

the Top 100

COMMEMORATIVE POSTER



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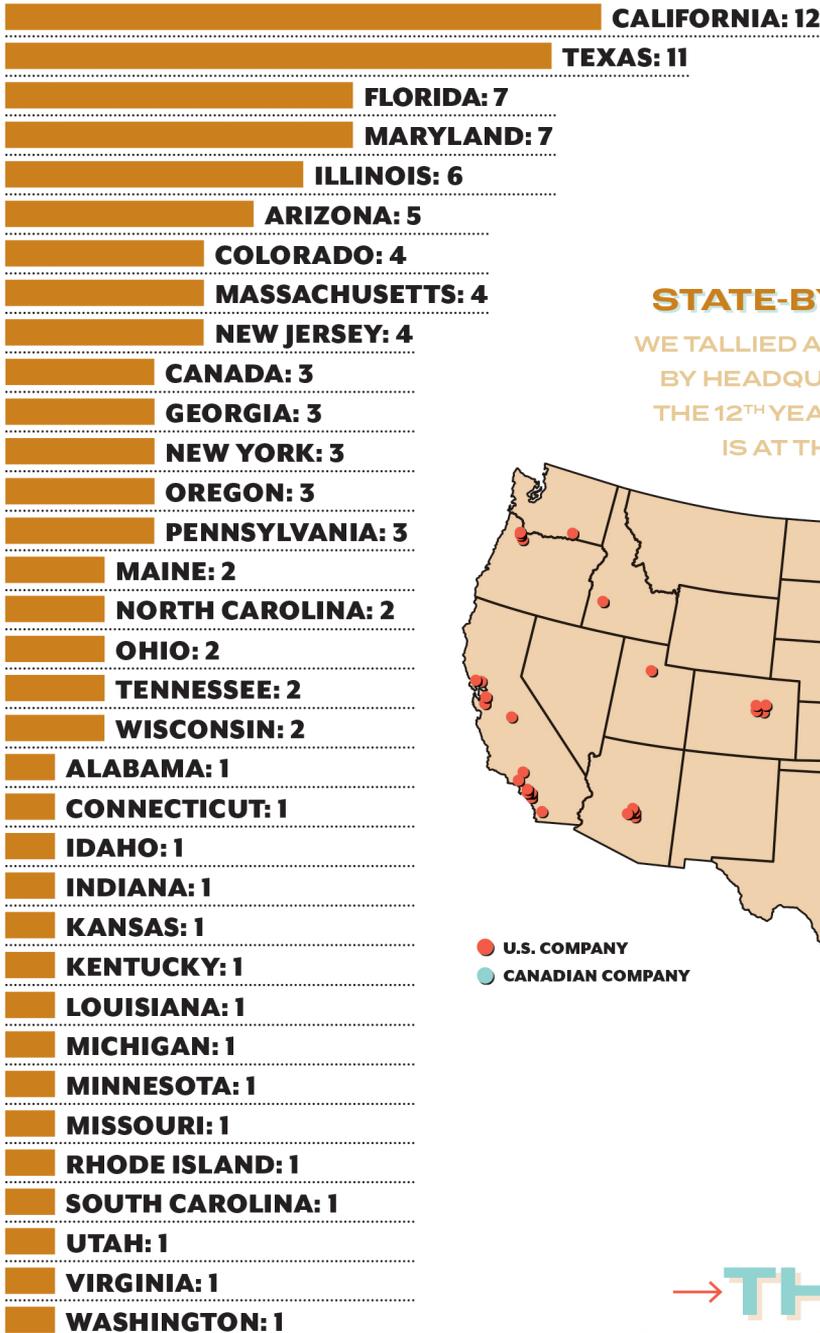
Lawn & Landscape

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STATE BREAKDOWN

Some things never change – California has been home to the most Top 100 companies for 12 years, this time with 12. But there are some newcomers to this list: Kentucky, Rhode Island, Utah and Idaho all missed the cut in 2020.



STATE-BY-STATE CENSUS

WE TALLIED ALL 100 FIRMS' LOCATIONS BY HEADQUARTERS ADDRESS. FOR THE 12TH YEAR IN A ROW, CALIFORNIA IS AT THE TOP OF THE LIST.



• BASED ON DATA COMPILED BY LAWN & LANDSCAPE

→ THE NEXT 10

THESE 10 COMPANIES JUST MISSED MAKING THE LIST IN 2021.

