

**Sterling Investment Partners' Portfolio Company HeartLand, LLC  
Acquires Four Additional Commercial Landscape and Facilities Services Providers  
December 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 four additional commercial landscape and facilities services companies: Landscape Services, Inc. ("LSI"), Sharp's Landscaping ("Sharp's"), Total Environment and Merit Service Solutions ("Merit"). HeartLand has acquired a total of thirteen leading commercial landscape and facilities service providers since Sterling made its initial investment in the Company in August, 2019.

Charles Santoro, Managing Partner and Founder of Sterling stated, "HeartLand is a dynamic company and we are thrilled to have partnered with an experienced, highly entrepreneurial management team. We continue to support HeartLand in expanding its geographic reach in the U.S as the Company enters new markets through acquisition. We are proud of the Company's many accomplishments and look forward to the Company's continued momentum in 2022."

**HeartLand**

HeartLand is a leading provider of commercial landscape and facilities services, serving the Midwest, Southeast, Northeast, Mountain West and Southwest regions of the United States. The



**HEARTLAND**

Company operates in the following markets: Kansas City, Columbia (MO), Chicago, Des Moines, Omaha, Tulsa, Oklahoma City, Lexington (KY), Nashville, Daytona Beach, Jacksonville (FL), Pittsburgh, Philadelphia, Washington, D.C., Denver, Boise, Salt Lake City, Dallas, Houston, San Antonio and Austin. 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).

**Landscape Services, Inc.**

Based in Nashville, Tennessee, LSI ([www.landscapeservicesinc.com](http://www.landscapeservicesinc.com)) is a leading full-service provider of commercial landscape services to customers in Tennessee and the surrounding area. Core services include: grounds maintenance services, landscape enhancements, installations and snow services. LSI serves a portfolio of commercial clients, which include homeowners' associations, commercial offices buildings, retail, and multi-family buildings.



**Sharp's Landscaping**

Sharp's ([www.Sharpslandscapinginc.net](http://www.Sharpslandscapinginc.net)) a leading, full-service commercial landscaping provider based in Bristol, Pennsylvania. The company provides contract lawn maintenance, landscape enhancements and snow removal services to customers in southeastern Pennsylvania, western New Jersey and Delaware. Sharp's maintains a strong reputation of high-quality service with its customers, which include: multi-family buildings, healthcare, office and industrial and homeowners' associations.



**Total Environment, Inc.**

Founded in 1992, Total Environment (<https://www.totalenvironmentinc.com>) is the leading provider of commercial landscaping services to customers in Oklahoma City. Primary services include: contract grounds maintenance services,



irrigation services and outdoor lighting services. Total Environment serves a diverse portfolio of over 250 commercial customers and 500 high-end residential customers.

### **Merit Service Solutions**

Founded in 1976, Merit ([www.meritservicesolutions.com](http://www.meritservicesolutions.com)) is a leading provider of commercial landscape and snow services to customers in the Northeast and Southwest through its six branches in Marlton, NJ; Exton, PA; and Houston, Austin, Dallas-Fort Worth, and San Antonio, TX. Merit's service offering includes landscape maintenance, enhancement and design, installation, snow and ice management, and parking lot maintenance. The Company has a strong reputation driven by superior customer service, high quality performance, and commitment to partnership with its customers.



### **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 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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