

FOR SALE: Most Well Run Soft and Hard Landscaping Business with \$10M in Revenue

3 Million in 2023 Contracts: Lawn Care Maintenance & Landscaping: Reoccurring Clients + HOA's!

Financial Overview

List Price: \$6,800,000

Gross Sales

TTM Thru Sept	2022 Ann.	2021
\$9,753,192	\$9,753,192	\$8,067,127

Cash Flow

TTM thru Sept	2021
\$1,691,487	\$726,800

- **Profit Margin:** 16%

Valuation: TTM thru Sept Cash Flow x Multiple = Valuation
 \$1,691,487 x 4 = \$6,765,948

Assets Included in Purchase: \$4,774,765

Vehicles: \$1,904,702 (41 Trucks & 37 Trailers)

Equipment: \$1,738,259 **Inventory:** \$510,157

A/R: \$1,044,170 **A/P:** \$422,523

Working Capital: \$621,647

2023 Backlog: Already \$3,000,000 committed

Business Information

Services: 40% Hardscape Services including pavers and retaining walls, 35% Pool Construction including landscape pool design and installation, water features, and fire pits, and 25% in Maintenance in both the commercial & residential sectors. Snow is less than 1% of revenue. Unlike most landscaping companies, they are not snow dependent!

Service Area: Omaha NE (85%) and surrounding areas (15%) including Lincoln, Wahoo, Fremont, Blair, and Council Bluffs

Clients: 800+: High-end residential homeowners (55%) and commercial businesses (45%). The residential client base has a 98% retention rate!

Lease: 60x60 shop and a 40x30 office. Ongoing rent of \$6,000/month included in cash flow.

Reason for Selling: Family health concerns

Personnel: 3 Division Managers, 1 Estimator, 1 Mechanic, 1 Office Manager/Controller, 1 Yard/Shop Manager, and 20 crews totaling to about 50 laborers.

Seller Training Period: 1-2 years

Current Owners' Responsibilities: Business oversight & management, replacement accounted for in cash flow.

Year Established: Over 20 years

Location: Omaha, NE

Funding Example

Purchase Price: \$6,800,000

10% Buyer Down Payment	\$680,000
10% Seller Financing	\$680,000
10% Equity	\$680,000
70% Bank Loan	\$4,760,000

***Loan Over 100% Collateralized**

Description

This company is stacked with 3 Divisional Managers, an entire administrative staff plus 20 crews consisting of 50 skilled laborers. This is not your typical landscape "Mom and Pop" type of business! The company has \$4.7M in assets which makes the buyers bank loan 100% collateralized! They have 5 years of year-over-year growth and the trailing twelve months of sales is over 10 million with 3 million in committed contracts for 2023. Their hardscape services consisting of retaining walls & pavers makes up 40% of their revenue. The pool division is 35% which includes pool design, landscape and water features. The remaining 25% is in reoccurring weekly maintenance for HOA's, and both residential and commercial clients. This division has 800+ high-end residential homeowners on their list and boasts a 98% retention rate! After more than 20 years in business unfortunately, the owner is selling to have more time to focus on some health concerns in his family. He has offered a transition period of 1-2 years to ensure a smooth transfer of ownership for both the buyer and his staff.

The current owner has offered to carry or roll equity for up to 20% of this purchase to establish his ongoing vested interest in the success of the business and as a show of good faith. All of the certifications needed (licensed contractor, sprinkler contractors, lawn and paving certifications) are held by the business or current employees, not the owner. Priced at **\$6,800,000** this business has a solid team, client base, and local reputation that any entrepreneur could build with. There is absolutely no marketing in place, all business is based on reputation, and they also have much more capacity with their current location and fleet.

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