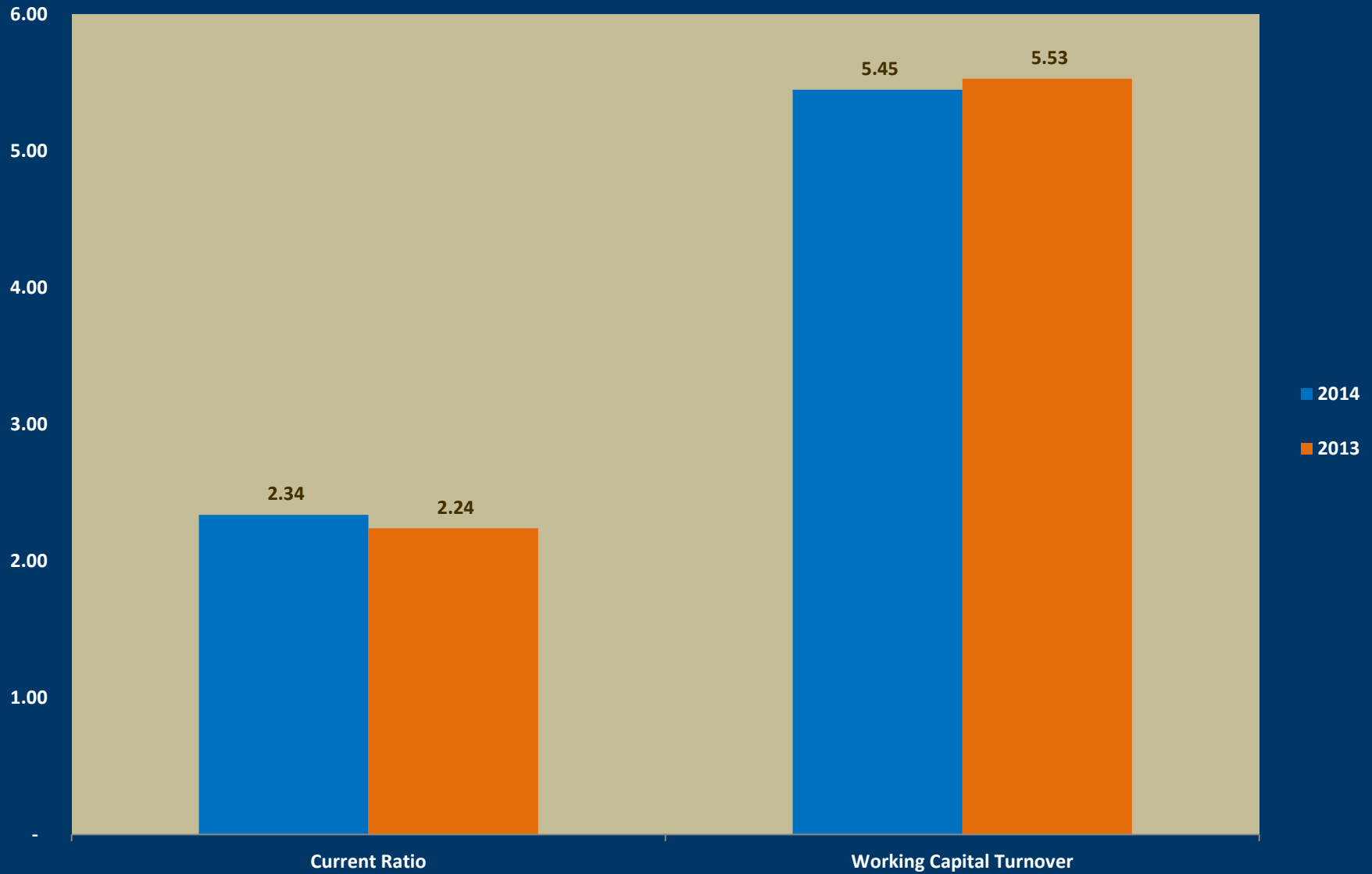
Civil Contractor – Comparative Enterprise Value Drivers



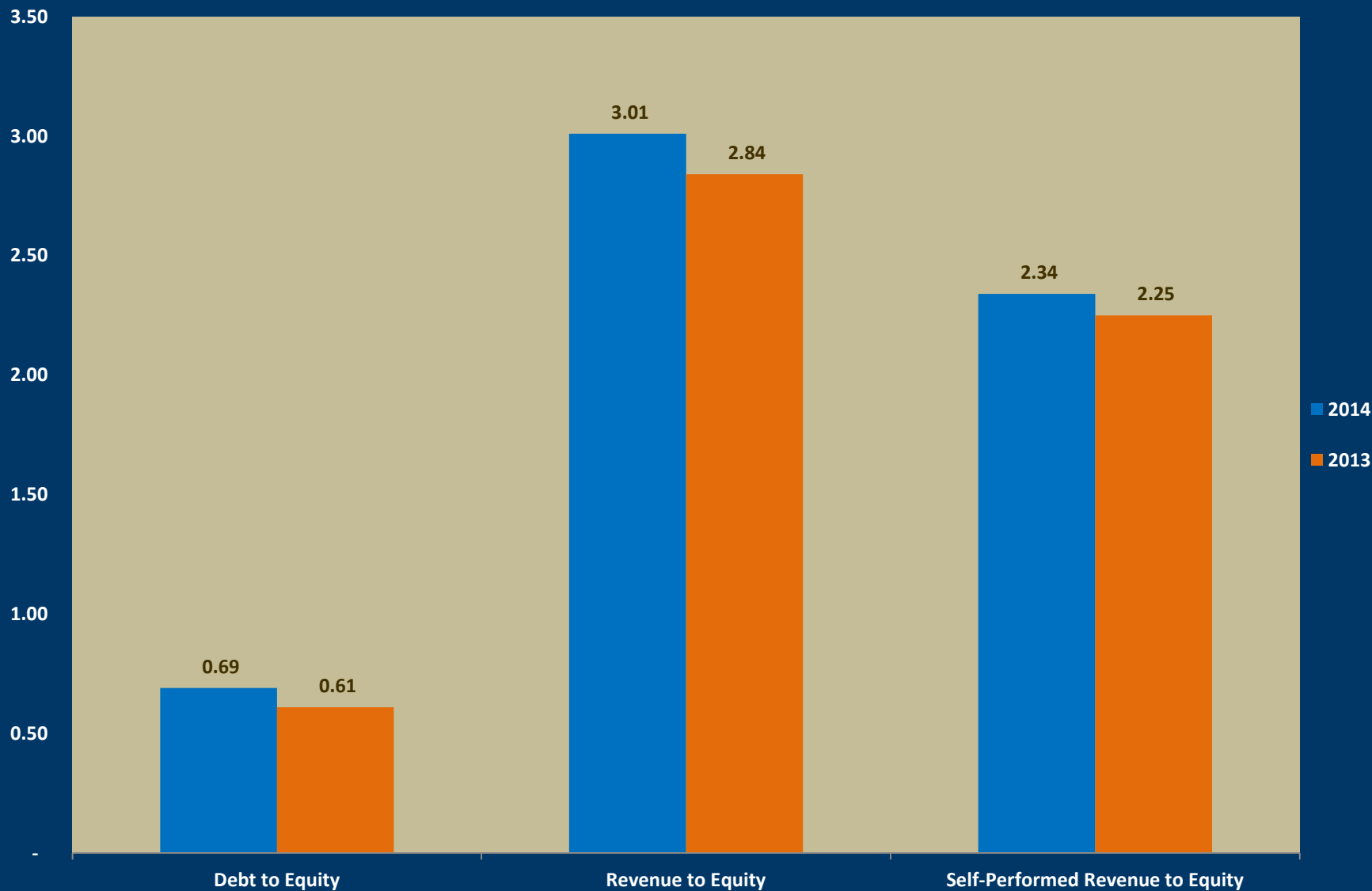
Civil Contractor – Comparative Enterprise Value Drivers



