

TOP 100 COMMEMORATIVE POSTER



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Lawn & Landscape

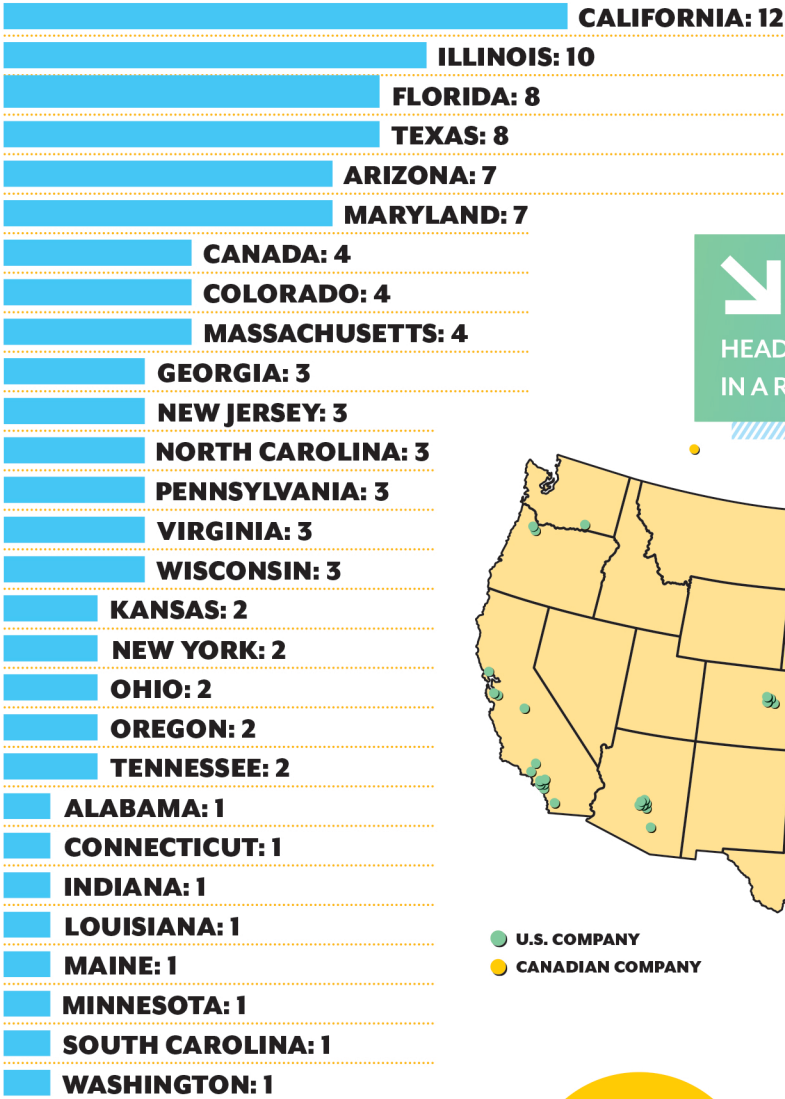
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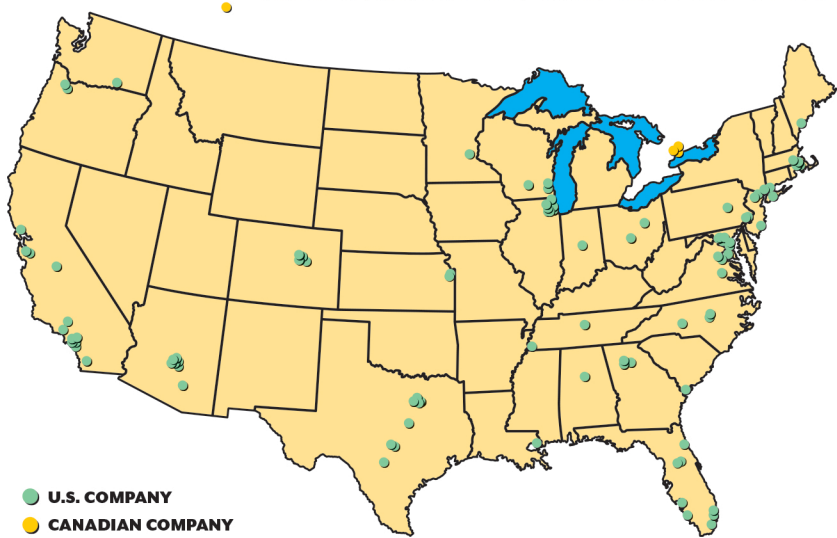
STATE BREAKDOWN

FIND OUT WHERE THE TOP 100 COMPANIES CALL HOME.

