

	2017	2018	2019
Sales	\$2.81M	\$3.14M	\$3.44M
Gross Margin	67.5%	74.5%	75.8%
Adj. EBITDA	\$0.50M	\$0.57M	\$0.72M

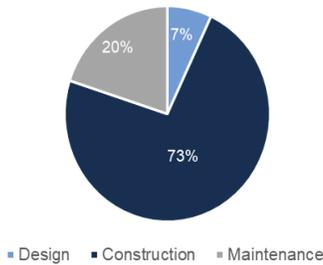
BUSINESS HIGHLIGHTS

The Company is a leading landscape architecture company located in Washington state. The Company's core competencies are **design, construction,** and complete **maintenance** services. The Company offers 'one-stop shopping', for discerning clients who appreciate great landscape design, superior construction, and fine gardening services.

The Company's primary market is residential home owners, who are affluent professionals in the community.



Revenue by Service Line



INVESTMENT CONSIDERATIONS

- ◆ **Superior Brand & Reputation:** The Company has a reputation for its focus on quality work, ability to handle complex jobs, and superior customer service. This has been heightened due to the completion of many high visibility jobs, some of which were featured in local publications.
- ◆ **Impressive Project Pipeline:** The Company has many prospects and routinely receives unsolicited project requests. This kept the company stable through the pandemic and will continue to keep it strong through the possible continued recession.
- ◆ **Strong & Improving Financials:** The Company's revenue, gross margin, and EBITDA have steadily increased from 2016 to 2019.
- ◆ **Industry Related Forecasts:** The residential landscape architecture industry is expected to receive increased demand due to the switch to work-from-home lifestyles.
- ◆ **Prime Regional Market:** The Company is located in an area rich with target clients and in one of the fastest growing regions in the country.

GROWTH OPPORTUNITIES

- Maintenance Service Expansion
- Geographical Expansion
- Brand Partnerships
- Commercial Institution Work
- Expand Presence with Strategic Allies
- Create Additional Divisions

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