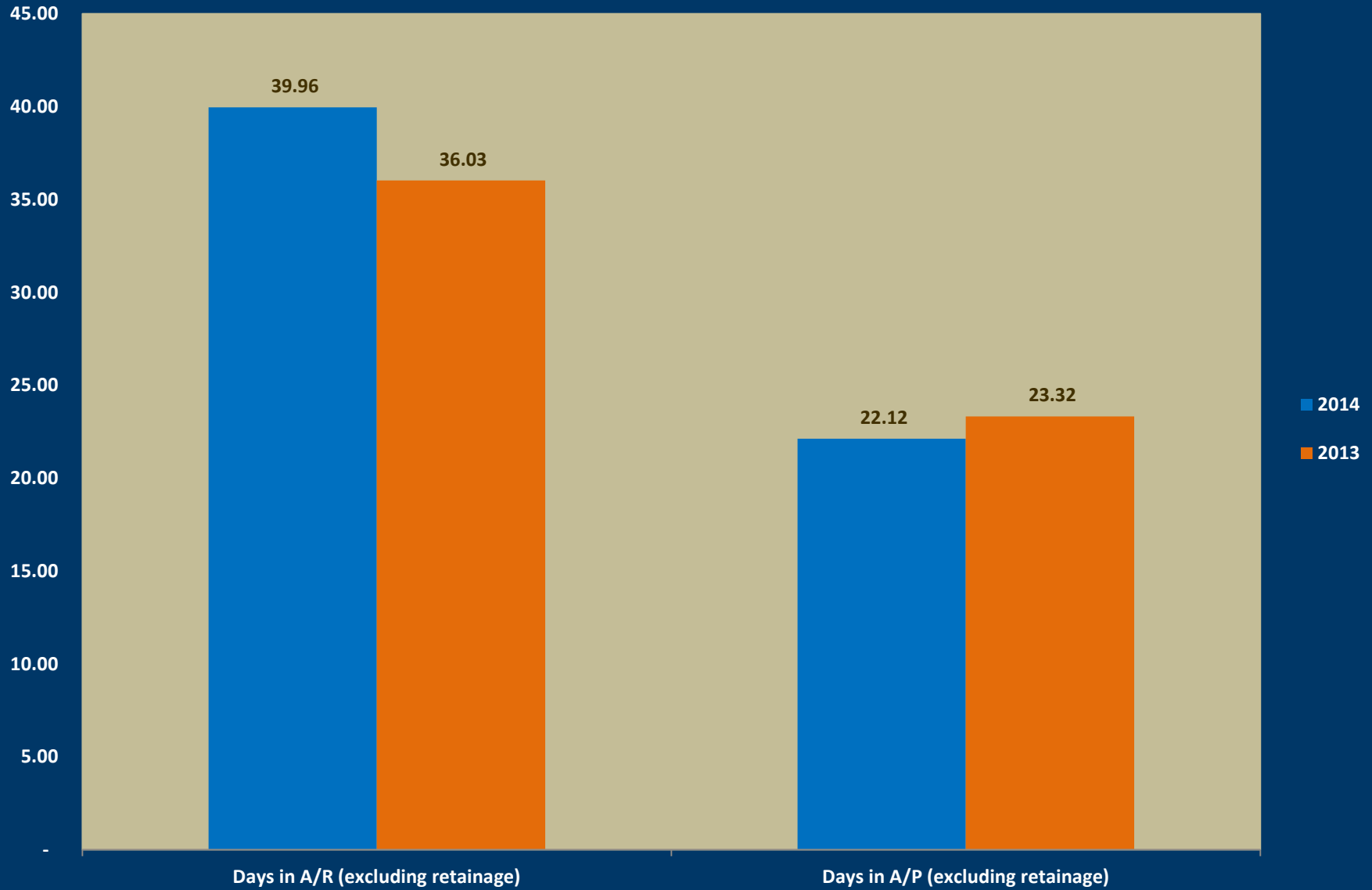
Civil Contractor – Comparative Liquidity Ratios



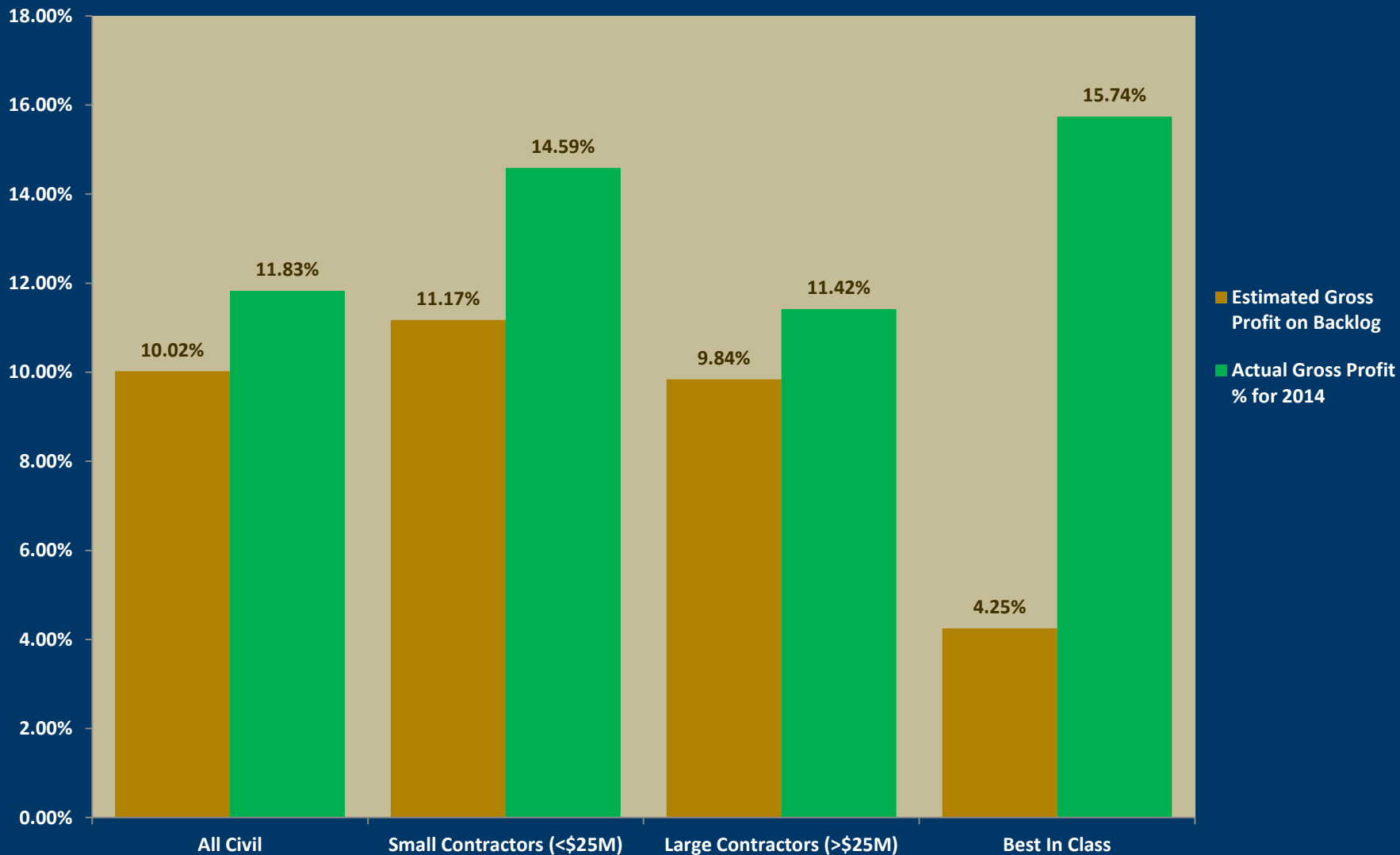
Civil Contractor – Comparative Leverage Ratios



