

# Opportunity

## BN000040321 – Commercial Landscaping Business

Location: Mid-Atlantic, US



The company is a commercial grounds landscaping business with 32 years of operating history. The company's core services include landscaping maintenance, landscaping enhancements, arbor care, and snow removal.

## Bids Invited

### Key Aspects

- Revenue and adjusted EBITDA grew at a compound annual growth rate (CAGR) of 29.2% and 34.6%, respectively, from 2019 through the trailing-twelve-months (TTM) ending May 31, 2022
- Outstanding reputation built over the company's 32 years of operating history
- Strong recurring revenue stream through service contracts
- Licensed and insured to perform chemical and fertilization services

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Internal	\$2,802	\$1,124	\$507
12/31/2020	Internal	\$2,675	\$995	\$315
12/31/2021	Internal	\$4,593	\$1,295	\$998
5/31/2022	TTM	\$5,202	\$1,676	\$1,039

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

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### Opportunities

- Geographic expansion throughout the Mid-Atlantic
- Update the company's website to become search engine optimized (SEO) to reach more potential customers
- Increase service offerings to capture new clients
- Expand scope of clientele to include residential markets

### Headquartered

- Mid-Atlantic, US

### Current Markets

- The company serves commercial businesses and government facilities in the surrounding areas of its headquarters, including two major cities

### Real Estate

- The company operates from a 3,000 sq. ft. office on 4.5 acres of land leased from an affiliate entity
- The owner is open to selling the property with the company or entering into a long-term lease

### Shareholder Objectives

- The company is owned by a single shareholder, who is the active president of the company
- The owner is seeking retirement but is willing to remain with the company for a transitional period following a sale

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