California houses the most top 100 companies with 12, followed by Illinois with 10 and Florida and Texas tied with 8. But revenue wise, it's a different story. Pennsylvania, with only two companies on the list, generated the most revenue due in large part to BrightView, while Tennessee comes in second thanks to TruGreen. Ohio comes in third due to Davey calling it home, and Florida and California round out the top five with a large percentage of companies on the list headquartered there.



STATE-BY-STATE CENSUS
WE TALLIED ALL 100 FIRMS' LOCATIONS BY HEADQUARTERS ADDRESS. FOR THE NINTH YEAR IN A ROW, CALIFORNIA IS AT THE TOP OF THE LIST.



• BASED ON DATA COMPILED BY LAWN & LANDSCAPE

REVENUE RANKING



TOP 100 NEWS & NOTES

Five Seasons Property Management rebrands as Aspen Grove Landscape Group

Five Seasons Property Management has rebranded as Aspen Grove Landscape Group. The company has also acquired James River Grounds Management, which was No. 74 on Lawn & Landscape's 2017 Top 100 list and made about \$26 million in revenue in 2017.

The company is reporting a 2017 revenue of \$180 million. It ranks 6th on Lawn & Landscape's 2018 Top 100 list.

The privately-owned company was founded in 2015 and represents 10 regional commercial landscape service companies that provide maintenance, design, installation, irrigation and snow removal.

Centered around 2,000 professionals working in 20 states, the Aspen Grove family of companies includes Annco Services in Florida, Clippers Professional Landscape Services in Virginia, Independence Property Services in Pennsylvania, Integrated Landscape Management in Arizona, James River Grounds Management in Virginia, Providence Landscape Group in North Carolina, Reliable Property Services in Minnesota, The Landscape Partners in Texas, TR Gear Landscaping in Ohio and United Lawnscape in Michigan.

Local partner companies will continue operating under their existing names.

"The professionals within each Aspen Grove company are encouraged to maintain a local focus and continue to provide outstanding responsiveness for their clients, old and new," says Aspen Grove Landscape Group President David Fleischner in a press release. "But we also want everyone to feel that they are part of something

bigger, a company that is growing and that by working together, we will all be stronger."

John Denison: 1955-2017

John Denison built a legacy in the landscaping industry. He started Denison Landscaping as a simple mowing business out of a truck in 1973 and that gradually evolved into one of the largest landscaping and nursery businesses in the horticulture industry. The company ranked 24th on Lawn & Landscape's Top 100 list this spring, achieving more than \$60 million in revenue with more than 600 employees.

In May of 2017, news of Denison's death came as a surprise to many – including his own family. He was 61 years old. His son, Josh, says his father had some health problems in 2016 but that he had recovered from those problems. "In the grand scheme of things, (his death) was a surprise," he says.

John impacted many people in his lifetime. The evidence of that was clear at his funeral, as more than 2,000 people attended. Josh estimates the funeral procession stretched 6.5 miles long.

"They even shut down I-495," he says. "It was a grand celebration of life for someone who deserved it."

Many in the industry knew John as a man who could drive hard bargains and build a successful business.

"He was a really shrewd business person," says John Clark, secretary treasurer and owner of Manor View Farm in Monkton, Maryland. "John knew how to make money, even at low prices."

Yet not everyone in the landscaping industry knew that John had another side to him. For the full article, visit bitly.com/lawndenison.

Davey CEO retires

Karl J. Warnke, chairman and CEO of The Davey Tree Expert Company, retired in July of last year.

