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Pacific Landscape Management also has a vertical landscape on its company property (above left) and installed a bioswale to manage rain water runoff in a parking lot.

biological diversity.

“Our customers are committed to environmental responsibility on principle; it’s the right thing to do,” says landscape architect and LEED-savvy garden designer John Mariani. “We don’t see as much dryness

as other parts of the country, but our customers in general are passionate about the natural beauty of Lake Michigan’s unique watershed and respectful of its natural resources. This makes conversations about water use technologies, alternatives to overused plants in the landscape, and sustainable best practices easy to have.”

John’s brother, company CEO Frank Mariani, agrees. He was awarded “Mentor to the (Green) Industry” in 2011 and says the firm founded by their father 50 years ago aims to prosper by adding value.

“We use eco-friendly practices to enhance our customers’ properties, and that reflects our long-term commitment to being a steward of the land,” he says.

The firm also is known for its community stewardship. Many of Mariani Landscape’s herbaceous experts, horticulturists and LEED-certified designers teach garden workshops. Some associates even volunteer to assist public land trusts and recreation areas by creating walking paths and enhancing nature preserves.

### Heritage meets high-tech

According to the U.S. Drought Monitor, Alaska and Ohio are the only states entirely drought-free. So, no landscape problems in Ohio, right?

Not necessarily, says Todd Pugh, CEO of Envirosapes, a 25-year-old firm in Louisville, OH. Pugh says it’s easy to

## FOREVER GREEN

assume that because a landscape looks “green,” it’s sustainable. It’s not.

Sustainable means that an attractive landscape in any region — park, private home, HOA, utility corridors, corporate campuses or recreation areas — can be as useful as it is beautiful if it is planned and planted in a way that ultimately contributes to storm water control;

protects limited resources such as water; reduces pollution; and protects wildlife.

Located in northeast Ohio, Envirosapes embraced green early on. The company recently rebranded to reflect its sustainable initiatives. Since 1994, Pugh says, the firm has reused green waste, reduced the number of raw materials used on projects, and recycled

## RESOURCE STEWARDSHIP

**A**lthough New Mexico lays claim to being the Land of Enchantment, the spirit of a sustainable landscape also is just that: a terrain of scenic beauty in the hands of award-winning landscape professionals who are committed to aesthetics, regional traditions and respecting biodiversity. They’re also grounded in a shared commitment to enriching public and private landscapes, gardens and green spaces through environmental best practices.

John Mariani says it best. “There is no group more well-suited to lead on this issue than the landscape industry. Our nation has millions of acres of private, living landscapes that are touched every day by contractors whose passion for creating and maintaining their beauty has the potential to transform the quality of our communities and the quality of life.”


— BKW

more than 40,000 cubic yards of debris. It’s the same as conserving landfill space the size of a 10-story-high football field.

Pugh’s vision for sustainability is one of practicality. Whether recycling or replacing fleet vehicles with hybrid and high-mileage alternatives to improve fuel consumption, being green needs to make sense.

“At Envirosapes, sustainability is a value proposition,” he explains. “We find that most of our earth-friendly practices not only are profitable but also benefit our employees. This aligns with our corporate philosophy of ‘People, Planet and Profit.’”

Pugh says all three can work in harmony when properly thought out. He’s educating his customers about what they can do to protect the environment.

“We want to be experts and let them know that doing simple things can make a big impact,” he says. 

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A SUPPLEMENT TO

# Landscape Management

## *Revealed*

The economy is on the mend.  
The Green Industry's largest contractors  
are taking advantage of the opportunities.

150  
LM

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# Reaching a milestone



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**THIS YEAR**, we're celebrating a milestone not reached by many companies — our 175<sup>th</sup> year.

Like many of you, our business began with an idea.

John Deere was certain that he could build a better plow, and he did. He crafted a successful self-scouring plow that enabled those who make their living from the land to do so more efficiently. Those who are environmentally focused, weather dependent and make a living from what they produce.

While things have changed a lot since then, every day, landscape professionals like you work to sustainably grow and maintain the green spaces that we all live, work and play on. We believe that industry innovation and advanced solutions to optimize sustainable landscape design, construction and management backed by your professional services can meet the future challenges of landscape management.

We support the efficient and sustainable use of resources through stewardship and your professional know-how.

Today's economic reality calls for new and innovative approaches to business.

John Deere is dedicated to providing you with the products, support and integrated solutions to help you grow and prosper. Growth is important for all of us. Now is the time to find your niche, strengthen your business and better serve your customers.

