



ABOUT THIS LIST

THE LAWN & LANDSCAPE TOP 100 is based on 2016 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.

- ▶ A * indicates revenue estimated based on data from the 2016 Top 100 list.
- ▶ Companies on this list earned a combined revenue of \$9,161,843,124 in 2016, which is an increase of \$594,598,970 or 6.9 percent, over 2015. Companies on the list also reported total employment of 95,125. Based on the data, the average growth expected in 2017 is 9.9 percent.
- ▶ This year's list includes companies from 26 states and four firms in Canada. The states with the most Top 100 companies are California (13), Illinois (10) and Florida (8).
- ▶ Companies that reported revenue in Canadian dollars have been converted to U.S. dollars using the 2016 average conversion rate of 0.76.
- ▶ The youngest company on the list is Five Seasons Property Management/Asplundh, founded in 2015 with the acquisition of Reliable Property Services (listed at 48 last year) and T.R. Gear.

- ▶ Baytree Landscape Contractors reported 60 percent growth, the largest jump on the list.
- ▶ Angler Environmental was acquired by Resource Environmental Solutions in September of 2016. RES is part of KKR, the same private equity company that owns BrightView.
- ▶ BrightView acquired the maintenance division of Marina Landscapes in early 2016. Its revenue does not include U.S. Lawns revenue, but does include franchise payments.
- ▶ Yellowstone Landscape acquired Ecoscape Solutions in December 2016.
- ▶ Merit Service Solutions was acquired by Eureka Capital in December 2016.
- ▶ TruGreen's revenue includes Scotts LawnService, which it acquired in April of 2016.
- ▶ Davey does not separate its landscape management revenue from its overall revenue.