Patrick M. Covey, current president and chief operating officer, assumed the CEO role upon Warnke's retirement as part of the company's executive succession plan. Warnke will continue as chairman. "It truly has been a privilege to have served as president and then chief executive officer for the past 18 years," Warnke says. "A well-seasoned management team with considerable depth and capabilities is in place and will ensure a new era of continued stability and steady advancement of the Davey Company."

Under Warnke's leadership, total annual revenue grew from \$308 million in 1999 to more than \$900 million in 2017, landing the company in third place on the Top 100 list. During that same period, more than 3,200 new employees were added to the company, expanding the employee base to approximately 9,000 in 2017.

Davey's "Vision 20/20" strategic plan, which was implemented during Warnke's tenure as CEO, remains the focal point of Davey's operational strategy and has placed the company on a projected path to reach \$1 billion in revenue by 2019.



Lawn Doctor celebrated its 50th anniversary in 2017. The Holmdel, New Jersey-based company employs 1,350 people and posted \$112 million in 2017 revenue, ranking 14th on the Top 100 list.

Lawn Doctor – the first 50 years

Russell Frith grew up in the city in Philadelphia. He had a 15x15 patch of grass that served as his lawn. Making good on a promise to his wife, he moved his growing family to a house in the suburbs. With the house came a lawn that he wasn't quite sure how to manage.

He saw a local ad for a company called Lawn Doctor, and it caught his eye.

"That green thumb," he says. "I figured they knew what they were doing." Russell's relationship with Lawn Doctor ended up extending far beyond just being a client. After some chit-chat with his local lawn care technician, he ended up visiting the office and talking about potential jobs for six hours.

Russell accepted a position with the company but never expected to move up in the ranks the way he did. "I went from No. 2 to become No. 1 with no plan," he says. He began as COO of the company, but with the passing of the CEO, a change in roles had to happen. He was promoted to CEO in 1983 and his plans for Lawn Doctor grew from there.

He notes the growth wasn't at all an overnight process, but Lawn Doctor's expansion has remained consistent over the past 50 years. The company ranked No. 14 this year with \$118 million in revenue.

Russell is now retired, and his son Scott has taken over the Holmdel, New Jersey-based company, a job with big shoes to fill. The duo reflects on five decades of Lawn Doctor, which celebrated its 50th anniversary in 2017.

"He was the president of so many organizations," Scott says. "He won a hall of fame award for franchises."

Over 50 years of business, Lawn Doctor has seen ups and downs. Russell notes that he learned a lot about accountability while running the business. "I could have done a better job defining objectives," he says. "(I struggled with) giving authority without accountability."

Scott's philosophy of remaining attached to the roots of company reflects his father's advice on leadership. Russell says it's important to have your own vision, be yourself and don't try to copy someone else's style.

As far as bottom line business advice, Russell stresses how important it is for franchisors and franchisees to have an honest relationship. "You have to be able to make decisions without always engaging your franchisee," he says. And just for good measure: "Don't be dependent on a lender."

Stepping into his father's role, Scott tries to lead the company in his own way. "(It's important to) be your own man, an independent thinker," he says. "Don't be different just for the sake of being different."

As for the next 50 years, Russell hopes the perspective of the industry remains positive. "I hope (the industry) shows that they are doing valuable work," he says. As for Scott, he expects to see more and more families buying homes over the next several years, which will definitely be good for the next 50 years of business. – Lauren Rathmell



ABOUT THIS LIST

THE LAWN & LANDSCAPE TOP 100 is based on 2017 revenue from landscape profit centers. Most information is reported by each company listed, and supplemental data are sourced from public records and reporting by L&L staff.

- The Lawn & Landscape Top 100 list is based on 2017 revenue from landscape profit centers as reported by each company listed.
- Companies on the list earned a combined revenue of \$9,618,690,107 in 2017, which is an increase of \$456,846,983, or 5 percent, compared to 2016. The average expected growth for 2018 is 9 percent. Companies on the list also reported total employment of 102,760.
- This year's list include companies from 27 states and four firms in Canada. The states with the most Top 100 companies are California (12), Illinois (10) and Florida and Texas (8 each).
- Revenue reported in Canadian dollars has been converted to U.S. dollars using the 2017 average conversion rate of 0.77.
- A new company to our list, M. Neves, saw the largest growth in 2017 with a 50 percent increase in revenue.

