



"THE BUSINESS BROKERAGE SPECIALIST FOR OVER 40 YEARS!"

Mergers & Acquisitions • Business Valuations • Commercial Financing • Investment Property • Consulting

CONFIDENTIAL INFORMATION MEMORANDUM

New Bridge Farm & Garden • New Bridge Landscape • New Bridge Snow Service

Exclusive Offering — 563 River Road, New Milford, NJ 07646 | Bergen County, New Jersey

Prepared by

Frank Mancuso

Managing Director, Business Transitions — Executive Business Brokers

July 2026

This Confidential Information Memorandum is intended solely for the use of qualified, pre-screened prospective buyers who have executed a Non-Disclosure Agreement with Executive Business Brokers. Reproduction or distribution without written consent is strictly prohibited.

Background and History

Company Vision

New Bridge Farm & Garden, New Bridge Landscape, and New Bridge Snow Service operate as a single, synergistic enterprise from one 2.93-acre property in the heart of Bergen County, New Jersey. All three businesses share the same yard, equipment fleet, crews, vendor relationships, and customer base — allowing the operation to generate revenue in every season of the year while spreading the fixed costs of the land, buildings, and equipment across three complementary income streams.

A retail garden-center customer becomes a landscaping client; a landscaping client becomes a snow-removal account; the same trucks that deliver mulch in May plow snow in January. This is the core of the opportunity: three profitable, growing businesses that would be difficult and expensive to replicate separately, operating out of one irreplaceable Bergen County location just minutes from New York City.

The Farm & Garden Center

New Bridge Farm & Garden has been a fixture on River Road for generations. Following a significant renovation and rebuild of the retail farm and garden center, the business has grown by leaps and bounds. Net retail sales reached approximately \$1.32 million in 2025, and through just the first seven and a half months of 2026 the business had already generated approximately \$1.18 million — putting the current year on pace to be the strongest in the company's history. The renovated retail operation offers a full selection of seasonal plants, shrubs, trees, flowers, annuals, perennials, vegetables, herbs, hanging baskets, tropicals, and houseplants, along with fall and holiday specialties (pumpkins, mums, Christmas trees, wreaths, and grave blankets) and bulk landscape materials — mulch, stone, gravel, soil, and fertilizer — sold both at retail and via zoned delivery throughout Bergen County.

The Landscaping Division

New Bridge Landscape provides mulch installation, tree and shrub planting, lawn repair, small landscape construction, and hardscape work. The division's customer base is predominantly residential, drawn from the affluent, densely populated Bergen County suburbs that surround the property, with a meaningful and growing base of commercial accounts — property managers, HOAs, and commercial complexes — that add higher-ticket, recurring contract revenue to the mix. Landscape and snow revenue combined totaled approximately \$1.27 million in 2025, and the division had already reached roughly \$740,000 through the same point in 2026 — up nearly 5% from the comparable period in 2025.

The Snow Removal Division

New Bridge Snow Service Inc. operates as a distinct, contract-driven winter business layered on top of the same equipment fleet and crew used for landscaping. Unlike many regional competitors who rely on per-storm, spot-market pricing, New Bridge's largest commercial snow accounts are secured on three-year contracts, providing a highly visible, recurring revenue base heading into every winter season, regardless of how any single storm season performs. Paired with a fleet and crew that would otherwise sit idle in the off-season for a pure landscaping operation, this contract structure makes the snow division exceptionally efficient — a large share of its revenue drops straight to the bottom line.

Property & Location

Address: 563 River Road, New Milford, NJ 07646

Lot Size: 2.93 acres (approximately 127,631 sq. ft.) of level, open acreage with mature trees and scenic views

Improvements: 1950-built, one-story barn/store building with preserved historic farm designation

Zoning: Agricultural / preserved historic farm, with flexible uses including farming, livestock, equestrian, garden center, landscaping services, and development potential subject to approvals

Real Estate Appraisal: Independently appraised at \$3,800,000 in 2024

Location Advantages

- Scenic River Road corridor in the heart of Bergen County
- Minutes to major highways, shopping, schools, and New York City
- High-visibility, high-traffic retail and service location
- Surrounded by affluent residential neighborhoods with strong demand for landscaping and garden products

The property combines natural beauty and historic character with practical, flat land ideal for continued agricultural and retail use, or future development. All three businesses run seamlessly from this single location, sharing an established customer base, vendor relationships, and complementary seasonal cash flow across the calendar year.

Business Profile #1: New Bridge Farm & Garden

Industry: Retail Garden Center, Nursery & Farm Market

Location: 563 River Road, New Milford, NJ 07646

Overview

New Bridge Farm & Garden is a full-service retail farm and garden center that has been renovated and rebuilt into one of Bergen County's premier outdoor living destinations. Since that renovation, the business has grown by leaps and bounds, with 2026 year-to-date sales already approaching the full-year total generated in 2025. The retail operation draws heavily on its own farm-grown and locally sourced inventory, complemented by bulk landscape materials and seasonal specialty offerings that keep customers returning throughout the year.

