



ABOUT THIS LIST

- The Lawn & Landscape Top 100 is based on 2013 revenue from landscape profit centers, and is reported by each company listed.
- Companies on the L&L Top 100 earned total revenue in 2013 of \$7,250,525,080. That's \$321,601,552 more than in 2012 -- an increase of five percent.
- Companies on the list reported total employment (seasonal plus year-round employees) of 83,845.
- The oldest company on the list is Davey Tree Expert Co., Kent, Ohio, which was founded in 1880.
- The Grounds Guys, Waco, Texas, which was founded in 2010, is the youngest company on the list.
- Frank and Grossman Landscape Contractors, San Francisco, reported the largest revenue growth with a 55 percent increase in sales from 2012.
- The list comprises 96 companies in 29 states and four firms in Ontario. Canadian companies revenue is reported in USD.
- California has the most Top 100 companies, with 14. Illinois has 10 and Florida has nine.
- Companies new to the list this year include:
 - 42** – Metco Landscapes, Aurora, Colo.
 - 68** – R.P. Marzili & Co., Medway, Mass.
 - 69** – Berghoff Design Group, Scottsdale, Ariz.
 - 75** – The Grounds Guys, Waco, Texas
 - 84** – Yard-Nique, Morrisville, N.C.

- 86** – Landscape Maintenance Professionals, Seffner, Fla.
- 88** – Wheat's Landscape, Vienna, Va.
- 91** – Almstead Tree, Shrub and Lawn Care Company, New Rochelle, N.Y.
- 96** – Hittle Landscaping, Westfield, Ind.
- 98** – LMI Landscapes, Carrollton, Texas

- Davey Tree Experts does not separate utility or Davey Resource Group revenue.
 - Massey Services revenue does not include termite or general pest control revenue.
 - OneSource Landscape and Golf Services revenue does not include general facilities maintenance revenue of its parent company, ABM.
 - USM, which was acquired by EMCOR in 2011, has 2013 revenue calculated based on projections from data reported in 2012.
 - ValleyCrest, which is the parent company of U.S. Lawns, reports revenue that includes royalties paid and fees from the sale of U.S. Lawns franchise licenses, but not general revenue from the subsidiary's operations.
 - Yellowstone Landscape Group reports combined revenue of BIO Landscape and Maintenance and Austin Outdoor.
 - Heads Up Landscape Contractors combines irrigation and maintenance revenue.
 - An * indicates an estimated figure.
- This list was compiled by L&L staff. Email Editor Chuck Bowen at cbowen@gie.net with comments.

Abbreviations

%MT: Maintenance %CLC/F: Chemical Lawn Care/Fertilization
%LD/B/I: Landscape/Design Build/Irrigation %II/MT: Irrigation Installation/Maintenance
%IL: Interior Landscaping %CR: Commercial Revenue %RR: Residential Revenue
N/R: Not Rated N/A: No Answer/Unknown *: New Company to Top 100

