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Third Coast Capital Advisors Represents HeartLand Company in its Acquisition of Total Environment



Third Coast Capital Advisors served as exclusive financial advisor to HeartLand Company, a portfolio company of Sterling Investment Partners in its acquisition of Total Environment. Our Acquisition Search services included identifying the target and making contact with its owner, as well as providing assistance on valuation, transaction structure and the negotiation and closing of the transaction. This transaction represents our second acquisition for HeartLand and is a good example of our ability to identify and execute proprietary, strategic add-on acquisitions for private equity portfolio companies.

Total Environment, based in Edmund, Oklahoma, is provider of commercial landscaping services including contract grounds maintenance services, irrigation services and outdoor lighting services serving the greater Oklahoma market.

HeartLand Company, based in Kansas City, Missouri is a leading provider of commercial landscape and facilities services operating in five markets across the Central United States. Services include full-service maintenance (mowing, pruning, fertilization and chemical irrigation, bed maintenance and annual flowers), landscape enhancements (property upgrades and renovations), and winter services (de-icing and snow removal).