- Terracare Associates was acquired by One Rock Capital Partners/ Monarch Landscape Companies in September 2017.
- James River was acquired by Aspen Grove Landscape Group (formerly Five Seasons Property Management/Asplundh) in late 2017.
- Swingle Lawn, Tree & Landscape Care was acquired by SavATree in October 2017.
- Five Seasons Property Management/Asplundh rebranded as Aspen Grove Landscape Group in April 2018.
- BrightView does not include U.S. Lawns revenue but does include franchise payment. The company acquired Girard Environmental Services in September 2017.
- The Davey Tree Expert Company does not separate its landscape management revenue from its overall revenue.

ABBREVIATIONS

- %MT:** Maintenance
- %CLC/F:** Chemical Lawn Care/Fertilization
- %LD/B/I:** Landscape Design/Build/Install
- %II/MT:** Irrigation Installation/Maintenance
- %IL:** Interior Landscaping
- %CR:** Commercial Revenue
- %RR:** Residential Revenue
- N/A:** No Answer/Unknown

✱ INDICATES NEW TO THE LIST

2018 RANK	COMPANY	2017 RANK	2017 REVENUE	HEADQUARTERS	EMPLOYEES	% CHANGE FROM 2016	% CHANGE EXP. FOR 2018	% MT	%CLC/F	%LD/B/I	%II/MT	% IL	%CR	%RR
1	BrightView	1	\$2,260,000,000	Plymouth Meeting, Pa.	22,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	100%	N/A
2	TruGreen Cos.	2	\$1,347,221,842	Memphis, Tenn.	13,674	2%	4%	2%	87%	0%	0%	0%	15%	85%
3	The Davey Tree Expert Company	3	\$916,000,000	Kent, Ohio	8,661	8%	5%	N/A	N/A	N/A	N/A	N/A	59%	40%
4	Bartlett Tree Experts	4	\$271,000,000	Stamford, Conn.	1,730	11%	8%	0%	0%	0%	0%	0%	28%	64%
5	Gothic Landscape	13	\$182,500,000	Valencia, Calif.	1,800	40%	12%	25%	0%	75%	0%	0%	90%	5%
6	Aspen Grove Landscape Group (formerly Five Seasons Property Management/Asplundh)	6 (t)	\$180,000,000	Philadelphia	2,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
7	Park West Companies	8	\$176,000,000	Rancho Santa Margarita, Calif.	1,600	17%	2%	34%	0%	62%	0%	0%	75%	25%
8	Yellowstone Landscape Group	12	\$174,000,000	Bunnell, Fla.	2,600	27%	5%	70%	0%	25%	0%	0%	100%	0%
9	U.S. Lawns	5	\$170,604,800	Orlando, Fla.	2,150	3%	5%	68%	4%	15%	3%	0%	100%	0%
10	Landcare	6 (t)	\$160,000,000	Frederick, Md.	3,000	0%	10%	100%	0%	0%	0%	0%	100%	0%
11	Weed Man	10	\$158,673,380	Mississauga, Ontario	4,400	7%		0%	100%	0%	0%	0%	5%	95%
12	Ruppert Landscape	9	\$155,500,000	Laytonsville, Md.	1,350	4%	8%	49%	0%	51%	0%	0%	100%	0%
13	Ferrandino & Son	11	\$145,000,000	Farmingdale, N.Y.	330	8%	6%	40%	0%	0%	0%	0%	100%	0%
14	Lawn Doctor	14	\$118,000,000	Holmdel, N.J.	1,350	6%	5%	0%	90%	0%	0%	0%	5%	95%