DAVID J. FRANK
LANDSCAPE CONTRACTING
\$24,900,000

SANTA RITA
LANDSCAPING
\$24,500,000

THE MUNIE
COMPANY
\$24,399,016

WLE
\$24,250,000

ANDRE
LANDSCAPE SERVICE
\$24,150,000

GREEN LAWN
FERTILIZING
\$23,528,217

LAWN
MANAGEMENT CO.
\$23,125,368

ARTIS TREE LANDSCAPE
MAINTENANCE & DESIGN
\$22,825,634

BENCHMARK
LANDSCAPE
\$22,435,000

LEVEL GREEN
LANDSCAPING
\$21,743,000

LESSONS LEARNED IN 2020

→ While the effects of COVID-19 hit businesses across the industry, larger companies had more resources to deal with the challenges it presented but also had more of those challenges to manage. We asked leaders of some of the Top 100 companies about what they learned from the past 12-plus months.

“We had one client tell us that ‘Corporate says to stop all landscape maintenance until further notice.’ We knew and they knew that this would not last long term, so we did the bare minimum service to keep the hotel in decent shape for no charge. They were only closed for two months and, since then, they have been busier than ever. They are incredibly appreciative that we were there when they really needed us.”

LEE EDWARDS,
President/CEO, The Greenery

Kevin McHale, Principal, McHale Landscape Design, Upper Marlboro, Maryland.

I WAS VERY GRATEFUL and impressed by how quickly our company pivoted and adapted to “different” working conditions. Our managers really stepped up to calm and reassure our people that protocols are important, and we will get through this by working together. Landscape professionals are somewhat used to challenges. The weather, material availability, labor shortage, regulation and the rising cost of doing business are all things we face as an industry. These are things that we prepare for and deal with regularly. However, no one had a global pandemic on their radar and we had little time to prepare for it. The response of our company and our industry has been monumental. We all pulled together and helped each other through networking, effective communication and team building.

There is no doubt that we have learned some valuable business and life lessons. We learned the importance of communication. We learned that reassuring our people that we would get through the pandemic had a very positive effect on their personal lives, too.

Remote workstations have clearly been effective, and several positions will remain remote.

Most importantly, we learned that effective communication on a regular basis fosters a feeling of synergy and teamwork. We started doing weekly updates during the pandemic as a method of simple and consistent communication. We received quite a bit of positive feedback and that people felt reassured by the weekly company-wide address. The weekly discourse started out as COVID informative but quickly broadened to stories about business and life. The updates will remain long after the pandemic.

Bob Grover, President, Pacific Landscape Management, Portland, Oregon

COVID-19 WAS DEFINITELY challenging, and business did slow a little bit. However, we have been working to utilize cloud-based technology and having our staff needing to work remotely this past year. We learned a lot about how to communicate and manager administrative processes away from the office.

Learning how to effectively utilize Zoom meetings with customers and internally will improve our efficiency in timeliness. Having converted all of our administrative functions to cloud-based services will allow our managers and admin staff great flexibility in working remotely.

The silver lining to the pandemic is forcing us to utilize those systems to improve our service and communication. It will also allow flexibility with employees to help them maintain work life balance and support their families' schedules while completing their work responsibilities.



Lee Edwards, President/CEO, The Greenery, Hilton Head, South Carolina

WHAT WE LEARNED is that no matter what is thrown at you, you have to adapt. Whether it means talking to your clients that are struggling to stay in business or meeting with your employees to hear their concerns and provide a path moving forward, you have to be able to adapt.

We service a lot of hospitality clients (vacation rentals, hotels, resorts, etc...) and some of them had a really tough time last spring. When a client says “we have zero income, and we can't pay for landscaping” then you listen and work with them through the bad times as well as the good. You work together on a budget and make sure you are doing what is best for them, as long as we can both stay in business.

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no charge. They were only closed for two months and, since then, they have been busier than ever. They are incredibly appreciative that we were there when they really needed us.

Many of our employees didn't know whether we were going to be shut down or not. Fortunately, we never were, and we continued working throughout. We provided guidance and PPE as well as sanitizing products and we paid for on site testing when we had heightened risks. We also paid any employee that tested positive for the virus for any hours they missed. Our reasoning for this is that we did not want sick people coming to work because they didn't want to miss a paycheck and risk further spreading the virus to the rest of the team.

Coronavirus has been a miserable experience for The Greenery, but we consider ourselves fortunate compared to others. Coronavirus, like many other challenges, has helped us work together as a team.



