This introduction to the state of the industry is not a reprint, but in many regards we’re in the very same uneasy situation as a global community as we were just one year ago. The pandemic continues to impact our personal lives and our profession in ways that we could not predict even just a year ago.

It has been said that the one constant is change itself. As a manufacturer, we know this to be true and have had to embrace constant change at a faster pace than ever before, as have Kubota dealers, nimbly pivoting to respond to customers’ needs in extraordinary ways.

In a recent conversation with a commercial cutter, he explained that he hasn’t seen anything like the current environment in his 30 years of doing business. At the center of his uncertainty is the rapid pace of employee turnover and simply not having enough people who want to work. While recruitment and retention have always been high on the list of challenges, owner and operator fatigue may now outpace it. The daily charge is to keep the employees who do show up healthy, productive, and coming back to work, day after day.

At Kubota, this is exactly where our efforts are focused. Our work helps you improve your operator performance to yield better results and reduce time on the job. We design, develop, and continuously improve our commercial mowing equipment with your business goals in mind. And our commitment is to not only be your equipment provider but your business partner.

We recently added more flexibility to both our financing and our fleet program to offer more contractor solutions to better suit a wide range of changing needs. This ability to stay nimble is designed to allow you to better compete, remain profitable and, most importantly, to grow your business, even in challenging times.

So, as we near the year’s end, we remain optimistic about the outlook for 2022 because we believe in the resiliency of our industry. Just like the 30-year industry veteran I referenced said, “We’ll get through this, we always do.” It is this sentiment that has us looking forward with an unwavering commitment to the turf segment to deliver new products and finance offers to help you better navigate this ever-changing business landscape.

Embracing change at every turn.

It has been said that the one constant is change itself.

Last year, companies were bursting at the seams with work. Yes, there were challenges like lack of labor and supply chain delays, but overall, business was good for those in the landscape and lawn care industry. The numbers this year are still solid, but the percentage of companies that made a profit declined. This year, 79% said they turned a profit, while 87% said the same last year. As far as revenues, the mean increased to $1.29 million compared to $1.03 million in last year’s report. The median took a slight dip, falling to $273,000 — which was also the median revenue in our 2019 report — from $297,000.

But confidence in growth next year for the industry overall is trending up. Only 3% are not confident the industry will grow in 2021 compared to 10% last year. But landscape and lawn care professionals aren’t as confident in their own business growing with 8% percent responding they aren’t confident at all that they will grow. But that is still an improvement compared to 11% last year. Labor is still a top concern, but for the first time in years, fuel costs ranked slightly higher.

Even though only a quarter of you anticipate selling your company in the next 10 years, one number that did climb was the percentage of owners who have an exit strategy — 52%. That’s up from 43% last year. The median age increased from 51 to 54 years old, which could have factored into that increase, as could the continued interest from private equity firms. Whatever the reason, it’s a good sign that owners are prepared if and when they decide to retire or move on to a new opportunity. — Brian Horn

Best regards,

Todd Stucke
Sr. VP Marketing, Product Support & Strategic Projects, Kubota Tractor Corporation
Vice President, Sales & Marketing, Kubota North America

Cover illustration by Michael Marsicano

The average amount of years companies in this survey have been in business.

The difference between 2020 and 2021 of respondents who say they turned a profit.

25% Number of respondents who anticipate selling their company in the next decade.

21 The average amount of years companies in this survey have been in business.
IN WHICH STATE/PROVINCE IS YOUR COMPANY LOCATION?

NORTHEAST
- New England (CT, MA, ME, NH, RI, VT)
- Middle Atlantic (NJ, NY, PA)

MIDWEST
- East North Central (IL, IN, MI, OH, WI)
- West North Central (IA, KS, MN, MO, NE, ND, SD)

SOUTH
- South Atlantic (DC, DE, FL, GA, MD, NC, PR, SC, VA, WV)
- East South Central (AL, KY, MS, TN)
- West South Central (AR, LA, OK, TX)

WEST
- Mountain (AZ, CO, ID, MT, NM, UT, WY)
- Pacific (AK, AS, CA, HI, OR, WA)

HOW MANY EMPLOYEES DO YOU HAVE?
16 FULL-TIME
5 SEASONAL
2 PART-TIME

DID YOUR LOCATION TURN A PROFIT IN 2020?
YES 79%
NO 20%

SURVEY METHODOLOGY: The survey sample of 17,240 represented emailable Lawn & Landscape recipients at unique company locations (one record per company location) in the U.S. and Canada classified with titles of owner, president, partner, executive, or general manager. The survey was fielded by Readex Research from June 3 - 15, 2021. The margin of error for percentages based on 424 landscape contractors/lawn care operators is ±4.7 percentage points at the 95% confidence level.