15(t)	SavATree	17	\$109,000,000	Bedford Hills, N.Y.	1,078	22%	29%	0%	17%	1%	1%	0%	25%	75%
15(t)	Ambius	15	\$109,000,000	Reading, Pa.	997	3%	3%	0%	0%	3%	0%	97%	100%	0%
17	The Grounds Guys	20	\$75,170,000	Waco, Texas	600	8%	12%	50%	10%	13%	1%	0%	50%	40%
18	Mainscape	19	\$75,150,000	Fishers, Ind.	1,000	2%	N/A	72%	7%	4%	8%	0%	100%	0%
19	The Groundskeeper/ Greater Texas Landscapes	21	\$68,225,000	Tucson, Ariz.	1,100	1%	4%	75%	0%	20%	0%	0%	100%	0%
20	Massey Services	18	\$67,288,316	Orlando, Fla.	1,989	6%	15%	0%	83%	4%	13%	0%	13%	87%
21	Terracare Associates	22	\$66,000,000	Littleton, Colo.	900	4%	0%	66%	2%	20%	7%	0	100%	0%
22	NaturaLawn of America	27	\$63,587,179	Frederick, Md.	534	14%	8%	0%	99%	0%	0%	0%	3%	97%
23	The Greenery	24	\$62,600,000	Hilton Head Island, S.C.	950	5%	10%	78%	3%	16%	3%	0%	95%	5%
24	Denison Landscaping	23	\$62,400,000	Fort Washington, Md.	680	4%	5%	10%	0%	80%	8%	0%	98%	2%
25	Clintar Commercial Outdoor Services	26	\$61,500,000	Markahm, Ontario	960	9%	10%	40%	0%	5%	0%	0%	99%	1%
26	Garden Design	25	\$59,000,000	Farmers Branch, Texas	64	0%	2%	2%	0%	98%	0%	0%	30%	70%
27	Spring-Green Lawn Care	29	\$58,400,000	Plainfield, Ill.	535	8%	9%	0%	95%	0%	1%	0%	8%	92%
28	Metco Landscape	28	\$57,106,000	Aurora, Colo.	565	2%	2%	20%	0%	75%	0%	0%	100%	0%
29	Acres Group	31(t)	\$53,650,000	Wauconda, Ill.	865	12%	16%	40%	3%	25%	3%	0%	95%	5%
30	Rotolo Consultants	43	\$53,000,000	Slidell, La.	600	36%	30%	40%	10%	35%	15%	0%	100%	0%
31	Juniper Landscaping	30	\$50,000,000	Ft. Myers, Fla.	500	15%	10%	32%	0%	68%	0%	0%	99%	1%
32	Clean Scapes	44	\$49,971,880	Austin, Texas	560	12%	11%	29%	1%	53%	14%	0%	100%	0%
33 (t)	Lucas Tree Expert Co.	31(t)	\$49,500,000	Portland, Maine	530	5%	2%	0%	5%	0%	0%	0%	95%	4%
33 (t)	Mariani Enterprises	35	\$49,500,000	Lake Bluff, Ill.	540	9%	5%	60%	0%	38%	0%	0%	10%	90%
35	Heartland	34	\$47,500,000	Kansas City	580	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
36	Dixie Landscape Co.	45	\$45,345,000	Medley, Fla.	305	N/A	5%	15%	0%	65%	20%	0%	100%	0%
37	Cagwin & Dorward	37	\$43,950,000	Novato, Calif.	535	4%	6%	55%	0%	25%	10%	0%	85%	5%
38	Girard Environmental Services	39	\$42,938,000	Sanford, Fla.	455	10%	5%	75%	0%	25%	0%	0%	100%	0%
39	Choate USA	48	\$40,900,000	Carrollton, Texas	170	18%	N/A	0%	0%	49%	50%	1%	80%	20%
40	Sebert Landscaping	41	\$40,000,000	Bartlett, Ill.	375	5%	10%	60%	1%	23%	1%	0%	90%	10%
41	Chapel Valley Landscape Company	42	\$38,200,000	Woodbine, Md.	500	0%	10%	65%	0%	20%	10%	0%	90%	10%
42	Environmental Management Services	56	\$35,700,000	Plain City, Ohio	330	15%	10%	35%	1%	55%	1%	0%	99%	1%
