

## Landscape Management Company

Southern California headquarters and service area

**Description:** This well-established business specializes in professional landscape maintenance for large-acreage Home Owners' Associations, master planned communities and business parks. The Company offers their clients monthly maintenance contracts as well as extras/enhancement services.

**Reason for Selling:** Ownership wishes to retire.

### Financial Overview:

#### Income Statement Summary

For Fiscal Year Ended...

	<u>2014</u>	<u>2015</u>	Proforma <u>2016</u>
Revenue	4,611,459	5,722,995	5,708,117
Gross Profit	1,596,982	2,562,402	2,134,084
<b>ODCF</b>	<b>630,477</b>	<b>1,427,313</b>	<b>991,159</b>

#### Balance Sheet Summary

For Fiscal Year Ended...

ASSETS	<u>2014</u>	<u>2015</u>	<u>2016</u>
Current Assets	687,929	1,089,819	1,230,342
Net Fixed Assets (B.V.)	116,821	91,625	127,041
Net Intangible Assets	465,333	372,266	372,266
<b>Total Assets</b>	<b><u>1,270,084</u></b>	<b><u>1,553,709</u></b>	<b><u>1,729,649</u></b>

#### LIABILITIES AND CAPITAL

Current Liabilities	320,475	127,929	166,476
Long Term Liabilities	289,150	285,070	223,492
Equity	660,459	1,140,710	1,339,682
<b>Total Liabilities and Equity</b>	<b><u>1,270,084</u></b>	<b><u>1,553,709</u></b>	<b><u>1,729,649</u></b>

### ACQUISITION HIGHLIGHTS

#### RECOGNIZED LOCAL REPUTATION

The Company is well-recognized within its community with over 40 years of service to the Southern California community resulting in well-established and loyal customer relationships.

#### ESTABLISHED OPERATIONS AND EMPLOYEES

The Company has established systems, policies, and procedures for delivering superior solutions to their customers, as well as a highly trained management team of horticulturists and certified landscape professionals.

#### LOYAL CLIENTS

Many of the Company's current clients have been utilizing their services for more than 10 years, with some using their services for more than 20 years.

#### EXCEPTIONAL SAFETY RECORD

Workman's compensation mod rate of less than 0.7.

For further information, please contact:

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