



compiled by Marisa Palmieri


# Lawn & Landscape

Our annual list of the landscape industry's top earners, ranked by revenue.

## TOP 100 LIST

| ★<br>2006<br>Rank | Last<br>Year | Company                                  | City                 | 2005 Revenue    | % Inc/Dec<br>From 2004 | Expected<br>% Inc/Dec<br>For 2006 | Year-<br>Round<br>Employees | Seasonal/<br>Part-Time<br>Employees |
|-------------------|--------------|--|----------------------|-----------------|------------------------|-----------------------------------|-----------------------------|-------------------------------------|
| 1                 | 1            | The TruGreen Cos.                        | Memphis, Tenn.       | \$1,477,963,000 | 4                      | 2-3                               | n/r                         | n/r                                 |
| 2                 | 2            | ValleyCrest Cos.                         | Calabasas, Calif.    | \$730,000,000   | 10.9                   | n/r                               | 9,000                       | 0                                   |
| 3                 | 3            | The Brickman Group                       | Gaithersburg, Md.    | \$454,545,000   | 18.5                   | 2.5                               | 2,500                       | 3,500                               |
| 4                 | 4            | The Davey Tree Expert Co.                | Kent, Ohio           | \$431,000,000   | 8.3                    | 8.9                               | 5,500                       | 600                                 |
| 5                 | 6            | Scotts LawnService                       | Marysville, Ohio     | \$200,000,000   | 29                     | 25                                | n/r                         | n/r                                 |
| 6                 | 8            | Gothic Landscape                         | Valencia, Calif.     | \$151,000,000   | 43                     | 15                                | 1,600                       | n/r                                 |
| 7                 | 7            | Bartlett Tree Experts                    | Stamford, Conn.      | \$122,000,000   | 7                      | 9                                 | 1,250                       | 200                                 |
| 8                 | 9            | Initial Tropical Plants                  | Riverwoods, Ill.     | \$107,000,000   | 10                     | 5                                 | 1,150                       | 150                                 |
| 9                 | 10           | Weed Man                                 | Mississauga, Ontario | *\$80,964,000   | 2                      | 5                                 | 750                         | 2,500                               |
| 10                | 11           | Lawn Doctor                              | Holmdel, N.J.        | \$79,000,000    | 3                      | 4                                 | 1,200                       | 2,200                               |
| 11                | 12           | OneSource Landscape & Golf Services      | Tampa, Fla.          | \$78,000,000    | 0                      | n/r                               | 1,200                       | 200                                 |
| 12                | 13           | U.S. Lawns                               | Orlando, Fla.        | \$68,000,000    | 16                     | 15                                | 1,340                       | 360                                 |
| 13                | 14           | Vila & Son Landscaping Corp.             | Miami, Fla.          | \$55,492,000    | 9                      | 10                                | 650                         | 0                                   |
| 14                | 5            | American Civil Constructors              | Littleton, Colo.     | \$55,000,000    | 10                     | 10                                | 300                         | 300                                 |
| 15                | 15           | The Care of Trees                        | Wheeling, Ill.       | \$48,929,211    | 6.02                   | 3-4                               | 500                         | 50                                  |
| 16                | 17           | Chapel Valley Landscape Co.              | Woodbine, Md.        | \$47,500,000    | 7                      | 10                                | 300                         | 180                                 |
| 17                | 19           | The Bruce Co. of Wisconsin               | Middleton, Wis.      | \$42,693,000    | 12                     | 3                                 | 200                         | 425                                 |
| 18                | 22           | Acres Group                              | Wauconda, Ill.       | \$40,408,000    | 16.3                   | 5.2                               | 106                         | 605                                 |
| 19                | 19           | Grounds Control Division of Sanitars     | San Antonio          | \$38,000,000    | 5                      | 7                                 | 700                         | 0                                   |
