Opportunity

BM011470 – Landscape and Hardscape Design and Construction Company

Location: Southeast U.S.

BENCHMARK INTERNATIONAL

The company offers end-to-end solutions for landscape and hardscape construction, irrigation services, and lawn maintenance for commercial and residential projects. The company also offers innovative design and installation of outdoor lighting, outdoor living amenities such as outdoor kitchens, and snow/ice removal services.

Bids Invited

Key Aspects

- The company features turnkey operations with key managers
- The owners have developed a strong brand with an excellent reputation for high-quality results
- The company is located near high-growth metropolitan areas that provide robust demand for the company's services
- 41% of revenue comes from subscription-based maintenance services
- The company offers a wide scope of end-to-end service offerings thanks to the deep level of staff expertise, giving the company numerous up-selling opportunities
- The company is approached daily with opportunities to bid on projects, both small and large

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA* '000
12/31/2018	Internal	$699	$226	$107
12/31/2019	Internal	$756	$222	$136
12/31/2020	Internal	$675	$153	$18
8/31/2021	TTM	$562	$121	$39

* Earnings before interest, tax, depreciation and amortization (non-cash items)

In order that we may obtain our client's permission to release the Information Memorandum, please register your interest by completing the Non-Disclosure Agreement (including the Acquisition Profile) and return to:

William Sullivan
wsullivan@benchmarkintl.com

The above information is designed to enable recipients to make a decision whether to investigate the opportunity further. It 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 full details on this business, please contact Benchmark International either by email, post or fax to addresses or number given below. 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.

Benchmark International | 4030 West Boy Scout Blvd | Suite 500 | Tampa | FL | 33607 | T: 1 813 898 2350 | F: 1 813 280 9871

Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC

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Opportunities

- Increasing marketing efforts through sales personnel would expand the company's customer base
- High rate of regional growth in residential and commercial construction provides numerous opportunities to partner with developers
- Growth has intentionally been kept at bay as owners are approaching retirement and are looking for a quick sale, so buyers can quickly jump in and rapidly expand operations
- There are synergistic opportunities for construction, property management, single or multi-faceted businesses
- The company's online presence can be improved by redesigning the company's website

Headquartered

- North Carolina

Current Markets

- The company services commercial and residential projects across North Carolina

Real Estate

- The company operates from a 1,200 square foot office facility and a 2,000 square foot warehouse on a six acre parcel of land leased from an affiliated entity. There is ample room for expansion. The premises are not included in the sale of the company, but the affiliated entity is willing to negotiate a rental agreement.

Shareholder Objectives

- The owners are seeking a full sale of their company for retirement purposes. Upon acquisition, they are willing to stay for a transition period as needed.

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