



Tree Care Service and Lawn Care Companies

Overview

A private equity firm with \$600m capital is seeking to invest in or acquire a founder or family owned tree service and/or lawn care business. Their objective is to assist in growing the business via additional investments and acquisitions and provide liquidity to shareholders, while preserving the brand and legacy of the business.

Companies may provide services to either residential or commercial accounts and may be focused on a single geography or extend across several. A company with a solid operating infrastructure, defined process for customer acquisition, and a strong record of safety are preferable.

The seller may choose to continue to work at the company or exit and may also choose to retain equity in the company or sell all equity for cash.

Investment Criteria

Specific criteria for investment are as follows:

- Geography
 - Continental United States or Canada
- Services
 - All tree care services, including trimming, removal, treatment and planting
 - All lawn care services, including cutting, aeration, fertilization, and pest prevention
- Size
 - Revenue between \$20 million and \$300 million
 - Smaller companies will also be considered

Deal Structure

- Minority or majority recapitalization providing a liquidity event for existing owners, such as family members who may be nearing retirement age or seek an exit
- Seller may elect to retain equity in the business.

Contact

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