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Give relationship managers the call prep questions and key industry insights they need to drive lending decisions. Risk scores, revenue forecasts, cost structures and more help relationship managers evaluate commercial banking prospects and clients.

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Clients

411 Junk Removal

Anne's Cookies

Burn Fitness

Concrete Co.

Clark's Computer Repair

Convenience Storage

Demo & Clean

Evergreen Landscaping

EZ Electronics

Fun Time Party

Joe's Coffee

Kool Refrigeration

L&J Packing & Shipping

Sunshine Solar

nStyle Clothiers

Paragon Body Shop

Pristine Flooring

Produce Pros

Repairworks

Smith Dental

Stellar Ski Gear

Sue's Souvenirs

Ted's Taco Truck

Tires Unlimited

Very Fine Vinyards

Washington Tours

Worldly Travel Advisors

XYZ Plumbers

Overview
Contacts
Company Hierarchy
Activity History
Documents
Industry Research
Tasks
Alerts

Industry Profile - Evergreen Landscaping

NAICS 56173
Risk Score 5.20
Risk Level Medium
Risk Trend Steady
Volatility Medium

Total Revenue in 2020

\$98.7bn

Annual Growth 2015-2020

3.3%

Annual Growth 2020-2025

3.3%

Profit Margin in 2020

5.4%

Wages as a Share of Revenue in 2020

32.5%

Number of Businesses 2015-2020

1.2%

COVID-19 (coronavirus) Impact Update

Revenue for the Landscaping Services industry is expected to decline significantly in 2020 as a result of mandatory business shutdowns across the United States. For more information, please see the Current Performance chapter.

Revenue for the Landscaping Services industry is expected to rise in 2021 and throughout the outlook period; although, difficult conditions across consumer markets may affect the strength of the rebound. For more information, please see the Industry Outlook chapter.

The industry is largely composed of small companies, many of which

Executive Summary

The Landscaping Services industry alters, maintains or enhances the visible components of land and property. Demand for industry services is dependent on the health of the housing and property markets, both of which have grown steadily over the five years to 2020. Additionally, since landscaping services are often discretionary, industry demand is dependent on levels of per capita disposable income and, thus, the high-income demographic, which generates a healthy portion of its revenue. The industry also relies on demand from institutional and commercial clients, which generally lead to higher per-service revenue. Steady growth in the domestic housing market has underpinned the

Call Prep Questions ▾

Role Specific Questions

External Impacts Questions

Internal Issues Question

Products & Services Segmentation

Cost Structure 2020

Wages 32.5%	Purchases 32.6%	Profit 5.4%	Depreciation 4.1%
Marketing 1.7%	Rent 1.8%	Utilities 0.3%	Other 21.6%

Role Specific Questions

Finance

How dependent is your company on borrowed finances?
Few landscapers require loans for capital investments. Some use debt financing to expand their operations or to expand geographically.

How does your company compensate for seasonality of cash flow?
Many landscapers use seasonal or part-time workers to deal with the seasonality of landscaping services.

Sales & Marketing

How dependent are you on the public sector?
The public sector accounts for less than 10.0% of industry revenue, but its impact is not insignificant. These contracts are likely held by well-known landscapers.

Has competition from low-wage countries hurt your business?
Services are rendered at the local level and therefore there is no international competition. Competition from low-wage workers has constrained industry wages to the benefit of profit.

Technology

Does your business use web-based systems for customer bookings or orders?
There is little need for web-based systems to perform industry services, but some landscapers use the technology for orders.

Have you been able to reduce costs through automation?

Key Drivers

2015-20 Annual Growth

Per capita disposable income **2.8%**

Government consumption and investment **1.6%**

Value of residential construction **2.3%**

Value of private nonresidential construction **-2.4%**

Households earning more than \$100,000 **3.1%**

Key Success Factors

Ability to compete on tender

Providing services to groups with high disposable income

Access to multiskilled and flexible workforce

Effective quality control

Appropriate climatic conditions

Key Trends

Growth in residential construction, particularly for single-family units, has underpinned industry growth over the past five years

Demand for landscaping services is tied to trends in property markets because residential assets represent the industry's largest market segment

Enterprise growth has...

www.ibisworld.com | 1-800-330-3772 | info@ibisworld.com