MEDIAN: The number in the middle where extreme outliers are removed like respondents with extremely high or low revenue.

MEAN: The average of all respondents.

Some charts don’t total to 100 percent due to rounding and omission of some answer options.
“If someone calls us for a job right now, we’re four to six weeks out because we have such a backlog, and that’s just our short-term jobs.”

Justin Lingo, Green Shade Trees
EVEN WITH LACK OF LABOR TO SUPPLY CHAIN ISSUES, SOME LANDSCAPE AND LAWN CARE COMPANIES ARE STILL GROWING AT AN IMPRESSIVE PACE.

Dee Larson
Owner, Landscape Gal • Northfield, Minnesota

IT’S BEEN A BANNER YEAR for the residential, custom design/build business as the pandemic continues to put an emphasis on outdoor living. “2020 was record-breaking for us. It was really good and busy,” Larson says. “COVID definitely contributed to the success — especially here in the Midwest…2021 has been absolutely no different. We’re already nearly sold out for the year.”

But despite all the growth, Larson says COVID has exacerbated one problem — labor. “The challenge, which happened before COVID too, is finding people who are willing to work with their hands,” she says. “Finding someone who is not afraid to work outdoors instead of in front of a computer is hard…It’s not just digging holes. There’s a lot of skill to it.”

To combat this, Larson says she’s been willing to pay up. “Finding people to do the work is the most difficult part, to be honest,” she says. “As a result of that, you have to pay people a living wage.”

With an already small team of just five employees, Larson says paying a fair wage is essential to keep them from looking for work elsewhere. “I have one employee who drives quite a distance to work, and he thought he could drive somewhere closer to home and work for someone else,” she says. “He found my pay rate was $3 to $4 more an hour than they were willing to pay him for his skillset, so he stayed.”

It seems to be working out for Larson, who says her employees are incredibly loyal. “The shortest tenure on my crew right now is two years. I’ve got some who’ve been here for seven or eight years — they’re long term employees,” she says. “They really become cohesive as a team, too. And company culture becomes really important.”

However, Larson acknowledges that because she’s paying her team more, her rates have increased. While it’s caused some perspective clients to price compare a little more, Larson says she isn’t concerned. “Often landscape projects have sticker shock because of that,” she says. “Then they shop around and find out that it’s really the going price, and then they commit… I don’t know if society is accustomed to (increases) already, but they’re not going to have a choice.”

You have to pay them a wage they can raise a family on, a wage they can pay a mortgage on.” With an already small team of just five employees, Larson says paying a fair wage is essential to keep them from looking for work elsewhere. “Have one employee who drives quite a distance to work, and he thought he could drive somewhere closer to home and work for someone else,” she says. “He found my pay rate was $3 to $4 more an hour than they were willing to pay him for his skillset, so he stayed.”

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Justin Lingo
Owner, Green Shade Trees Inc. • Yukon, Oklahoma

LAST YEAR, THE COMPANY grew 100% and doubled in size. Revenue hit $4.5 million. For 2021, Lingo says he expects the growth to be closer to 30-40%.

“This year has been a challenge,” Lingo says. He adds the majority of issues are surround supply chain disruptions and transport costs. “Almost everything from plants to PVC pipe to equipment is four to six weeks at a minimum,” he says. “We’ve been waiting three months now for some new equipment to come in just because they don’t have a chip for it, or they don’t have a hydraulic valve or something else. That’s been our biggest frustration.

As a commercial landscape company and tree farm that services the whole state of Oklahoma, Lingo says they rely on renting truks to transport materials. “Transporting shortages are a big issue for us right now,” he says. “We can’t get semi-trucks to haul material for us because they are in such high demand.”

Additionally, Lingo says the supply chain problems has caused prices to skyrocket. For example, the company is paying about $100,000 per week just for PVC piping. Because of this, Lingo says they’ve been forced to rethink their job costing.

“Our new estimates that we put out reflect the current price at bidding, plus an allowance,” he explains. “We’re putting 15% allowance on all materials, whereas a couple of years ago, we just bid it at what the rate was. We think it’s going to go higher, so we’re putting a higher rate on there.”