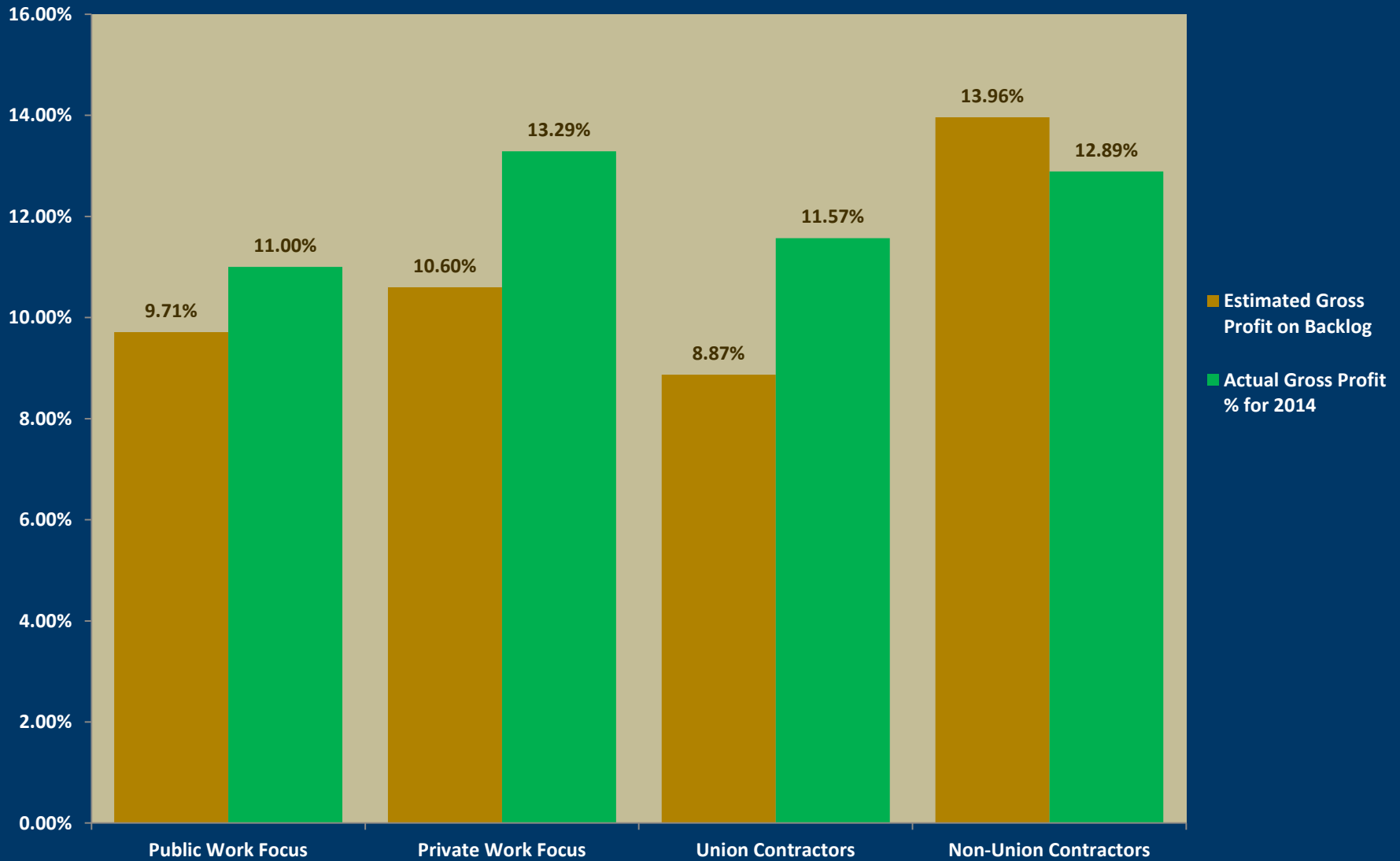
Civil Contractor – Comparative Efficiency Ratios



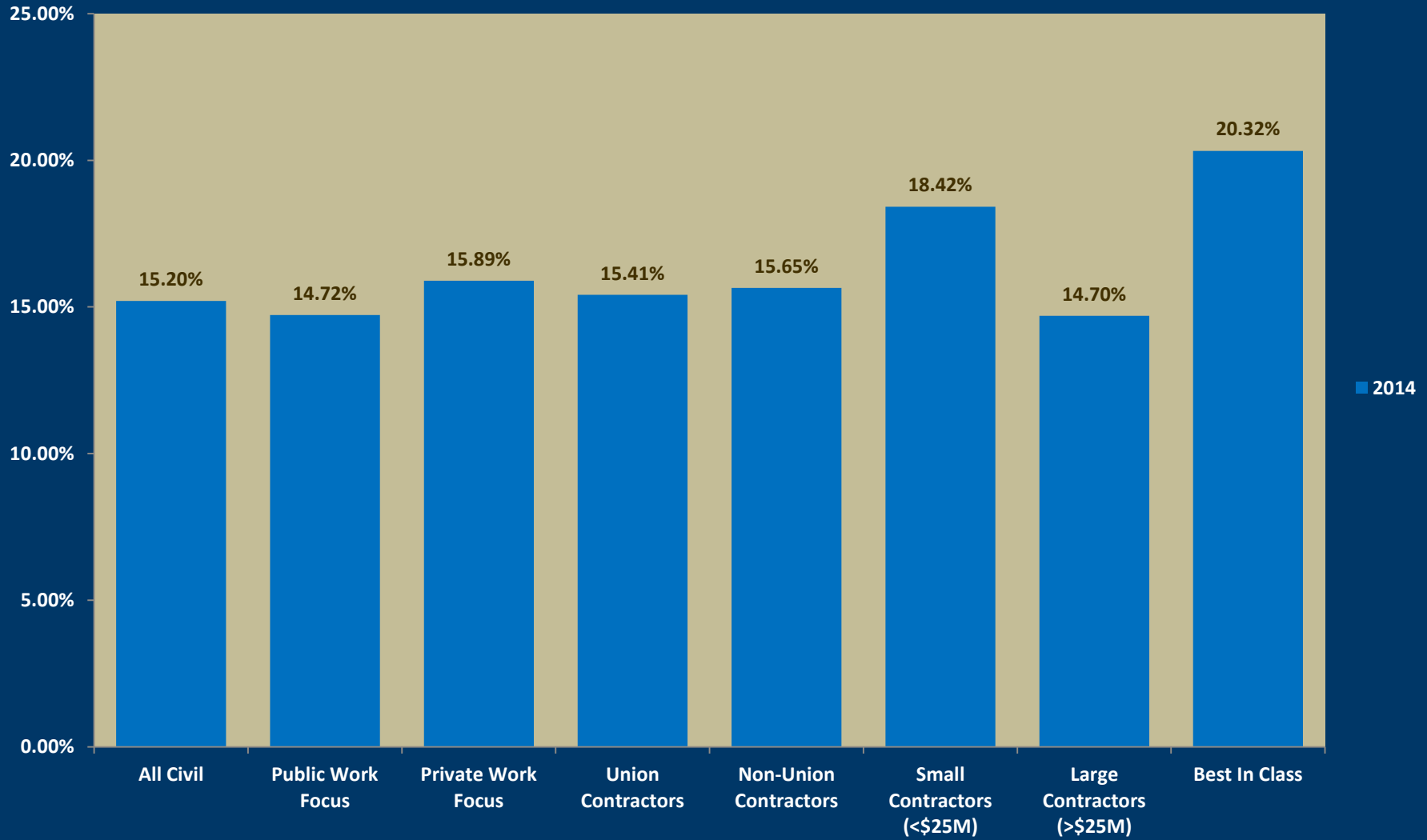
Civil Contractor –Gross Profit Comparison