| 20                |              | Landscape Concepts Construction          | Richmond, Ill.       | \$36,000,000    | 20                     | 20                                | 100                         | 200                                 |
| 21(t)             | 21           | Oak Leaf Landscape                       | Anaheim, Calif.      | \$35,000,000    | 5                      | -3                                | 370                         | n/r                                 |
| 21(t)             | 29           | Marina Landscape                         | Anaheim, Calif.      | \$35,000,000    | 17                     | 10                                | 310                         | n/r                                 |
| 21(t)             | 26           | Toll Landscape                           | Lambertville, N.J.   | \$35,000,000    | n/r                    | n/r                               | n/r                         | n/r                                 |
| 24                | 24           | Jensen Corp. Landscape Contractors       | Cupertino, Calif.    | \$33,405,000    | 6                      | 8                                 | 275                         | 0                                   |
| 25                | 27           | Lipinski Landscape & Irrigation, Inc.    | Marlton, N.J.        | \$31,250,000    | 5                      | 8                                 | 40                          | 85                                  |
| 26                | 36           | Autumn Landscaping                       | Englewood, Colo.     | \$31,000,000    | 55                     | 35                                | 630                         | n/r                                 |
| 27                |              | Ruppert Nurseries                        | Laytonville, Md.     | \$30,998,096    | 98                     | 45                                | 230                         | 0                                   |
| 28                | 25           | The Groundskeeper                        | Tucson, Ariz.        | \$30,600,000    | -2                     | 8                                 | 650                         | n/r                                 |
| 29                | 29           | Denison Landscaping                      | Ft. Washington, Md.  | \$30,208,000    | 16                     | 15                                | 170                         | 110                                 |
| 30                | 35           | Dixie Landscape Co.                      | Miami, Fla.          | \$30,000,832    | 25                     | 16                                | 299                         | 0                                   |
| 31                | 29           | Mariani Landscape                        | Lake Bluff, Ill.     | \$30,000,000    | 15                     | 5                                 | 90                          | 300                                 |
| 32                | 34           | Cagwin & Dorward                         | Novato, Calif.       | \$29,558,859    | 18.88                  | 10.9                              | 406                         | 1                                   |
| 33                | 28           | Nanak's Landscaping                      | Longwood, Fla.       | \$28,500,000    | 9                      | 11                                | 600                         | n/r                                 |
| 34                | 39           | Teufel Nursery/Landscape                 | Portland, Ore.       | \$28,380,000    | 21                     | 20                                | 289                         | 125                                 |
| 35                | 37           | AAA Landscape                            | Tucson, Ariz.        | \$27,500,000    | 11                     | 25                                | n/r                         | n/r                                 |
| 36(t)             |              | Creative Environments Design & Landscape | Tempe, Ariz.         | \$27,000,000    | -23                    | 60                                | 550                         | n/r                                 |
| 36(t)             | 32           | Choate Irrigation USA                    | Carrollton, Texas    | \$27,000,000    | 25                     | 15                                | 300                         | n/r                                 |
| 38(t)             | 33           | Chalet                                   | Wilmette, Ill.       | \$26,500,000    | 5                      | 5                                 | 150                         | 320                                 |
| 38(t)             | 40           | Tropics North                            | Homestead, Fla.      | \$26,500,000    | 30                     | 25                                | 400                         | 50                                  |
| 40                |              | Metroplex Garden Design Landscaping      | Dallas, Texas        | \$26,200,000    | 18                     | 20                                | 200                         | n/r                                 |
| 41                | 49           | Clintar Groundskeeping Services          | Markham, Ontario     | *\$26,088,400   | 34                     | 9                                 | 160                         | 300                                 |