Jennifer Lemcke, CEO, Weed Man, Onono, Ontario

FOR WEED MAN it was critical for us to maintain a clear line of communication with our franchisees, listen to what they really needed, assess and come up with solutions to keep them working and on track of their goals. We have built a lot of trust over the years, and this trust is what carried us through the last year. We worked diligently with suppliers, competitors, state, provincial and national associations, HR lawyers, bankers and accountants to make sure we were able to meet all the needs of the franchisees. It was truly a team effort, and we are stronger for it.

It forced us to create new process and procedures to provide a no touch experience with the customer, we were able to have office staff and sales people work from home, and the lawn care technicians deliver invoices electronically. Honestly, many of the things that changed last year will have a lasting impact on our company for the positive. We will continue to enhance this digital transformation and consider having people work from home to increase our pool of talent. The network truly showed resiliency and determination to continue providing a safe work environment for our employees and maintain a focus on delivering service to the customers.

I am very proud of our network of franchisees but equally proud of our industry that worked together to keep people employed and moving forward.

Lesson Learned No. 2

THE CUSTOMER BUYING BEHAVIOR has been changing over the years, but COVID has brought it to the forefront. People's expectations are evolving. You need to make sure that your process and procedures are changing and evolving as the customer's buying behavior changes. When they ask for a quote online you need to make sure you deliver the quote fast (seconds/minutes) because if your process is days, you are last in the game. As more people are working from home and spending more down time enjoying their backyards, they are looking for our services to help beautify their surrounding.

When the idea strikes them that they need the service, it is a quick decision that leads them to fill out a form and they do not want to wait. As you look at your process, you really need to look through a different lens, you need to consider yourself and how your own buying habits have changed, would you do business with you, would you wait?

COVID forced everyone that wants to stay in business to be innovative and nimble; we had franchisees that had already started the digital transformation; those early adopters helped pave the way for our small to mid-size franchisees. It was so inspirational to see everyone pulling together to help each other.



About this list

The Lawn & Landscape Top 100 list is based on 2020 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.

- ▶ Companies on the list earned a combined revenue of \$11,946,406,908 in 2020, which is an increase of \$903,598,872 or 8.2% compared to 2019. Companies also reported total employment of 116,252 compared to 112,101 in 2020.
- ▶ Sperber acquired Cagwin & Dorward in January of 2021.
- ▶ BrightView does not include US Lawns revenue but does include franchise payments.

- ▶ The Davey Tree Expert Company does not separate its landscape management revenue from its overall revenue.
- ▶ This year's list includes companies from 33 states and 3 firms in Canada.
- ▶ *Editor's note: A company inadvertently submitted 2019 revenue and did not submit 2020 revenue until after the print issue went to press. This error affected rankings 22-33 in the print edition but has been fixed on this online version of the list.*

Abbreviations

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



INDICATES NEW TO THE LIST OR NOT ON LIST LAST YEAR.

