

Excerpt from

What It's Worth:
**Valuing
Paving
Contractors**

What It's Worth:
Valuing Paving Contractors

A BVR SPECIAL REPORT



What It's Worth

111 SW Columbia Street, Suite 750, Portland, OR 97201-5814

503-479-8200 • www.bvresources.com



What It's Worth

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Introduction

When looking to appraise or value paving companies, there are many unique factors to consider that set this industry apart from others. There is the seasonality of the business, which often means cash flow can be very low to nonexistent in the winter and pick up in the spring and summer months. Also companies must follow specific requirements to be able to bid on contracts from federal, state, and local governments, as well as contracted set asides for businesses owned by women, minorities, and veterans. There are even special rules for determining what qualifies for these ownership types.

In this BVR special report, *What It's Worth: Valuing Paving Contractors*, you'll get advice from top experts who value paving companies and work with this industry daily. You'll read the story of an appraiser who decided to become a paving company owner herself and also learn the terminology that is unique to the paving industry and how it influences valuation. You'll learn the specifics of how different types of paving contracts and jobs influence value, as well as how paving companies use partnerships and seasonal employees. Further, the report provides valuation multiples that can help you benchmark the value of a paving company.

Whether you're looking to buy, sell, or value a paving contractor business, it's important to consider paving company valuation from a number of different angles, from special considerations in valuing a paving company to how to cash out. This special report will help you do just that. After reading this report, you'll see a smooth road ahead when valuing paving companies.



Scott Kraft, Editor
Business Valuation Resources

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- Mergerstat Review & Mergerstat Review Monthly
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- Valuation Handbook – U.S. Guide to Cost of Capital
- Valuation Handbook - U.S. Industry Cost of Capital
- Valuation Handbook – International Guide to Cost of Capital
- Valuation Handbook – International Industry Cost of Capital
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