(t): tie n/r: not reported \*Revenue reported in Canadian dollars and converted to USD based on an exchange rate of 0.8996 as of press time

|  2006 Rank | Last Year | Company                              | City                  | 2005 Revenue | % Inc/Dec From 2004 | Expected % Inc/Dec For 2006 | Year-Round Employees | Seasonal/Part-Time Employees |
|---|-----------|--------------------------------------|-----------------------|--------------|---------------------|-----------------------------|----------------------|------------------------------|
| 42  | 45        | CoCal Landscape                      | Denver, Colo.         | \$26,037,000 | 18                  | -2                          | 200                  | 250                          |
| 43  | 40        | NaturaLawn of America                | Frederick, Md.        | \$25,600,000 | 12.8                | 13                          | 350                  | 50                           |
| 44  | 40        | Lucas Tree Expert Co.                | Portland, Maine       | \$25,000,000 | 10                  | 10                          | 400                  | n/r                          |
| 45  | 46        | Groundmasters                        | Cincinnati, Ohio      | \$24,500,000 | 22                  | 15                          | 180                  | 250                          |
| 46(t)   | 37        | Nissho of California                 | Vista, Calif.         | \$24,000,000 | 0                   | 25                          | 380                  | 3                            |
| 46(t)   | 40        | Scott Byron & Co.                    | Lake Bluff, Ill.      | \$24,000,000 | 12                  | 6                           | 95                   | 225                          |
| 46(t)   | 40        | Control Environmental                | Edison, N.J.          | \$23,500,000 | 5                   | 5-10                        | 80                   | 300                          |
| 49(t)   | 48        | Spring-Green Lawn Care Corp.         | Plainfield, Ill.      | \$23,800,000 | 9.62                | 11                          | 50                   | 100                          |
| 49(t)   | 51        | Urban Farmer                         | Thornton, Colo.       | \$23,800,000 | 21                  | n/r                         | 180                  | 370                          |
| 51  | 47        | The Greenery                         | Hilton Head, S.C.     | \$23,684,100 | 8                   | 12                          | 380                  | 25                           |
| 52  |           | Meadows Farms Landscape Division     | Chantilly, Va.        | \$23,500,000 | 10                  | 15                          | 200                  | 400                          |
| 53  |           | The Collins Group                    | Pendleton, S.C.       | \$23,000,000 | 20                  | 20                          | 24                   | n/r                          |
| 54  | 56        | Countryside Industries               | Wauconda, Ill.        | \$22,496,054 | 14.51               | 10                          | 47                   | 260                          |
| 55  | 23        | The Celtis Group                     | San Jose, Calif.      | \$22,000,000 | -17                 | -30                         | 160                  | n/r                          |
| 56  | 51        | Odyssey Landscaping                  | Stockton, Calif.      | \$21,900,000 | 18.5                | 10                          | 225                  | 75                           |
| 57  | 62        | David J. Frank Landscape Contracting | Germantown, Wis.      | \$20,800,000 | 20                  | 5                           | 250                  | 100                          |
| 58(t)   | 61        | Realty Landscape Corp.               | Newtown, Pa.          | \$20,000,000 | 22                  | 15                          | 70                   | 200                          |
| 58(t)   | 83        | Mainscape                            | Fishers, Ind.         | \$20,000,000 | 25                  | 25                          | 100                  | 200                          |
| 60(t)   | 57        | R.H. Dupper Landscaping              | Tempe, Ariz.          | \$19,500,000 | 5                   | 3                           | 115                  | 70                           |
| 60(t)   | 87        | LMI Landscapes                       | Carrollton, Texas     | \$19,500,000 | 30                  | 35                          | 200                  | 50                           |
| 62  | 55        | McFall & Berry Landscape Management  | McLean, Va.           | \$19,450,000 | 27                  | 0                           | 180                  | 60                           |
| 63  | 58        | Benchmark Landscape                  | Poway, Calif.         | \$19,150,000 | 6                   | 7                           | 300                  | 0                            |
| 64  |           | Mission Landscape Services           | Santa Ana, Calif.     | \$19,000,000 | 12                  | 15                          | 650                  | n/r                          |
| 65(t)   | 63        | Maldonado Nursery & Landscaping      | San Antonio, Texas    | \$18,000,000 | 20                  | 20                          | 250                  | 100                          |
| 65(t)   | 66        | Mariposa Horticultural Enterprises   | Irwindale, Calif.     | \$18,000,000 | 12                  | 12                          | 385                  | n/r                          |
| 65(t)   | 72        | McHale Landscape Design              | Upper Marlboro, Md.   | \$18,000,000 | 20                  | 2                           | 180                  | 0                            |
| 65(t)   | 73        | Dennis' 7 Dees Landscaping           | Portland, Ore.        | \$18,000,000 | 23                  | 22                          | 275                  | 25                           |
| 69  | 59        | Complete Landscaping Service         | Bowie, Md.            | \$17,743,000 | 18                  | 12                          | 125                  | 430                          |
| 70  | 65        | The Highridge Corp.                  | Issaquah, Wash.       | \$16,840,000 | 4                   | 18                          | 185                  | 65                           |
