THE TOP 100 ISSUE

Presented by
Lawn & Landscape

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TORO®
Pennsylvania boasts 28 percent of total Top 100 revenue with $2.6 billion from just five companies (BrightView, Five Seasons Property Management, Ambius, Merit Service Solutions and Shearon Design). Tennessee comes in second place, but has only one company: TruGreen. The lawn care giant posted $1.3 billion in 2016 and represents 14 percent of the total list.

California is the third largest, but claims just 7 percent of total list revenue ($648 million) with 14 companies. To put that in context, you’d need to triple all the Top 100 companies in California to equal just one BrightView.

**STATE-BY-STATE CENSUS**
We tallied all 100 firms’ locations by headquarters address. For the eighth year in a row, California tops the list.

The total revenue for the Top 100 companies, an increase of $594 million (or 6.9%) from 2016.
20 YEARS OF TOP 100

WE ANALYZED TWO DECADES OF DATA TO GIVE YOU EVEN MORE INSIGHT INTO THE INDUSTRY’S BIGGEST FIRMS.

The total revenue for the Top 100 companies has grown each of the last 20 years, except the three years of the great recession, shown in red, and has tripled since 1998.

TOP TO BOTTOM
Even on the Top 100, there’s a wide gap between the largest and smallest companies.

1998 HIGHEST VS. LOWEST GROSSING
$800 MILLION
$5,24 MILLION
152X SMALLER

2017 HIGHEST VS. LOWEST GROSSING
$2.2 BILLION
$20 MILLION
110X SMALLER

2 STATES
Have dominated L&L’s Top 100 list, with California claiming the most spots 15 times in the last 20 years, and Illinois with 5.

THE OTHER STATE AT THE TOP?
Florida, which has been either 2nd or 3rd all 20 years.

TRUGREEN COMPANIES X16
VALLEYCREST/BRICKMAN (NOW BRIGHTVIEW) X4

IT’S LONELY AT THE TOP
While the bottom of the list changes every year, the top company has remained pretty consistent. Trugreen placed first 16 out of 20 years. Brightview and its legacy companies grabbed the other four.

THREE FOR THIRD
Three states have been tied for third for several years with eight or nine Top 100 companies each: Texas twice (2001 and 2016), Maryland five times (2005, 2006, 2008, 2013 and 2016) and Arizona once (2016).

HIGHEST GROSSING ↑ 275%
LOWEST GROSSING ↑ 382%
In the last 20 years, the highest-grossing company has increased by 275% and the lowest-grossing company by 382%.

The Top 100 list generates a lot of data: annual revenue, percentage changes from last year, percentage changes for next year, seasonal and full-time employee head counts, service breakdowns.

It’s a lot.

But multiply all the data we collect from each of the 100 companies by 20 years of publishing the list, and you get a whole lot more.

The Lawn & Landscape team has spent the better part of the year so far compiling and sorting through not just this year’s Top 100 data, but information from all the lists since we started publishing them in 1998.

We wanted to give you even more context for what the list— and the companies on it—mean to the industry.

But the Top 100 and the companies that make it up are much more than just numbers. Each of the firms is made up of people—sometimes a few dozen, and sometimes more than the population of a small U.S. city.

So we’ve highlighted those people as well.

We’ve gathered stories on what they’re doing right, what they’ve done wrong and how they’ve responded to challenges both personally and professionally to continue to grow.

Read on and learn how they did it, and how you can, too. – Chuck Bowen
<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>City</th>
<th>2020 Revenue</th>
<th>Previous Year Change (%)</th>
<th>Market Share</th>
<th>2020 Rank</th>
<th>2019 Rank</th>
<th>Market Share Rank</th>
<th>Industry Share</th>
<th>2020 Revenue ($)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Landscape Management</td>
<td>Santa Clara, CA</td>
<td>$1,500,000,000</td>
<td>+10%</td>
<td>10%</td>
<td>1</td>
<td>1</td>
<td>10%</td>
<td>10%</td>
<td>$1,500,000,000</td>
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<tr>
<td>2</td>
<td>Lush Landscape Management</td>
<td>San Diego, CA</td>
<td>$1,300,000,000</td>
<td>+7%</td>
<td>9%</td>
<td>2</td>
<td>2</td>
<td>9%</td>
<td>9%</td>
<td>$1,300,000,000</td>
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<tr>
<td>3</td>
<td>GreenScapes Landscape Management</td>
<td>Los Angeles, CA</td>
<td>$1,200,000,000</td>
<td>+5%</td>
<td>8%</td>
<td>3</td>
<td>3</td>
<td>8%</td>
<td>8%</td>
<td>$1,200,000,000</td>
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<tr>
<td>4</td>
<td>Thriving Landscapes</td>
<td>Irvine, CA</td>
<td>$1,000,000,000</td>
<td>+3%</td>
<td>7%</td>
<td>4</td>
<td>4</td>
<td>7%</td>
<td>7%</td>
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<tr>
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<td>Growth Landscape Management</td>
<td>Austin, TX</td>
<td>$900,000,000</td>
<td>+2%</td>
<td>6%</td>
<td>5</td>
<td>5</td>
<td>6%</td>
<td>6%</td>
<td>$900,000,000</td>
</tr>
</tbody>
</table>

**About This List:**

The Lawn & Landscape Top 100 is based on 2020 revenue from landscape patio centers. Most information is reported by each company directly, and some data are provided by outside sources. For more information, please see the list's full methodology. Rankings may be affected by revenue changes due to acquisitions or divestitures.

**Rankings:**

- **Lawn & Landscape Top 100:** The top 100 companies based on 2020 revenue.
- **Fastest Growing:** The top 10 fastest-growing companies based on revenue growth.
- **Best Managed:** The top 10 companies with the best overall financial performance.
- **Best Owner Managed:** The top 10 owner-managed companies based on revenue growth.

**Financial Information:**

- **Revenue:** 2020 revenue reported by each company.
- **Change:** Percentage change from the previous year.
- **Market Share:** Percentage of total market share.
- **Rank:** Company rank based on revenue.

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**Contact Information:**

For more information, please visit [Lawn & Landscape](https://www.lawnandlandscape.com) or contact [Customer Service](mailto:service@lawnandlandscape.com).