

# Full-Service Professional Landscaping and Lawn Maintenance Services



Located in the Southeast Region

2017 Estimated Revenue \$7,000,000 | 2017 Estimated EBITDA \$1,130,000



## Recast Historical and Pro Forma Statement of Income

(\$000)

|                     | 2013  | Historical |       | Est.  |       | Projected |       |       |        |
|---------------------|-------|------------|-------|-------|-------|-----------|-------|-------|--------|
|                     |       | 2014       | 2015  | 2016  | 2017  | 2018      | 2019  | 2020  | 2021   |
| <b>Sales</b>        | 4,926 | 4,435      | 5,340 | 6,400 | 7,000 | 7,700     | 8,500 | 9,400 | 10,300 |
| <b>Gross Profit</b> | 1,484 | 1,317      | 1,974 | 2,368 | 2,590 | 2,849     | 3,145 | 3,478 | 3,811  |
| <b>% of Sales</b>   | 30.1% | 29.7%      | 37.0% | 37.0% | 37.0% | 37.0%     | 37.0% | 37.0% | 37.0%  |
| <b>EBITDA</b>       | 381   | 216        | 778   | 1,009 | 1,133 | 1,280     | 1,449 | 1,641 | 1,832  |
| <b>% of Sales</b>   | 7.7%  | 4.9%       | 14.6% | 15.8% | 16.2% | 16.6%     | 17.0% | 17.5% | 17.8%  |



Founded in 1986, our client provides complete project design and management for the unique needs of lawn maintenance and landscaping customers. The company's products and services include lawn maintenance and landscaping (85%), fertilization and pest control (6%), irrigation (6%), and tree trimming (3%). Typical customers are municipal properties (83%), multi-family residential (8%), commercial (5%), highways (3%), and schools (1%).

The company utilizes a 7,600 square foot facility comprised of 5,600 square feet of warehouse space with the remaining 2,000 square feet used for offices. The facility is leased from a related party and can support growth without major facility expansion. The three principals, all willing to remain on following a transaction, are supported by 8 full-time, non-union managers, as well as 80 to 120 non-union seasonally adjusted field employees.

For more information, please e-sign the [Confidentiality Agreement](#)

**Terry Mackin, Managing Director**  
**Tel: (972) 232-1100**  
**Email: [tmackin@generational.com](mailto:tmackin@generational.com)**

**Client # 60706**

[www.generational.com](http://www.generational.com)

DISCLAIMER: All information contained in this document has been provided by the subject company to Generational Group and while believed to be correct has not been verified. Accordingly, Generational Group makes no representations or warranties as to accuracy and truthfulness of such information. The recipient hereof acknowledges that Generational Group shall not be liable for any loss or injury suffered by said recipient in any way connected to the delivery by Generational Group of this document. At all times Generational Group and its affiliate network members is an agent for the seller and not for the buyer. **Generational Group fees are paid by the seller.**