



Company Overview

Ridgefield Partners is pleased to offer a family-owned, vertically-integrated Residential Landscaping & Nursery company for acquisition. In business for almost 50 years, the Company specializes in custom landscape design and maintenance services for high-end residential clients in the Midwest. In addition to Landscape Design, Installation, and Maintenance services, the Company owns and operates three nursery/retail centers.

Transaction Overview

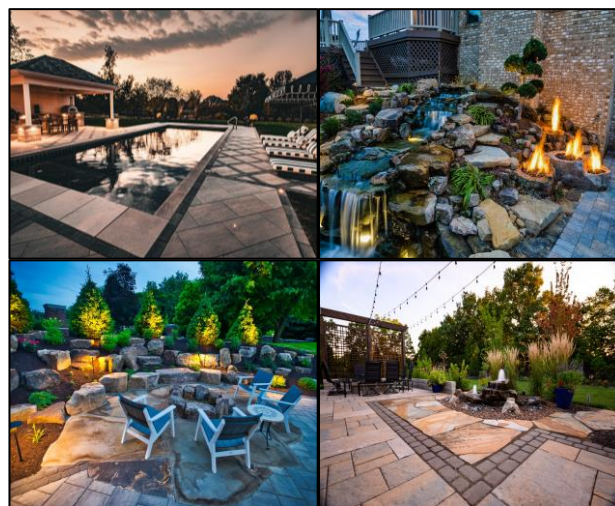
The Company is family-owned by four shareholders (the “Sellers”) who desire a majority sale of the Company’s assets or equity. The Sellers own the Company’s real estate and facilities through separate holding companies and prefer to sell the real estate as part of the sale of the Company or in a sale-leaseback format to a third-party real estate investor.

Investment Highlights

Sustainable Recurring Revenue Model: The Company generates ~21% of its annual revenue from recurring service contracts. These recurring contracts are typically structured as 3-year agreements with monthly billing.

Vertically Integrated Nursery: The Company’s in-house nursery and retail operations ensure superior plant quality and yield, supply chain control, and enhance margins across projects.

Premier Brand Reputation: The Company has established itself as the go-to landscaping partner for discerning homeowners in the wealthiest counties in its market. With a 50-year track record of exceptional quality and service, the Company has developed strong organic and referral pipelines.



Financial Highlights

FYE 12/31	2022	2023	2024	2025E
Revenue	\$13.6MM	\$14.3MM	\$14.1MM	\$14.8MM
Gross Profit	\$4.7MM	\$5.5MM	\$5.7MM	\$5.9MM
Margin	34.9%	38.5%	40.3%	40.1%
Adj. EBITDA	\$0.8MM	\$1.9MM	\$1.8MM	\$1.9MM
Margin	6.0%	13.0%	12.9%	13.1%

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