2014 RANK	COMPANY	2013 RANK	2013 REVENUE	HEADQUARTERS	EMPLOYEES	% CHANGE FROM 2012	% CHANGE EXP. FOR 2014	% MT	%CLC/F	%LD/B/I	%II/MT	% IL	%CR	%RR
1	ValleyCrest Landscape Companies	2	\$992,000,000	Calabasas, Calif.	11,200	12.7%	N/A	N/A	N/A	N/A	N/A	N/A	100%	0%
2	The Brickman Group	3	\$900,000,000	Rockville, Md.	11,500	9.6%	N/A	N/A	N/A	N/A	N/A	N/A	100%	0%
3	TruGreen Cos.	1	\$896,000,000	Memphis, Tenn.	8,533	-8.5%	N/A	2%	86%	0%	0%	0%	18%	82%
4	The Davey Tree Expert Company	4	\$713,848,000	Kent, Ohio	7,494	5%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
5	EMCOR/USM	5	\$365,050,000*	Norwalk, Conn.	N/A	4.3%	N/A	10%	0%	0%	0%	0%	100%	N/A
6	Scott LawnService	6	\$323,900,000	Marysville, Ohio	2,500	2%	N/A	0%	93%	0%	0%	0%	1%	99%
7	TruGreen LandCare	7	\$200,000,000	Ijamsville, Md.	4,000	-19.4%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
8	Bartlett Tree Experts	8	\$197,000,000	Stamford, Conn.	1,430	7.5%	8.5%	0%	0%	0%	0%	0%	25%	75%
9	U.S. Lawns	9	\$145,295,000	Orlando, Fla.	1,950	13%	10%	71%	3%	13%	4%	0%	100%	0%
10	Weed Man	10	\$133,833,477	Mississauga, Ontario	3,500	28%	15%	0%	100%	0%	0%	0%	5%	95%
11	Gothic Landscape	13	\$102,000,000	Valencia, Calif.	1,200	17%	10%	30%	0%	70%	0%	0%	100%	0%
12	Ambius	11	\$100,000,000	Reading, Pa.	900	0.3%	1.3%	0%	0%	0%	0%	100%	100%	0%
13	Lawn Doctor	12	\$96,863,790	Holmdel, N.J.	50	3%	4.5%	0%	90%	0%	0%	0%	5%	95%
14	Ferrandino & Son	15	\$96,000,000	Farmingdale, N.Y.	365	21%	33%	40%	0%	0%	0%	0%	100%	0%
15	Yellowstone Landscape Group	14	\$83,713,000	Bunnell, Fla.	1,400	-2%	0%	50%	15%	10%	15%	0%	95%	5%
16	Ruppert Landscape	17	\$82,408,000	Laytonville, Md.	900	14%	27%	54%	0%	40%	0%	0%	100%	0%
17	Merit Service Solutions	19	\$81,000,000	Marlton, N.J.	265	33%	31%	48%	8%	0%	7%	N/A	100%	0%
18	SavATree	16	\$75,000,000	Bedford Hills, N.Y.	680	3%	10%	0%	16%	0%	1%	0%	20%	80%
19	Mainscape	22	\$59,505,000	Fishers, Ind.	850	21%	20%	64%	7%	9%	6%	0%	100%	0%
20	Massey Services	18	\$59,374,800	Orlando, Fla.	1,449	10.3%	15%	0%	28%	1%	4%	0%	13%	87%
21	Marina Landscape	21	\$58,000,000	Anaheim, Calif.	610	16%	12%	30%	0%	2%	68%	0%	30%	0%
22	Clintar Landscape Management	20	\$56,700,000	Markahm, Ontario	600	10%	8%	35%	5%	5%	5%	0%	100%	0%
23	Naturalawn of America	24	\$45,999,004	Frederick, Md.	413	10.1%	3%	0%	99%	0%	0%	0%	5%	95%
24	Envrionmental Earthscapes/ Groundskeeper	23	\$45,000,000	Tucson, Ariz.	835	0%	18%	55%	0%	33%	10%	0%	75%	0%
25	Acres Group	26	\$44,100,000	Wauconda, Ill.	760	11.7%	9%	42%	5%	5%	3%	0%	95%	5%
26	Denison Landscaping	31	\$42,500,000	Fort Washington, Md.	455	2.5%	1%	5%	0%	87%	8%	0%	88%	12%