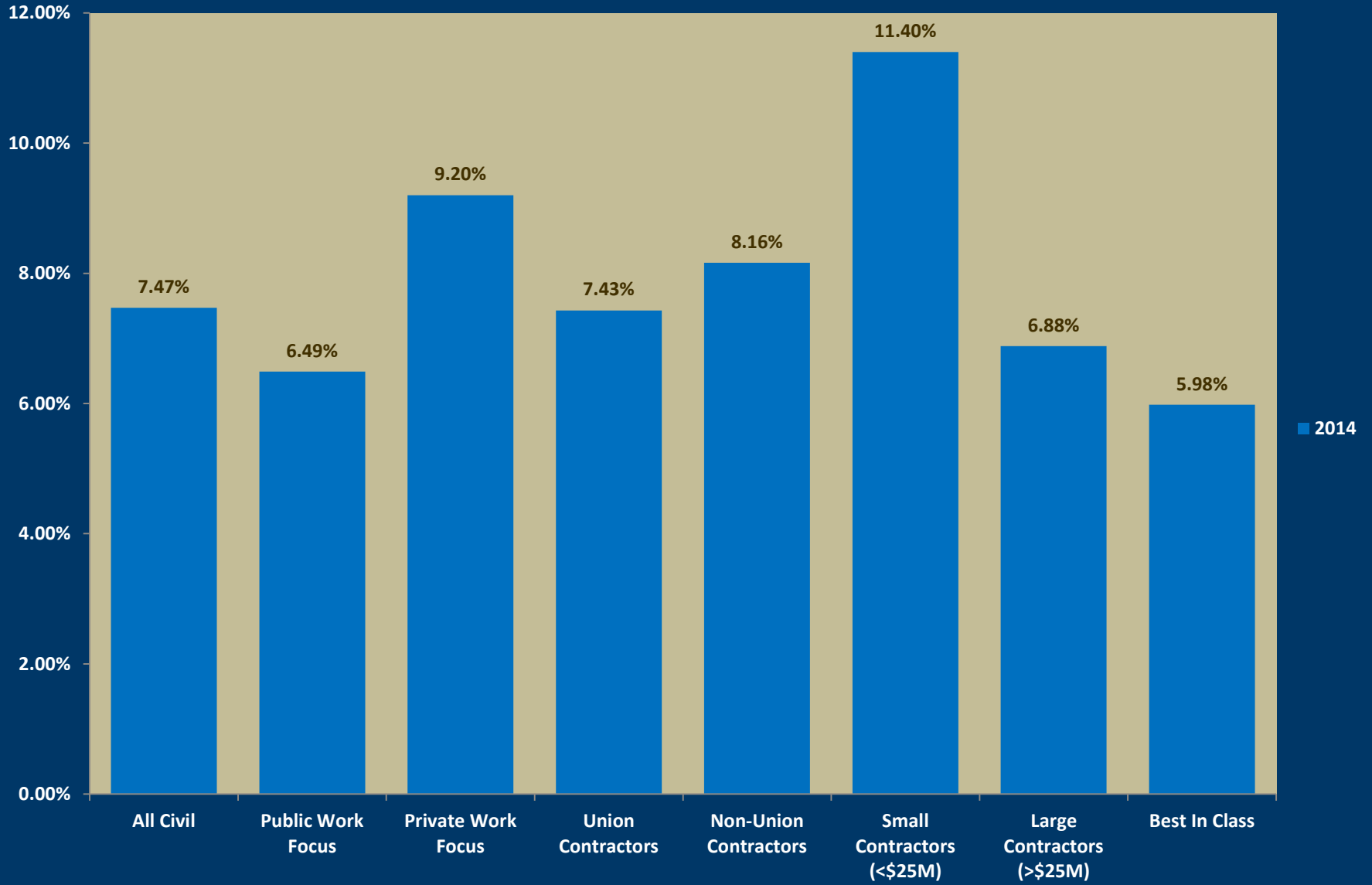
Civil Contractor –Gross Profit Comparison



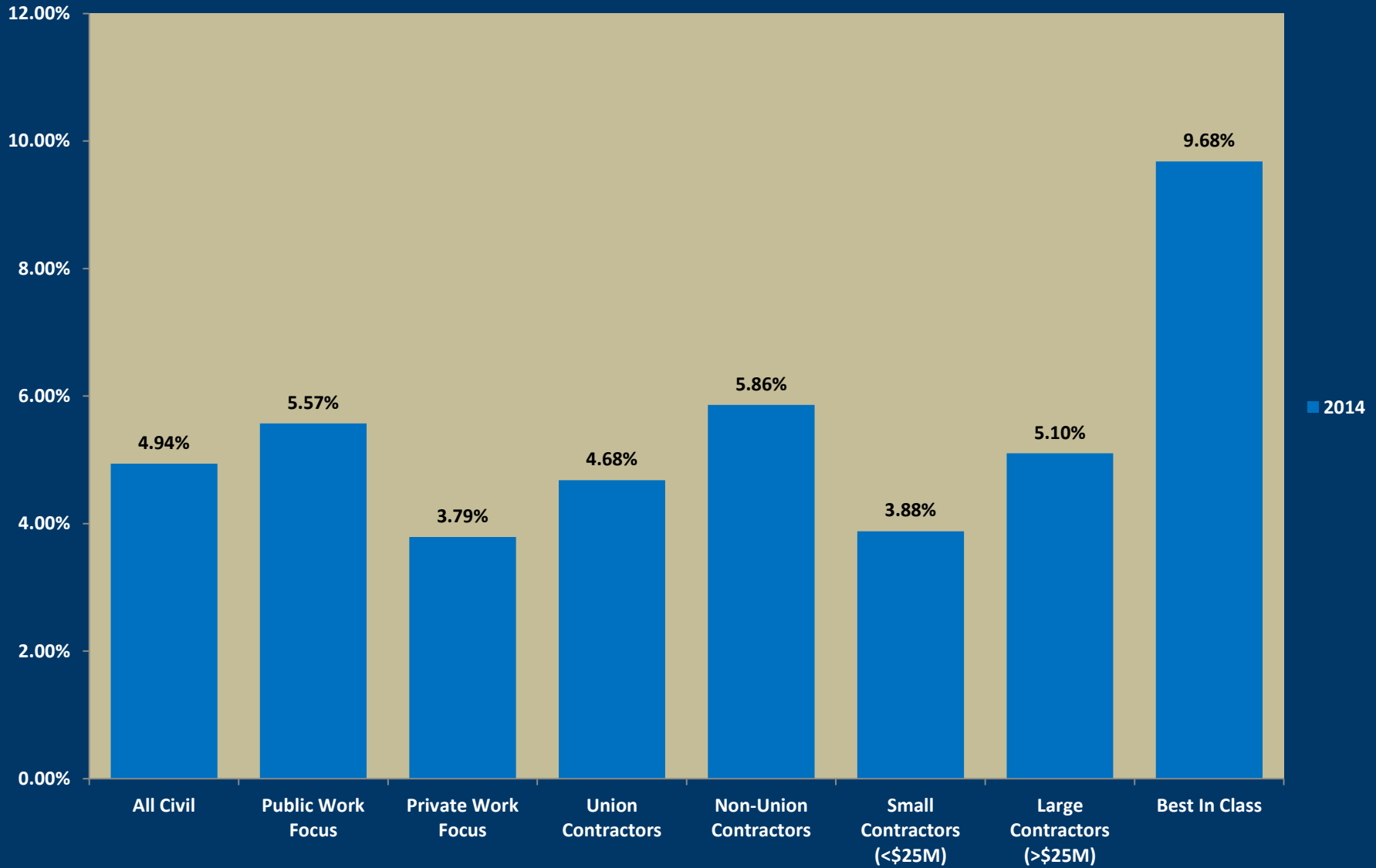
Civil Contractor – Margin on Self-Performed Revenue



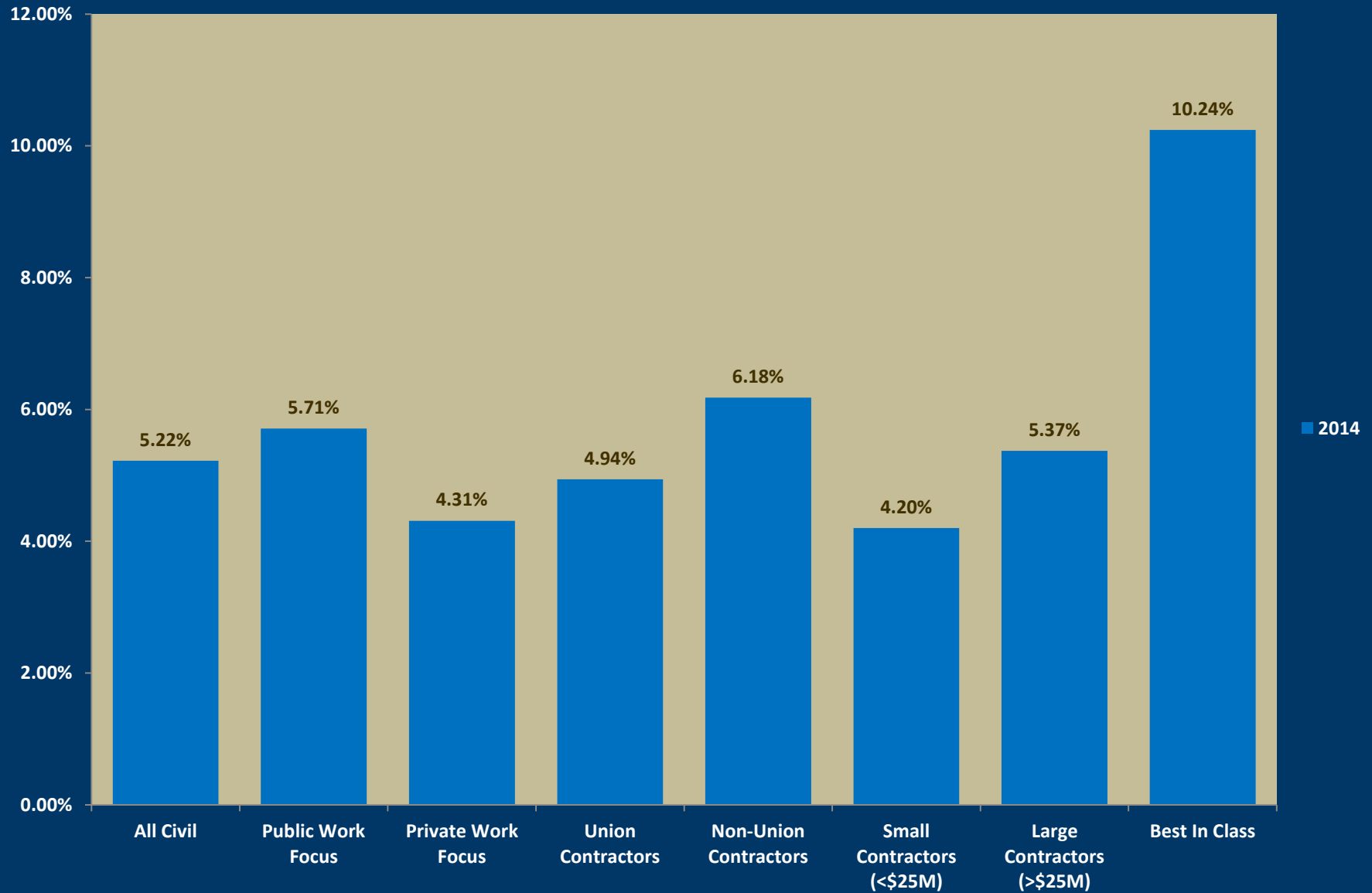
Civil Contractor – SG&A as a % of Revenue