Abbreviations

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

* INDICATES NEW TO THE LIST

2017 RANK	COMPANY	2016 RANK	2016 REVENUE	HEADQUARTERS	EMPLOYEES	% CHANGE FROM 2015	% CHANGE EXP. FOR 2017	% MT	%CLC/F	%LD/B/I	%II/MT	% IL	%CR	%RR
1	BrightView	1	\$2,200,000,000	Plymouth Meeting, Pa.	22,000	10%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
2	TruGreen Cos.	2	\$1,317,054,000	Memphis, Tenn.	11,444	2%	7%	2%	86%	0%	0%	0%	14%	85%
3	The Davey Tree Expert Company	3	\$845,678,000	Kent, Ohio	8,600	3%	5%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
4	Bartlett Tree Experts	5	\$244,000,000	Stamford, Conn.	1,650	8%	10%	0%	0%	0%	0%	0%	25%	65%
5	U.S. Lawns	7	\$168,000,000	Orlando, Fla.	2,000	0%	5%	70%	3%	16%	3%	0%	100%	0%
6 (t)	LandCare	6	\$160,000,000	Frederick, Md.	4,000	-10%	0%	N/A	N/A	N/A	N/A	N/A	100%	0%
6 (t)	Five Seasons Property Management/Asplundh	*	\$160,000,000	Philadelphia, Pa.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
8	Park West Companies	10	\$150,745,000	Rancho Santa Margarita, Calif.	1,615	18%	14%	37%	0%	62%	0%	0%	100%	0%
9	Ruppert Landscape	12	\$149,000,000	Laytonsville, Md.	1,275	21%	5%	41%	0%	52%	0%	0%	100%	0%
10	Weed Man	9	\$148,826,630	Mississauga, Ontario	4,050	4%	10%	0%	100%	0%	0%	0%	5%	95%
11	Ferrandino & Son	8	\$145,000,000	Farmingdale, N.Y.	350	-3%	7%	35%	0%	0%	0%	0%	100%	0%
12	Yellowstone Landscape	13	\$137,500,000	Bunnell, Fla.	1,900	17%	10%	60%	10%	15%	10%	0%	100%	0%
13	Gothic Landscape	11	\$130,000,000	Valencia, Calif.	1,500	5%	15%	30%	0%	55%	15%	0%	100%	0%
14	Lawn Doctor	15	\$112,000,000	Holmdel, N.J.	1,350	7%	5%	0%	90%	0%	0%	0%	5%	95%
15	Ambius	14	\$106,281,790	Reading, Pa.	975	2%	3%	0%	0%	3%	0%	97%	100%	0%
16	Merit Service Solutions	16	\$98,000,000	Malvern, Pa.	440	N/A	20%	N/A	N/A	N/A	N/A	N/A	90%	0%
17	SavATree	17	\$99,700,000	Bedford Hills, N.Y.	895	6%	8%	0%	17%	0%	1%	0%	20%	80%
18	Massey Services	19	\$74,692,678	Orlando, Fla.	1,892	8%	15%	0%	26%	1%	4%	0%	12%	88%
19	Mainscape	18	\$74,019,000	Fishers, Ind.	1,000	4%	0%	68%	7%	6%	8%	0%	100%	0%
20	The Grounds Guys	22	\$72,480,000	Waco, Texas	600	25%	20%	50%	10%	13%	1%	0%	50%	40%
21	The Groundskeeper/Greater Texas Landscapes	20	\$68,000,000	Tucson, Ariz.	1,200	3%	3%	50%	0%	42%	6%	0%	100%	0%
22	Terracare Associates	29	\$62,422,947	Littleton, Colo.	1,200	30%	11%	67%	0%	21%	7%	0%	46%	54%
23	Denison Landscaping	24	\$60,150,000	Fort Washington, Md.	560	13%	10%	5%	0%	85%	8%	0%	98%	2%
24	The Greenery	34	\$60,100,000	Hilton Head Island, S.C.	890	39%	0%	75%	2%	20%	2%	0%	86%	12%
25	Garden Design	25	\$58,900,000	Farmers Branch, Texas	66	23%	5%	2%	0%	98%	0%	0%	35%	65%
26	Clintar Landscape Management	23	\$57,000,000	Markham, Ontario	900	-5%	2%	33%	0%	10%	2%	0%	99%	1%
27	NaturaLawn of America	26	\$56,042,988	Frederick, Md.	561	8%	8%	0%	99%	0%	0%	0%	3%	97%
28	Metco Landscape	30	\$56,000,000	Aurora, Colo.	500	18%	n/a	10%	0%	40%	40%	0%	99%	1%
29	Spring-Green Lawn Care	28	\$53,832,000	Plainfield, Ill.	548	9%	10%	0%	97%	0%	1%	0%	1%	99%
30	Juniper Landscaping	42	\$49,000,000	Ft. Myers, Fla.	500	40%	25%	18%	2%	64%	16%	0%	99%	1%
31 (t)	Acres Group	27	\$48,000,000	Wauconda, Ill.	920	-8%	15%	39%	3%	25%	3%	0%	95%	5%
31 (t)	Lucas Tree Expert Co.	32	\$48,000,000	Falmouth, Maine	610	3%	4%	0%	3%	0%	0%	0%	96%	4%
33	Jensen Landscape	33	\$46,500,000	Campbell, Calif.	360	2%	+/-5%	35%	0%	65%	0%	0%	65%	25%
34	Heartland	*	\$45,000,000	Kansas City, Mo.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
35	Mariani Landscape	31	\$44,258,000	Lake Bluff, Ill.	509	-6%	12%	56%	0%	42%	0%	0%	11%	89%
36	ABM Landscape & Turf Services	35	\$44,000,000	Tampa, Fla.	N/A	5%	0%	N/A	N/A	N/A	N/A	0%	100%	0%
37	Cagwin & Dorward	36	\$42,000,000	Novato, Calif.	475	8%	6%	59%	0%	26%	5%	0%	75%	25%
38	Christy Webber Landscapes	37	\$40,300,000	Chicago, Ill.	435	0%	15%	45%	0%	47%	0%	0%	59%	41%
39	Girard Environmental Services	39	\$39,170,853	Sanford, Fla.	470	9%	7%	75%	0%	25%	0%	0%	100%	0%

