

COMMEMORATIVE POSTER



SPONSORED BY



LEARN AND GROW TOGETHER.

gardencenter[®]

EXECUTIVE SUMMIT

NEW ORLEANS MARRIOTT | NEW ORLEANS, LA | **FEBRUARY 3-5, 2020**

IN CASE YOU MISSED IT ...

KEYNOTE ANNOUNCED!

"Eliza has had tremendous success in online plant sales, branding and community-building. Her story and insights into this burgeoning segment of the ever-changing garden retail industry will be a can't-miss talk for IGC owners."

— KATE SPIRGEN, EDITOR, GARDEN CENTER

**ELIZA
BLANK**

Founder and CEO, The Sill

"Creating a Plant Community
and Authentic Experiences
Online and In-Store"

**February 4, 2020
9:30-10:15 a.m**



PRICING WON'T GET ANY LOWER! REGISTER TODAY!

www.gardencentersummit.com

Make sure to check the website for speaker announcements!

THE TOP 100: BY THE NUMBERS

Stats about the independent garden center retailers on our 2019 list



286

The total number of retail locations that Top 100 IGCs operate

REVENUE STATS

\$1,201,818,705

the combined 2018 sales volume of the Top 100 IGCs

\$545,361,735

the combined 2018 retail revenue of the Top 10 IGCs

AGE STATS

166

The age of Hicks Nurseries, the oldest IGC on the list

10

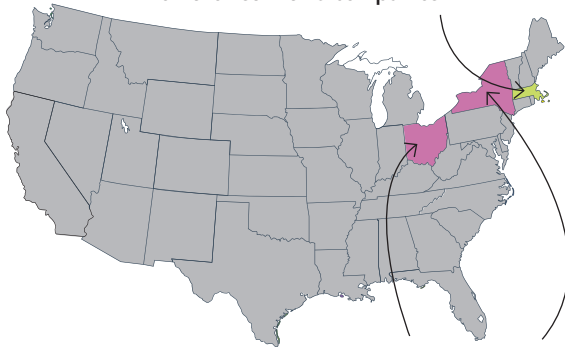
The age of Bay Gardens, the youngest IGC on the list

52

The median age of IGCs on the list

38 and **4** provinces
states have garden centers on the Top 100 list

Massachusetts has the most IGCs on the list with 8 companies



followed closely by New York and Ohio with 7 each

2019 winners list in alphabetical order

Rank	Company	Rank	Company	Rank	Company
76	A. J. Tomasi Nurseries	70	Hall's Garden Center & Florist	15	Roger's Gardens
11	Adams Fairacre Farms	10	Hicks Nurseries	69	Rosedale Nurseries
18	Al's Garden and Home	85	Hill Country Water Gardens & Nursery	23	Ruibal's Plants of Texas
16	American Plant	70	Hillermann Nursery & Florist	33	Russell's Garden Center
1	Armstrong Garden Centers/Pike Nurseries	19	Homestead Gardens	50	Salisbury Greenhouse
95	Baker Garden & Gift	61	Homewood Nursery & Garden Center	37	Sam Bridge Nursery & Greenhouses
93	Banting's Nursery	49	Hyannis Country Garden	43	Sawyer Home & Garden Center
60	Bay Gardens	85	Klein's Floral and Greenhouses	47	Shelmerdine Garden Center
63	Bayport Flower Houses	85	Laurel Oak Garden Center	5	Sheridan Nurseries
78	Begick Nursery & Garden Center	56	Liberty Landscape Supply	12	Sloat Garden Center
65	Breezewood Gardens & Gifts	30	Louisiana Nursery	79	Smith's Gardentown
4	Calloway's Nursery	40	Lukas Nursery & Butterfly Encounter	8	Stauffers of Kissel Hill
67	Cornell Farm	6	Mahoney's Garden Centers	3	Stein's Garden & Home
77	Cross Creek Nursery & Garden Center	54	Mariposa Nursery & Garden Center	95	Stonegate Gardens
70	Country Boy's Home & Garden Center	74	Martin's Home & Garden	24	Sullivan Hardware & Garden
51	Countryside Flower Shop, Nursery and Garden Center	80	Meadow View Growers	14	SummerWinds Garden Centers
29	DeWayne's	9	Meadows Farms Nurseries & Landscape	90	Sunnyside Nursery
81	Down To Earth Garden Center	81	Mebane Shrubbery	31	Tagawa Gardens
93	Downtown Home & Garden	36	Moana Nursery	45	Tallahassee Nurseries
59	Dutch Growers Home & Garden	92	Moore & Moore Garden Center	41	The Good Earth Garden Center
55	Eagle Crest Nursery	62	Morrison's Home & Garden	100	The Rock Pile
81	East Coast Garden Center	67	Moscarillo's Garden Center & Florist	20	TLC Garden Centers
47	Echter's Nursery & Garden Center	24	Mulhall's	24	Valley View Farms
13	English Gardens	52	Nunan Florist & Greenhouses	53	Van Putte Gardens
45	Esposito Garden Center	7	Oakland Nurseries	88	Van Wilgen's Garden Center
66	Exquisite Environments	34	Pasquesi Home & Gardens	63	Wallace's Garden Center
97	Fairview Garden Center	28	Patuxent Nursery	32	Wannemaker's Home and Garden
75	Frank Otte Nursery and Garden Center	98	Pender Pines Garden Center	70	Wasco Nursery & Garden Center
21	Gale's-Donzell's Garden Center	38	Perino's Home and Garden Center	44	Watson's Greenhouse
22	Gardener's Supply Company	2	Petitti Garden Centers	91	Watters Garden Center
24	Gethsemane Garden Center	17	Portland Nursery	89	White Oak Gardens
42	Glover Nursery	34	Ray Wiegand's Nursery	39	Wolf Hill Home & Garden Center
57	Gullo's Garden Center	99	Raymond's Garden Center	58	Yard 'n Garden Land
		84	Rockledge Gardens		



