Dedicated Service Exclusively for the Built Environment

FMI Corporation, with its registered investment banking subsidiary, FMI Capital Advisors, is a management consulting and investment banking firm exclusively serving the Built Environment. Our deep market knowledge, strong technical expertise, and unparalleled network of industry relationships enables us to maximize value for our clients.

The industries we serve include:

- Architecture, Engineering & Environmental Services
- Building Products
- Contractors
- Construction Materials
- Energy Service & Equipment
- Energy Solutions & Cleantech
- Utility Transmission & Distribution

Our Services

Our business valuation practice is part of the services of our Investment Banking Group. In addition to performing valuations, this group represents buyers and sellers in acquisition proceedings.

FMI combines advisory experience with industry-focused knowledge and relationships in developing defensible valuations for our clients.

Other services we offer include:

- Sell-Side Advisory
- Buy-Side Advisory
- ESOP Feasibility Studies
- Private Placements of Equity and Debt
- Recapitalization Advisory
- Ownership Transfer
- Fairness Opinions

Curt M. Young, Managing Director
FMI Capital Advisors
303.398.7273
cyoung@fminet.com

Curt is a managing director with FMI Capital Advisors, FMI Corporation’s registered Investment Banking subsidiary. As a member of the Investment Banking Group, Curt assists firms with mergers and acquisitions, business valuations and ownership transfer planning. Curt manages FMI’s business valuation practice, where he performs appraisals for all of FMI’s clients in the engineering and construction industry.

Client Highlights*

- 73% Top-400 Largest Contractors
- 65% Top-200 Specialty Contractors
- 57% Top-100 Design Firms
- 56% Top-200 Environmental Firms
- 58% Top-100 CM for Fee Firms

* Based on Engineering News-Record (ENR)
FMI’s Business Valuation Practice

FMI’s business valuation practice provides valuation services to the engineering and construction industry for a variety of reasons including:

- Stock Ownership Plans (ESOPs)
- Mergers & Acquisitions
- Transaction Fairness Opinions
- Estate & Gift Tax Planning and Filings
- Shareholder Buyouts
- Minority Stockholder Disputes
- Marital Dissolution
- C to S Corp Conversion
- Buy/Sell Agreements
- Succession Planning
- Stock Option & Stock Grant Plans
- Goodwill and Intangible Asset Impairment Tests
- Business Interruption/Damage Assessment Tests
- Bankruptcy & Solvency Opinions
- Personal Financial Management

Valuation Approaches

In determining the value of an engineering and construction company, FMI utilizes the three methodologies commonly considered in the appraisal profession to arrive at the value of a business: the Asset Approach, Income Approach and Market Approach.

- The Asset Approach assumes that the worth of a company is best represented by the value of its underlying assets.
- The Income Approach assumes that the value of the business is best estimated by the present value of the future benefits (cash flow or earnings) generated by the business.
- The Market Approach entails making comparisons to guideline public companies or utilizing relevant industry transaction data and knowledge to make a determination of value.

FMI’s experience in representing buyers and sellers of engineering and construction companies gives us a unique, real world understanding of mergers & acquisitions in the industry.

Depending on the purpose of the valuation, the standard of the value used, and the block of stock to be valued, FMI weights the value estimates derived from the three valuation approaches to determine our final estimate of value.
Unique Differentiators
FMI’s uniqueness and ultimate credibility in its valuation services is based on its industry specialization and extensive experience in buying and selling engineering and construction companies through its investment banking services.

- The expertise needed to appropriately value companies in one industry can significantly differ from the expertise needed to value companies in another industry.
  - Even if an appraisal firm is highly capable from a technical standpoint, they may come up with a value that is too high or too low because they do not have a strong working knowledge of the industry and the acquisition transactions that take place within it.

- Having your company valued by a firm with an intimate knowledge of the industry helps to insure that the value derived is reasonable, fair, and defensible for the purpose intended.

- In the process of performing the valuation, FMI’s appraisers will also offer their advice on ways to enhance the operational and financial aspects of your business based on their experience and expertise in the construction industry.

Recent Representative Valuation Clients*
- $700M General Building Contractor for ESOP & internal stock transfers
- $20M Diversified Engineering Services Firm for business continuity
- $100M Commercial General Contractor for divorce
- $60M Paving & Grading Contractor for estate tax planning
- $300M General Contractor for ESOP annual valuation
- $80M Industrial & Civil Contractor for sale feasibility
- $200M Electrical Contractor for divestiture fairness opinion
- $25M Prestressed/Precast Concrete Manufacturer for gifting
- $3B Heavy Civil/Infrastructure Contractor for tax planning
- $70M Architecture & Civil Engineering Firm for ESOP & internal stock transfers
- $10M Construction Program Management Firm for internal stock sale
- $30M Interiors/Drywall Contractor for stock redemption
- $200M Structural Steel Fabricator & Erector for fairness opinion
- $1.5B Ready-Mix Concrete & Construction Materials Manufacturer for tax planning
- $300M Industrial Contractor for solvency opinion
- $80M Civil, Structural Steel Erection & Crane Rental Co. for minority stockholder dispute
- $10M Construction & Industrial Sand Mining Co. for business interruption lawsuit
- $8M Construction Machine Controls Distributor for sale negotiations
- $50M Construction Equipment Dealer for internal stock sale
- $450M Heavy Civil/Industrial Contractor for bankruptcy proceeding

*Due to confidentiality agreements with its valuation clients, FMI cannot disclose the names of companies involved.
FMI is pleased to have served as advisor on the following transactions:

- **Magnum Oil Tools** has been acquired by Nine Energy Service. The undersigned served as the exclusive financial advisor to Magnum Oil Tools in the transaction.

