

File No. 180211

## Landscaping Design/Build Company

Southern Ontario

### Company Overview

- The Company has been providing exceptional service for over 30 years
- The Company offers a wide range of products and services such as:
  - Landscape design
  - Natural stone products, masonry work
  - Fire pits and outdoor kitchens
  - Edging, curbing and paver surfacing
  - Ponds and water features
  - Pillars and signage
  - Wall systems, timber walls and planters
  - Outdoor lighting
  - Trees, shrubs and perennials
  - Mulches and various bulk products
- Experienced skilled staff
- Repeat business and word of mouth referrals from previous clients



### Opportunity

The Company has a strong brand name with over 30 years of experience and has won numerous industry awards. They are well respected for being prompt in responding to initial inquiries and following through with proper planning and implementation by highly capable and experienced staff. This business model results in extremely satisfied customers. The front-end design and estimating team is very competent and proficient. Custom homebuilder clients are extremely appreciative of the level of service both they and their customers receive. These relationships are longstanding due to the client's confidence in the service, knowing projects will be completed on time and on budget and any problems will be resolved collectively from a team perspective. This is a rare but imperative ingredient in order to be efficient and profitable for all parties involved.

There is opportunity to increase revenue through diversification by bidding on commercial/municipal contracts and developing relationships with developers and contractors. There are also growth opportunities through the addition of snow removal, lawn care and irrigation services.

### Financial Information

Years Ended Jan. 31	2018	2019	2020	2021 (Forecast)	2022 (Forecast)
Revenue	\$1.99M	\$2.03M	\$2.00M	\$2.40M	\$2.44M
Recast EBITDA	\$518K	\$525K	\$607K	\$788K	\$807K

*Note: These projections are not assurances that a particular level of income or profit will be achieved.*

### Reason for Sale

Owners wish to retire and are available for a transitional period.

### Contact Details

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