



A Neumann & Associates, LLC

Affiliated with Americas Largest Network of M&A Professionals

Business Profile

Engagement: 1492-2143

Company Information

Line of business: Specialized Nursery and Landscape/Garden Design

Location: Washington D.C Metro Area

In Business: 55+ years

Employees: 3+

Facilities: 4,400 SF Warehouse & Office (owned)

Reason for Sale: Retirement (consulting available)

Company Assets:

• Net Working Capital	\$0
• In Ground and Other Inventory	\$2,025,000
• Property with 2,000 SF Home/Office	\$750,000
• Vehicles, Trailers, Forklifts	\$10,000
• Equipment & Storage Buildings	\$30,000
• Other	\$0
<u>Total Assets included in Sale</u>	<u>\$2,815,000</u>

Sales and Cash Flow:

(All Information Based On P&L/Tax Returns)

<u>Fiscal Year End</u>	<u>Revenue</u>	<u>Seller Discretionary Cash Flow</u>
2022	\$500,000	\$168,000
2023	\$455,000	\$166,000
2024	\$405,000	\$156,000
2025 (e)**	\$300,000	\$100,000

** The owner of the business needs to step away temporarily in 2025 to manage some non-business related matters.



Executive Summary

This well-known **Specialized Nursery, Design, Installation and Maintenance Company** is located in the greater Washington D.C. area and services clients nationwide. The firm enjoys a strong reputation as experts in their field and has provided two generations of owners with a comfortable lifestyle business. This business currently operates from a fully renovated 2,000 sq. ft. owned office and multiple outbuildings. **Given the tight integration between the business, in ground inventory and the property, they are being offered together.**

The company enjoys a **competitive advantage** by selling specialized and unique products along with deep industry knowledge and custom design/build services. The company sells direct to individual homeowners as well as other landscape businesses. In addition to inventory sales, the company provides maintenance and installation services.

It is projected that a new owner will obtain **additional growth** by expanding the direct sales efforts through additional complimentary offerings as well as being more available via longer nursery hours. Additionally, adding marketing and sales resources would drive greater revenues. The company projects a revenue growth rate under such premise of 20%+ per year.

This is a turnkey, once in a lifetime, opportunity for a new owner seeking a lifestyle business or another company seeking to expand their client offerings. There is \$750,000 in real estate and over \$2,000,000 in in ground inventory included in the deal. Additionally, there is another \$40,000 in equipment that is needed to support the business. **A new owner operator will obtain approximately \$160,000 in Sellers Discretionary Cash Flow annually along with numerous other benefits.**

A comfortable **transition period** will be provided by the owner who truly wants to see the business continue to flourish. Seller will consider a mid-term consulting agreement thereafter. A very well trained and highly qualified team will stay in place and support the new owner in all aspects of the business.

(ALL DATA BASED ON SIGNED TAX RETURNS)

Deal Structure **(Proposed)**

Buyer Cash Down @ Closing	\$400,000
Buyer Bank Financing	\$1,200,000
Seller Financing @ 10.5% / 5 years	\$400,000
Long Term Debt Assumption	\$0
Total Purchase Price	<u>\$2,000,000</u>

Note: If applicable, all real estate offered by ANA Commercial Real Estate, LLC

Buyer Benefits

1) Centrally located, stable business for 55+ years – non-union shop
2) Unique inventory not readily available in the U.S.
3) Established online presence with all 5-star reviews
4) Motivated owner helping in the transition, incl. potential consulting agreement
5) Significant opportunity for growth

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NOTE: All data is based on signed tax returns and financial records. A Neumann & Associates has made no investigation or verification of the information presented herein. No additional information will be released until the Buyer has been fully reviewed and sufficient cash is available.