- **Structure Tone** shareholders, management, and employees have partnered with GIS Global Infrastructure Solutions to complete an ownership transition. GIS was recently formed by industry executives to partner with existing stakeholders to create effective ownership transitions.

- **MP Technologies** and **MP Nexlevel** has been acquired by a Privately Held Holding Company. The undersigned served as the exclusive financial advisor to MP Technologies and MP Nexlevel in the transaction.

- **GIS** was recently formed by industry executives to partner with existing stakeholders to create effective ownership transitions. GIS has been acquired by A Privately Held Holding Company.

- **William Charles Construction** has been acquired by IEA. The undersigned served as the exclusive financial advisor to William Charles Construction in the transaction.

- **BCH Mechanical Inc.** has been acquired by Comfort Systems USA. The undersigned served as the exclusive financial advisor to BCH Mechanical in the transaction.

- **Neuco** has been acquired by Centuri Corporation. The undersigned served as the exclusive financial advisor to New England Utility Construction in the transaction.

- **Mid-OHIO Pipeline** has been acquired by a Privately Held Holding Company. The undersigned served as the exclusive financial advisor to Mid-OHIO Pipeline in the transaction.

- **Donnelly Mechanical** has been acquired by ENGIE. The undersigned served as the exclusive financial advisor to Donnelly Mechanical in the transaction.

- **Oaktree** has partnered with management to acquire **MWH Constructors** from Stantec. The undersigned served as the exclusive financial advisor to Oaktree Capital Management in the transaction.

- **GIS** was recently formed by industry executives to partner with existing stakeholders to create effective ownership transitions. GIS has been acquired by A Privately Held Holding Company.

- **PECKHAM INDUSTRIES, INC.** has been acquired by ECMD DesignCraftsmanship. The undersigned served as the exclusive financial advisor to Peckham Paving Corporation in the transaction.

- **UNITY INTERNATIONAL GROUP** has been acquired by ENGIE. The undersigned served as the exclusive financial advisor to Unity International Group in the transaction.

- **ECMD DesignCraftsmanship** has acquired **Gibbs & Loomis** Partners. The undersigned served as the exclusive financial advisor to ECMD DesignCraftsmanship in the transaction.

- **CORMAN CONSTRUCTION, INC.** has been acquired by EcoFasten Solar. The undersigned served as the exclusive financial advisor to Corman Construction, Inc. in the transaction.

- **William Charles Construction** has been acquired by IEA. The undersigned served as the exclusive financial advisor to William Charles Construction in the transaction.

- **BCH Mechanical Inc.** has been acquired by Comfort Systems USA. The undersigned served as the exclusive financial advisor to BCH Mechanical in the transaction.

- **Neuco** has been acquired by Centuri Corporation. The undersigned served as the exclusive financial advisor to New England Utility Construction in the transaction.

- **Mid-OHIO Pipeline** has been acquired by a Privately Held Holding Company. The undersigned served as the exclusive financial advisor to Mid-OHIO Pipeline in the transaction.

- **Donnelly Mechanical** has been acquired by ENGIE. The undersigned served as the exclusive financial advisor to Donnelly Mechanical in the transaction.

- **Oaktree** has partnered with management to acquire **MWH Constructors** from Stantec. The undersigned served as the exclusive financial advisor to Oaktree Capital Management in the transaction.

- **GIS** was recently formed by industry executives to partner with existing stakeholders to create effective ownership transitions. GIS has been acquired by A Privately Held Holding Company.

- **PECKHAM INDUSTRIES, INC.** has been acquired by ECMD DesignCraftsmanship. The undersigned served as the exclusive financial advisor to Peckham Paving Corporation in the transaction.

- **UNITY INTERNATIONAL GROUP** has been acquired by ENGIE. The undersigned served as the exclusive financial advisor to Unity International Group in the transaction.

- **ECMD DesignCraftsmanship** has acquired **Gibbs & Loomis** Partners. The undersigned served as the exclusive financial advisor to ECMD DesignCraftsmanship in the transaction.

- **CORMAN CONSTRUCTION, INC.** has been acquired by EcoFasten Solar. The undersigned served as the exclusive financial advisor to Corman Construction, Inc. in the transaction.

---

**Denver**
210 University Boulevard
Suite 800
Denver, CO 80206
303.377.4740

**Edmonton**
Edmonton, AB
780.890.2693

**Houston**
1301 McKinney Street
Suite 2000
Houston, TX 77010
713.936.3400

**Phoenix**
7639 East Pinnacle Peak Road
Suite 100
Scottsdale, AZ 85255
602.381.8108

**Raleigh** (headquarters)
223 S. West Street
Suite 1200
Raleigh, NC 27603
919.787.8400

**Tampa**
308 South Boulevard
Tampa, FL 33606
813.636.1364

---

WWW.FMINET.COM

Copyright © 2019 FMI Corporation

Notice of Rights: No part of this publication may be reproduced or transmitted in any form, or by any means, without permission from the publisher.