

Acquisition Opportunity

AVRJ – Landscape Design and Build Company

ASKING PRICE: \$1,600,000

Business Activity

This opportunity is a well-established landscape design and build company founded in 1989 and is based in Tarrant County. The company specializes in designing and installing landscapes, including lighting, patios, walkways, retainer walls, drainage, sprinkler systems, and horticultural services. The business is structured as an S-Corp and has built a strong reputation in the industry over the past 36 years. The business is an attractive acquisition for a buyer with strong business management experience who can leverage its brand, expand its services, and implement a more aggressive marketing strategy to increase revenue.

Deal Summary

2024 Revenue:	\$2,257,000	2024 Adj. EBITDA:	\$541,000
FF&E*:	\$150,000	Corporation Type:	S-Corp
Working Capital*:	\$50,000	Location:	Tarrant County
Total Assets*:	\$200,000	Year Established:	1989
<small>*Included in Asking Price</small>		NAICS:	561730
Accounting Method:	Cash	Financial Year End:	December

Terms

With a \$160,000 (10%) down payment, third-party financing is available over 10 years, pending bank qualification. Estimated payments are \$18,000 monthly or \$216,000 annually. SBA 7(a) guarantees are excluded, and a personal guarantee is required.

Top Things to Know About This Business

Business Model: The company specializes in landscape design and installation, offering services such as lighting, patios, walkways, retaining walls, drainage solutions, sprinkler systems, and horticultural services.

Revenue Model: Operating on a project-based model, the business has an average order size of \$11,500. Revenue growth opportunities include expanded advertising, subscription-based horticultural services, and lawn maintenance offerings.

Strong Financial Growth: After a slow Q1 in 2024 due to weather conditions, the company consistently improved its performance each quarter, demonstrating resilience and strong upward momentum.

Seasonality: Operations continue year-round, with minor slowdowns typically occurring in January and August.

Client Base: Serving approximately 200 clients annually, the company holds around 60 signed maintenance agreements. Six key clients contribute approximately 25% of total revenue.

Marketing & Sales: The majority of new business (64%) is generated through word-of-mouth referrals, while the remaining 36% results from minimal advertising efforts.

Longevity: Founded in 1989, the company has been a trusted industry leader for 36 years.

Established Brand: Recognized for delivering high-quality work on time and within budget, the company has built an outstanding reputation in the industry.

Strengths and Weaknesses

Key Strengths

Experienced and Well-Trained Crews: The company’s skilled professionals consistently deliver exceptional results, prioritizing efficiency, safety, and quality.

Strong Operational Systems: Reliable systems are in place to ensure seamless operations, maintaining efficiency and high-quality standards.

Employees with an Ownership Mindset: The team demonstrates dedication, taking pride in their work and contributing to the company’s success.

Reliable Customer Support: Exceptional customer assistance is a priority, ensuring satisfaction at every stage of the process.

Exceptional Design Expertise: The company provides innovative and high-quality designs, crafted with creativity and precision.

Possible Weaknesses / Opportunities

Lack of an Experienced Business Manager: The company would benefit from a seasoned professional to lead operations, drive growth, and ensure organizational success.

Need for Additional Office Space: An expansion of office space is needed to support growth and enhance productivity.

Reliance on H2B Visa Workers: The company’s operations depend on H2B visa workers to meet staffing requirements and maintain efficiency.

Limited Advertising and Marketing: The company relies heavily on word-of-mouth referrals, with minimal investment in advertising and marketing efforts, potentially limiting its reach to new customers.

Expansion into Lawn Maintenance and Mowing: While there is potential for growth in lawn maintenance and mowing services, the company has not yet fully developed or capitalized on this expansion opportunity.

History

The company was founded in 1989 by the current owner and relocated to its current location in 2018.

Business Days and Hours

Monday – Thursday:

7:30 PM to 5:30 PM

Friday – Sunday:

Closed

Marketing Strategy

The company generates 64% of new business through word-of-mouth referrals, while the remaining 36% comes from limited advertising efforts.

Financial Summary

Year (Financial Year End: 12/31)	2024 Tax Return	2023 Tax Return	2022 Tax Return	2021 Tax Return
Revenue:	\$2,257,000	\$2,410,000	\$2,313,000	\$1,807,000
Gross Profit:	\$1,813,000	\$1,962,000	\$1,822,000	\$1,440,000
Adj. EBITDA*:	\$541,000	\$700,000	\$646,000	\$364,000
Adj. EBITDA Margin:	24.0%	29.1%	27.9%	20.1%

**Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses. All adjustments to EBITDA were provided by seller*

Employees and Management

The company employs 8 full-time, 4 part-time, and 13 temporary workers, supported by an experienced management and design team with tenures ranging from 3 to 20 years. The owner remains actively involved in sales, proposal reviews, and design approvals, working 30-35 hours per week.

Assets and Liabilities

A detailed asset list is available, including \$150,000 in furniture, fixtures, and equipment. The seller will retain all cash and accounts receivable, except for the accounts receivable required to meet the working capital requirement in the transaction and will settle all company debts at closing. Any owner financing required by SBA underwriting must be personally guaranteed by the buyer.

Facilities

The company operates from a 3,164 sq. ft. steel building on a 66,516 sq. ft. lot. The real estate is owned by the seller through a separate entity and is not included in the current purchase price of the business. However, it may be included in the sale.

Support and Training

The owner is committed to a smooth transition and ensuring seamless customer service for the buyer. They will provide 30 days of training, with the option of an additional consulting contract. The owner is also open to staying in a part-time capacity for up to 18 months to support transition and training.

Reason for Selling

Retirement.

Next Steps

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

Anthony Cullins
Managing Director
anthony@thevantgroup.com
972-458-8989, ext. 124

CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

Description of Business: Landscape Design and Build Company

Asking Price: \$1,600,000

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. If Buyer decides not to pursue the possible purchase of the Business or Seller decides not to pursue the sale of the Business, Buyer will promptly destroy, delete and return to Broker all Information previously furnished by Broker or Seller, including any and all reproductions of same, and further, shall destroy any and all analyses, compilations or other material that incorporates any part of said Information.
9. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
10. 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 City State Zip

Print Name

Email Address

Signature

Phone

Date

Fax