

Zoellner, Garten & Co.

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Acquisition Opportunity

Client 4186 Landscape Business

Description. This very reputable east side landscape company has been successfully providing landscape installation and maintenance services for over 40 years. They do a small amount of grass cutting. A huge plus is that work for any upcoming year is from Customer Contact Renewals, and roughly 90% are renewed.

Niche. Building lasting relationships and satisfying customers with the quality and professionalism of their services has made them a preferred vendor in their geographic area.

Opportunity. This is an opportunity to acquire a solid business with a reputable brand that has a lot of growth potential. There is also an opportunity for another well-established business to acquire this business in order to expand into a new region or gain a new set of customers.

Financial. Annual Revenues were just under \$480,000 in 2019 and just over \$500,000 in 2020. Cash flow averages \$120,000 for the last three years.

Personnel. The owner actively manages the business and creates estimates for requested work, as well as the scheduling each year. The staff includes not only Certified Arborists but also "State of Ohio licensed pesticide applicators and Ohio Certified Nursery technicians". They have tentatively agreed to stay with a buyer.

Equipment. Equipment that is being sold with the business is typical for Landscapers.

Facility. The Owner of the Business owns the building where the Business operates. It is for sale or available for lease. The business could easily be moved.

Competition. The Business doesn't really compete with other landscape companies. Most customers are referred and come knowing they want the Business to take care of their needs.

Reason for Sale. The owner is ready to retire after any reasonable transition period.

Asking Price. Please contact us to discuss price and terms.

To Learn More: If you or someone you know could be interested, please contact us.

Buyers must agree to the terms of our Confidentiality Agreement (CA) and submit a Buyer Profile. Please visit our web site to review the CA and Buyer Profile.

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