Our commitment to your business doesn't stop with providing innovative and quality products. Our experienced John Deere dealer channel is there to support your business needs after the sale with the most extensive factory-trained service technicians and knowledgeable parts staff in the industry. In addition, John Deere Financial provides flexible finance solutions to help you manage your business's cash flow.

John Deere also left his mark on our business. Integrity and commitment — two of our founder's virtues — are among our core values. These values, along with countless hours of hard work from dedicated employees, have taken us from a small, Midwestern U.S. plow company to a global business committed to the success of our customers.

Reaching our 175<sup>th</sup> anniversary is a remarkable achievement, and one that generations of proud Deere employees and customers have played a role in. Together, we've contributed to a better way of life and a future bright with promise and opportunity.

We hope the work we do in 2012 and beyond will move us closer to becoming your most trusted partner on the job site. We look forward to seeing you soon, whether at an industry event, or even at a John Deere location.

**Ken Taylor, CLP**

*General Sales Manager-  
Commercial Business Development*

# Revealed

The numbers bear it out. 2011 was a better year. The economy, while far from strong, is improving, and Green Industry business owners — including LM's exclusive ranking of the 150 largest — are taking advantage of it.

BY DAN JACOBS EDITOR-IN-CHIEF

**T** O THE UNINITIATED, running a successful business appears akin to magic.

The successful entrepreneur, like the skilled prestidigitator, provides a seamless presentation. All the pieces fit together smoothly and leave the audience awed by the beauty and skill of the final result.

Successful Green Industry business owners don't use slight of hand to gain an advantage, but like the magician, success requires careful planning, creativity, flexibility, intelligence, hard work and coordination. Business owners don't succeed by subverting the clients' attention, but they do make it look like their operations run without undue effort. The final landscape project, like the amazing illusion, leaves clients awed by its beauty. A few might wonder how it's done, but the vast majority simply enjoys the pleasure of the results.

If revenues are an indication of how good a performance a professional contractor puts

NO 12

*Has the most branch offices with 463, followed by No. 10, Weed Man, with 350*

*continued on page S6*

**LEGEND** NR = Not reported; \* 2010 data; **NEW** New to list  
 ° Retail division accounts for remainder of revenue  
 ° Utility division accounts for remainder of revenue

	Company	Headquarters
1	TruGreen Lawncare and Landcare	Memphis, TN
2	ValleyCrest Landscape Companies	Calabasas, CA
3	The Brickman Group	Gaithersburg, MD
4	The Davey Tree Expert Co.	Kent, OH
5	EMCOR Group Inc. <b>NEW</b>	Norwalk, CT
6	Scotts Lawn Service	Marysville, OH
7	Bartlett Tree Experts	Stamford, CT
8	Massey Services Inc.	Orlando, FL
9	U.S. Lawns	Orlando, FL
10	Weed Man	Mississauga, Ontario, Canada
11	Ambius *	Buffalo Grove, IL
12	Lawn Doctor Inc.	Holmdel, NJ
13	Yellowstone Landscape Group	Plano, TX
14	SavATree	Bedford Hills, NY
15	Ruppert Landscape	Laytonsville, MD
16	Ferrandino & Son <b>NEW</b>	Farmingdale, NY
17	OneSource Landscape & Golf Services, an ABM Co.	Tampa, FL
18	Five Star Landscape	Folsom, CA
19	Lipinski Outdoor Services	Marlton, NJ
20	Clintar Landscape Management	Markham, Ontario, Canada
21	Mainscape Inc.	Fishers, IN
22	Marina Landscape, Inc.	Anaheim, CA
23	Environmental Earthscapes Inc. <b>NEW</b>	Tucson, AZ
24	Acres Group	Wauconda, IL
25	NaturaLawn of America	Frederick, MD
26	Jensen Corporation	San Jose, CA
27	Denison Landscaping Inc.	Fort Washington, MD
28	Spring-Green Lawn Care	Plainfield, IL
29	Mariani Landscape	Lake Bluff, IL
	Fairco Inc. *	Scottsdale, AZ
31	Lucas Tree Expert Co.	Portland, ME
32	The Bruce Company of Wisconsin Inc.	Middleton, WI
33	The Greenerly Inc.	Hilton Head, SC
34	ISS Grounds Control	Phoenix, AZ
35	Cagwin & Dorward	Novato, CA
36	Greenscape Inc.	East Taunton, MA
37	Complete Landscaping Service	Bowie, MD
38	AAA Landscape	Phoenix, AZ
39	Christy Webber Landscapes	Chicago, IL
40	Terracare Associates	Littleton, CO
41	Chalet	Wilmette, IL
	Scott Byron & Co. Inc.	Lake Bluff, IL
43	Mission Landscape Companies	Tustin, CA
44	Landscape Concepts Management Inc.	Grayslake, IL
45	McFall and Berry Landscape Management	McLean, VA
46	Nutri-Lawn	Toronto, ON
47	RCI *	Slidell, LA
48	Cornerstone Solutions Group	Dade City, FL
49	Chapel Valley Landscape Company	Woodbine, MD
50	Sebert Landscaping	Bartlett, IL