| 71  |           | FAIRCO                               | Scottsdale, Ariz.     | \$16,666,000 | 40                  | 20                          | 175                  | n/r                          |
| 72  | 77        | Sebert Landscaping Co.               | Bartlett, Ill.        | \$16,600,000 | 12                  | 15                          | 40-50                | 220-250                      |
| 73  | 76        | Girard Environmental Services        | Sanford, Fla.         | \$16,555,000 | 10.2                | 4.6                         | 140                  | 30                           |
| 74(t)   | 84        | Ecoscape Solutions Group             | Huntersville, N.C.    | \$16,500,000 | 22                  | 42                          | 265                  | 0                            |
| 74(t)   | 80        | Pro-Grass                            | Wilsonville, Ore.     | \$16,500,000 | n/r                 | n/r                         | 300                  | n/r                          |
| 76  | 64        | Clarence Davids & Co.                | Matteson, Ill.        | \$16,228,000 | 1                   | 5                           | 75                   | 200                          |
| 77  | 68        | Northwestern Landscape Co.           | Puyallup, Wash.       | \$16,165,000 | 3                   | 10                          | 225                  | 100                          |
| 78  | 69        | Western Dupage Landscaping           | Naperville, Ill.      | \$16,050,000 | 3                   | 4                           | 45                   | 180                          |
| 79  | 71        | Landscape Specialists                | Lake Forest, Calif.   | \$16,000,000 | 4.62                | 20                          | 400                  | 100                          |
| 80  | 73        | DuBrow's Nurseries                   | Livingston, N.J.      | \$15,900,000 | 6                   | 10                          | 75                   | 150                          |
| 81  | 70        | Gachina Landscape Management         | Menlo Park, Calif.    | \$15,887,885 | 2.7                 | 7                           | 280                  | 30                           |
| 82  | 85        | Outside Unlimited                    | Hampstead, Md.        | \$15,500,000 | 20                  | 20                          | 70                   | 90                           |
| 83(t)   | 73        | New Garden Landscaping & Nursery     | Greensboro, N.C.      | \$15,100,000 | 0                   | 3                           | 205                  | 60                           |
| 83(t)   | 79        | HighGrove Partners                   | Austell, Ga.          | \$15,100,000 | -1.5                | 20                          | n/r                  | n/r                          |
| 85(t)   | 81        | Hermes Landscaping                   | Lenexa, Kan.          | \$15,000,000 | 0                   | 10                          | 110                  | 110                          |
| 85(t)   | 90        | Piedmont Landscape Contractors       | Tucker, Ga.           | \$15,000,000 | 15.4                | 50                          | 200                  | 50                           |
| 85(t)   |           | Florida Landscape Service            | Orlando, Fla.         | \$15,000,000 | 32                  | 27                          | 140                  | 0                            |
| 88  |           | Heads Up Landscape Contractors       | Albuquerque, N.M.     | \$14,200,000 | 34                  | 4                           | 150                  | 75                           |
| 89  |           | Visionscapes                         | Tucker, Ga.           | \$14,010,000 | 15                  | 5                           | 125                  | 25                           |
| 90(t)   | 66        | Dora Landscaping Co.                 | Apopka, Fla.          | \$14,000,000 | 5                   | 5 to 7                      | 75                   | 25                           |
| 90(t)   | 94        | Carson Landscape Industries          | Sacramento, Calif.    | \$14,000,000 | 14                  | 5                           | 200                  | 0                            |
| 90(t)   |           | Gibbs Landscape Co.                  | Smyrna, Ga.           | \$14,000,000 | 6                   | 5                           | 190                  | 210                          |
| 93  | 84        | Swingle Lawn, Tree & Landscape Care  | Denver, Colo.         | \$13,739,600 | 5.6                 | 25                          | 170                  | 40                           |
| 94  | 99        | Bozzuto Landscaping Co.              | Laurel, Md.           | \$13,000,000 | 18                  | 0                           | 125                  | 150                          |
| 95  |           | Landscape Services                   | North Las Vegas, Nev. | \$12,600,000 | 6                   | 19                          | 187                  | 0                            |
| 96  | 96        | Alpine Gardens                       | Greeley, Colo.        | \$12,506,538 | 6.8                 | 5                           | 60                   | 100                          |
| 97  | 95        | Ocean Woods Landscaping              | Hilton Head, S.C.     | \$12,400,000 | 15                  | 5                           | 185                  | 30                           |
| 98  |           | BIO Landscape & Maintenance          | Houston, Texas        | \$12,104,055 | 39                  | 13                          | 150                  | 170                          |
| 99  | 79        | Massey Services                      | Maitland, Fla.        | \$12,098,884 | 11.8                | 15                          | 667                  | n/r                          |
| 100(t)  | 81        | Stiles Landscape Co.                 | Fort Lauderdale, Fla. | \$12,000,000 | 1                   | 1                           | 200                  | 30                           |
| 100(t)  | 88        | Lied's Nursery Co.                   | Sussex, Wis.          | \$12,000,000 | -6                  | 2                           | 167                  | 33                           |
| 100(t)  | 93        | Parker Interior Plantscape           | Scotch Plains, N.J.   | \$12,000,000 | 0                   | 0                           | 180                  | 20                           |