2021 RANK	COMPANY	2020 RANK	2020 REVENUE	HEADQUARTERS	EMPLOYEES	% CHANGE FROM 2019	% CHANGE EXPECTED FOR 2021	% MT	%CLC/F	%LD/B/I	%II/MT	%CR	%RR
1	BrightView Landscapes	1	\$2,346,000,000	Blue Bell, Pa.	21,000	-3%	N/A	65%	0%	25%	0%	100%	0%
2	TruGreen	2	\$1,400,000,000	Memphis, Tenn.	13,570	1%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
3	The Davey Tree Expert Co.	3	\$1,287,552,000	Kent, Ohio	10,300	13%	5%	N/A	N/A	N/A	N/A	N/A	N/A
4	Yellowstone Landscape	5	\$358,000,000	Bunnell, Fla.	4,270	34%	10%	90%	0%	10%	0%	100%	0%
5	Bartlett Tree Experts	4	\$352,000,000	Stamford, Conn.	2,200	8%	7%	0%	0%	0%	0%	30%	64%
6	Gothic Landscape	6	\$230,000,000	Valencia, Calif.	2,000	0%	9%	32%	0%	68%	0%	95%	5%
7	Outworx Group	*	\$225,191,000	Westbury, N.Y.	4,299	8%	12%	11%	1%	2%	1%	100%	0%
8	Ruppert Landscape	7	\$213,165,000	Laytonsville, Md.	1,820	2%	18%	50%	0%	50%	0%	100%	0%
9	Weed Man	8	\$212,928,956	Orono, Ontario	3,559	14%	9%	0%	100%	0%	0%	6%	94%
10	LandCare	10	\$208,000,000	Frederick, Md.	3,600	12%	15%	100%	0	0%	0	100%	0%
11	Divisions Maintenance Group	*	\$184,961,302	Newport, Ky.	457	31%	8%	0%	0%	21%	1%	100%	0%
12	HeartLand	14(t)	\$184,000,000	Kansas City, Mo.	2,100	19%	40%	80%	0%	0%	0%	100%	0%
13	SavATree	13	\$182,600,000	Bedford Hills, N.Y.	1,430	4%	6%	0%	16%	1%	1%	30%	70%
14(t)	Park West	11	\$180,000,000	Rancho Santa Margarita, Calif.	1,600	-3%	5%	45%	0%	50%	0%	100%	0%
14(t)	U.S. Lawns	12	\$180,000,000	Orlando, Fla.	2,400	N/A	N/A	71%	2%	17%	4%	100%	0%
16	Lawn Doctor	16	\$162,000,000	Holmdel, N.J.	2,000	13%	15%	0%	95%	0%	0%	5%	95%
17	Aspen Grove Landscape Group	9	\$160,000,000	Willow Grove, Pa.	2,000	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
18	Ferrandino & Son	14(t)	\$122,000,000	Farmingdale, N.Y.	330	-16%	38%	N/A	N/A	N/A	N/A	100%	0%
19	Sperber Landscape Co.	*	\$120,000,000	Westlake Village, Calif.	1,600	253%	70%	48%	0%	39%	5%	100%	0%
20	Juniper Landscaping	19	\$101,000,000	Ft. Myers, Fla.	1,100	19%	20%	45%	7%	30%	16%	100%	0%
21	Ambius	17	\$91,923,456	Reading, Pa.	795	-29%	N/A	0%	0%	10%	0%	99%	1%
22	Loving	*	\$83,180,867	Gastonia, N.C.	416	24%	27%	3%	0%	88%	9%	63%	0%
23	Clintar Commercial Outdoor Services	21	\$82,600,000	Markham, Ontario	1,280	1%	10%	37%	0%	4%	0%	98%	2%
24	NaturaLawn of America	25	\$81,946,807	Frederick, Md.	630	11%	8%	0%	99%	0%	0%	3%	97%
25	The Grounds Guys	20	\$81,390,000	Waco, Texas	1,200	4%	10%	N/A	N/A	N/A	N/A	59%	41%
26	Massey Services	23	\$79,225,000	Orlando, Fla.	2,427	11%	15%	0%	22%	1%	4%	12%	88%
27	Metco Landscape	22	\$78,729,000	Aurora, Colo.	550	1%	8%	N/A	N/A	N/A	N/A	100%	0%
28	Rotolo Consultants	26	\$77,000,000	Slidell, La.	750	5%	10%	35%	10%	40%	15%	100%	0%
29	Spring-Green	28	\$74,300,000	Plainfield, Ill.	605	11%	8%	0%	95%	0%	2%	4%	96%
30	Clean Scapes	33	\$69,599,347	Austin, Texas	740	26%	18%	47%	0%	44%	5%	100%	0%
31	The Greenery	29	\$69,000,000	Hilton Head Island, S.C.	760	6%	7%	70%	3%	22%	5%	90%	8%
32	Mainscape	24	\$65,400,000	Fishers, Ind.	895	-12%	9%	69%	6%	7%	8%	100%	0%
33	Lucas Tree Expert Co.	32	\$64,000,000	Portland, Maine	525	12%	9%	0%	2%	0%	0%	95%	5%