However, most jobs are booked a year or so out, so Lingo says they are taking a hit for materials in that regard.

“For the jobs we already have contracts on, we’re having to eat the increases,” he says. “There’ll be no change orders because of higher prices.”

Lingo says the increased prices is attributing to more competition when Green Shade goes out to bid.

“The market is tighter than it was before,” he says. “This spring was very tight. There are a lot of guys bidding for the same work, and as the year’s gone on, some of those companies have quit bidding as much just because there is a lot of work right now. So, everyone’s replicating.”

Despite this, Lingo says the work keeps coming in.

“If someone calls us for a job right now, we’re four to six weeks out because we have such a backlog,” he says. “And that’s just our short-term jobs. We have long-term jobs that won’t be done until August of 2022 and work that won’t happen until 2023.”

How concerned are you about the impact of each of these issues on your location’s business in the next three years?

10. VERY CONCERNED • 1. NOT AT ALL CONCERNED

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Dan Walsmsley
Owner, Island Environments • Hilton Head Island, South Carolina

WALSMSLEY SAYS OPEN communication with his customers has led the full-service landscape company to new heights these past two years. “2020 and 2021 have been phenomenal years for us sales wise,” he says. “In 2020, we saw 40% growth and then we’re on pace to beat that this year.”

Setting clear expectations with new customers is at the forefront of this growth.

“We have open and honest conversations with our clients,” Walsmsley says. “We tell people right off the bat that we’re not the cheapest company and we’re not the most expensive. We’ll get the most bang for your buck with us.”

Pricing competitively on the island can be tough at times. Walsmsley says he’s had to fend off lowball offers.

“One of the bigger problems we have around here is that we’ve got about 40 registred companies on Hilton Head and probably another 40 or so that are unregistered,” he says. “Trying to establish pricing to compete with people who don’t have the overhead is hard, but so is getting the cli ent to realize that the people who don’t have the overhead usually don’t have the knowledge or know how.”

Even so, Walsmsley says he won’t hit the threshold keep him from losing quality just to deliver a lower price.

“We’re trying not to look at any competition,” he says. “We’re trying to look at ourselves and how can we be the best Island Environments tomorrow and how can we be better tomorrow than we are today. So, a lot of our focus going into the winter will be on how to improve our own processes and procedures to deliver the best we can for our clients.”

Walsmsley says his team will be ramping up training during the offseason and he expects there to be a few internal promotions as well. Quality is essential to Island Environments, and another threat to that has been the labor shortage.

“Currently, we have 30 employees,” Walsmsley says. “Normally we are in the 38-40 range.”

“In order not to lose quality, the company has transitioned to smaller crew sizes and is looking at making additional changes to its maintenance routes.

“We’ve tried having thinner crews,” he says. “We’re on the verge of evaluating whether or not we need to drop some maintenance accounts. Normally, we like to run three-man crews and we just don’t have the people to do that at the moment. So, two-man crews have been the norm for us this year other than for our prime accounts.”

Kim Bius
Owner, Kim’s Home and Garden • Huntsville, Texas

THE 36-YEAR OLD COMPANY Kim Bius runs offers many clients annuals, perennials, ornamentals and even wind chimes. But Kim’s Home and Garden also has a landscape design branch for multi family, commercial and estate clients, and they’ve been taking new orders every day. Bius says the company is solidly booked through October.

“We’re the folks in the industry who people will come to if they want something incredible made,” Bius says.

With six employees in the division, Bius also cites the labor shortage as a reason for consternation, even amidst steady revenue flowing in. The divi sion alone — led by a foreman and a landscape designer who’s been at the company for 30 years — has produced roughly $600,000 in revenue in 2021 and will continue to rise.

Yet the labor shortage is familiar territory for Bius. What wasn’t familiar this season was uncharacteristic weather in Texas pushing back the start of their season and holding up production overall. The Texas freeze in February and later, 36 inches of rain in a month pushed back when the company got rolling.

“The weather has been bizarre in my part of Texas,” she says. “We didn’t get kicked off until late April.”

Bius says that thankfully, her team managed the storm well. Despite a foot of snow around Val lentine’s Day, they took every plant they had into a retail facility just to keep the plants alive. Then, when it was over, they had two giant storage containers with heaters in them for the materials.

