

FOR SALE: Pavers & Retaining Walls with Commercial Lawn Care Maintenance

Loan is 100% Collateralized + After Loan Payment, Buyer Profit is over 550K!

Financial Overview

List Price: \$6,300,000

Gross Sales

2023 Projections	2022	2021	2020
\$12,000,000	\$10,384,367	\$8,067,127	\$6,854,865

Cash Flow

2022	2021	2020
\$1,362,998	\$750,200	\$571,364

2023 Backlog: Already \$6,080,000 committed which is up \$500,000 from this time last year!

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

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

Equipment: \$1,738,259

Inventory: \$510,157

Working Capital: \$621,647

Business Information

Personnel: 55: 3 Division Managers, 1 Estimator, 1 Mechanic, 1 Office Controller, 1 Yard/Shop Manager, and 20 crews totaling to about 50 laborers.

Facility: Large layout with gorgeous design for a "Hands on" showroom approach on a private 24-acre development with a nursery. 60x60 shop and a 40x30 office.

Services: 40% Hardscape Services including pavers and retaining walls, maintenance is 30% in both the commercial & some Homeowner Associations, 30% Pool Development including landscape, pool design, water features, and fire pits, and snow removal is less than 1% of revenue.

Clients: 800+: Recurring clients with a 98% retention rate! It's close to 50% commercial with 50% HOA and Residential.

Reason for Selling: Desires a Strategic Growth Buyer

Seller Training Period: 3+ years

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

Year Established: Over 20 years

Current Owners' Responsibilities: Oversight & management of only his direct reports. Retaining his as a consultant is accounted for in cash flow.

Location: Omaha, NE

Funding Example

Purchase Price: \$6,300,000

10% Buyer Down Payment	\$630,000
10% Seller Financing	\$630,000
10% Equity Roll	\$630,000
70% Bank Loan	\$4,410,000

Bank Loan 100% Collateralized

A 10% down payment of \$630,000 will return \$630,274 in the first year after principle.

Description

In this landscaping business, the hardscape division, consisting of retaining walls & pavers makes up 40% of their revenue. 30% of revenue is recurring weekly maintenance for commercial clients, HOA's, and some residential. This division has 800+ clients and boasts a 98% retention rate! The pool division is 30% which includes pool design, landscape and water features. This company is stacked with 3 Divisional Managers, an entire administrative staff plus 20 crews consisting of 50 skilled laborers. This business has \$4.7M in assets, including 41 trucks and 37 trailers, and over \$600,000 in AR which makes the buyers bank loan 100% collateralized! Boasting 5 years of consecutive year-over-year growth with 2022 revenue over 10 million and already 8 million in committed contracts for 2023. After more than 20 years in business, the owner is selling to bring on a buyer who wants to keep growing. He has offered a transition period of 3+ years to ensure a smooth transfer of ownership for both the buyer and his staff. The current owner has offered to carry or remain minority owner for up to 20% of this purchase, showing his ongoing vested interest in the success of the business. With this purchase, a 10% down payment of \$630,000 will return \$630,274 in the first year after principle!

Priced at **\$6,300,000**, this business is primed and ready for a strategic growth minded buyer to step in and scale the business with the necessary equipment in order to do so. All the certifications needed (licensed contractor, sprinkler contractors, lawn and paving certifications) are held by the business or current employees, not the owner. There is a solid team, client base, and local reputation that the new owner will flourish 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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Last Revised BA 6.19.2023