

LANDSCAPING AND LAWN SERVICE

Treasure Valley, Idaho Location

THE OPPORTUNITY

Business Buyers in the marketplace, Post Pandemic, are searching for business opportunities that have not been pounded by the lock down. Contrary to the general market of 2020, this Landscaping / Lawncare service posted record 2020 sales of nearly a million dollars. With weighted Sellers Discretionary Earnings over Gross Profit, the margin of Earnings is a hefty 35%. Translated, that increased earnings performance of 2020 over 2019 equals over 25%.

THE COMPANY

From the founding 15 years ago, the Seller/Founder has steadily built an increasing mixed residential and commercial client base with no heavy concentration of income in any single account. The Company is well equipped with book value range of vehicles, machinery and equipment, and office equipment of approximately 50% of the asking price. The company is operated from the Sellers' home, with equipment stored off site for 2020 annual rental expense of \$8,200. The business is being sold as "must relocate", with the benefit of no long-term lease in place, easily rolled into another existing company of the Buyer.

THE CURRENT TEAM

The company is staffed with long term crews deployed on scheduled maintenance and new landscaping projects. Without the owner, the company currently employs two full-time employees and five seasonal employees with average service of 4.5 years. The two foremen each average six years of service. The owner's spouse performs light support duties which may or may not be replaced.

THE REASON FOR SELLING

The Sellers are divesting to relocate. They are prioritizing the raising of family.

THE REASON TO BUY

While the barriers of entry are low and the Seller demonstrated you could start this business with a pickup truck and basic gardening tools, the top line revenues, the Seller Discretionary Earnings, the solid book of business, and decade plus reputation, could take a start-from-scratch entrepreneur a similar decade to achieve.

THE IDEAL BUYER

Parties with strong client skills, personnel management, and the ability to execute quality service and contract performance should evaluate this opportunity against their business needs.

ASKING PRICE

\$975,000

TERMS:

Cash

ASSETS AT COST

Furniture Fixtures & Equip (cost basis) \$500,000

Total Assets \$500,000

UPDATE: Value of Machinery & Equipment only as of June 17, 2021 is \$257,671 (cost basis)

All values provided by Seller

INCOME STATEMENT SUMMARY

	2021 TTM** Ending June 30
Gross Sales	\$1,285,000
Net Operating Income	\$262,000
Cash Flow	\$440,000

**Trailing Twelve Month period July 2020 to June 2021

Financial information provided by Seller

REQUEST ADDITIONAL INFORMATION

TO RECEIVE ADDITIONAL INFORMATION, please click the link below to fill out and submit an electronic **Confidentiality Agreement**.

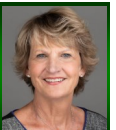
<https://arthurberry.com/confidentiality-agreement>

**ARTHUR BERRY
& COMPANY**

250 W Bobwhite Court, Suite 230, Boise, Idaho 83706 208-336-8000 www.arthurberry.com

Heidi Glaisyer
208-639-6170
heidi@arthurberry.com

File 5052 / Rev20211019



DISCLAIMER: All information contained herein has been provided by the Client Company and while believed to be correct has not been verified. This information, including any recast and/or projections of financial data, reflect considerable assumptions and subjective judgments which may or may not prove to be correct. There can be no guarantees that the Company's past performance is achievable in the future. Arthur Berry & Company makes no representations or warranties as to accuracy, truthfulness or completeness of the information presented herein and shall not be liable for any loss or injury in any way connected to this document. At all times Arthur Berry & Company and its agents are agents for the Seller and not for the Buyer, unless otherwise provided in writing. Recipient must do their own due diligence. Price and terms are subject to change.