“People aren’t charging enough,” he says. “I do not go outside of Findlay with that. I keep my work within a close radius just to keep the plants alive. Then, when it was over, they had two giant storage containers with heaters in them for the materials.

Kim Bius
Owner, Ken Silvers Lawn Care • Findlay, Ohio

WHEN SILVERS RESTARTED his business in 2004, he admits things were pretty stagnant for the first few years, but not anymore.

“This year, things have doubled,” he says. “All because I answer the phone and I’m out there and I’m recognized.”

Silvers credits his sales in part on his marketing. “The market is tighter than it was before,” he says. “The people in Findlay know who Ken Silvers is. I see my truck parked at coffee shops with the big, white logo on it. People ask me if I’m Ken Silvers and they’ll say, ‘I see your truck out of town.’”

Utilizing google and staying on top of SEO has also allowed Silvers to reach a wider audience in his town.

“With a strong sense of déjà vu looming as the season winds down, Silvers says it’s time to look ahead to what’s next. ‘The people in Findlay know who Ken Silvers is,’ he says. ‘I see my truck parked at coffee shops with the big, white logo on it. People ask me if I’m Ken Silvers and they’ll say, ‘I see your truck out of town.’”

Keeping his work within a close radius is also helping Silvers to grow the business.

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“I just had a feeling how bad it was going to be,” she says. “I didn’t want to lose $500,000 in plants. It was my line, so let’s get it done.”
Today’s forecast: perfect conditions for growing your business.

Thick, wet grass. Uneven terrain. No problem with our full commercial lineup and comprehensive fleet program with special discounts and free loaner units to keep you productive. The Z700, SZ Stand-On and W Series. Built to mow it all. And build your business.

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Don’t know - No 12 - 0.2

12%

2021 STATE OF THE INDUSTRY REPORT

MONDAY, NOV. 8; NOON ET

Join Lawn & Landscape Editor Brian Horn as he discusses the State of the Industry with industry experts. Topics will include: the latest trends, labor shortage solutions, fuel costs and much more. Visit bit.ly/2021lawn or scan the QR code below to register.
RISING GAS PRICES HAVE BECOME A CONCERN, AND CONTRACTORS ARE TRYING THEIR BEST TO CIRCUMVENT THEM.

AS PRICES AT THE GAS STATION continue to rise, landscape contractors say the increases are irritating but a necessary cost of doing business.

Zack Stratton, CEO of Stratton & Bratt, says the Utah-based company’s fuel bill is reaching $20,000 a week. However, Stratton says he isn’t too worried about the expense.

“For a company of our size, our fuel costs are really just a marginal part of $20 million in sales,” he says. “Even a $100,000 bump in fuel costs doesn’t really move the needle much for us.”

Stratton & Bratt is spending on fuel to power the fleet and equipment needed for crews to be operating at peak performance. During the height of the season, Stratton says there are about 250 employees.

“We have north of 100 trucks, 30 skid-steers in the fleet, mowers, mow crews and the whole bit that goes along with that,” he says. “It’s pretty extensive.”

Over in Healdsburg, Calif., Peter Estournes, vice president of Gardenworks, says high fuel bills are nothing new. But recent spikes in gas prices have been difficult to deal with.

“We’re used to it in California,” Estournes says. “We hate it. Our fuel bill last month was like $5,000 and typically it’s around $2,000 or $3,000.”

In September of 2020, gas prices in California averaged about $3.24 a gallon, according to research by AAA. Now, prices have been steadily over $4 a gallon.

“It’s showing over on the financials, but the reality is there’s nothing we can do about it, and it happens all the time here,” Estournes says of the increase. “We’re already paying the top amount for fuel in California anyway. The fact that it went from $3.29 to $4.39, it’s definitely a bother.”

WORKING AROUND THE INCREASE. Both Estournes and Stratton say their businesses are working to find ways to ease the financial burden of the fuel increases as best they can.

Years ago, Stratton & Bratt developed a strategy for implementing fuel surcharges when prices began to creep up too high.

“We thought about it six years ago when there was another big spike in fuel costs. We got together with the team and added at the bottom of all our contracts the opportunity for us to come back and give a surcharge if fuel costs rise above a certain amount,” Stratton says. “At the end of the year, we sat down and made that mark. Last year, we...
decided that for anything over $3.25 a gallon, we reserve the right to add a surcharge to the bill."

So far in 2021, Stratton says they’ve been selective in utilizing the surcharge. "We’ve exercised it on a handful of our larger accounts that use a lot more fuel and a lot more equipment," he says.