34	Garden Design	31	\$59,000,000	Farmers Branch, Texas	86	-3%	-2%	0%	0%	98%	2%	30%	70%
35	Mariani Landscape	35	\$58,665,000	Lake Bluff, Ill.	500	8%	8%	55%	0%	43%	0%	9%	91%
36	Denison Landscaping	30	\$58,600,000	Fort Washington, Md.	480	-9%	5%	10%	0%	82%	8%	98%	2%
37	Teufel Nursery	34	\$57,955,252	Hillsboro, Ore.	400	7%	5%	13%	2%	79%	3%	99%	1%
38	United Land Services	*	\$57,900,000	Jacksonville, Fla.	260	55%	42%	9%	0%	81%	10%	95%	5%
39	Choate USA	39	\$56,765,941	Piano, Texas	255	22%	22%	0%	0%	50%	50%	80%	20%
40	Dixie Landscape	38	\$56,100,000	Medley, Fla.	315	N/A	N/A	N/A	N/A	N/A	N/A	100%	0%
41	Kline Bros Landscaping	63	\$51,000,000	Manahawkin, N.J.	142	10%	5%	5%	0%	80%	0%	20%	80%
42	Sebert Landscaping	36	\$50,500,000	Bartlett, Ill.	561	1%	9%	40%	10%	20%	5%	95%	5%
43	Chenmark	*	\$50,000,000	Portland, Maine	607	0%	15%	N/A	N/A	N/A	N/A	60%	40%
44	Ryan Lawn & Tree	45	\$47,581,000	Merriam, Kan.	354	15%	16%	0%	39%	7%	17%	6%	94%
45	Cagwin & Dorward	37	\$47,021,007	Petaluma, Calif.	500	-2%	6%	55%	0%	25%	10%	100%	0%
46	Earthtones Design	60	\$46,500,000	Midlothian, Texas	230	26%	12%	23%	4%	48%	25%	88%	12%
47	Landscape Workshop	42	\$46,000,000	Birmingham, Ala.	715	4%	30%	65%	0%	30%	4%	95%	5%
48	Complete Landscaping Service	*	\$45,877,800	Bowie, Md.	355	18%	10%	55%	5%	30%	4%	95%	5%
49	Baytree Landscape Contractors	43	\$45,200,000	Tucker, Ga.	475	4%	10%	40%	0%	60%	0%	100%	0%
50	SiteWorks	58	\$45,139,207	Chandler, Ariz.	252	24%	6%	16%	0%	65%	12%	100%	0%
51(t)	American Landscape	*	\$45,000,000	Los Angeles, Calif.	285	15%	20%	27%	10%	30%	30%	100%	0%
51(t)	NELTS	*	\$45,000,000	Franklin, Conn.	2,750	30%	30%	36%	5%	5%	7%	100%	0%
53	Senske Services	62	\$44,600,000	Kennewick, Wash.	500	12%	8%	7%	56%	7%	3%	15%	85%
54	Beary Landscaping	46	\$44,000,000	Lockport, Ill.	375	8%	15%	N/A	N/A	N/A	N/A	90%	10%
55	Berghoff Design Group	64	\$43,290,500	Scottsdale, Ariz.	355	7%	8%	35%	0%	50%	10%	10%	90%
56	Russell Landscape Group	53	\$42,700,000	Sugar Hill, Ga.	500	11%	12%	N/A	N/A	N/A	N/A	100%	0%
57	AAA Landscape	48	\$41,525,000	Phoenix, Ariz.	600	4%	5%	47%	4%	40%	2%	99%	1%
58	Christy Webber & Company	40	\$40,000,000	Chicago, Ill.	251	-14%	-1%	40%	0%	50%	0%	70%	20%
59	R.P. Marzilli & Company	44	\$39,700,000	Medway, Mass.	225	-5%	13%	18%	2%	75%	1%	8%	92%
60	Maldonado Nursery & Landscaping	47	\$38,874,196	San Antonio, Texas	404	-5%	26%	25%	0%	71%	3%	28%	7%
61	Environmental Management Svc.	50(t)	\$38,850,000	Dublin, Ohio	425	17%	10%	35%	2%	45%	6%	90%	10%
62	Chapel Valley Landscape Company	50(t)	\$38,500,000	Woodbine, Md.	500	0%	8%	45%	5%	30%	10%	85%	15%
63	Bemus Landscape	54	\$37,050,000	San Clemente, Calif.	N/A	N/A	N/A	70%	0%	3%	10%	99%	1%
64	Dennis Seven Dees Landscaping and Garden Centers	55	\$36,256,770	Portland, Ore.	315	-2%	9%	24%	0%	37%	12%	43%	32%
65	Cutting Edge Services	*	\$35,560,135	Boise, Idaho	349	7%	6%	67%	0%	16%	0%	100%	0%
66	Impact Landscaping & Irrigation	59	\$35,100,000	Jupiter, Fla.	435	-1%	15%	32%	5%	45%	18%	98%	2%
67	Superscapes	66	\$34,095,000	Carrollton, Texas	250	12%	9%	65%	0%	35%	0%	N/A	N/A