**NURTURE AND
GROW YOUR
BUSINESS WITH**

THE BEST POS SYSTEM FOR GREEN RETAILERS!

For more than a decade, Rapid Garden POS has been nurturing and growing our specially built garden center solution—creating tools that go above and beyond a standard off-the-shelf POS system. If you want to better control your inventory, streamline your processes, and improve your customer reach, let us show you how Rapid Garden POS can help you grow your business.

FEATURES INCLUDE:

- Comprehensive Inventory Management
- Built-in Care and Culture Information
- Advanced Production and Kitting Capabilities
- Line Busting Tools
- Schedule and Manage Deliveries
- Landscaping Integrations
- Real-Time Business Analytics and Reporting
- Email Marketing Tools
- eCommerce and Accounting Integrations
- Scalable - 1 store to 100s

Request your FREE demo today!
rapidgardenpos.com/gcmag | (619) 754-4100

About this list

Garden Center magazine's Top 100 Independent Garden Centers List is based on 2018 retail revenue as reported by garden centers in North America.* Some businesses may have reported other divisions or company-wide sales volumes. The number of store locations is based on the most current information available. Garden centers that reported the same revenue received the same ranking on the list.

Thank you to all the independent garden center representatives who submitted information. Listed garden centers will receive personalized plaques.

*Garden centers that did not share their 2018 sales volume were not included on the list. We chose not to estimate revenues in order to maintain an accurate list that includes only retailer-submitted information. This list was compiled during the fall of 2019. Email Editor Kate Spirgen at kspirgen@gie.net with questions or comments about this list.