Key Products and Services

- Seasonal plants, shrubs, trees, flowers, annuals, and perennials
- Vegetables, herbs, hanging baskets, tropicals, and houseplants
- Fall and holiday specialties: pumpkins, mums, Christmas trees, wreaths, and grave blankets
- Bulk materials: mulch (multiple colors), stone, gravel, soil, and fertilizer
- Zoned delivery service throughout Bergen County

Target Audience



Mergers & Acquisitions • Business Valuations • Commercial Financing • Investment Property • Consulting

- Homeowners and gardening enthusiasts across Bergen County
- Landscape contractors and property managers sourcing bulk materials
- Seasonal and holiday shoppers (spring planting, fall harvest, Christmas trees)
- Local residents seeking premium, farm-fresh plant material

Mission Statement

"To be Bergen County's destination garden center — combining the charm and authenticity of a working farm with the selection, quality, and service of a premier retail nursery."

Strengths

- Newly renovated retail facility driving rapid, ongoing sales growth
- Farm heritage and historic property create a distinctive, defensible market position
- High-visibility River Road location in an affluent, densely populated trade area
- Shared infrastructure with the landscaping and snow divisions keeps overhead efficient

Business Profile #2: New Bridge Landscape

Industry: Residential & Commercial Landscaping Services

Location: 563 River Road, New Milford, NJ 07646

Overview

New Bridge Landscape is an established, highly profitable landscaping and hardscape division serving Bergen County's residential and commercial markets. The business is predominantly residential, reflecting the dense concentration of high-income homeowners surrounding the property, with a growing commercial book of business — property managers, homeowners' associations, and commercial complexes — that provides higher-ticket, repeat contract work alongside the seasonal residential trade.

Key Products and Services

- Mulch installation and seasonal bed maintenance
- Tree and shrub planting
- Lawn repair and renovation
- Small landscape construction projects
- Hardscape work — patios, walls, and walkways

Target Audience

- Residential homeowners across Bergen County's affluent suburbs
- Property managers and homeowners' associations
- Commercial complexes and mixed-use properties

Mission Statement

"To deliver reliable, high-quality landscaping and hardscape work that enhances the properties of our residential and commercial clients, backed by the resources of a full-service farm and garden operation."

Strengths

- Predominantly residential base in one of New Jersey's wealthiest counties, balanced by a growing commercial segment
- Direct access to the Farm & Garden Center's inventory of plant material and bulk supplies
- Recurring and high-margin revenue from both retail and commercial accounts
- Shared equipment fleet and crew with the snow removal division supports year-round utilization

Business Profile #3: New Bridge Snow Service

Industry: Commercial Snow & Ice Management

Location: 563 River Road, New Milford, NJ 07646

Overview

New Bridge Snow Service Inc. provides commercial snow plowing, ice management, and related winter maintenance to clients throughout Bergen County. The business is anchored by multi-year contracts with large commercial clients — the company's largest accounts are secured on three-year agreements — giving the business a highly predictable, recurring winter revenue base that is far more durable than the per-storm, spot-market pricing many regional competitors rely on.

Key Products and Services

- Commercial snow plowing under multi-year (predominantly three-year) contracts
- Ice management and de-icing/salting services
- Seasonal and per-event service for supplemental accounts
- Priority servicing for combined landscape/snow customers

Target Audience

- Large commercial property owners and managers under long-term service contracts
- Retail centers, office parks, and multi-family properties
- Existing landscaping clients seeking a single, trusted year-round vendor

Mission Statement

"To keep our commercial clients' properties safe and accessible through every storm, backed by the reliability of long-term partnerships and a fully equipped, experienced crew."

Strengths

- Revenue anchored by three-year contracts with large commercial clients, not per-storm spot pricing
- Equipment fleet and crew otherwise idle in winter for a pure landscaping business — high incremental margin
- Deep, established relationships with commercial property managers across Bergen County
- Operationally integrated with the landscaping division for efficient, year-round crew utilization

Market & Demographics

New Milford, New Jersey

New Milford is a well-established Bergen County borough of approximately 16,900 residents (2025 estimate), with a median age of 40 and an estimated median household income of approximately \$112,400 — more than 55% above the U.S. average. Just 4.2% of residents live below the poverty line. The borough sits directly on the Hackensack River, minutes from Routes 4, 17, and 80, and roughly 12 miles from Manhattan, giving New Bridge access to a dense, high-income customer base without the overhead of a New York City or closer-in suburban location.

Bergen County, New Jersey

Bergen County is New Jersey's most populous county, with approximately 962,000 residents and a median household income of roughly \$124,900 — more than 20% above the New Jersey state average and nearly 55% above the national average. The county's combination of dense population, high disposable income, and mature single-family housing stock makes it one of the strongest landscaping, garden-center, and snow-removal markets in the New York metropolitan area.

