

THE COMPANY

Opened in the spring of 2006, this company specializes in Custom Landscaping and Lawn Maintenance. The business is a three-truck operation with six full-time employees and currently running two construction crews and one maintenance crew. There are two owners who share the responsibilities of running the company. One of the owners does the day-to-day bookkeeping throughout the year, but a CPA does the year end tax forms. The business has consistently grossed approximately \$500,000 for several years with these crews. The owners believe in building relationships with homeowners and making their visions for their yards come to life. They also believe they are truly "custom" as the work reflects the homeowners' styles, and not a style that they compel onto them.

THE LOCATION

The company rents a fenced and gated shop building where the trucks and equipment are stored. The shop is located in the Treasure Valley and the current rent is \$455 per month on a month-to-month basis. It does not have electric or water hookups. Jobsites serviced are primarily in the Boise, Eagle and Meridian areas.

THE STRENGTHS

The company has built a great reputation in the valley and enjoys an A+ rating with the BBB. A great website and other online services gets the name out by showcasing the work and bringing in steady leads. The business is ranked high with Google. Because of the good reputation, a lot of work comes from word-of-mouth referrals from past clients, other landscape contractors and area nurseries. The business has made it several times into the top 3 best landscapers category in the "Best of Boise" publication featured in the Boise Weekly as a result of a vote from the general public. There are currently 42 regular maintenance clients that the company performs a variety of weekly, bi-weekly or monthly services for. The services include weeding, pruning, annual planting, fall and spring clean ups, mowing, edging, etc. During the working season from March to December average monthly income is \$10,000; that is all ready set up and running.

THE REASON FOR SELLING

Growth and demands of the company are reaching a level that is beyond what the owners can handle. This would be an excellent time for a new owner to build and expand the business while the Treasure Valley is experiencing such incredible growth. The owners also have family/aging parents that live in Washington state and they would like to move closer to them. Training and assistance will be provided to insure a smooth transition of clients, work in progress, and ownership.

THE IDEAL BUYER

The ideal buyer would have a landscape education or experience, must be willing to be accessible to clients and be ready to lead the already trained crew members. Knowing how to correctly bid construction jobs would be essential. It is customer service, so possessing great social and selling skills is helpful to secure work. Must be able to establish trust and credibility with clients quickly.

THE POSSIBILITIES

With all the growth in the valley, there is much potential to grow this company in annual sales over the next few years.

ASKING PRICE

~~\$299,000~~

Price Reduced to
\$250,000

TERMS:

Cash
(Owner may consider terms)

ASSETS

Furniture, Fixtures & Equipment	\$138,132
Inventory	<u>4,912</u>
Total Assets	\$143,044

All values provided by Seller

INCOME STATEMENT SUMMARY

	2018
Gross Sales	\$594,612
Gross Profit	\$338,550
Net Income	\$4,070
Owners Compensation	33,920
Interest Expense	61,992
Travel, Meals, Entertainment	7,694
Donations	<u>1,525</u>

Cash Flow **\$109,201**

Financial information provided by Seller

Request Additional Information:

TO RECEIVE FURTHER INFORMATION, sign and return the [Confidentiality Agreement](#) found on our web site. If you prefer, this agreement can also be requested by contacting the agent listed below.

Mitch Thomas

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