

# COMMEMORATIVE POSTER



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# TOP 100 NEWS & NOTES

## DECEMBER 2023

### Ruppert Landscape acquires Tree Amigos Outdoor Services

Ruppert Landscape acquired Tree Amigos Outdoor Services, which has served the Florida market for nearly 24 years.

Tree Amigos is a commercial landscape company in the Greater Jacksonville and Orlando areas. Founded and operated by Jim Proctor and Steve Nelson, Tree Amigos' service offerings include commercial landscape maintenance and installation. The company operated as Green Orchid Landscape Services in the Orlando market.

Ruppert also made a slew of promotions in 2023, including Paul Pestun to vice president of business development in the company's landscape construction division, and Sam Wells to regional vice president in the company's landscape management division. The company also added Jeff Mullen as director of mergers and acquisitions and strategic finance.

### HeartLand sold to PPC

Kansas-City based HeartLand sold to Pritzker Private Capital.

Founded in 2016, HeartLand, previously owned by Sterling Investment Partners, is a commercial landscaping company with more than 4,000 employees and more than 60 branches servicing 26 states. HeartLand operates through 18 local operating companies.

HeartLand's leadership team includes Founder and CEO Edward Schatz Jr., Chief Operations Officer Bill Dellecker, Chief Financial Officer Peter Welch and Chief Development Officer Rob McDonnell.

### SavATree expands its canopy with 3 new mergers

SavATree merged with Arborscapes, Mr. Amoto Lawn & Tree Service and Sussex Tree. The partnerships brought SavATree to Nebraska and North Carolina for the first time, enabling SavATree to service 34 states throughout the U.S.

Arborscapes, with two decades of experience in enhancing outdoor living for Charlotte, North Carolina residents, is a trusted leader in tree and plant health care services, as well as landscape implementation, design, and maintenance. Founded by Jason Tebben and Nathan Morrison, their entrepreneurial path began when they were kids as classmates in school.

Meanwhile, for over three and a half decades, Mr. Amoto Lawn & Tree Service has been a staple in Lincoln, Nebraska. Since 1996, owners Rob Boyd, Matt Boyd and Matt Miller, have propelled the company to new heights.

Sussex Tree, with two locations in Bridgeville and Lewes, Delaware and over 35 years of local expertise, is renowned for its high-quality tree care, plant health care, irrigation, landscaping and crane services. Run by the father-son team of Jeffrey Meredith Sr. and Jeffrey Meredith Jr., the company built a legacy based on integrity, quality and expertise, which they bring to SavATree to create a greater presence in the Delmarva region.

SavATree merged with several other companies in 2023, including Arbor Art Tree Care, Lawns Unlimited, Taddiken Tree Company and Atlas Tree Care.

### Bartlett Tree Experts acquires Town Branch in Kentucky

Bartlett Tree Experts entered a new market in the state of Kentucky by acquiring Town Branch Tree Experts in Lexington.

Town Branch Tree Experts was founded by Jesse and Sara Hesley in 2011. With Bartlett's acquisition of the business, the Hesleys have joined Bartlett in Bartlett's new Lexington office, along with their team of 10 arborists.

Jesse Hesley brings a wealth of experience and credentials in the tree care industry to his new role as local manager and arborist representative. After graduating from the University of Kentucky, Hesley worked as a crew leader for a consulting arborist in Lexington. He then moved to California and gained experience working for

Bartlett Tree Experts as an arborist representative and crew leader in the San Francisco Bay Area before moving back to Kentucky, eventually launching the company with his wife, Sara. Jesse Hesley is an ISA Board Certified Master Arborist and TCIA Certified Tree Care Safety Professional.

Town Branch wasn't Bartlett's only acquisition in 2023: They also acquired Baltimore Tree Experts in Maryland. Bartlett additionally opened a new office on Long Island last year.

## NOVEMBER 2023

### Juniper acquires Houston-based Shooter and Lindsey

Juniper Landscaping acquired Shooter and Lindsey, a landscaping maintenance and installation provider serving the greater Houston market.

Juniper's partnership with Shooter and Lindsey represented Juniper's first acquisition outside of the state of Florida and brought the company to a total of 26 branch locations.

Founded in 1979, Shooter and Lindsey has served customers for more than four decades, serving the greater Houston metropolitan area since 1990. Shooter and Lindsey's President, Brian Schmitt, will remain a co-owner and continue to lead the branch with support from Juniper's corporate team in Florida.

### United Land Services expands with 2 acquisitions

United Land Services acquired Benchmark Landscaping and Georgia Scapes. Terms of the transaction were not disclosed. United is backed by Centre Partners and LP First Capital.

At the time of the acquisition, United had completed 18 acquisitions and established more than 30 branches across the Southeast, including opening multiple expansion locations.