Industry Backdrop

The U.S. landscaping services industry is estimated at roughly \$186–189 billion in 2025, up nearly 6% from 2024, with the commercial segment forecast to grow faster than the residential segment over the next several years. Nationally, the residential segment still represents just over half of all landscaping and gardening services revenue — closely mirroring New Bridge's own mix of a residential-anchored landscaping book supplemented by a growing, contract-based commercial snow and landscape business. Rising labor costs remain the industry's primary headwind, which further favors an operator like New Bridge that already owns its real estate, equipment, and an established, cross-trained crew.

Combined Summary of 2025 Financial Performance

In 2025, the combined New Bridge operation generated total revenue of approximately \$2.59 million — approximately \$1.32 million from the Farm & Garden Center and approximately \$1.27 million from Landscape and Snow Service combined — with a strong gross profit margin of roughly 81.5% (approximately \$2.11 million in gross profit).

Cost of goods sold — primarily nursery, landscape, and hardscape materials — was well managed at approximately 18.5% of revenue. Total operating expenses, including payroll across all three divisions, ran at approximately 30.3% of revenue, leaving net operating income of approximately \$1.33 million, or roughly 51.2% of revenue, prior to standard owner add-backs (officer compensation, equipment financing, and depreciation).

Metric	Value
Total Revenue (FY2025)	~\$2.59 million
Farm & Garden Center (net sales)	~\$1.32 million
Landscape & Snow Service (billed)	~\$1.27 million
Gross Profit	~\$2.11 million (81.5% margin)
Cost of Goods Sold	~18.5% of revenue
Total Operating Expenses	~30.3% of revenue
Net Operating Income	~\$1.33 million (51.2% of revenue)

Note: Figures above reflect a preliminary reconstruction from bank and credit card records prepared in connection with this listing. A final reconciliation of approximately \$765,000 in FY2025 disbursements (checks and cash withdrawals not yet matched to a specific payee) is in progress and may reduce net operating income once complete. Updated financials will be provided to qualified buyers upon request.

Revenue Trend

Both operating segments are trending toward continued growth in 2026. The Farm & Garden Center, benefiting from its recent renovation, had already generated roughly 89% of its entire 2025 net sales total within the first seven and a half months of 2026. Landscape and Snow Service revenue is up nearly 5% year-over-year over the comparable period, a steady, contract-supported growth rate consistent with the division's three-year commercial snow agreements and expanding residential base.

Investment Highlights & Opportunities for Growth

- Three synergistic, complementary revenue streams — retail, landscaping, and snow removal — sharing one property, fleet, and crew across every season of the year
- Farm & Garden Center sales growing rapidly following a significant renovation, with 2026 already on pace to exceed 2025
- Snow removal revenue anchored by three-year contracts with large commercial clients, reducing exposure to any single storm season
- Landscaping division built on a predominantly residential base in one of New Jersey's wealthiest counties, with a growing, higher-margin commercial segment
- Stable, diversified income from retail sales, service contracts, and seasonal businesses smooths cash flow across all twelve months
- Owner-operator or turn-key investment — current ownership is willing to support a transition
- Upside potential: continue and grow the existing businesses, expand the commercial landscaping and snow book, or pursue alternative uses of the real estate (private estate, equestrian facility, working farm, or development, subject to approvals)
- Historic and agricultural tax benefits may be available
- Strong market demographics: New Milford and surrounding Bergen County offer high household incomes, strong property values, and deep demand for premium landscaping, snow, and garden products
- Prime location just minutes from New York City makes this an attractive lifestyle or investment property in addition to an operating business

Pricing & Terms

Asking Price: \$7,200,000 for all three operating businesses (New Bridge Farm & Garden, New Bridge Landscape, and New Bridge Snow Service) together with the real estate and inventory

Real Estate Value: The property was independently appraised at \$3,800,000 in 2024

Equipment: Not included in the asking price. A separate itemized list of trucks, tractors, landscape equipment, snow plows, and related assets — valued at over \$800,000 — is available to qualified buyers. The seller requires the equipment to be paid for at closing in addition to the asking price

Lease Option: \$24,000 per month plus real estate taxes (triple-net style), for investors or operators seeking lower up-front capital

Sale Structure: Asset sale preferred

Financing: Seller may consider creative structuring for qualified buyers

All information in this Confidential Information Memorandum is preliminary and subject to buyer due diligence, final financial reconciliation, and seller approval of any proposed transaction structure.



Mergers & Acquisitions • Business Valuations • Commercial Financing • Investment Property • Consulting

Prepared and Presented By

This Confidential Information Memorandum was prepared on behalf of the sellers by:

Frank Mancuso

Frank Mancuso

Managing Director, Business Transitions

Executive Business Brokers

Cell: 201-602-3813 • Office: 908-851-9040 Ext 202 • frank@execbb.com

Contact

All inquiries regarding this opportunity should be directed to Frank Mancuso. Prospective buyers will be required to execute a Non-Disclosure Agreement and demonstrate proof of financial capability prior to receiving additional information.