43	Teufel Nursery	59	\$35,239,324	Hillsboro, Ore.	290	29%	7%	10%	6%	70%	10%	0%	99%	1%
44	Bemus Landscape	51	\$35,200,000	San Clemente, Calif.	415	14%	9%	70%	0%	10%	10%	0%	99%	1%
45	Maldonado Nursery & Landscaping	46	\$35,130,085	San Antonio	425	-1%	0%	30%	0%	57%	13%	0%	48%	4%
46	Elite Team Offices	✱	\$35,000,000	Clovis, Calif.	350	5%	5%	15%	0%	85%	0%	0%	95%	5%
47	Landscape Workshop	54	\$34,700,000	Birmingham, Ala.	500	17%	17%	79%	0%	15%	5%	0%	90%	10%
48	Pierre Landscape	47	\$34,500,000	Irwindale, Calif.	255	8%	15%	8%	92%	0%	0%	0%	82%	18%
49	Ryan Lawn & Tree	61	\$34,234,227	Overland Park, Kan.	292	20%	10%	0%	45%	5%	15%	0%	5%	95%
50	Caretaker Landscape and Tree Management	77	\$34,000,000	Gilbert, Ariz.	384	39%	13%	24%	0%	68%	2%	0%	100%	0%
51	Dennis' 7 Dees Landscaping	83	\$33,952,431	Portland, Ore.	335	18%	6%	14%	0%	47%	12%	1%	42%	33%
52	Baytree Landscape Contractors	75	\$33,414,000	Chamblee, Ga.	340	32%	15%	35%	0%	65%	0%	0%	100%	0%
53	Christy Webber Landscapes	38	\$33,000,000	Chicago	400	-2%	14%	41%	0%	51%	0%	0%	76%	24%
54	Somerset Landscape & Maintenance	49	\$32,858,236	Chandler, Ariz.	700	3%	8%	85%	0%	10%	2%	0%	100%	0%
55	Gachina Landscape Management	50	\$32,536,545	Menlo Park, Calif.	418	10%	12%	58%	0%	32%	10%	0%	82%	4%
56	McFall & Berry Landscape Management	53	\$30,460,381	Anndandale, Va.	420	3%	3%	58%	5%	23%	2%	0%	100%	0%
57	AAA Landscape	55	\$30,460,000	Phoenix, Ariz.	510	5%	20%	42%	3%	5%	45%	0%	90%	10%
58	R.P. Marzilli & Company	67	\$30,423,752	Medway, Mass.	175	16%	10%	20%	0%	75%	0%	0%	8%	92%
59	Greenscape	52	\$30,400,000	Raynham, Mass.	300	0%	25%	35%	0%	45%	0%	0%	99%	1%
60	Complete Landscaping Service	63	\$30,157,569	Bowie, Md.	279	12%	25%	62%	5%	25%	5%	0%	90%	10%
61	Beary Landscaping	58	\$30,100,000	Lockport, Ill.	285	7%	10%	40%	3%	25%	2%	0%	80%	15%
62	Chalet Nursery, Landscape and Garden Center	60	\$30,000,000	Wilmette, Ill.	350	6%	5%	35%	5%	60%	0%	0%	0%	100%
63	The Bruce Co. of Wisconsin	68	\$29,672,349	Middleton, Wis.	286	13%	0%	16%	0%	48%	3%	0%	80%	20%
64	Schumacher Landscaping	70(t)	\$29,000,000	W. Bridgewater, Mass.	240	8%	5%	45%	0%	45%	4%	0%	34%	66%
65	Landscape Services (LSI)	✱	\$28,674,505	Nashville, Tenn.	300	N/A	N/A	60%	5%	15%	10%	0%	95%	5%
66	Landscape Concepts Management	57	\$27,930,000	Grayslake, Ill.	264	0%	7%	38%	0%	31%	5%	0%	99%	1%
67	Senske Lawn & Tree Care	66	\$27,880,000	Kennewick, Wash.	500	6%	8%	16%	51%	1%	3%	0%	25%	75%
68	Merchants Landscape Services	62	\$27,620,000	Santa Ana, Calif.	455	2%	5%	90%	0%	0%	10%	0%	100%	0%
