

TREASURE COAST COMMERCIAL LANDSCAPE COMPANY



The Company is a boutique, commercial landscape maintenance and installation firm in Martin County, FL. With a 14-year history of profitable operations serving a high-end client base, the firm not only provides a sustainable healthy cash flow, but also is ideally positioned for growth in a rapidly growing region.

	12 mos 12/31/2010	12 mos 12/31/2011	6 mos 6/30/2012
REVENUE	\$ 463,413	\$ 469,146	\$ 252,841
Cost of Sales	\$ 66,072	\$ 57,124	\$ 30,837
Gross Profit	\$ 397,341	\$ 412,022	\$ 222,004
Operating Expenses	<u>\$ 330,372</u>	<u>\$ 342,007</u>	<u>\$ 166,233</u>
Operating Income	\$ 66,969	\$ 70,015	\$ 55,771
Total Owner's Benefits	\$ 108,165	\$ 105,989	\$ 151,424

Sustainable cash flow: The Company's cash flow is sufficient to build the business without additional capital or operating investment by a buyer.

Landscape installation & maintenance: The Company's services go well beyond landscape maintenance. Many of The company's maintenance clients rely on the company for periodic design improvements, large-scale tree projects, hurricane prep, and regular installation projects in the five-figure range, adding significant incremental revenue to the bottom line.

14-years serving Martin County: The company has a long-time history of stability in operations, and has built strong relationships in the community.

Impeccable service reputation: The Company has been successful with a high-end client base because of its reputation for integrity, strong relationships with clients, vendors, and employees, and a reputation for responsiveness and best-in-class service.

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Well-trained & experienced staff: The uniformed staff are trained as a highly-functioning unit, with an appropriate management/employee ratio that promotes teamwork with high expectations for performance.

Management tenure: The Company has 2 foremen with an average tenure of 8 years. Excellent employee relationships and a low turnover rate with staff equal efficient and effective operations.

Desirable client base: 85-90% of the company's revenue comes from commercial clients who are contract based with annual or 2-year contracts. Clients include gated communities and coastal condominiums including clients in some of Martin County's most exclusive communities.

High contract renewal rates: Since 2006 The Company has had a 90-95% annual contract renewal rate with its commercial clients. From 2009-2012, the contract renewal rate has been 100% with 4 additional new commercial clients.

Recession-proof business: The Company has maintained a 3% growth rate even during severely depressed economic conditions due to continued focus on excellent service and commercial rather than residential clients.

Marketplace opportunities: Martin, Palm Beach and St. Lucie Counties are a growth market, with continued commercial development despite the recession.

Positioned for growth: The Company's ownership has made prudent capital investments and strategically kept the company at its current size; growing the client base entirely through word of mouth. With additional personnel and sales/marketing, there is potential for additional growth in the range of 15-20% without major additional capital costs.

The Company would make a compelling addition to an entity looking to break into the Treasure Coast market or add a commercial landscape division to their existing product line. The numbers show that sales and cash flow YTD 2012 has started to grow at a higher rate.

For more information about this opportunity, please call Chris Curtin, Bankers Advocate at (561) 882-1331 or chris@BankersAdvocate.com.



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