With operations in the greater Orlando and Atlanta markets, Benchmark and Georgia Scapes provide landscape maintenance, enhancement and installation services primarily to commercial customers, including

homeowners' associations, community development districts, resorts and homebuilders.

Jason Ackman and Adrian Pinto, key operators of the Benchmark and Georgia Scapes branches, joined United in conjunction with the acquisition.

### **TruGreen names Kurt Kane as CEO, president**

TruGreen appointed Kurt Kane as its president and CEO, succeeding John Cowles who left TruGreen.

Kane has more than 20 years of experience driving increased employee engagement and customer satisfaction to achieve strong growth objectives in competitive markets. Kane most recently served as president, U.S., and chief commercial officer at The Wendy's Company. In this role, he led all aspects of Wendy's U.S. business, which during his tenure grew to include nearly 5,900 restaurants and increased sales from \$9 to \$11 billion. Among his key accomplishments in this position were the development and implementation of strategic plans that drove the highest same restaurant sales growth achieved by the Wendy's brand in more than 15 years, reinventing the culture, structure, and mindset of the U.S. operations team, and successfully launching breakfast, which delivered approximately \$750 million in incremental sales during its first year.

### **LandCare names Hopkins COO**

LandCare appointed Mark Hopkins to the position of chief operating officer.

As LandCare's first COO, Hopkins focuses on business growth, driving operational excellence, and talent acquisition and development.

Since joining LandCare in 2014, Hopkins has made significant contributions to the company's turnaround and ongoing success. In his role as region vice president, Hopkins' impact on the Texas and Oklahoma regions resulted in robust growth and market expansion, including the opening of multiple branches.

LandCare also promoted Tre Hiltzheimer and Jensen Bogan last year as market vice presidents. Hiltzheimer and Bogan oversee the company's

operations in Georgia and central Texas, respectively.

### **OCTOBER 2023 Landscape Workshop acquires Meliora Landscape Group**

Landscape Workshop acquired Meliora Landscape Group, expanding its footprint in Southern Louisiana.

Brandon Luteman, Randy Luteman and Ben Dutruch founded the predecessor companies of Meliora Landscape Group beginning in 2005. Over 18 years of operation, they built a commercial landscape maintenance and installation firm serving Southern Louisiana, including Covington, Baton Rouge, New Orleans and Lafayette, with well over 100 team members.

Brandon and Ben joined Landscape Workshop, assuming general manager positions. They will be accountable for facilitating a seamless transition for Meliora's valued customers and dedicated employees.

Landscape Workshop also expanded in Louisiana with the 2023 acquisition of Louisiana Landscape Specialty, which has three locations based in Southeast Louisiana. That acquisition was reported in July 2023.

### **SEPTEMBER 2023 Lifescape Colorado's Ostheimer wins NALP's Woman Leader of the Year**

The COO of Lifescape Colorado, LeAnn Ostheimer, was presented the Woman Leader of the Year Award by the National Association of Landscape Professionals at its annual ELEVATE Conference in Dallas on September 13. She was honored for her dedication to the industry, serving on many boards and committees, seeing her company through 10-fold revenue growth and crafting award-winning landscape designs.

NALP's Woman Leader of the Year Award recognizes a National Association of Landscape Professional female member who has demonstrated inspirational spirit, initiative and passion toward the landscape and lawn care industry. By her actions and endeavors the recipient serves as a shining

example to other women in the industry.

Ostheimer began her career at Lifescape 17 years ago as a landscape designer and quickly became vital to the firm's growth. In 2019 she was promoted to Vice President of Design/Build and in 2023, she became COO. She grew up on a Northern Colorado dairy farm and earned her degree from Colorado State University.

### **AUGUST 2023 BrightView names Dale Asplund as new CEO and president**

The board of directors at BrightView Holdings appointed Dale A. Asplund, 55, as president and CEO.

In conjunction with his appointment as CEO, Asplund also joined the BrightView board as a director as of that date.

In addition, BrightView's affiliate of One Rock Capital Partners, a private equity firm, made a \$500 million strategic investment in the company in the form of convertible preferred stock.

Asplund succeeded interim president and CEO Jim Abrahamson. Abrahamson, who served as a BrightView independent director since 2015, remained as a member of the board.

Asplund has 25 years of operational, service provider, and publicly traded company expertise to BrightView from United Rentals, the world's largest equipment rental company. Most recently, as executive vice president and chief operating officer, a position he was appointed to in 2019, Asplund served on the executive leadership team with company-wide responsibility for operations and employee safety. Asplund, who joined United Rentals in 1998, has held strategic leadership roles encompassing business services, shared services, supply chain, fleet management, and information technology. Earlier in his career, Asplund worked for United Waste Systems.

