

Snow Plowing/Lawn Mowing Service Biz for Sale Washtenaw County – Seller will consider all terms and reasonable offers!

Asking Price: \$ 250,000

Gross Income: \$ 261,256

Cash Flow: \$ 127,352

FF&E: \$ * \$94,000 (approximate market value)

Inventory: * included

Real Estate: Leased

Year Established: 2000

Employees: 1 FT, plus 1-2 Seasonal help

* included in the asking price

Business Description

Turn-Key business, easily transferable, and seamlessly, to a new owner. This well established quality lawn and snow business is for sale, with both established commercial and residential accounts. Sales are about equal for snow and lawn services. There are more commercial snow accounts than residential. Lawn services are about equal between commercial and residential customers per the seller. The business recently had new branding and website, transferable to the new owner. Seller now works “in the trenches” and has 1 – 2 seasonal helpers.

Jan – Sept 2016 sales: \$174k. Net profit is \$59k so far this year, and on track to be about the same as the previous years profitability. The \$59k net profit is **without** any owner benefit add backs, amortization, depreciation or interest expense. All equipment is included in the sale price. Most equipment purchased 2011 through 2015. If a start up business purchased the equipment as new, their price for the same models and makes would be in excess of \$300k. Partial Equipment list includes 2 trucks, (4) 60” mowers, snow blowers, weed whips, Tig/Mig welder, Air compressor, and more.

Seller states that the potential buyer will either be a larger similar business who either wants to grow and/or diversify its current services and grow, and/or for a younger entrepreneurial person who wants to own their own business and be in charge of their own future.

Seller is motivated to sell and has said that he will consider any reasonable offers and terms.

If interested in this business you must complete and return a NDA (confidentiality and non-disclosure/non-circumvent agreement). Call 734-323-0376 or email michelle@bbfbrokers.com for more information.

Detailed Information

Facilities: Business and Equipment must be moved to the new owner’s facilities. New owner will need at least a pole barn for trucks, mowers and small equipment.

Competition: Lots of competition in this industry. A new owner will want to continue the quality and reputation of this business to maintain its contracts and competitive edge in this business.

Growth/Expansion: Easily accomplishable by offering additional services that this business currently does not offer. The equipment going with the sale can facilitate or be used for other services such as fertilizing, weed killing, and landscaping. There is also room for expansion by soliciting more

commercial accounts, attending venues such as trade shows, and taking advantage of other marketing opportunities, especially social media!

Support/Training: Owner is willing to assist buyer as agreed to and needed. Seller may consider a short term engagement working for the new owner(s), depending on the time frame of purchase.

Reason Selling: Retiring and sailing on to new ventures, enjoying the retirement life, with his wife.