

API Solutions: IBISWorld's Data & Insights Meet Your Favorite Banking Platforms

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.



Clients

[Contacts](#)
[Company Hierarchy](#)
[Activity History](#)
[Documents](#)
[Industry Research](#)
[Tasks](#)
[Alerts](#)

- [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 Souveniers](#)

- [Ted's Taco Truck](#)

- [Tires Unlimited](#)

- [Very Fine Vinyards](#)

- [Washington Tours](#)

- [Worldly Travel Advisors](#)

- [XYZ Plumbers](#)

.SIZXYW^ 5WT*QJ *[JWLWJJS 1FS

NAICS56173	Risk Score 5.20	7 N X P Medium	Risk Trend Steady	Volatility Medium
------------	-----------------	-----------------------	-------------------	-------------------

(4;.) HTWTSF[NWZX .RUFHY :UIFY]JHZYN[J 8ZRRFW^

7J[JSZJ KTW YMJ 1FSIXHFUNSL 8JW[NHJX NSIZXYW^ 5WT*QJ *[JWLWJJS 1FS
 XNLSN*HFSYQ^ NS FX F WJXZQY TK RFSIFY T\ ITJX ^TZW HTRUFS^ HTRUJSXFYJ KTW XJFXTSFQNY^ TK HFXM +T\ \$
 across the United States. For more information, please see the Current Performance chapter.

7J[JSZJ KTW YMJ 1FSIXHFUNSL 8JW[NHJX NSIZXYW^ 5WT*QJ *[JWLWJJS 1FS
 FSI YMWTLMTZY YMJ TZYQTP UJWNTI FQ MPTZEM INK HZGPHTSINYNISX
 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 c ates a3. asly aslycommercial c 61(ates a3.)19.87el asl.5 (per)-24.7 (a5apita8tr-f

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

Cost Structure 2020
 Wages 32.5% Purchases 32.6% 5 W T5.4% Depreciation 4.1%
 Marketing 1.7% Rent 1.8% Utilities 0.3% Other 21.6%

Few landscapers require loans for capital investments. Some use debt *SFSHNSL YT J]UFSI YMJNW TUJWFYNTSX TW YT J]UFSI LJTLWFUMNHFFQQ^

Many landscapers use seasonal or part-time workers to deal with the seasonality of landscaping services.

Sales & Marketing

-T\ IJUJSIJSY FWJ ^TZ TS YMJ UZGQNH XJHYTW \$
 The public sector accounts for less than 10.0% of industry revenue, GZY NYX NRUFHY NX STY NSXNLSN*HFSY 9MJXJ HTSYWFHYX FWJ QNPJQ^ MJQI G^ well-known landscapers.

-FX HTRUJYNYNTS KWTR QT\ \FLJ HTZSYWNJX MZWY ^TZW GZXNSJXX \$
 Services are rendered at the local level and therefore there is no international competition. Competition from low-wage workers has HTSXYWFNSJI NSIZXYW^ \FLJX YT YMJ GJSJ*Y TK UWT*Y

Technology

Does your business use web-based systems for customer bookings
 T W T W I J W X \$
 There is little need for web-based systems to perform industry services, but some landscapers use the technology for orders.

-F[J ^TZ GJJS FGQJ YT WJIZHJ HTXYX YMWTLZLM FZYTRFYNTS \$