



LANDSCAPE MANAGEMENT

YOUR GUIDE TO GROWTH™

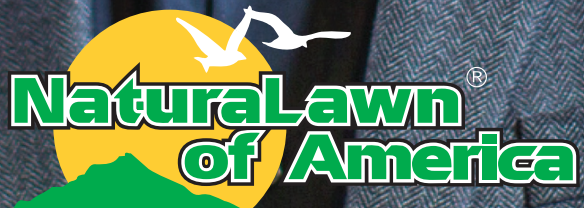
150

We rank the largest landscape companies

How LM150 companies are planning for profits.



Landscape Development Inc. CEO Gary Horton



THE LEADER IN ORGANIC-BASED LAWN CARE®

NaturaLawn® of America ranks as the 25th largest revenue-generating lawn care company in the U.S.



TOP 25

A look at the LM150 list—sorted for top performers by client mix, profit centers and regions.

	Headquarters	2017 Revenue (U.S. Dollars)	% Rev Change from 2016	% Projected Change for 2018	FTEs/ Seasonal Employees	% Comm/ Res/Gov	
1	BrightView	Plymouth Meeting, Pa.	\$2,260,000,000	NR	NR	22,000/NR	100/0/0
2	TruGreen*	Memphis, Tenn.	\$1,334,942,110	NR	4%	NR/NR	14/85/1
3	The Davey Tree Expert Co.	Kent, Ohio	\$916,000,000	8%	5%	8074/387	59/40/1
4	Bartlett Tree Experts	Stamford, Conn.	\$271,000,000	11%	8%	1650/80	28/64/8
5	Gothic Landscape	Valencia, Calif.	\$182,500,000	40%	12%	1610/90	90/5/5
6	Aspen Grove Landscape Group	Willow Grove, Pa.	\$180,000,000	NR	NR	NR/NR	NR/NR/NR
7	Park West Cos.	Rancho Santa Margarita, Calif.	\$175,000,000	16%	5%	1600/0	NR/NR/NR
8	Yellowstone Landscape	Bunnell, Fla.	\$174,000,000	27%	10%	1800/800	100/0/0
9	U.S. Lawns	Orlando, Fla.	\$170,604,800	3%	5%	1450/700	98/0/2
10	LandCare	Frederick, Md.	\$160,000,000	0%	10%	1800/1200	100/0/0
11	Weed Man	Mississauga, Ontario	\$158,673,380	7%	5%	900/4000	5/95/0
12	Ruppert Landscape	Laytonsville, Md.	\$155,500,000	4%	8%	1350/0	85/0/15
13	Ferrandino & Son	Farmingdale, N.Y.	\$145,000,000	NR	NR	325/NR	100/0/0
14	Merit Service Solutions*	Malvern, Pa.	\$117,600,000	20%	NR	NR/NR	NR/NR/NR
15	Lawn Doctor*	Holmdel, N.J.	\$112,427,582	6%	5%	1000/350	5/95/0
16	Ambius	Reading, Pa.	\$109,000,000	3%	3%	857/140	100/0/0
	SavATree	Bedford Hills, N.Y.	\$109,000,000	22%	29%	855/146	23/75/2
18	Landscape Development Inc.	Valencia, Calif.	\$79,500,000	29%	31%	790/0	89/10/1
19	The Grounds Guys*	Waco, Texas	\$79,200,000	8%	12%	500/100	50/40/10
20	Mainscape	Fishers, Ind.	\$75,145,000	2%	0%	800/200	100/0/0
21	LandOpt	Pittsburgh, Pa.	\$73,000,000	-10%	10%	264/450	27/62/11
22	Elite Team Offices	Clovis, Calif.	\$70,000,000	-10%	5%	250/100	99/1/0
23	The Groundskeeper/Greater Texas Landscapes	Tucson, Ariz.	\$68,500,000	5%	5%	1000/1100	70/0/30
24	Massey Services*	Orlando, Fla.	\$67,686,270	6%	15%	1989/0	13/87/0
25	NaturaLawn of America	Frederick, Md.	\$63,587,179	14%	8%	418/116	3/97/0

RESIDENTIAL

1	TruGreen	\$1,134,700,794
2	The Davey Tree Expert Co.	\$366,400,000
3	Bartlett Tree Experts	\$173,440,000
4	Weed Man	\$150,739,711
5	Lawn Doctor	\$106,806,203
6	SavATree	\$81,750,000
7	NaturaLawn of America	\$61,679,564
8	Massey Services	\$58,887,055
9	Spring-Green Lawn Care	\$53,728,000
10	Meadows Farms	\$49,820,000
11	LandOpt	\$45,260,000
12	Mariani Enterprises	\$42,847,200
13	The Grounds Guys	\$31,680,000
14	Ryan Lawn & Tree	\$29,270,264
15	Chalet	\$29,200,000
16	R.P. Marzilli & Co.	\$27,654,900
17	Naturescape	\$25,402,510
18	Scott Byron & Co.	\$24,225,000
19	Berghoff Design Group	\$21,000,000
	McHale Landscape Design	\$21,000,000
21	Senske Services	\$20,910,000
22	Schumacher Landscaping	\$20,880,000
23	Designs By Sundown	\$20,700,000
24	Heron Home & Outdoor	\$20,480,907
25	NutrILawn Corp.	\$19,800,000