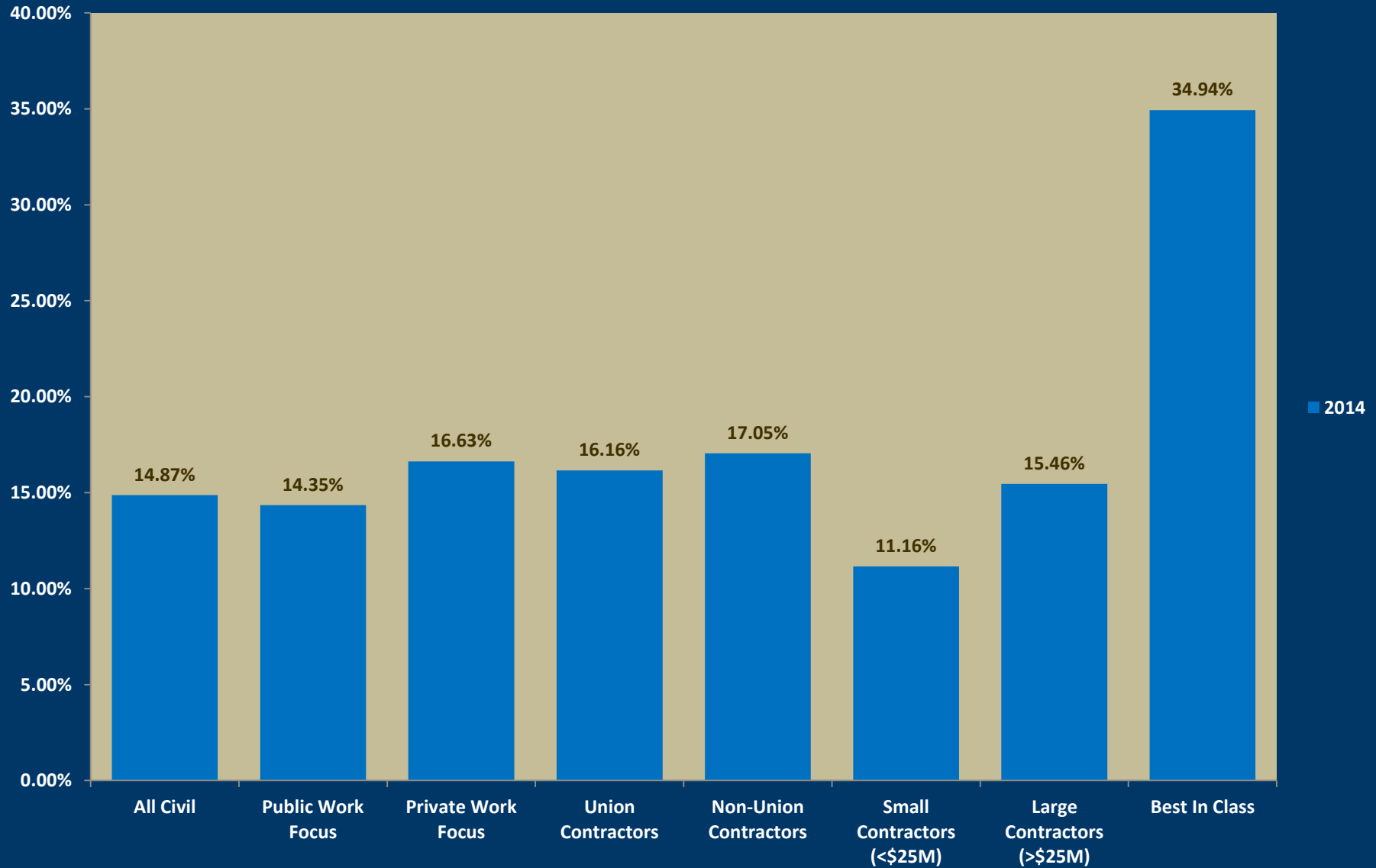
Civil Contractor – Pre-Tax Income as a % of Revenue



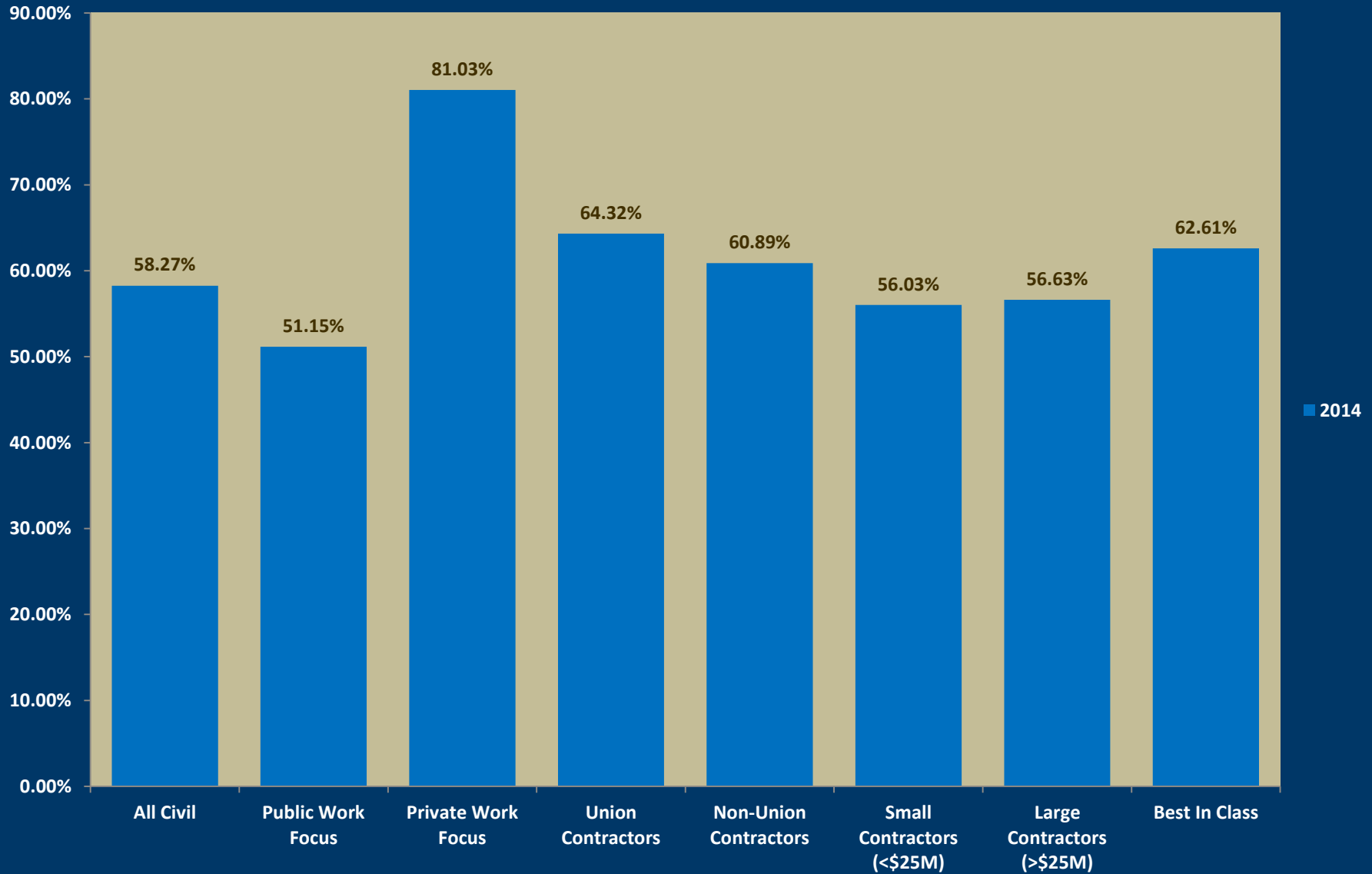
Civil Contractor – EBIT as a % of Revenue



