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

Revenue for the Landscaping Services industry is expected to decline signi f cantly 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, dif f cult 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

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 f ve 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 c ates a3. asly asl.commercial c 61(ates a3. 19 87el asl.5 (per)24.7 (5apita8tr-f8 04ow6

Few landscapers require loans for capital investments. Some use debt f nancing to expand their operations or to expand geographically.

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

The public sector accounts for less than 10.0% of industry revenue, but its impact is not insigni f cant. These contracts are likely held by well-known landscapers.

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 bene f t of pro f t.

There is little need for web-based systems to perform industry services, but some landscapers use the technology for orders.

Cost Structure 2020

32.5% 32.6% 5.4% 4.1%

1.7% 1.8% 0.3% 21.6%