

# Acquisition Opportunity

## AVBL – Full-Service Landscaper

Corporation Type: S-Corp Location: North Texas NAICS Code: 561730

Established in 2002, the company is a full-service landscape management business specializing in Homeowner Association and Commercial Property care in the DFW area with a focus on giving clients a beautiful landscape and extraordinary service.

**ASKING**  
**\$1,195,000**

### Top Details/Business Activity

- **Business Model:** Full-service landscape maintenance including mowing, edging, trimming, bed care, fertilization, weed control, irrigation maintenance & repair, annual color change outs, mulching, new plant installations.
- **Turnkey Operations:** Company is guided by well-defined systems and processes
- **Stable Revenues:** \$2.9 million in average gross revenue over the past 3 years
- **Clean Books and Records:** The seller runs ZERO addbacks through the company.
- **Established Brand:** Excellent reputation for outstanding on-time and on budget work.
- **Limited Marketing:** 90% - 95% of business comes from referrals and repeat business
- **Longevity:** Established in 2002, the company has been an industry leader for 15 years
- **Assets:** \$686,000 in fixed assets. Vehicles and equipment included.
- **Seller Financing:** 10% seller financing available to show seller's confidence in continued success.
- **Training:** Seller will train free of charge for 1 months to ensure smooth transition.

### Facilities

- The business occupies a 20,000 sq ft building and pays \$7,100 per month. The current lease expires 2023.

### Strengths

- High Customer Retention
- Ability to easily attract new business and future growth
- Strong Client Relationships
- Mid-level Management Organization

### Weaknesses

- Volatile Labor Market
- Cut-throat competition in the industry as a whole
- Need to streamline estimating processes
- Seasonal based on industry

### Marketing Strategy

- There are two inside salespeople. A majority of the business revenue is generated from referrals and word of mouth.

### Reason for selling:

- The owner wishes to retire.

### Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2021 \$'000	2020 \$'000	2019 \$'000	2018 \$'000
Revenue	2.97MM	2.69MM	3.06MM	2.95MM
Gross Profit	2.53MM	2.31MM	2.59MM	2.41MM
Adj. EBITDA*	309K	36K	402K	384K

\*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

### Included in offering:

- Assets: \$686,000

### Business Days and Hours

- Monday - Friday: 7:00am to 5:00pm
- Saturday - Sunday: Closed

### Employees:

- The Company has a total of 38 full time employees. The key employees are, an account manager, an irrigation manager, maintenance manager, and an office manager.

### Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

### Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

Alex Vantarakis, President  
[alex@thevantgroup.com](mailto:alex@thevantgroup.com)  
972.458.8989 – Ext. 102



# CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

## Full-Service Landscaper Sale Price & Down Payment: \$1,195,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

### RECIPIENT:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Street

\_\_\_\_\_  
Signature

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Phone

Date: \_\_\_\_\_

\_\_\_\_\_  
Fax