

**Sterling Investment Partners' Portfolio Company HeartLand, LLC  
Acquires Three Commercial Landscape and Facilities Services Providers  
September 2021**

Sterling Investment Partners ("Sterling"), a private equity firm that has been investing in and building middle-market companies for over 30 years, announced that its portfolio company, HeartLand (or "the Company"), acquired three additional commercial landscape and facilities services companies: Cutting Edge Services ("Cutting Edge"), Perficut Companies ("Perficut"), and Mainscapes, Inc. ("Mainscapes"). Since Sterling made its initial investment in HeartLand in August, 2019, HeartLand has acquired a total of nine leading commercial landscape and facilities service providers.

Charles Santoro, Managing Partner and Founder of Sterling stated, "Since we partnered with HeartLand management over two years ago, the Company has achieved substantial growth. HeartLand continues to penetrate key markets through its acquisition strategy. Cutting Edge has established HeartLand more broadly in the Mountain West region of the country, particularly in two new markets, Boise and Salt Lake City, while also enhancing HeartLand's presence in Denver. Perficut has established HeartLand in the Des Moines market, while Mainscapes has expanded HeartLand's existing presence in the Washington, D.C. metro market. We continue to work with the HeartLand team to build one of the leading national providers of commercial landscape services."

#### **HeartLand**

HeartLand is a leading provider of commercial landscape and facilities services, operating in fourteen markets that serve clients in Kansas City, Denver, Columbia (MO), Lexington (KY), Pittsburgh, Washington, D.C., Chicago, Omaha, Tulsa, Daytona Beach, Jacksonville (FL), Boise, Salt Lake City and Des Moines. Services include turn-key grounds maintenance, landscape enhancements and winter services. The Company's customer base is comprised of thousands of properties across all commercial market segments. For more information, please visit [www.HeartLandcompany.com](http://www.HeartLandcompany.com).



#### **Cutting Edge Services**

Cutting Edge ([www.cuttingedgelandscape.com](http://www.cuttingedgelandscape.com)) is a leading, full-service commercial landscape provider based in Boise, Idaho and services the Mountain West region of the United States, including Denver and Salt Lake City. Cutting Edge provides grounds maintenance, enhancements, snow removal and installations and has developed a reputation for high quality landscapes and strong customer service. Cutting Edge serves a diverse portfolio of commercial customers across office and retail, homeowners' associations, and multi-family buildings.

#### **Perficut Companies**

Based in Des Moines, Iowa, Perficut ([www.perficut.com](http://www.perficut.com)) is a leading provider of commercial landscaping services to customers in Iowa and Nebraska. Perficut services include snow services, grounds maintenance services and installation.

#### **Mainscapes, Inc.**

Mainscapes ([www.mainscapes.com](http://www.mainscapes.com)) is a leading, full-service commercial landscaping provider in the Maryland / Washington, D.C. metropolitan area. The company offers a wide range of landscaping services that align well with HeartLand's offerings, including grounds maintenance, turf services (including weed and pest management) and snow removal. Commercial customers primarily include homeowners' associations.

**Sterling Investment Partners**

Sterling Investment Partners is a private equity firm that has been investing in and building middle-market companies for over 30 years with a highly-experienced, cohesive team of senior investment professionals. Sterling acquires businesses that the firm believes have strong, sustainable competitive advantages and significant opportunities for value creation. Over its history, Sterling has completed over 180 transactions, representing over \$20.0 billion in aggregate value. The key sectors Sterling focuses on are distribution and business services. [www.sterlinglp.com](http://www.sterlinglp.com).



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