

# Opportunity

## BN000050378 – Landscape and Holiday Lighting Design and Installation Company

Location: Southern United States



The company is a full service landscape, architectural, and holiday lighting company specializing in residential and commercial design, installation, and maintenance of outdoor lighting systems. The company is a franchisee of a company in the outdoor living industry.

## Bids Invited

### Key Aspects

- The company has built a sterling reputation and has provided its services for over 35 years
- Management indicates the company has over 1,000 recurring revenue contracts in place providing maintenance to installed landscape lighting systems
- The ability to serve both commercial and residential clients provides the company a diverse client base with minimal customer concentration
- The company has a strong adjusted EBITDA CAGR of 12.2% from 2020 to the TTM ending June 30, 2023

### Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2020	Internal	\$2,601	\$1,637	\$346
12/31/2021	Internal	\$2,921	\$1,793	\$419
12/31/2022	Internal	\$3,027	\$1,905	\$442
6/30/2023	TTM	\$3,027	\$1,883	\$462

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

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## Opportunities

- Expand to additional local markets and target affluent neighborhoods in the Southern region
- Capitalize on new product sales such as colored landscape lighting and permanent holiday lighting
- Establish a marketing approach and campaign to promote the positive effects of LED lighting compared to traditional lighting in order to increase sales in the LED upgrades service offering

## Headquartered

- Southern United States

## Current Markets

- The company services residential and commercial clients seeking landscape lighting design and decoration in the Southeast United States region

## Real Estate

- The company operates from a 5,700 sq. ft. office and warehouse facility leased from an affiliated entity with room to grow in the current location
- The owner is willing to entertain including the real estate in the sale with the company

## Shareholder Objectives

- The company is owned by a single shareholder
- The owner is seeking a partner to run the business operations of the company, while the owner focuses on managing business development and sales opportunities

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