

AVAILABLE FOR ACQUISITION

CLIENT # 2JAS0415

Garden Center & Landscaping

Vermont

THE BUSINESS

This business has been improving commercial and residential properties for over 40 years. The core business activities include a nursery, retail center, landscaping, and snowplowing in the off-season. The sale price includes 16.1 acres with several buildings (including a two-bedroom house), greenhouses, 3 barns, equipment, and a dedicated and passionate team. The owners are looking to retire and are leaving the business in prime condition for growth. This business generates \$257,000/year (3-yr average 2013-2015) in seller discretionary earnings and provides a wonderful lifestyle.

INVESTMENT HIGHLIGHTS

- ✓ **Easily Learnable:** With a passion for gardening and landscaping, a new owner will be successful their first year. Seller's commit to 6-months of 2/3 time training, included in the transaction price.
- ✓ **Highly Profitable:** Twelve months of positive cash flow is a unique strength in this industry.
- ✓ **Location:** Business is situated on a high-trafficked road and surrounded by affluent communities.
- ✓ **Strong reputation:** With over 40 years of history, this business has established its brand as a high-end provider of quality gardening products, landscaping services, and expertise.
- ✓ **Growth Opportunities:** This business is in a prime position to grow through strengthening product lines, improving the business, and targeting new markets.
- ✓ **Real Estate:** Sale includes 16.1-acres of land including a two-bedroom house.

Services—A Gardener's Paradise: This business is a full-service nursery, garden center and landscaping provider. The nursery grows flowers, plants, trees, shrubs, and bushes purchased by customers and used by the landscape design team. The Garden Center is a retail hub providing customers a variety of tools, materials, and expertise. The landscaping business is capable of small to full-site renovations including masonry, water projects, and home-gardens. The business operates a sizable snowplowing operation in the winter, which provides positive cash flow in the off-season.

Customers: Due to the diverse operations, customer profiles include residential and commercial property owners, families, contractors, property managers, condominium associations, and novice-to-expert gardener enthusiasts.

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Personnel: A dedicated and passionate team, many with more than five to ten years of experience at the business. Key positions include a Landscape Designer, Retail Garden Center Manager, Annuals & Perennials growers, a Nursery manager, landscaping foremen, and a team of seasonal hires, with 70% repeat hires from the previous year.

Competition: This business offers more services than any of its competitors. The business has two primary competitors: One that has a nursery and landscaping, and a second that provides landscaping but does not have a nursery. There is some territorial overlap, but each business has a strong foothold in its respective geographic location.

Equipment: The sale includes all equipment and assets necessary to run the business, including trucks, excavator, backhoe, skid-steer, hydro-seeder, bale chopper, radio systems, etc. A detailed list is available upon request. All equipment has been flawlessly maintained and the maintenance records are included in the sale.

Financial: The financial statements demonstrate a solid, well balanced, and profitable business with enough cash flow to pay the owner a sizable salary, pay back its liabilities, re-invest in new equipment and maintain existing equipment. The sustainable and growing earnings reflect a strong company, high customer satisfaction, and a thriving market.

<u>Abbreviated Income Statement</u>						
	3/31/13	3/31/14	3/31/15	Short Year 4/1/15 – 12/31/15	12/31/16	Pro Foma 1st Yr owner
	Tax Rtn	Tax Rtn	Tax Rtn	Tax Rtn	Project	
Sales	\$1,688,524	\$1,697,475	\$1,863,346	\$1,604,114	\$1,580,000	\$1,750,000
Expenses	\$1,452,519	\$1,500,488	\$1,525,810	\$964,123	\$1,340,000	\$1,488,000
EBITDO	\$236,005	\$196,987	\$337,536	\$259,763	\$240,000	\$262,000
EBITDO = Earnings before interest taxes, depreciation & owner draw						

Summary, Price and Terms. This business is a manageable and easily learned operation for one owner or a couple to enter the Gardening and Landscaping field at the top, and build off of a very successful foundation. This opportunity will provide a new owner with a wonderful lifestyle, make a meaningful impact in the community, and serve as a profitable and excellent investment. The business is priced at \$1.6 million plus inventory (est. \$160,000), which includes 16.1-acres of land, all necessary equipment, buildings, training, and an extraordinary team. This opportunity qualifies for an SBA Loan and 504 financing.

For Further Information – A detailed offering prospectus is available to qualified buyers upon request. If you are interested in learning more about this acquisition candidate, please contact CBI: 802-362-4710.

CBI's fees are paid by the Seller.