

Opportunity

BM020732 – Commercial Landscape Maintenance

Location: Southeast, US



The company is a commercial landscaping business serving clients the Southeast. The company specializes in maintenance and installations and has a diverse customer base of roughly 100 active accounts.

Bids Invited

Key Aspects

- Revenue and adjusted EBITDA have grown at compound annual growth rates of 12.4% and 7.3%, respectively, from 2019 through 2022
- Average adjusted EBITDA margin of 21.3% from 2019 through 2022
- Diverse customer base includes work for national-commercial property-management companies
- Well-established company that has operated for two decades
- Experienced workforce

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Tax Returns	\$2,095	\$1,290	\$451
12/31/2020	Tax Returns	\$1,957	\$1,103	\$369
12/31/2021	Tax Returns	\$2,396	\$1,402	\$624
12/31/2022	Tax Returns	\$2,974	\$1,580	\$557

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

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Opportunities

- Create a website to market services
- Capitalize on new client accounts
- Geographic expansion
- Expand service offerings to capture new clients

Headquartered

- Southeast, US

Current Markets

- The company serves clients in the surrounding areas of its headquarters, which is located in the Southeast, US.

Shareholder Objectives

- The owners feel the company is in its prime with a client base that can easily be expanded upon
- Having built the business from the ground up, the family is ready to hand the company over to a larger ownership team with broader experience
- One owner is approaching retirement and would like to transition his focus outside the landscaping business
- The other owner has an existing business, unrelated to the company, that he would like to invest his time into and grow
- Both owners are seeking a full exit from the company

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