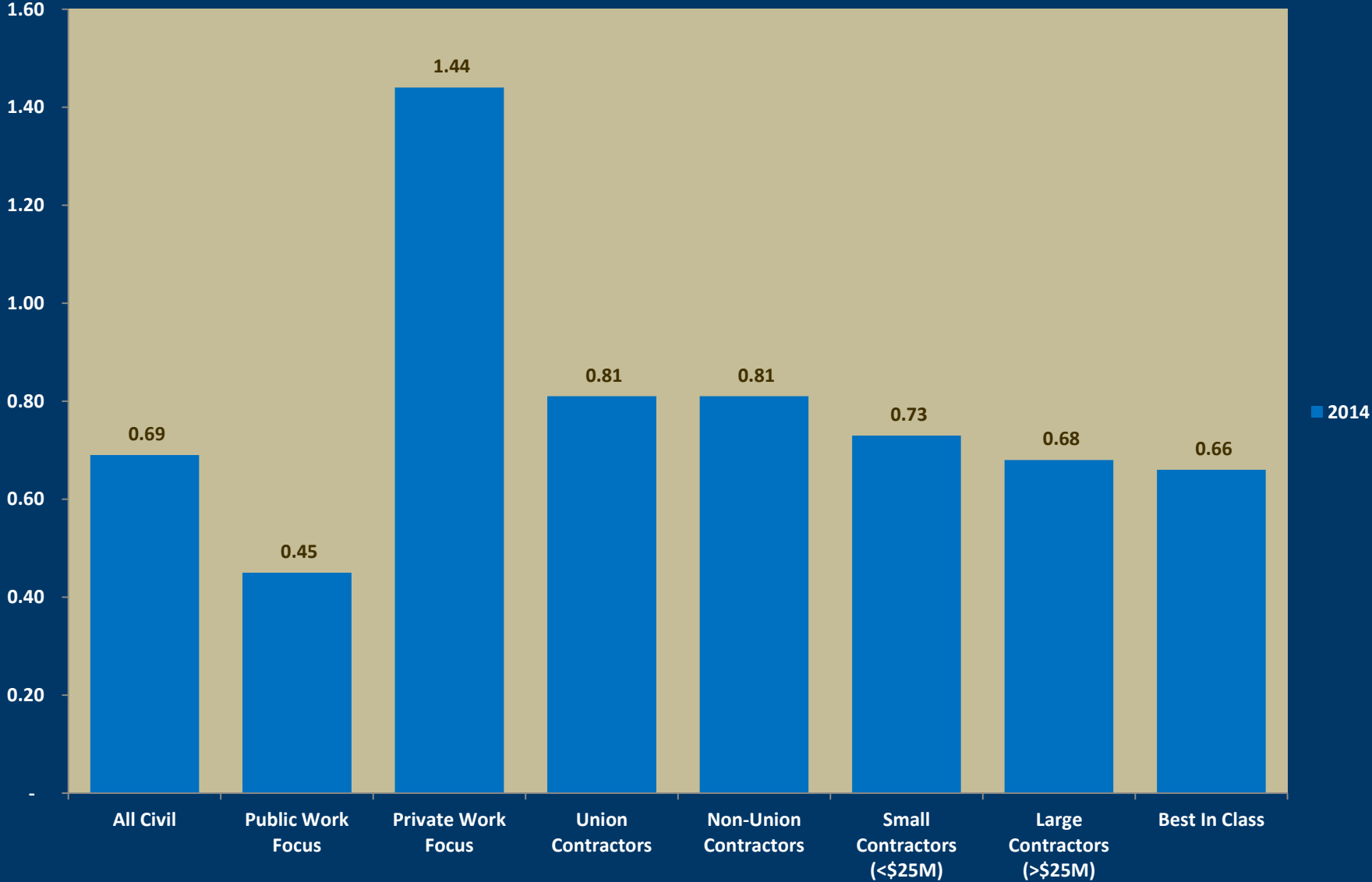
Civil Contractor – Pre-Tax Return on Equity



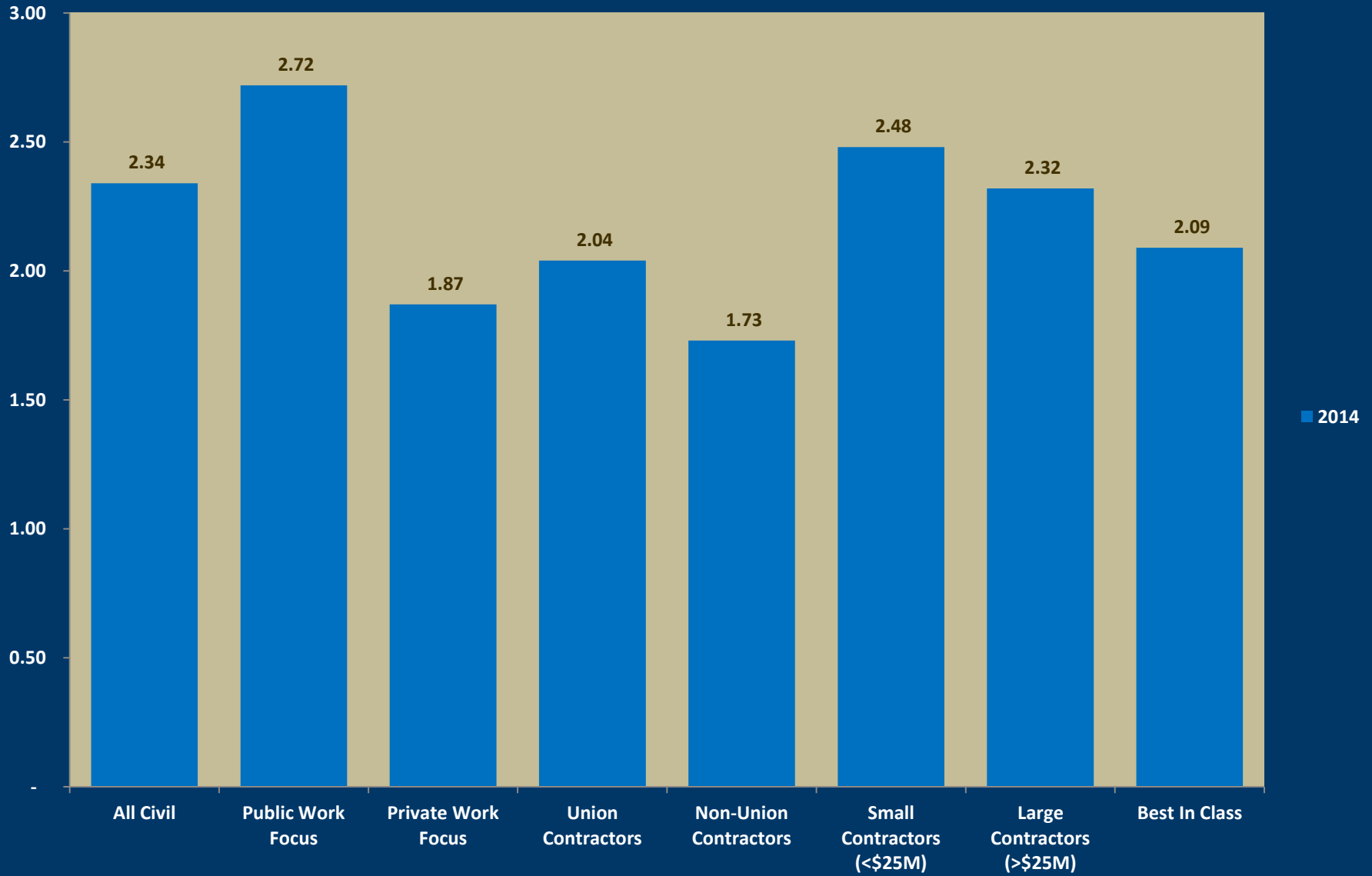
Civil Contractor – Fixed Assets to Net Worth



