

Available for Acquisition #201104

Premier Residential Landscape Company

The Company is a leading landscape architecture and construction company located in Washington state. The Company's core competencies are design, construction, and complete maintenance services. The Company offers 'one-stop shopping' for discerning customers who appreciate great landscape design, superior construction, and fine gardening services. Its primary market is residential homeowners, who are affluent professionals within the community.

Investment Highlights

- **Superior Brand & Reputation.** The Company has built a brand that embodies creativity, integrity, customer service, and the highest quality product.
- **Prime Regional Market.** The Company is well positioned in one of the highest growth regions in the country. Its physical location is rich with target customers, including neighborhoods that house numerous technology, financial, legal, and medical professionals.
- **Industry Related Forecasts.** Due to multiple factors, including the pandemic and the housing market, demand for residential landscape architecture services is steadily increasing.
- **Impressive Project Pipeline.** The Company has many prospects in the works and receives unsolicited project requests weekly. These projects always keep the pipeline strong year-round.
- **Loyal Customers.** The Company has a high customer lifetime value - customers continuously return to solicit new projects of different types or ongoing maintenance work. The Company has built such strong relationships with its customers that it extends over generations, with the Company now working with previous clients' children.

Growth Opportunities

- Maintenance Service Expansion to Meet Current Demand
- Expand into Commercial & Institutional Work
- Geographic Expansion Into the Rest of Washington State
- Increase Networking Efforts with Strategic Allies
- Expand Service Offering in Current Divisions
- Develop Brand Partnerships as a Marketing Initiative
- Add a New Division

75% Average Gross Profit Margin in years 2018 – 2021E.

25% Average Adj. EBITDA Margin in years 2020 & 2021E.



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Summary Financial Information

	2018	2019	2020	2021E
Sales	\$3.14M	\$3.44M	\$2.92M	\$3.32M
Gross Profit	\$2.34M	\$2.61M	\$2.21M	\$2.48M
EBITDA (adj.)	\$0.57M	\$0.72M	\$0.72M	\$0.82M

Contact Information

For more information, please contact:
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Interested parties should execute the attached Non-Disclosure Agreement (NDA) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (CIM).
NDAs and CIM requests should be submitted to:



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