

**Sterling Investment Partners' Portfolio Company Heartland, LLC
Acquires Three Commercial Landscape and Facilities Services Providers
December 2019**

Sterling Investment Partners ("Sterling"), a private equity firm that has been investing in and building middle-market companies for over 28 years, announced that its portfolio company, Heartland, acquired three commercial landscape and facilities services companies: Heritage Landscape Services ("Heritage"), Landscape Concepts Management ("Landscape Concepts") and Snowmen365.

According to Charles Santoro, Managing Partner and Founder of Sterling, "The Heritage and Landscape Concepts acquisitions strategically establish Heartland's presence in the Washington, D.C. and Chicago markets, two of the largest metropolitan markets in the country, while the Snowmen365 acquisition strengthens Heartland's presence in Kansas City. In addition, each of these companies is a leader in its respective market and serves a high quality and diverse customer base. Sterling is excited about the growth Heartland has experienced since Sterling's initial investment in August, 2019 and we look forward to continued growth, both organically and through acquisitions."

Heartland

Heartland is a leading provider of commercial landscape and facilities services, operating through seven market-leading operating companies that serve clients in Kansas City, Denver, Columbia (MO), Lexington (KY), Pittsburgh, Washington, D.C. and Chicago. 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.



Heritage Landscape Services

Based outside of Washington, D.C., Heritage Landscape (www.heritagelandscape-services.com) is a market-leading landscape management and installation firm serving commercial clients. The company offers a wide array of services, including, contract maintenance, landscape enhancements, irrigation work and winter services and has a strong reputation for a high level of customer service.

Landscape Concepts Management

Based in Chicago, Illinois, Landscape Concepts (www.landscapeconcepts.com) is a full-service commercial landscape and facilities services provider. Services include maintenance, enhancement work, winter services and tree care and irrigation. With nearly 40 years of history, the company has strong brand recognition and is a consistent local and national award winner.

Snowmen365

Based in Kansas City, Missouri, Snowmen365 (www.snowmenkc.com) is a market leading, full service commercial snow and ice management provider, focusing its primary efforts on commercial winter services. By combining Snowmen with Signature Landscape, whose principal business is high-quality commercial grounds maintenance, the resulting business is the leading commercial landscape and snow and ice management provider in the Kansas City market.

Sterling Investment Partners

Sterling Investment Partners is a private equity firm that has been investing in and building middle-market companies for over 28 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 170 transactions, representing \$17.2 billion in transaction value. The key sectors Sterling focuses on are distribution and business services. www.sterlinglp.com.



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