Rank	Company	Location	Retail locations	Year Founded	Website	Sales Volume
1	Armstrong Garden Centers & Pike Nurseries	California, Georgia, North Carolina	49	1889	armstronggarden.com	\$155,000,000
2	Petitti Garden Centers	Ohio	9	1971	petittigardencenter.com	\$61,000,000
3	Stein's Garden & Home	Wisconsin	16	1946	shopsteins.com	\$59,000,000
4	Calloway's Nursery	Texas	20	1986	calloways.com	\$56,600,000
5	Sheridan Nurseries	Ontario	8	1913	sheridannurseries.com	\$41,363,470
6	Mahoney's Garden Centers	Massachusetts	7	1959	mahoneysgarden.com	\$38,600,000
7	Oakland Nurseries	Ohio	4	1940	oaklandnursery.com	\$36,200,000
8	Stauffers of Kissel Hill	Pennsylvania	7	1932	skh.com	\$33,556,739
9	Meadows Farms Nurseries & Landscape	Maryland, Virginia, West Virginia	18	1960	meadowsfarms.com	\$32,041,526
10	Hicks Nurseries	New York	1	1853	hicksnurseries.com	\$32,000,000
11	Adams Fairacre Farms	New York	4	1919	adamsfarms.com	\$31,756,747
12	Sloat Garden Center	California	13	1958	sloatgardens.com	\$26,500,000
13	English Gardens	Michigan	6	1954	englishgardens.com	\$24,068,243
14	SummerWinds Garden Centers	Arizona, California	6	1998	summerwindsnursery.com	\$22,393,000
15	Roger's Gardens	California	1	1964	rogersgardens.com	\$18,300,000
16	American Plant	Maryland	2	1954	americanplant.net	\$16,100,000
17	Portland Nursery	Oregon	2	1980	portlandnursery.com	\$15,323,889
18	Al's Garden and Home	Oregon	4	1948	als-gardencenter.com	\$15,000,000
19	Homestead Gardens	Maryland	2	1973	homesteadgardens.com	\$14,500,000
20	TLC Garden Centers	Oklahoma	2	1980	tlcgarden.com	\$14,039,000
21	Gale's-Donzell's Garden Center	Ohio	4	1953	galesgardencenters.com	\$14,000,000
22	Gardener's Supply Company	New Hampshire, Vermont	3	1983	gardeners.com	\$13,000,000
23	Ruibal's Plants of Texas	Texas	4	1984	ruibals.com	\$12,500,000
24	Gethsemane Garden Center	Illinois	1	1976	gethsemanegardens.com	\$12,000,000
24	Mulhall's	Nebraska	1	1956	mulhalls.com	\$12,000,000
24	Sullivan Hardware & Garden	Indiana	3	1954	sullivanhardware.com	\$12,000,000
24	Valley View Farms	Maryland	1	1962	valleyviewfarms.com	\$12,000,000
28	Patuxent Nursery	Maryland	1	1996	patuxentnursery.com	\$11,685,061
29	DeWayne's	North Carolina	1	1991	dewaynes.com	\$11,470,000
30	Louisiana Nursery	Louisiana	3	1983	louisiananursery.com	\$10,207,112
31	Tagawa Gardens	Colorado	1	1978	tagawagardens.com	\$9,900,000
32	Wannemaker's Home and Garden	Illinois	1	1967	wannemakers.com	\$9,800,000
33	Russell's Garden Center	Massachusetts	1	1876	russellsgardencenter.com	\$9,470,000
34	Pasquesi Home & Gardens	Illinois	1	1975	pasquesi.com	\$9,300,000
34	Ray Wiegand's Nursery	Michigan	1	1941	wiegandsnursery.com	\$9,300,000
36	Moana Nursery	Nevada	3	1967	moananursery.com	\$9,178,117
37	Sam Bridge Nursery & Greenhouses	Connecticut	1	1930	sambridge.com	\$9,100,000
38	Perino's Home and Garden Center	Louisiana	1	1955	perinos.com	\$9,000,000
39	Wolf Hill Home & Garden Center	Massachusetts	3	1978	wolfhillgardencenter.com	\$8,840,000
40	Lukas Nursery & Butterfly Encounter	Florida	1	1912	lukasnursery.com	\$8,100,000
41	The Good Earth Garden Center	Arkansas	1	1974	thegoodearthgarden.com	\$7,915,000
42	Glover Nursery	Utah	1	1911	glovernursery.com	\$7,797,124
43	Sawyer Home & Garden Center	Michigan	1	1985	sawyergardencenter.com	\$7,700,000
44	Watson's Greenhouse	Washington	1	1984	watsonsgreenhouse.com	\$7,030,000
45	Esposito Garden Center	Florida	1	1969	espositogardencenter.com	\$7,000,000
45	Tallahassee Nurseries	Florida	1	1938	tallahasseenurseries.com	\$7,000,000
47	Echter's Nursery & Garden Center	Colorado	1	1959	echters.com	\$6,900,000
47	Shelmerdine Garden Center	Manitoba	1	1937	shelmerdine.com	\$6,900,000
49	Hyannis Country Garden	Massachusetts	1	1965	hyanniscountrygarden.com	\$6,800,000
50	Salisbury Greenhouse	Alberta	1	1965	salisburygreenhouse.com	\$6,300,000