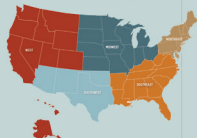
TURF + ORNAMENTAL CARE

1	TruGreen	\$1,173,130,945
2	Weed Man	\$158,673,380
3	Lawn Doctor	\$112,427,582
4	NaturaLawn of America	\$62,951,307
5	Massey Services	\$56,016,223
6	Spring-Green Lawn Care	\$55,480,000
7	Naturescape	\$21,391,587
8	NutrILawn Corp.	\$19,800,000
9	SavATree	\$18,530,000
10	Senske Services	\$17,340,000
11	Ryan Lawn & Tree	\$15,405,402
12	Heron Home & Outdoor	\$12,957,309
13	The Grounds Guys	\$8,000,000
14	Unlimited Landscaping & Turf Management	\$6,913,190
15	U.S. Lawns	\$6,824,192
16	HeartLand	\$6,175,000
17	Moore Landscapes	\$6,120,000
18	Rotolo Consultants	\$5,300,000
19	Mainscape	\$5,260,150
20	ProGrass	\$3,900,000
21	Greenscape	\$3,800,000
22	Landscape Workshop	\$3,518,121
23	Conserve LandCare	\$3,243,400
24	Harvest Landscape	\$2,678,000
25	Sposato Landscape Co.	\$2,172,000

NORTHEAST

1	TruGreen	\$307,036,685
2	Bartlett Tree Experts	\$130,080,000
3	SavATree	\$70,850,000
4	Ruppert Landscape	\$66,865,000
5	Lawn Doctor	\$64,083,722
6	NaturaLawn of America	\$39,424,051

BY REGION



Double digits

Sixty-four firms on the LM150 list grew by more than 10 percent or more in 2017.

Growth Rank	Overall Rank	Company	% Change Over 2016
1	75	The Loving Cos.	119%
2	103	M. Neves	50%
3	150	Focal Pointe Outdoor Solutions	49%
4	125	Unlimited Landscaping & Turf Management	42%
5	5	Gothic Landscape	40%
6	32	Rotolo Consultants	40%
7	50	Caretaker Landscape and Tree Management	38%
8	54	Baytree Landscape Contractors	34%
9	91	Superscapes	32%
10	18	Landscape Development Inc.	29%
11	46	Teufel Landscape	29%
12	135	C. Caramanico & Sons	28%
13	8	Yellowstone Landscape	27%
14	88	Pacific Landscape Management	26%
15	77	Harvest Landscape	25%
	139	Nanak's Landscaping	25%
	146	ASI Landscape Management	25%
18	105	Cutting Edge Landscape	24%
19	16	SavATree	22%
20	14	Merit Service Solutions	20%
	56	Ryan Lawn & Tree	20%
	87	Andre Landscape Service	20%
	104	Complete Property Maintenance	20%
	111	Earthworks	20%
	120	Santa Rita Landscaping	20%
	124	Richmond & Associates Landscaping	20%
	128	Crystal Greens Landscape	20%
	149	Brilar	20%
29	47	Environmental Management Services	19%
	53	Landscape Workshop	19%
31	51	Dennis' Seven Dees Landscaping & Garden Centers	18%
	132	Timberline Landscaping	18%
	147	Eastern Land Management	18%
34	60	R.P. Marzilli & Co.	17%
35	7	Park West Cos.	16%
36	34	Juniper Landscaping	15%
	118	Mountain View Landscape	15%
	133	Andy's Sprinkler, Drainage & Lighting	15%
39	25	NaturaLawn of America	14%
	47	Bemus Landscape	14%
	134	The Spencer Co.	14%
	136	Schultz Industries	14%
43	64	The Bruce Co. of Wisconsin	13%
	81	Stay Green	13%
	94	Bland Landscaping Co.	13%
	126	American Landscape Systems	13%
	140	NJ Best Lawns, Sprinklers & Fencing	13%
	61	Complete Landscaping Service	12%
49	27	Garden Design	12%
	31	Acres Group	12%
	35	Clean Scapes	12%
	137	LandCare Innovations	12%
	148	Emerald Isle Landscaping	12%
54	4	Bartlett Tree Experts	11%
	79	Russell Landscape Group	11%
56	37	Mariani Enterprises	10%
	38	Sebert Landscape	10%
	42	Girard Environmental Services	10%
	55	Gachina Landscape Management	10%
	85	Designs By Sundown	10%
	86	Frank & Grossman Landscape Contractors	10%
	92	Heads Up Landscape	10%
	95	Southview Design	10%
	129	The Joyce Cos.	10%