42	Chapel Valley Landscape Company	43	\$38,200,000	500	12%	10%	65%	0%	20%	10%	0%	90%	10%
43	Rotolo Consultants	41	\$38,000,000	425	7%	25%	40%	5%	40%	15%	0%	85%	0%
44	CleanScapes	40	\$37,000,000	599	-3%	38%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
45	Dixie Landscape Co.	46	\$35,973,000	305	5%	5%	5%	0%	80%	15%	0%	95%	5%
46	Maldonado Nursery & Landscaping	63	\$35,458,508	425	37%	7%	30%	0%	57%	13%	0%	45%	10%
47	Pierre Landscape	*	\$34,500,000	225	25%	10%	8%	92%	0%	0%	0%	77%	23%
48	Choate USA	38	\$33,800,000	170	N/A	10%	0%	0%	49%	50%	1%	80%	20%
49	Somerset Landscape Maintenance	47	\$32,000,000	700	3%	15%	45%	15%	15%	15%	0%	90%	5%
50	Gachina Landscape Management	51	\$30,990,487	379	5%	5%	56%	0%	35%	9%	0%	N/A	N/A
51	Bonus Landscape	49 (t)	\$30,679,000	400	4%	16%	64%	0%	2%	10%	0%	99%	1%
52	Greenscape	53	\$30,000,000	370	7%	10%	43%	0%	33%	0%	0%	100%	0%
53	McFall and Berry Landscape Management	52	\$29,682,000	350	2%	N/A	58%	6%	20%	1%	0%	100%	0%
54	Landscape Workshop	55	\$29,560,000	493	15%	10%	54%	0%	12%	5%	0%	95%	5%
55	AAA Landscape	65	\$29,100,000	385	13%	10%	55%	3%	36%	3%	0%	97%	3%
56	Environmental Management	79	\$28,900,000	300	15%	10%	28%	3%	53%	6%	0%	98%	2%
57	Landscape Concepts Management	57	\$27,942,000	258	2%	2%	37%	0%	31%	6%	0%	97%	3%
58	Beary Landscaping	70	\$27,794,000	275	15%	11%	40%	3%	25%	4%	0%	85%	15%
59	Teufel Nursery	69	\$27,433,000	450	6%	10%	18%	0%	50%	32%	0%	100%	0%
60	Chalet Nursery, Landscape and Garden Center	58	\$27,400,000	350	0.5%	2%	40%	4%	55%	0%	0%	0%	100%
61	Ryan Lawn & Tree	59 (t)	\$27,202,653	250	3%	10%	0%	60%	0%	15%	0%	1%	99%
62	Merchants Landscape Services	80	\$27,000,000	440	23%	15%	90%	5%	0%	5%	0%	0%	0%
63	Complete Landscaping Service	90 (t)	\$26,816,998	286	34%	20%	47%	4%	26%	5%	0%	100%	0%
64	Southern Botanical	73	\$26,262,471	250	10%	15%	23%	4%	55%	14%	2%	40%	60%
65	Angler Environmental	62	\$26,240,295	159	25%	10%	5%	0%	70%	25%	0%	20%	20%
66	Senske Lawn & Tree Care	49 (t)	\$26,240,000	450	7%	8%	17%	53%	0%	3%	0%	30%	70%
67	R.P. Marzilli & Company	66	\$26,201,974	150	4%	0%	18%	0%	77%	0%	0%	9%	91%
68	The Bruce Co. of Wisconsin	68	\$26,195,414	329	4%	5%	18%	0%	44%	6%	0%	80%	20%
69	EarthTones Design	*	\$26,100,000	165	39%	10%	2%	3%	65%	25%	0%	85%	10%
70 (t)	Schumacher Companies	61	\$26,000,000	245	-2%	0%	25%	2%	66%	3%	0%	54%	46%
70 (t)	Yard-Nique	64	\$26,000,000	450	2%	N/A	70%	0%	30%	0%	0%	99%	1%
