

LADD LANDSCAPING COMPANY

This landscaping, company is a full service commercial & residential landscape design and construction firm serving Suburban Maryland. Services range from initial design through the entire project completion. They have a reputation of continuing to assist their clients long after projects are completed. They offer superior service along with a guarantee of workmanship to ensure the highest degree of customer satisfaction. Their long-term client relationships are evidence of an ongoing commitment to providing quality service. Clients have a comfortable confidence in knowing that the job will be accomplished to their satisfaction and within their budget. They have branded this company and established a reputation for quality and professionalism.

A complete list of services includes:

- Mowing
- Mulching
- Edging
- Weeding
- Trimming
- Pruning
- Leaf Removal
- Landscape Design
- Plant Installation
- Tree Installation
- Arbors & Trellises
- Retaining Walls
- Stone Work & Patios
- Drainage Problems
- Tree & Stump Removal
- Grading & Leveling
- Clearing
- Sodding
- Seeding
- Fertilizing
- Snow Plowing

This is a great opportunity to own a successful landscaping design company in Montgomery County. The company was established in 1999 and has a 10 year history of revenue of nearly \$3,000,000. During these 10 years, the company has spent significant marketing dollars in the yellow pages and direct mail to establish a brand name for landscape work throughout the county. This would be an excellent acquisition purchase for an experienced individual looking to own an established business in the landscaping industry.

The business is being sold 100% complete with goodwill of the name, contract accounts, and all trucks and equipment. The present warehouse location (in Rockville, MD) is on a month-to-month lease. A new owner would not need to keep any warehouse lease obligations. Company assets as listed above may also be sold separately, if so desired (see price determination sheet).

Primary income over the past several years has come from working with many new home builders and not as much from individual/private lawn and maintenance services. When the housing market collapsed in 2007, the company moved into maintenance and lawn care for commercial and residential properties (with approximately \$200,000 currently under contract).

The seller has chosen to put this business up for sale as he has plans to relocate out of the area and in fairness of disclosure, because the business itself is not as profitable as it once was in the past without the new home design and installation work. A new owner can keep profits steady by continuing to develop the lawn maintenance part of the business until the new housing market picks up again, which most indications would seem to be sometime in 2010.