And while some might think that a surcharge would be a surefire way to upset clients, Stratton says his customers have been surprisingly empathetic. "I think by and large our client base has been pretty receptive and understanding to price increases," he says. "Just because of the overall competitive landscape of what’s going on... Obviously, they have their limits, but a 3% increase hasn’t been much for them to swallow."

At Gardenworks, Estournes says the business does whatever it can to avoid fuel surcharges. He adds they instead try and weather the uncertainty through thoughtful, thorough financial planning. "We write it into the budget and write it into our crew average wage, so the burden is on the project," he says.

Estournes says the most effective strategy to lower the costs is by simply utilizing less fuel.

"What we try to do is manage the accounts tighter for lawns and jobs that use power equipment," he says. "So, we’ll do a lot more management with the irrigation systems and fertilization. So that most of the summer we can get by with every other week mowing on a lot of projects because we just stop fertilizing so it doesn’t grow as fast."

Estournes says having crews be mindful about what equipment is necessary for a job has helped curb their fuel bill. "We just don’t let the guys take the hedge trimmers and things out without knowing what they’re going to use them for," he says. "We try to manage the usage of the equipment."

And being water conscious is another contributing factor. "We’re really strict on our water budgets so we aren’t inducing extra soft growth," Estournes says.

**FINDING FUEL ALTERNATIVES.**

Since fuel costs are so high and are expected to stay that way for some time, some landscaping companies may consider making the switch over to propane- or battery-powered equipment.

Gardenworks, which averages about 30 employees, isn’t ready to go that route just yet though. "We’re too small and it’d be too much," Estournes says. "We’re looking into it and looking into battery-powered technology. It just doesn’t seem to be a good fit yet."

Estournes says the biggest hesitation he has when it comes to adopting battery-powered equipment is the massive overhaul it would take.

"It’s a standardization thing," he says. "You’d have to train all the guys to make sure they know to have enough batteries in the truck and that there’s a power source to plug into so you can charge... whether that’s solar panels on the roof of a trailer or the new trucks out there."

Estournes notes that right now, with all the supply chain problems caused by COVID, replacing an entire fleet of trucks would not be practical. Gardenworks, which averages about 30 employees, isn’t ready to go that route just yet though.

"We don’t have any plans to buy new vehicles right away — especially with the availability of new vehicles and costs," he says.

"WHAT WE TRY TO DO IS MANAGE THE ACCOUNTS TIGHTER FOR LAWNS AND JOBS THAT USE POWER EQUIPMENT."

Peter Estournes, vice president of Gardenworks

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"We don’t have any plans to buy new vehicles right away — especially with the availability of new vehicles and costs," he says.

In fact, Estournes says costs are another reason the company isn’t switching over anytime soon. "They would probably have to bring the cost down a little more," he says of the equipment.

Cost is also associated in Stratton and Bratt holding out from going electric. "The cost is still a little bit high when you map it out," Stratton says. "There isn’t a ton of data on the longevity of that sort of stuff yet. Once data is produced, it’s really easy to build a financial model and say, ‘We’ll pay this off after X amount of years, and this will be our ROI.’"

Stratton says the company has been doing some initial research into battery-powered equipment. "We’ve definitely talked about it and are looking into it," he says. "What attracts us to it more than anything is the autonomous mower market. We are always looking into that."

The ongoing labor shortage has made automation even more appealing to Stratton. "We’re no different than anybody else — filling those front-line positions is really challenging," he says. "I tell the guys as we start to look into this, that they won’t lose their job. They will just have the opportunity to get retrained and make a higher wage... it really creates an opportunity for them."

Overall, Stratton says he feels his market, and most of the country, isn’t quite ready to accommodate the change. "The challenge we’re facing is that we are probably five to seven years away from where the public works infrastructure is set up for us to really consider doing that on scale," he says. "There has to be enough gas stations that have propane or natural gas, or there are enough fueling stations or places to plug in the trucks for electric charging."

**AN UNBOtherED BOTTOM LINE.**

Despite paying more at the pump, 2020 and the early part of 2021 has been successful for Gardenworks, yet Estournes expects growth won’t be quite at last year’s level. "2020 wasn’t too bad, the pandemic notwithstanding," Estournes says. "We managed to meet our budget. Our margin wasn’t as good as previous years, but we made our sales budget."