51	Countryside Flower Shop, Nursery and Garden Center	Illinois	1	1960	countrysideflowershop.com	\$6,250,000
52	Nunan Florist & Greenhouses	Massachusetts	2	1917	nunans.com	\$6,000,000
53	Van Putte Gardens	New York	1	1948	vanputte.com	\$5,800,000
54	Mariposa Nursery & Garden Center	Florida	1	2004	mariposanursery.com	\$5,700,000
55	Eagle Crest Nursery	Colorado	1	1997	eaglecrestnursery.com	\$5,079,000
56	Liberty Landscape Supply	Florida	3	2007	libertylandscapesupply.com	\$5,031,000
57	Gullo's Garden Center	New York	1	1994	gullosgc.com	\$5,000,000
58	Yard 'n Garden Land	Washington	1	1965	yardngardenland.com	\$4,500,000
59	Dutch Growers Home & Garden	Saskatchewan	1	2005	dutchgrowers.net	\$4,250,000
60	Bay Gardens	New York	1	2009	baygardens.com	\$4,200,000
61	Homewood Nursery & Garden Center	North Carolina	1	1967	homewoodnursery.com	\$4,100,000
62	Morrison's Home & Garden	Massachusetts	1	1972	morrisonshomeandgarden.com	\$4,023,081
63	Wallace's Garden Center	Iowa	1	1981	wallacesgardencenter.com	\$4,000,000
63	Bayport Flower Houses	New York	1	1932	bayportflower.com	\$4,000,000
65	Breezewood Gardens & Gifts	Ohio	1	1976	breezewoodgardens.com	\$3,900,000
66	Exquisite Environments	Connecticut	1	2003	exquisiteenvironments.com	\$3,663,000
67	Cornell Farm	Oregon	1	1987	cornellfarms.com	\$3,600,000
67	Moscarillo's Garden Center & Florist	Connecticut	2	1933	moscarillos.com	\$3,600,000
69	Rosedale Nurseries	New York	1	1898	rosedalenurseries.com	\$3,585,296
70	Country Boy's Home & Garden Center	South Carolina	2	1984	countryboyshomeandgarden.com	\$3,500,000
70	Hall's Garden Center & Florist	New Jersey	1	1978	hallsgarden.com	\$3,500,000
70	Hillermann Nursery & Florist	Missouri	1	1951	hillermann.com	\$3,500,000
70	Wasco Nursery & Garden Center	Illinois	1	1925	wasconursery.com	\$3,500,000
74	Martin's Home & Garden	Tennessee	1	1982	martinshomeandgarden.com	\$3,438,403
75	Frank Otte Nursery and Garden Center	Kentucky	1	1984	ottegardencenter.com	\$3,400,000
76	A. J. Tomasi Nurseries	Massachusetts	1	1949	ajtomasi.com	\$3,200,000
77	Cross Creek Nursery & Garden Center	Virginia	1	1974	crosscreeknursery.com	\$3,159,463
78	Begick Nursery & Garden Center	Michigan	1	1950	begicknursery.com	\$3,120,000
79	Smith's Gardentown	Texas	1	1949	smithsgardentown.com	\$3,003,097
80	Meadow View Growers	Ohio	1	1984	meadowview.com	\$3,000,000
81	Down To Earth Garden Center	Wisconsin	1	1997	downtoearth.com	\$2,900,000
81	East Coast Garden Center	Delaware	1	1990	eastcoastgardencenter.com	\$2,900,000
81	Mebane Shrubbery	North Carolina	1	1971	mebanemulch.com	\$2,900,000
84	Rockledge Gardens	Florida	1	1960	rockledgegardens.com	\$2,888,930
85	Hill Country Water Gardens & Nursery	Texas	1	1999	hillcountrywatergardens.com	\$2,800,000
85	Klein's Floral and Greenhouses	Wisconsin	1	1913	kleinsfloral.com	\$2,800,000
85	Laurel Oak Garden Center	New Jersey	1	1986	laureloak.net	\$2,800,000
88	Van Wilgen's Garden Center	Connecticut	4	1920	vanwilgens.com	\$2,700,000
89	White Oak Gardens	Ohio	1	1979	whiteoakgardens.com	\$2,605,500
90	Sunnyside Nursery	Washington	1	1948	sunnysidenursery.net	\$2,600,000
91	Watters Garden Center	Arizona	1	1962	wattersgardencenter.com	\$2,584,358
92	Moore & Moore Garden Center	Tennessee	1	1980	mooreandmoore.com	\$2,541,273
93	Banting's Nursery	Louisiana	2	1960	bantingsnursery.com	\$2,500,000
93	Downtown Home & Garden	Michigan	1	1995	downtownhomeandgarden.com	\$2,500,000
95	Baker Garden & Gift	North Dakota	1	1959	bakernursery.com	\$2,400,000
95	Stonegate Gardens	Massachusetts	1	1998	stonegategardens.com	\$2,400,000
97	Fairview Garden Center	North Carolina	1	1974	fairviewgardencenter.com	\$2,300,000
98	Pender Pines Garden Center	North Carolina	1	1996	penderpines.com	\$2,261,276
99	Raymond's Garden Center	North Carolina	1	1993	raymondsgc.com	\$2,200,000
100	The Rock Pile	Ohio	1	1986	therockpile.com	\$2,100,000

Sponsored by