72	James River Grounds Management	67	\$25,952,083	395	3%	5%	68%	0%	17%	4%	0%	100%	0%
73	Shearon Design	56	\$25,500,000*	N/A	N/A	N/A	30%	10%	30%	10%	5%	70%	30%
74	Naturescape	76	\$25,096,897	265	10%	10%	10%	80%	0%	0%	0%	5%	95%
75	Baytree Landscape Contractors	*	\$25,000,000	240	60%	40%	30%	0%	70%	0%	0%	100%	0%
76	Benchmark Landscapes	75	\$24,700,000	425	8%	1%	60%	0%	26%	11%	0%	98%	2%
77	Caretaker Landscape and Tree Management	72	\$24,500,000	288	2%	11%	29%	0%	62%	3%	0%	100%	0%
78	Scott Byron and Co.	59 (t)	\$24,245,000	205	-8%	6%	35%	7%	58%	0%	0%	5%	95%
79	Russell Landscape Group	77	\$24,176,000	360	16%	5%	43%	10%	15%	4%	0%	100%	0%
80	The Loving Group	*	\$24,017,257	150	35%	30%	N/A	N/A	N/A	N/A	N/A	0%	100%
81	Swingle Lawn, Tree and Landscape Care	78	\$23,896,549	275	6%	7%	0%	19%	4%	2%	0%	31%	69%
82	David J. Frank Landscape Contracting	87	\$23,820,000	320	21%	8%	N/A	N/A	N/A	N/A	N/A	N/A	N/A
83	Dennis' 7 Dees Landscaping	*	\$23,551,220	334	26%	22%	22%	0%	60%	0%	0%	50%	32%
84	Gibbs Landscape Co.	74	\$23,500,000	N/A	2%	2%	69%	9%	17%	5%	0%	57%	43%
85 (t)	Kline Bros Landscaping	83 (t)	\$23,000,000	140	10%	-4%	10%	0%	70%	10%	0%	25%	75%
85 (t)	Parker Interior Landscapes	*	\$23,000,000	135	N/A	N/A	1%	1%	5%	0%	93%	100%	0%
87	Benchmark Landscape	81	\$22,244,108	270	1%	0%	50%	0%	50%	0%	0%	N/A	N/A
88	TBG Landscape	54	\$22,040,000	155	-12%	-12%	1%	0%	94%	0%	0%	N/A	N/A
89	Stay Green	92	\$21,430,500	335	9%	25%	55%	1%	29%	2%	0%	99%	1%
90	SiteWorks	89	\$21,325,000	143	13%	20%	30%	0%	60%	5%	0%	100%	0%
91	Designs by Sundown	*	\$21,300,000	200	24%	12%	20%	3%	68%	6%	0%	10%	90%
92	High Tech Landscapes	88	\$21,084,711	362	5%	6%	58%	5%	15%	7%	0%	60%	30%
93	Berghoff Design Group	90 (t)	\$21,000,000	300	5%	5%	40%	0%	40%	10%	0%	0%	100%
94	NutriLawn	86	\$20,653,000	N/A	6%	5%	0%	90%	0%	5%	0%	10%	90%
95	Ecoscape Solutions Group	*	\$20,608,800	239	57%	15%	49%	0%	48%	2%	0%	99%	0%
96	Frank and Grossman Landscape Contractors	97	\$20,599,000	220	13%	8%	36%	0%	60%	4%	0%	25%	75%
97	Cleary Bros. Landscape	*	\$20,400,000	250	17%	10%	32%	5%	37%	10%	0%	20%	80%
98	Munie Greencare Professionals	*	\$20,313,201	325	12%	10%	70%	3%	23%	0%	0%	98%	2%
99	Integrated Landscape Management	94	\$20,285,000	304	6%	12%	52%	2%	26%	7%	0%	N/A	N/A
100	Heron Lawn and Pest Control	*	\$20,148,622	202	28%	15%	0%	67%	0%	15%	0%	5%	95%