

# Wholesale Commercial Nursery Opportunity

Mature mid-size grower serving a diverse and well-established customer base in the Puget Sound area

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The Company boasts a healthy product mix intentionally tailored to seasonal demand

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Multiple avenues for continued growth, a roll-up, or additional internal investment both present attractive opportunities



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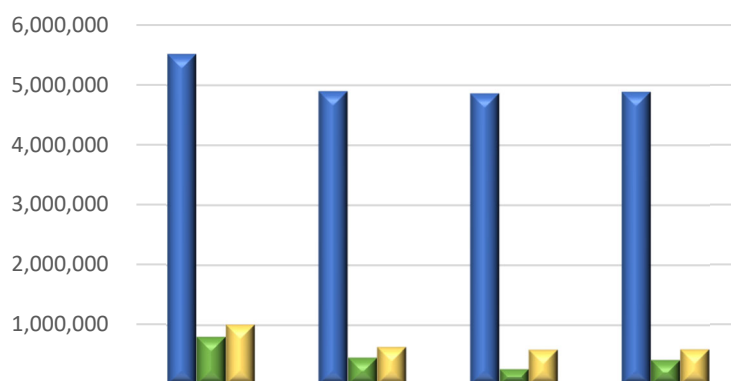
The Company is a year-round grower with high-quality product offerings that span all seasons. They are best known for their wide selection of premium annuals, potted bulbs, and mixed hanging baskets

Along with mature and standardized operations come mature sales channels; as of Q4 2021, the Company has pre-booked over 90% of projected sales with customers through June of 2022. Customers range from major corporate branded supermarkets to local chains, hardware stores, and garden centers

The business location presents opportunities for further expansion as the property has capacity for additional greenhouse coverage. Furthermore, proximity to customers presents an advantage for industry participants looking for greater exposure to this region



Financial Highlights



|                                 | 2021      | 2020      | 2019*     | 2018      |
|---------------------------------|-----------|-----------|-----------|-----------|
| Revenue                         | 5,515,557 | 4,894,940 | 4,857,861 | 4,885,498 |
| EBITDA                          | 802,262   | 453,691   | 261,221   | 413,304   |
| Seller's Discretionary Earnings | 1,006,406 | 628,978   | 585,197   | 588,716   |

\*2019 reflects additional expenditures attributable to the buyout of a previous third partner

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