27	Spring-Green Lawn Care	27	\$42,271,000	Plainfield, Ill.	485	7.5%	10%	0%	97%	0%	0%	0%	7%	93%
28	Lucas Tree Expert Co.	28	\$42,000,000	Portland, Maine	N/A	10%	10%	0%	5%	0%	0%	0%	92%	8%
29	Jensen Corp.	29	\$41,600,000	San Jose, Calif.	324	11%	5%	35%	0%	65%	0%	0%	65%	25%
30	OneSource Landscape and Golf Services, an ABM company	25	\$40,000,000	Tampa, Fla.	700	0%	2%	75%	10%	10%	5%	0%	90%	0%
31	The Greenery	30	\$37,800,000	Hilton Head Island, S.C.	647	10%	12%	74%	8%	14%	4%	0%	76%	17%
32	Mariani Landscape	34	\$35,585,000	Lake Bluff, Ill.	482	12%	9%	57%	0%	40%	0%	0%	13%	87%
33	Christy Webber Landscapes	35	\$35,500,000	Chicago	425	14%	6%	50%	0%	38%	0%	0%	64%	22%
34	Sebert Landscaping	44	\$31,300,000	Bartlett, Ill.	335	25%	10%	40%	5%	22%	4%	0%	95%	5%
35	Cagwin & Dorward	36	\$31,200,000	Novato, Calif.	350	1.6%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
36	Mission Landscape Cos.	39	\$30,831,246	Wilmette, Ill.	560	12%	15%	72%	0%	18%	0%	0%	100%	0%
37 (t)	Garden Design	56	\$30,000,000	Farmers Branch, Texas	41	50%	20%	3%	0%	97%	0%	0%	40%	60%
37 (t)	Greenscape	32	\$30,000,000	East Taunton, Mass.	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
39	Terracare Associates	42	\$28,806,940	Littleton, Colo.	387	12.7%	6.3%	60%	2%	14%	8%	0%	46%	1%
40	Dixie Landscape Co.	71	\$28,500,000	Medley, Fla.	285	20%	10%	10%	0%	70%	20%	0%	100%	0%
41	Gothic Grounds Management	37	\$28,499,619	Valencia, Calif.	500	-1%	8%	80%	0%	0%	18%	0%	84%	4%
42	* Metco Landscape	N/R	\$27,700,000	Aurora, Calif.	400	20%	20%	30%	5%	12%	38%	N/A	95%	5%
43	Reliable Property Services	81 (t)	\$27,094,280	St. Paul, Minn.	365	50%	10%	20%	3%	11%	2%	0%	93%	0%
44	Bemus Landscape	59	\$26,300,000	San Clemente, Calif.	400	23%	10%	70%	0%	10%	10%	0%	98%	1%
45	Maldonado Nursery & Landscaping	40	\$26,000,000	San Antonio	400	-3.5%	0%	48%	0%	34%	18%	N/A	75%	10%
46	Ryan Lawn & Tree	49	\$25,900,000	Overland Park, Kan.	230	10%	10%	0%	55%	0%	13%	0%	5%	95%
47	McFall and Berry Landscape Management	50	\$25,457,000	Annandale, Va.	280	8%	8%	58%	6%	21%	1%	0%	100%	0%
48	Chapel Valley Landscape Company	51 (t)	\$25,280,000	Woodbine, Md.	330	9%	15%	60%	0%	40%	0%	0%	65%	35%
49	D. Schumacher Landscaping	63	\$25,200,000	W. Bridgewater, Mass.	210	22%	10%	25%	2%	65%	3%	0%	60%	40%
50	AAA Landscape	45	\$25,100,000	Phoenix	425	1.5%	11%	55%	2%	42%	0%	0%	100%	0%
51	Girard Environmental Services	60 (t)	\$24,640,000	Sanford, Fla.	390	18.7%	16.4%	71%	6%	14%	6%	0%	100%	0%
52	Southern Botanical	79	\$23,908,360	Dallas	254	47%	20%	14%	4%	64%	12%	4%	38%	62%
53	Russell Landscape Group	55	\$23,450,000	Dacula, Ga.	450	7%	5%	75%	10%	10%	5%	0%	99%	1%