69	Southern Botanical	64	\$27,197,566	Dallas, Texas	250	4%	24%	34%	5%	40%	15%	3%	71%	29%
70	The Loving Group	80	\$27,081,377	Charlotte, N.C.	148	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
71	Earthtones Landscaping	69	\$27,000,000	Midlothian, Texas	175	1%	5%	2%	3%	65%	30%	0%	85%	15%
72	Naturescape	74	\$26,739,484	Muskego, Wis.	275	7%	7%	10%	80%	0%	0%	0%	5%	95%
73	Russell Landscape Group	79	\$26,538,000	Sugar Hill, Ga.	375	16%	10%	42%	9%	13%	5%	0%	98%	2%
74	James River Grounds Management	72	\$25,952,083	Glen Allen, Va.	395	3%	5%	68%	0%	17%	4%	0%	100%	0%
75	M. Neves Inc.	✱	\$25,847,222	Dartmouth, Mass.	200	50%	10%	25%	10%	40%	5%	0%	90%	10%
76	Scott Byron and Co.	78	\$25,500,000	Lake Bluff, Ill.	225	4%	7%	30%	5%	60%	0%	0%	5%	95%
77(t)	David J. Frank Landscape Contracting	82	\$25,000,000	Germantown, Wis.	300	N/A	2%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
77(t)	Kline Bros Landscaping	85(t)	\$25,000,000	Ship Bottom, N.J.	171	5%	10%	15%	0%	50%	15%	0%	15%	85%
77(t)	Gibbs Landscape Co.	84	\$25,000,000	Smyrna, Ga.	360	6%	3%	69%	9%	17%	5%	0%	57%	43%
80	Stay Green	89	\$24,272,080	Santa Clarita, Calif.	302	12%	15%	69%	1%	12%	5%	0%	99%	1%
81	Benchmark Landscape	87	\$24,155,000	Poway, Calif.	275	8%	5%	50%	0%	50%	0%	0%	100%	0%
82	Benchmark Landscapes	76	\$23,790,000	Austin, Texas	340	-4%	2%	60%	0%	25%	10%	0%	100%	0%
83	SiteWorks	90	\$23,138,000	Chandler, Ariz.	200	9%	21%	30%	0%	50%	10%	0%	100%	0%
84	Designs by Sundown	91	\$23,000,000	Littleton, Colo.	200	8%	10%	25%	4%	66%	4%	0%	10%	90%
85	Frank and Grossman Landscape Contractors	96	\$22,850,000	Hayward, Calif.	230	9%	10%	52%	0%	10%	38%	0%	30%	70%
86	Andre Landscape Service	✱	\$22,707,000	Azusa, Calif.	370	19%	5%	54%	1%	21%	7%	0%	90%	10%
87	DLC Resources	✱	\$22,000,000	Phoenix, Ariz.	350	10%	13%	85%	0%	0%	5%	0%	100%	0%
88	High Tech Landscapes	92	\$21,820,219	Branchburg, N.J.	373	1%	2%	50%	5%	20%	10%	0%	60%	30%
89	NutriLawn	94	\$21,560,000	Toronto	N/A	N/A	5%	0%	85%	0%	10%	0%	10%	90%
90(t)	Complete Property Maintenance Inc.	✱	\$21,500,000	Coconut Creek, Fla.	395	15%	10%	70%	10%	10%	5%	0%	100%	0%
90(t)	Bland Landscaping Company	✱	\$21,500,000	Apex, N.C.	300	11%	16%	75%	0%	15%	3%	0%	85%	15%
92	McHale Landscape	✱	\$21,200,000	Upper Marlboro, Md.	200	3%	10%	30%	0%	70%	0%	0%	0%	100%
93	Southview Design	✱	\$21,183,054	St. Paul, Minn.	170	10%	0%	14%	0%	79.0%	3%	0%	28%	72%
94	Berghoff Design Group	93	\$21,000,000	Scottsdale, Ariz.	295	6%	16%	32%	2%	51%	10%	0%	20%	80%
95	Meadows Farms	✱	\$20,700,000	Centerville, Va.	400	6%	7%	9%	2%	89%	0%	0%	5%	95%