



Bach Business Partners

Bach Business Partners Expands Offering by Teaming with Business Broker RB Ames, LLC

Steven Bach will assist landscape contractors with the business buying and selling process.

Pittsburgh, Pa. – July 2020 – Steven Bach, President of Bach Business Partners (BBP), is expanding his business offering by partnering with Pittsburgh-based business broker, Richard Ames. Through this affiliation, Bach will become a Business Intermediary for Ames' firm, RB Ames, LLC.

Bach will actively work with business owners looking to either buy or sell their businesses via a formal process that involves business valuation, vetting and marketing. RB Ames targets "Main Street" businesses in the \$500K-\$20M revenue range. This additional service offering will complement Bach's current coaching where he works with landscape business owners on financial plan redemption and long-term strategic and financial planning. Partnering with these same companies as they transition ownership or expand their business portfolio will be a natural next step.

BBP clients are well-familiar with Richard Ames who has been a long-time channel partner and event sponsor. Bach sees this as an opportunity to diversify and expand by formally providing support for business owners looking to take a big step.

"This is something I have always wanted to do," noted Bach. "Honestly, I've grown tired of hearing oft-repeated misconceptions about how incredibly difficult it is to buy or sell a business. People get intimidated. This process is not unattainable and, now, I have the ability not only to educate business owners on the process, but also to personally walk them through it."

He believes that, by improving their business acumen, owners will be able to more confidently plan for their personal future as well as that of their business.

Bach predicts that the current Covid-19 pandemic will likely result in an active market over the next year and a half, particularly when it comes to consolidation. "There are two distinct paths. These past few months have been a shot of adrenaline for contractors primarily focused on residential design/build. These folks are motivated to grow and expand. On the other hand, those businesses with a portfolio primarily made up of commercial business may be looking for an exit option through sale or consolidation. Both scenarios present opportunities where I can bring value," he said.

Bach notes that this new role will not change his status as President of the namesake company he founded in 2015, nor will it affect BBP's day-to-day operations. "The BBP growth plan has always included expansion and diversification. Our business has been consistently growing 20% in revenue year over year, and we look to continue this trajectory as we add another dimension to the knowledge of the BBP coaching team."