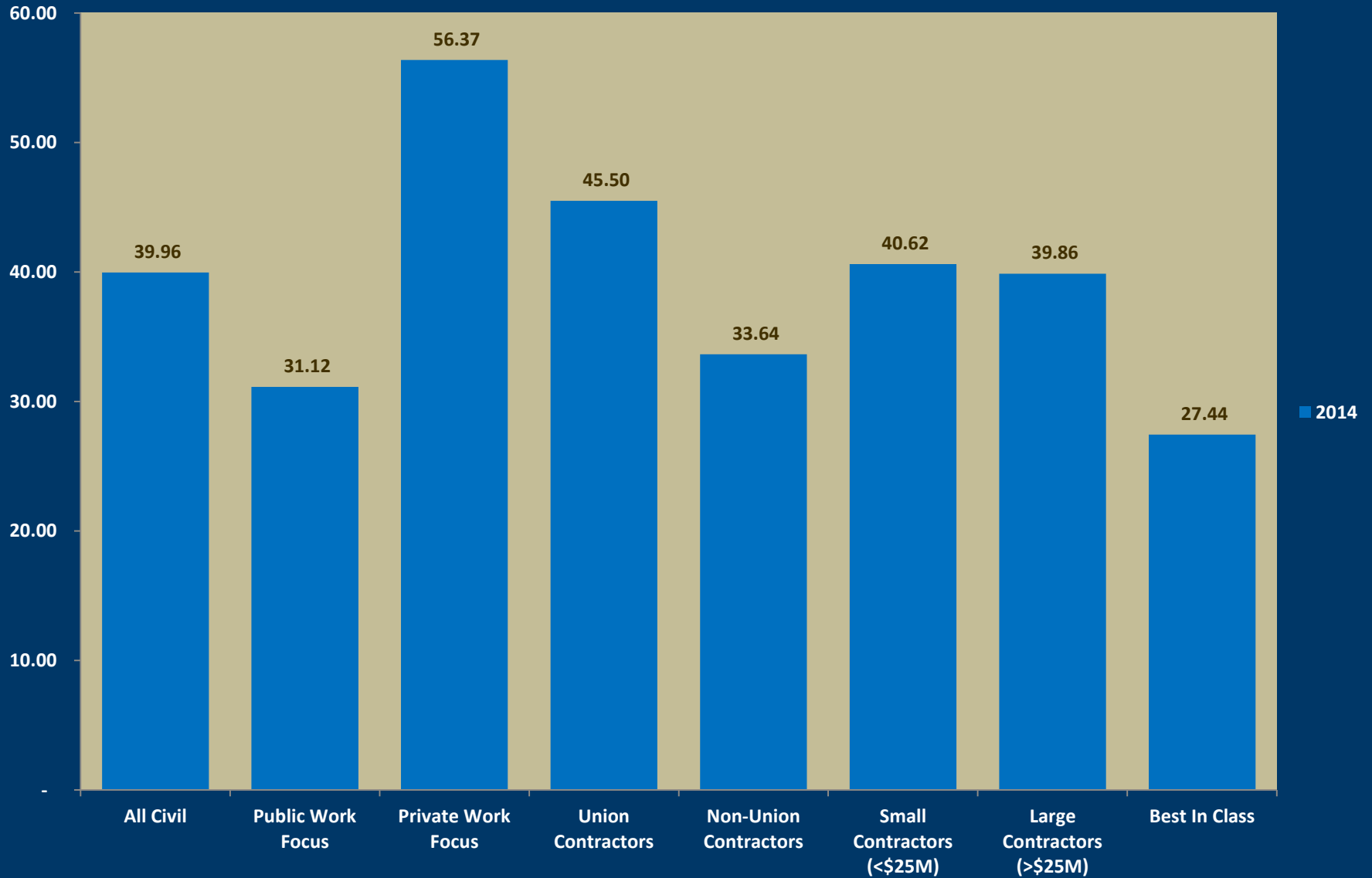
Civil Contractor – Debt to Equity



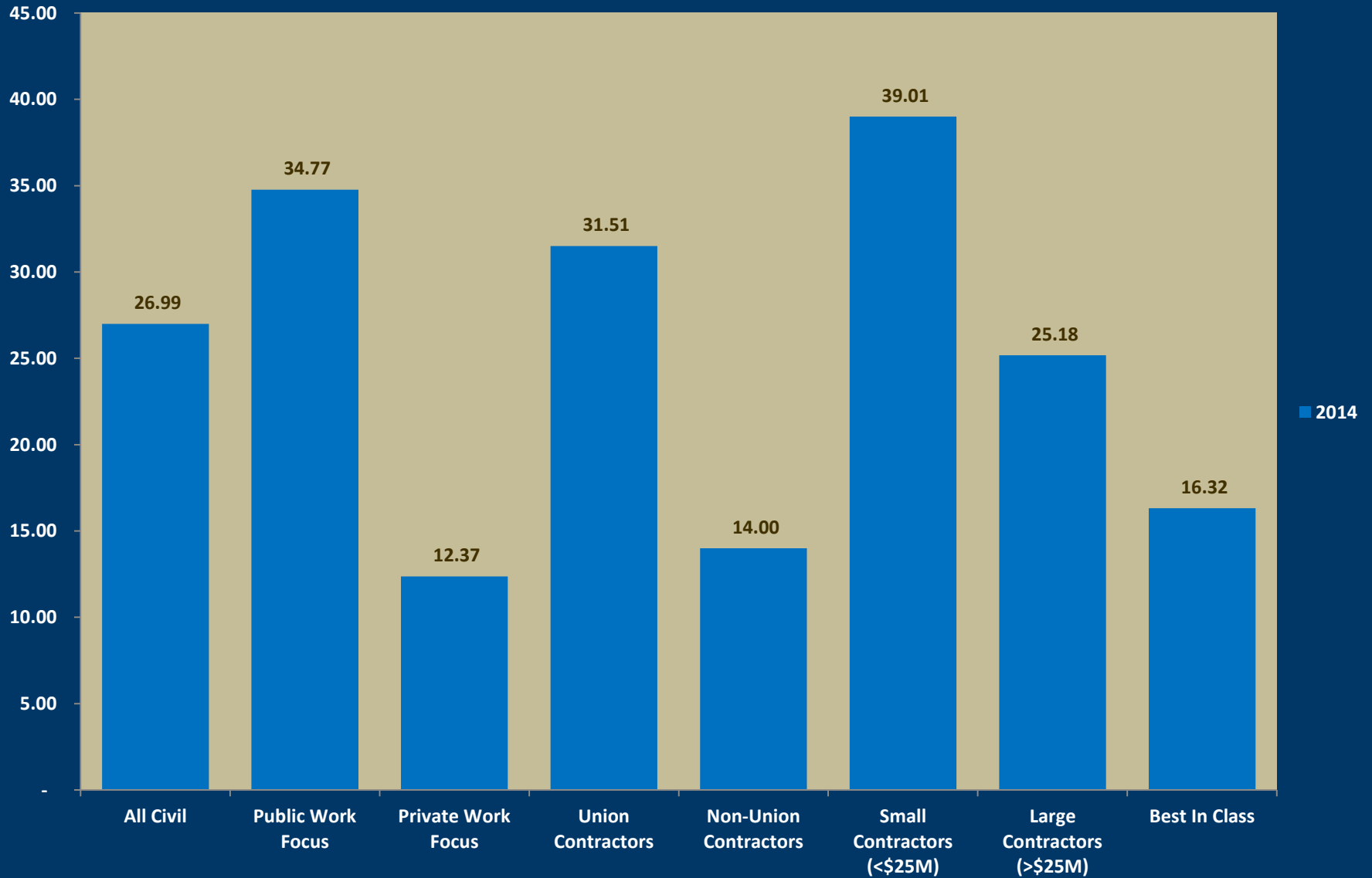
Civil Contractor – Current Ratio



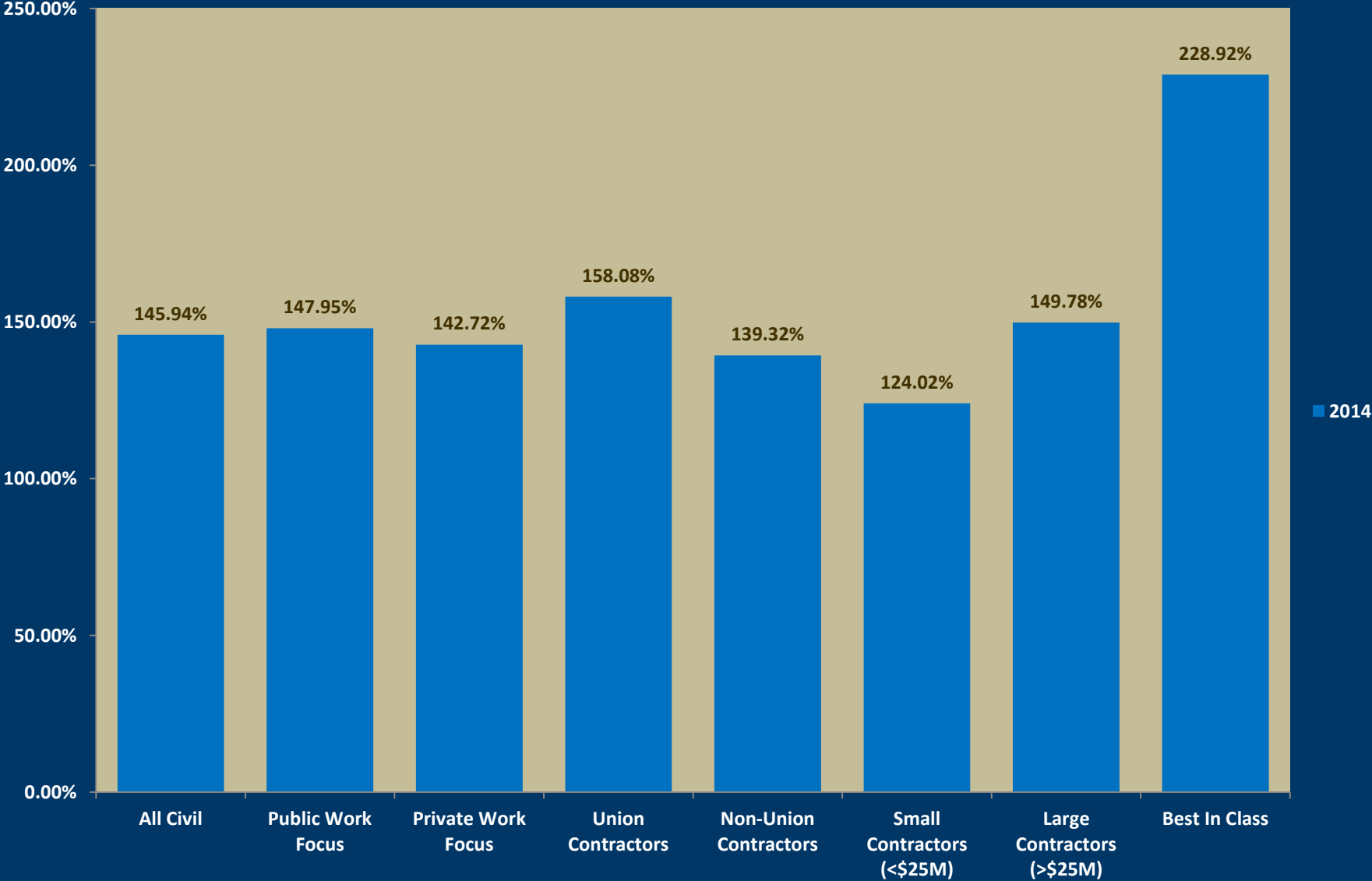
Civil Contractor – Days in A/R (Excluding Retainage)



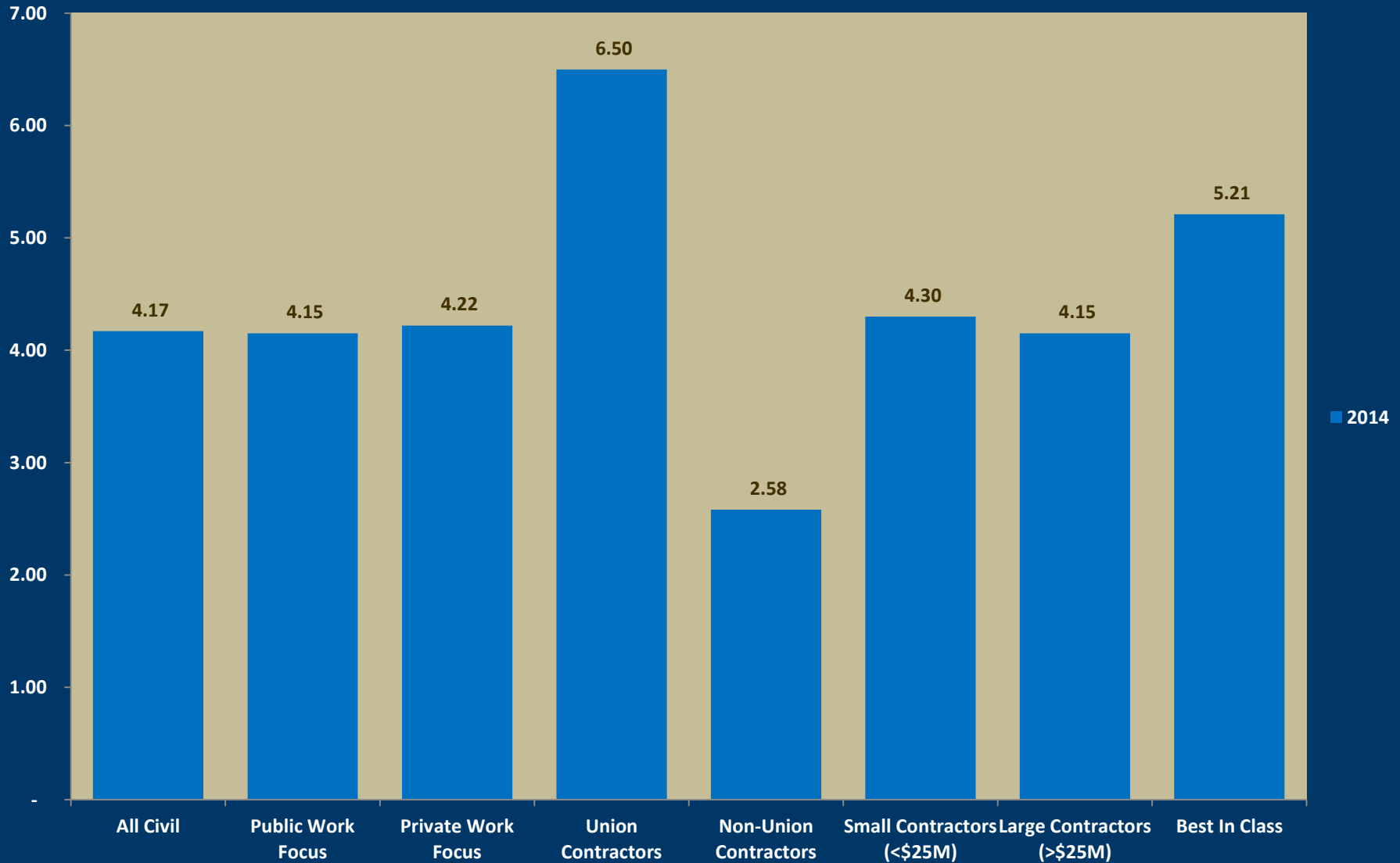
Civil Contractors - Days in Cash

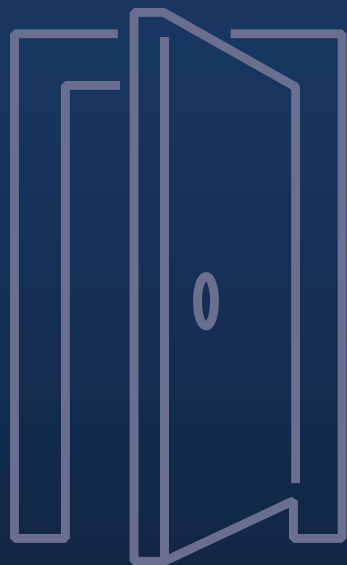


Civil Contractor – Equipment Purchase as a % of Depreciation Expense



Civil Contractor – Months in Backlog





Craig W. Olsen, CPA, CCIFP
craig.olsen@CLAconnect.com
715-852-1150

CLAconnect.com