

COMPLETE CUSTOM LANDSCAPE DESIGN CO.

Treasure Valley, Idaho Service Area

THE COMPANY

This complete landscape design company specializes in creating usable and beautiful outdoor living spaces. Having over 35 years of design and implementation experience, this company takes a vision and turns it into reality. The company covers the initial consultation through to implementation and follow up service while staying on budget, using high quality products, and most importantly, stays on schedule to deliver on what they say. Over three decades of reputation, referrals, and successful execution gives this company an A+ ranking with the Better Business Bureau. Working so hard for their customers, the company has a five-year REVENUE compounded annual growth rate of 14% and a five-year EBITDA CAGR of 39%. The company utilizes 12 employees in summer and six in winter, while returning key employees in the spring.

THE LOCATION

Currently, the company is operated from home, with a separate storage area for the equipment. If acquired, a successful buyer may want to lease a storage space to park equipment, which can be done in a number of Treasure Valley locations for \$200-400 dollars a month.

THE STRENGTHS

The strengths of the company include its stellar reputation, its competitive pricing, its quality materials, and its follow up and care for its customers. Further, the ability for the company to align a customer vision to reality through decades of trial and error, delivering on what it says, and building a quality business has resulted in sustainable, steady growth. The company has evolved to a leader in the artificial turf business, with that segment growing exponentially in the last few years through organic word of mouth plus many other landscaping companies go through this company to satisfy customers. In the landscape business, many players come and go, but very few can be successful with the original founder for 35 years.

THE REASON FOR SELLING

The owner operator has reached a time to slow down from the execution of the designs. However, the owner operator is willing to stay on as a consultant to transition the customer interface/quoting. Further, he can provide coaching and all his business lessons to a new buyer. The owner is very confident that there currently exists in the market as much profitable growth opportunities that the new buyer can handle.

THE IDEAL BUYER

The ideal buyer would be an energetic operator who would be willing to grow in transition with an established business. The business is set up for exponential growth that would align with the growth in the Southern Idaho region

THE POSSIBILITIES

Continuing what has been built with the existing company values and skills. The Treasure Valley allows for landscape design and execution during 9 to 10 months of the year. A bigger social media presence, increasing some advertising, and using the existing owner in a sales capacity will continue to organically grow sales into existing and new markets.

ASKING PRICE

~~\$475,000~~

Price Reduced to

\$425,000

TERMS:

Cash

ASSETS

Furniture, Fixtures & Equipment	\$100,000
Inventory	<u>20,000</u>
Total Assets	\$120,000

All values provided by Seller

INCOME STATEMENT SUMMARY

	2022	2021
Gross Sales	\$929,416	\$785,857
Cash Flow	\$268,570	\$183,975

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>

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