"And it’s been about the same," he adds of this year. "Margins are still eroding but we’re on track."

The same goes for Stratton and Bratt. "Revenue is up. Profit is up. And everything is just up across the board," Stratton says.

He also predicts that the fuel prices will be plateauing in Utah sooner rather than later. "I don’t anticipate it doubling or anything," Stratton says. "In Utah, I see it topping out at $4 a gallon, and then holding there before coming back down."

How concerned are you about the impact of high fuel prices on your location’s business in the next three years?

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**AVERAGE SCORE BY REVENUE**

7.5 Less than $300,000 7.4 $300,000-$999,999 6.7 More than $1 million
THE PANDEMIC BEGAN WELL OVER A YEAR AGO, WHERE DOES THAT LEAVE CONTRACTORS TODAY?

Uncertainty still in bloom

Story by Jimmy Miller • Illustration by Michael Marsicano

Gabriele Lasco started his landscaping company in 1995, at one point managing roughly 500 clients in his area of Texas and employing four people.

But 2020 was particularly difficult for Lasco. Over the last few years, he reduced his staff to just a one-man operation, and he’s found a steady decline in the amount of work he once booked. The pandemic served as his company’s death sentence: He didn’t have the resources on his own to navigate COVID-19.

Larger businesses in his area could equip their employees with proper PPE and disinfect their materials after use, and Lasco found he lost nearly all of his clients who seemed “terrified” to meet with him. Other companies had better resources allocated toward advertising, while Lasco says he never garnered an audience on social media like some of his peers at larger companies.

Earlier this summer, Lasco decided to close up shop. His company that earned him money through thick and thin — even the Great Recession in 2007-2009 — could no longer support him. Lasco is still deciding what’s next for him. He could go work for another landscaping company, or he might end up leaving the industry altogether.

“That’s life. There’s nothing you can do about it,” Lasco says. “It is what it is, and it’s nobody’s fault. Nobody wants this. I guess everybody’s struggling.” COVID might not have decimated most companies like it has Lasco’s, — in fact, some had record breaking years — but uncertainty remains
How concerned are you about the impact of COVID on your location’s business in the next three years?

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AVERAGE SCORE BY REVENUE

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<tr>
<th>Score</th>
<th>Less than $500,000</th>
<th>$500,000-$999,999</th>
<th>More than $1 million</th>
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<td>5.5</td>
<td>2021</td>
<td>2020</td>
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MANAGING AMIDST COVID.

While Lasco’s company faded during COVID, Ben Whagner in Virginia decided to start his own. In June 2020, Whagner opened the doors to Rivah Lawns and Landscapes and says he has no regrets starting a company in the pandemic.

“That’s not to say there aren’t still struggles,” Whagner says. “His company didn’t receive the same grant money other small, local businesses received at the very beginning of the pandemic, and of his initial four employees, two have already left the company. Finding new labor is a chore, and even after some unemployment money from the government dried up, Whagner says he still hasn’t seen a good number of applications come in.

Even through that, Whagner says his company has managed to succeed. But COVID itself — and not just the lingering economic consequences — has also caused issues at his company as of late. Whagner spent $500 to put one of his employees up in a hotel because the rest of the employee’s family tested positive for COVID. Whagner spent more money to help his employee get a test and then paid his employee for two workless days while they awaited test results.

The test came back negative, and the employee returned to work. Still, Whagner says he’s going to continue to roll with the punches as COVID has forced him to do so several times already.

“I’m concerned,” he says. “COVD’s not gone, and I don’t know when it’s going to be gone. I think we’ve got some serious issues coming down the pipeline.”

Whagner says that he’s balanced being a responsible employer during COVID with also allowing his employees to get the job done without being overbearing.

“...SCENARIOS LIKE THIS WILL PUT YOU IN A PLACE WHERE YOU GO, ‘YOLO. LET’S HUCK IT.’ I WOULD SAY WE’RE PROBABLY A LITTLE MORE OPEN TO MAKING BIG CHANGES QUICKLY (SINCE COVID BEGAN).”

Ted Glaser, owner, Summit Lawns
Turn bare land into a beautiful piece of property with the Kubota landscaping lineup. The maneuverable SZ stand-on mower works well in tight spaces. Reliable, comfortable track loaders haul heavy loads. The RTV-X Series Utility Vehicle carries your crew and your tools. It’s everything you need to build a reputation for getting the job done right.

Together we do more.