68	Gachina Landscape Management	49	\$33,415,412	Menlo Park, Calif.	400	-17%	-13%	58%	2%	3%	12%	96%	2%
69(t)	Elite Team Offices	52	\$33,000,000	Clovis, Calif.	350	-6%	5%	20%	0%	12%	68%	99%	1%
69(t)	Harvest Landscape Enterprises	80	\$33,000,000	Orange, Calif.	575	15%	30%	53%	2%	15%	15%	100%	0%
69(t)	Landscape Design Concepts	71	\$33,000,000	Norwood, N.J.	120	4%	N/A	60%	0%	20%	0%	85%	15%
72	Landscape Services, Inc. (LSI)	56	\$32,780,424	Nashville, Tenn.	300	-11%	10%	72%	5%	10%	10%	98%	2%
73	LMI Landscapes	94(t)	\$32,570,000	Carrollton, Texas	214	35%	40%	33%	0%	37%	20%	100%	0%
74	Designscapes Colorado	65	\$32,208,000	Centennial, Colo.	300	6%	10%	15%	0%	80%	2%	59%	41%
75	Greenscape Land Design	57	\$32,000,000	Raynham, Mass.	325	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
76	Naturescape	73	\$31,415,171	Muskego, Wis.	320	8%	5%	10%	80%	0%	0%	5%	95%
77	Xquisite Landscaping	61	\$31,274,400	Stoughton, Mass.	215	18%	15%	17%	1%	68%	8%	100%	0%
78	Intermountain Plantings	*	\$31,000,000	Bluffdale, Utah	243	17%	28%	16%	0%	82%	0%	100%	0%
79	The Bruce Co. of Wisconsin	77	\$30,847,000	Middleton, Wis.	359	8%	1%	37%	0%	53%	2%	80%	20%
80	Chalet Nursery, Landscape and Garden Center	68	\$30,800,000	Wilmette, Ill.	350	3%	4%	65%	5%	30%	0%	0%	100%
81	Stay Green	81(t)	\$30,350,000	Santa Clarita, Calif.	388	14%	17%	80%	0%	10%	8%	100%	0%
82	Environmental Designs	70	\$30,200,000	Henderson, Colo.	288	3%	7%	20%	3%	52%	8%	65%	35%
83	Perfect Cuts of Austin	75	\$30,195,000	Austin, Texas	89	7%	0%	27%	1%	51%	21%	100%	0%
84	Gibbs Landscape Co.	69	\$30,100,000	Smyrna, Ga.	385	3%	4%	70%	0%	30%	0%	55%	45%
85(t)	Merchants Landscape Services	72	\$30,000,000	Santa Ana, Calif.	498	4%	4%	85%	5%	0%	10%	100%	0%
85(t)	McHale Landscape Design	81(t)	\$30,000,000	Upper Marlboro, Md.	300	10%	3%	38%	2%	60%	0%	0%	100%
87	Southern Botanical	76	\$29,019,538	Dallas, Texas	310	1%	20%	26%	4%	51%	14%	65%	35%
88	Designs by Sundown	91	\$29,000,000	Littleton, Colo.	220	16%	20%	24%	3%	66%	7%	15%	85%
89	Pacific Landscape Management	78	\$28,716,988	Hillsboro, Ore.	290	0%	8%	50%	0%	30%	10%	100%	0%
90	Caretaker Landscape and Tree Management	74	\$28,712,000	Gilbert, Ariz.	288	0%	20%	30%	0%	58%	4%	100%	0%
91	NutriLawn Corp.	96	\$28,000,000	Toronto, Ontario	420	15%	7%	0%	90%	0%	5%	N/A	N/A
92	DLC Resources	84(t)	\$27,800,000	Phoenix, Ariz.	380	4%	0%	80%	0%	12%	0%	100%	0%
93	Meadows Farms	94(t)	\$27,500,000	Chantilly, Va.	225	12%	14%	10%	2%	88%	0%	3%	97%
94	Southwest Design	86	\$26,696,658	St. Paul, Minn.	220	4%	9%	33%	0%	52%	3%	48%	52%
95	Earthworks	92	\$26,400,000	Lillian, Texas	375	6%	10%	55%	0%	30%	10%	100%	0%
96	Down To Earth Landscape	87	\$26,245,000	Deptford, N.J.	105	3%	3%	10%	0%	70%	10%	95%	5%
97	Schumacher Companies	*	\$26,000,000	W. Bridgewater, Mass.	240	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
98	Yardnique	*	\$25,861,774	Morrisville, N.C.	300	10%	15%	80%	0%	20%	0%	100%	0%
99	DJ's Landscape Management	90	\$25,600,000	Grand Rapids, Mich.	365	2%	10%	35%	5%	5%	2%	100%	0%
100	Frank and Grossman Landscape Contractors	79	\$25,100,000	Hayward, Calif.	276	11%	15%	35%	0%	10%			