



14300 N Northsight Blvd #126  
Scottsdale, Arizona 85260  
480 278 5930

E Mail: [msmock@business-buyer-directory.com](mailto:msmock@business-buyer-directory.com)

Business Buyer Directory, LLC refers established companies for sale with > \$1MM EBITDA, all industries, for a nominal, buyer paid, "success only" referral fee, paid only if purchased. There is no cost or obligation to pursue this company for sale.

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## LANDSCAPE CONSTRUCTION & MAINTENANCE SERVICES Midwest USA

2020 Revenue Est. \$18,000,000  
2020 EBITDA Est. \$1,300,000

The Company is a large-scale, full-service landscape company serving the commercial, public, and residential sectors. The Company offers start-to-finish project services, including design, construction, and maintenance for its high-quality landscaping. In addition to these large-scale projects, the Company also offers its customers ongoing maintenance contracts. The operates from a 12,000 square foot shop and office that serves as its headquarters and has a second location that functions as a nursery which includes 3,000 square foot pole barn and 12 acres of land.

### INVESTMENT APPEAL

- **Contract Backlog:** The Company's contract backlog totaled \$10 million as of May 2020.
- **Diversified Customer Base:** No single customer accounted for 8% or more of revenue in 2019.
- **Multi-year Contracts:** The Company has contracts extend over multiple years offering consistent recurring revenue streams that bolster the bottom line.
- **Diversified Customer Industries:** The Company serves diversified client markets including customers in both the public and private sectors, and spanning across industries such as automotive, education, and construction.
- **Experienced & Knowledgeable Management Team:** The Company is structured optimally with highly-qualified and reliable management such that it can run well without owner's presence.
- **Strong Net Working Capital (NWC):** In 2019, adjusted current assets were approximately \$4,847,000 and current liabilities were \$1,669,000.

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