

Acquisition Opportunity – Nursery and Garden Center.

A large, full-service nursery and garden center is being offered for sale by owners who are planning on retirement. It is centrally located in an area of growing residential neighborhoods in the Pacific Northwest. It has a significant retail sales operation and also provides landscaping design services for local residences and businesses. Family owned; the company has been serving Western Oregon customers for many years.

Unlike most “Big Box” stores, the knowledgeable and friendly staff provides options and ideas to assist homeowners in creating planting packages for both indoor and outdoor living spaces. The company provides a wide array of flowers, shrubs, and fruit trees as well as water features, hardscapes, soil amendments and garden art.

The business operates on over 6 acres that includes more than 10,000 sf of retail and operations buildings, a barn and a new greenhouse. Additional hoop houses and yard area for receiving, sold goods, and equipment storage exceeds 100,000 sf. The company has over 20 staff associated with the nursery and garden center.

There is only moderate nursery competition in the local area. Most of the nursery center revenue is from repeat customers. Revenues have grown 62% since 2019 with a corresponding doubling of EBITDA. Reasons for this growth relate to the closing of a competitor, increased pricing, and an increase in homeowner focus on landscaping.



The ideal buyer is an entrepreneur, or perhaps a couple, that wants to leverage knowledge of plants, flowers, landscaping, and business acumen as well as proactive marketing to continue growing the company. This is an excellent opportunity for a hands-on buyer to expand a foothold in the outdoor residential amenities market. Ideally situated, this market is projected to remain strong due to the loyal established customer base combined with a growing first-time homeowner demographic. There is considerable room for growth without the need for additional equipment.

Revenues have grown steadily over the past four years. The company is conservatively estimating a 5% growth in 2022.

The owners are seeking a cash free, debt free sale of the business. They will lease back the real estate at market rate and are willing to remain involved for at least one year during a transition to new ownership.

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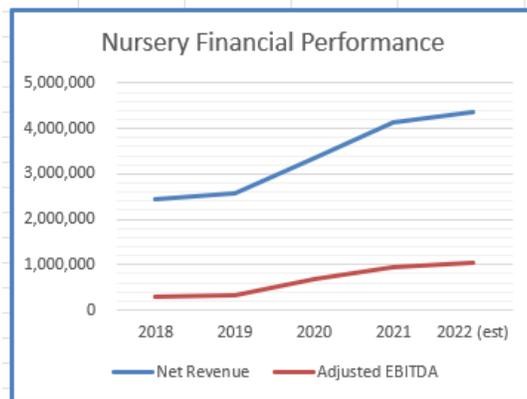
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Financial History

	2018	2019	2020	2021	2022 (est)
Net Revenue	2,447,847	2,557,574	3,351,231	4,130,535	4,350,000
Gross Profit	1,277,348	1,338,260	1,797,077	2,347,036	2,566,500
Gross Margin	52%	52%	54%	57%	59%
Expenses & Payroll	953,817	989,861	1,058,584	1,214,164	1,261,500
Net Operating Income	323,531	348,399	738,493	1,132,872	1,305,000
Adjustments to EBITDA	(30,712)	(11,160)	(41,360)	(189,714)	(251,169)
Adjusted EBITDA	292,819	337,239	697,133	943,158	1,053,831
	12%	13%	21%	23%	24%

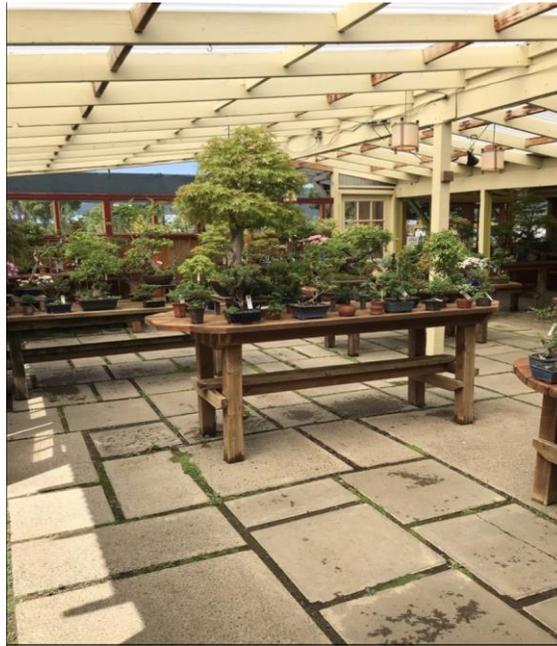
Note: 2021 Revenue includes \$125K PPP loan forgiveness

Note: Increasing annual revenue is attributed to loss of a competitor, increased pricing, and increased homeowner focus on landscaping



For additional information, please contact Bob Champoux 425-890-3857/rchampoux@RCAdvisorysvcs.com, or Ben Morley 206-355-1769/ben@rcadvisorysvcs.com

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