

Opportunity

BN000048721 – Natural Disaster Recovery and Tree Services Company

Location: Southeastern United States



The Company consists of four entities that combine to form a residential and commercial tree removal and trimming service, with a focus on storm and disaster recovery assistance. The Company provides assistance to local governments and municipalities in the recovery and clean-up from natural disaster events. Other services provided by the Company include trash removal, debris hauling, stump grinding, lot and land clearing, as well as vegetative debris dumping and disposal. The debris is recycled into mulch which is sold to retail and wholesale customers.

Bids Invited

Key Aspects

- Over 85% of revenue is earned through disaster recovery, unmanageable volume services with the city earns approximately 10%, with tree services, debris recycling, and loader services combining to make up the remainder of revenue
- Over 20 years in the industry with established networks of subcontractors currently in place
- The Company has sufficient reserve equipment and personnel on-hand to respond to natural disaster events immediately
- The Company is able to serve the most complex projects with an extensive inventory of equipment
- Very responsive to industry demands and needs

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Reviewed	\$16,844	\$5,939	\$4,991
12/31/2021	Reviewed	\$10,208	\$2,428	\$1,487
12/31/2022	Reviewed	\$45,124	\$17,958	\$15,420
12/31/2023	Internal	\$13,773	\$5,200	\$2,854

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

Etienne Deslauriers
edeslauriers@benchmarkintl.com
(615) 924-8659

The information contained in this document is designed to enable recipients to make a decision whether to investigate the opportunity further. This document does not constitute an offer to sell or a solicitation of an offer to buy securities and is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive further details on this business, please contact Benchmark International by email or phone at the address or number provided. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

Opportunity

BN000048721 – Natural Disaster Recovery and Tree Services Company

Location: Southeastern United States



Opportunities

- Diversify recycling and distribution options to maximize revenue from left-over wood biomass
- Expand geographically to reach more governmental and municipality clients to pre-event contracts
- Diversify services offered to capture additional market share
- Network and grow the number of prime contractors that the Company works with on disaster recovery projects
- Capitalize on high potential in current operational area in the Midwest through residential and commercial tree business

Headquartered

- Southeastern United States

Real Estate

- The Company operates from a 13,500 sq. ft. facility that is located on approximately 60 acres and is owned by an affiliated entity
- Ownership expects to include the facility in the transaction

Shareholder Objectives

- All entities are fully owned by a single shareholder
- The owner is open to various deal structures and is willing to remain with the Company for a period of time to ensure a smooth transition