BrightView also acquired Smith's Tree Care in early 2023, a tree care service provider based in Newport News, Virginia. Terms of the transaction were not disclosed.

## **SunWorks acquires Top Notch in Florida**

SunWorks Landscape Partners, a national commercial landscaping business backed by Orion Group, partnered with Top Notch Lawn Care, a commercial landscape maintenance provider based in Melbourne, Florida..

Top Notch is SunWorks' seventh partner company in the commercial landscaping industry. Founded in 1993 by Joe Kilmer, Top Notch provides full-service landscape maintenance to commercial centers, office parks, industrial facilities, HOAs, and multi-family properties in central Florida. Kilmer will continue to serve as President of the company.

## **APRIL 2023**

### **Mariani Landscape acquires Southview Design**

Mariani Landscape acquired Minnesota-based landscaping firm, Southview Design.

Founded in 1978 and headquartered in St. Paul, Southview offers services like design/build, enhancements, maintenance services, and snow/ice management. The company has completed over 8,500 residential landscaping projects.

With roughly 275 associates, Southview's firm provides services to both residential and commercial clients, including residential estate management, single family residential, HOAs, retail, office, commercial, industrial, and professional offices.

Mariani would go on to later acquire Colorado-based Rocky Mountain Custom Landscapes in December. Rocky Mountain Custom Landscapes was founded in 2000 by Bobby Head and Jason Ulberg to serve private residences and commercial businesses in the Vail, Denver and Aspen areas. Headquartered in the Vail region with two additional offices in Denver and Aspen, the company offers a variety of landscaping solutions, including landscape design, installation, maintenance services, water features and fencing.

## **Davey Tree acquires Mickman Brothers**

The Davey Tree Expert Company added Mickman Brothers of Ham Lake, Minnesota, to its family of brands.

Founded in 1975 by brothers Chris and John Mickman, Mickman Brothers provides landscape, irrigation, landscape maintenance and snow removal services to the Greater Minneapolis-St. Paul area. Mickman Brothers also offers a garden center for their local clientele at which they grow most of the annuals and perennials they offer.

Their family Mickman Christmas business, originated by John and Chris's grandmother, has a national customer base of non-profit organizations and corporate clients.

Mickman Brothers' team of approximately 80 year-round employees is enhanced by roughly 200 seasonal employees. All services continued as part of the Mickman Brothers team within Davey's Commercial Landscape Services service line.

The merger made for Davey's fifth location in the Minneapolis-St. Paul market. Davey was also active with its employees in 2023, as they promoted Jeff McCormick to regional vice president of northern operations at the Davey Tree Surgery Company, a subsidiary of Davey Tree. The company also hired Matthew DeLucas to be the company's new director of talent acquisition.

## **McHale Landscape Design acquires Dalton Ventures**

McHale Landscape Design, a residential landscape architecture and design-build firm, has acquired Dalton Ventures, a residential estate garden care firm based in Middletown, Maryland.

This was the third acquisition in five years for McHale, a family-owned company. McHale ranks No. 68 on Lawn & Landscape's Top 100 list this year.

Keith Bowman, president of business development at McHale, described the acquisition as "a successful partnership with a company that shares our values, vision and culture."

All Dalton Venture employees and owners joined McHale Landscape Design. The partnership further expanded the McHale presence in residential communities around metropolitan Washington DC, Maryland, and Virginia.

In other McHale news in 2023, Kevin McHale, was honored with the Landscape Leadership Award at the Annual LCA Awards Ceremony. Kevin accepted the award on behalf of his partner and brother, Steve McHale, and on behalf of the entirety of the McHale Landscape Design Family.

## **MARCH 2023**

### **Sperber Landscape Companies names Jeff Berg as CEO**

Sperber Landscape Companies named Jeff Berg as CEO.

Richard Sperber, who had been acting as the company's interim CEO and is the founder, continued his active leadership of the company in the role of executive chairman.

Berg joined Sperber after 18 years as a core leader and partner at the global consulting firm McKinsey & Company. His tenure at McKinsey spanned a wide range of services businesses, industries, and initiatives. Before McKinsey, Berg was a submarine officer in the U.S. Navy, having served onboard the USS Bremerton, a Los Angeles-class nuclear submarine, and with the Deep Submergence Unit, the Navy's lone submarine rescue force.

Sperber also added Honolulu-based Ultimate Innovations to its family of companies in Winter 2023.

The partnership marked an expanding footprint for Sperber throughout the Hawaiian Islands, now holding four Hawaiian companies within its portfolio.

Founded in 1989 by second-generation Hawaiian landscaper, Brian Vidinahr, Ultimate Innovations is a full-service landscape provider for residential and commercial clients throughout the four main islands of Hawaii. Vidinahr continued in his role as president of Ultimate Innovations.