54	Shearon Design	51 (t)	\$23,000,000	Plymouth Meeting, Ga.	487	5%	9%	50%	0%	30%	0%	0%	70%	10%
55	Nutri-Lawn	46 (t)	\$22,712,759	Toronto	N/A	4%	5%	0%	90%	0%	6%	0%	10%	90%
56	Senske Lawn & Tree Care	57	\$22,600,000	Kennewick, Wash.	325	5%	8%	26%	40%	0%	3%	0%	30%	70%
57 (t)	Scott Byron and Co.	53 (t)	\$22,500,000	Irvine, Calif.	240	1.5%	5%	32%	5%	61%	0%	0%	2%	98%
57 (t)	Environmental Management	58	\$22,500,000	Plain City, Ohio	250	2%	2%	40%	5%	40%	5%	0%	90%	10%
59	Gachina Landscape Management	62	\$22,219,970	Menlo Park, Calif.	330	6%	13%	70%	0%	20%	8%	0%	45%	40%
60	James River Grounds Management	64	\$21,375,621	Glen Allen, Va.	360	4.7%	8%	73%	0%	16%	5%	0%	95%	0%
61	Teufel Landscape	66	\$20,972,000*	Hillsboro, Ore.	278	7%	N/A	30%	0%	55%	15%	0%	98%	2%
62	CleanScapes	69	\$20,716,532	Austin, Texas	281	-3%	20%	53%	0%	37%	8%	0%	100%	0%
63	Gibbs Landscape Co.	68	\$20,500,005	Smyrna, Ga.	283	9%	5%	69%	9%	15%	7%	0%	57%	43%
64	Swingle Lawn, Tree and Landscape	65	\$20,260,700	Denver	211	3%	3%	N/A	22%	4%	3%	0%	28%	67%
65 (t)	McHale Landscape	60 (t)	\$20,200,000	Upper Marlboro, Md.	N/A	-2%	2%	15%	N/A	85%	N/A	N/A	N/A	100%
65 (t)	Frank and Grossman Landscape Contractors	99 (t)	\$20,200,000	San Francisco	180	55%	-15%	16%	1%	77%	5%	0%	15%	85%
67	Rotolo Consultants	53 (t)	\$20,000,000	Slidell, La.	300	-10%	25%	45%	55%	N/A	N/A	N/A	100%	0%
68	* R.P. Marzilli & Co.	N/R	\$19,837,533	Medway, Mass.	140	-4%	5%	14%	1%	80%	0%	0%	5%	95%
69	* Berghoff Design Group	N/R	\$19,200,000	Scottsdale, Ariz.	280	5%	5%	50%	0%	50%	0%	0%	20%	80%
70 (t)	DLC Resources	73	\$18,800,000	Phoenix	295	4.4%	6%	100%	0%	0%	0%	0%	100%	0%
70 (t)	David J. Frank Landscape Contracting	75	\$18,800,000	Germantown, Wis.	300	8%	10%	34%	2%	38%	3%	4%	65%	20%
72	Naturescape	70	\$18,588,779	Muskego, Wis.	N/A	1.36%	5%	10%	80%	0%	0%	0%	10%	90%
73	Angler Environmental	96	\$18,497,192	Warrenton, Va.	120	38%	5%	5%	N/A	15%	N/A	N/A	25%	25%
74	The Bruce Co. of Wisconsin	38	\$18,253,650	Middleton, Wis.	355	-12%	-10%	16%	0%	39%	4%	0%	80%	20%
75 (t)	ISS Grounds Control	41	\$18,000,000	San Antonio	330	5%	10%	40%	10%	30%	15%	0%	95%	5%
75 (t)	* The Grounds Guys	N/R	\$18,000,000	Waco, Texas	N/A	52.7%	24%	35%	18%	19%	10%	1%	70%	30%
77	Landscape Workshop	80	\$17,792,500*	Bessemer, Ala.	N/A	10%	N/A	50%	7%	39%	4%	N/A	70%	30%
78	Merchants Landscape Services	74	\$17,560,000	Santa Ana, Calif.	390	-2%	3%	98%	N/A	0%	2%	0%	N/A	0%
79	Heads Up Landscape Contractors	81 (t)	\$17,500,000	Albuquerque, N.M.	300	9.3%	8.5%	45%	0%	45%	5%	<1%	90%	10%
80	Clarence Davids & Co.	85	\$17,400,000	Matteson, Ill.	250	14%	2%	40%	7%	41%	0%	0%		