2011 Revenue (U.S. Dollars)	% Rev Change From 2010	FT/PT Employees	% Employee Change From 2010	2011 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2010	Comm/ Res/ Gov Mix
\$1,100,741,000.00	-17.60	NR	NR	NR	NR	0/100/0
\$850,000,000.00	+18	10,000 total	+11.1	\$85,000	-8.4	100/0/0
\$844,300,000.00	+4.6	NR	NR	NR	NR	70/30/0
\$646,034,000.00	+9.2	7267/92	+8	\$87,788	+3.9	NR
\$336,246,000.00	NR	1446/536	NR	NR	NR	100/0/0
\$278,500,000.00	-4	1600/675	+33.8	\$122,417	-28	3/97/0
\$167,000,000.00	+5.7	1350/25	0	\$121,455	+5.7	16/80/4
\$136,346,547.00	+5.7	1246/0	+5.5	\$109,435	+1	10/90/0
\$117,200,000.00	+14.9	1700/0	+3	\$68,941	+11.5	100/0/0
\$110,000,000.00	+4.8	750/2500	0	\$33,846	+4.8	5/95/0
\$96,277,345.00	NR	NR	NR	NR	NR	99/1/0
\$89,000,000.00	+7.2	46/2	+9	NR	NR	1/99/0
\$78,500,000.00	+6.1	815/504	+11.8	\$59,514	-5	90/0/10
\$67,600,000.00	+22.7	547/9	+11.2	\$120,071	+8.9	20/80/0
\$65,338,681.00	0	600/0	0	\$108,898	0	100/0/0
\$62,000,000.00	NR	325/0	NR	\$190,769	NR	100/0/0
\$60,000,000.00	0	800/50	-15	\$70,588	+17.6	90/0/10
\$57,085,600.00	NR	309/167	NR	\$119,927	NR	100/0/0
\$57,000,000.00	+33.3	92/45	+23.4	\$416,058	+8	100/0/0
\$50,500,000.00	+9.3	175/400	0	\$87,826	+9.3	95/0/5
\$47,790,000.00	+19.8	475/175	+30	\$73,523	-7.9	99/1/0
\$46,000,000.00	+7	500/0	-17.2	\$92,000	+29.2	25/0/756
\$42,254,745.00	NR	700/0	NR	\$60,363	NR	100/0/0
\$38,200,000.00	-7.2	90/600	+9.5	\$55,362	-15.3	94/5/1
\$38,112,261.00	+1	275/75	+2	\$108,892	-1	10/90/0
\$37,000,000.00	-9.7	373/0	-4.4	\$99,195	-5.6	45/45/10
\$36,550,000.00	+1.5	160/235	-2.5	\$92,531	+4.1	70/0/9
\$36,132,000.00	+5.6	95/350	+48.3	\$81,195	-28.8	8/90/2
\$35,000,000.00	0	90/330	+16.7	\$83,333	-7.1	4/96/0
\$35,000,000.00	0	NR	NR	NR	NR	NR
\$33,300,000.00	+5.4	425/0	+6.3	\$78,352	-1	90/5/5
\$32,000,000.00	-.5	190/250	+6.5	\$72,727	NR	80/20/0
\$30,750,000.00	+22	390/65	+13.8	\$67,582	+7.3	70/20/5^A
\$30,000,000.00	NR	600/40	NR	\$46,875	NR	70/10/20
\$28,500,000.00	+3.8	375/0	-6.3	\$74,667	+8.7	95/0/5
\$27,500,000.00	+24	45/205	+11.1	\$110,000	+11.6	90/10/0
\$26,405,000.00	-19.1	150/200	-33.3	\$75,442	NR	94/3/3
\$26,380,533.00	+17.2	372/0	-12.9	\$70,915	+34.6	75/5/20
\$26,000,000.00	+27	250/0	-5.7	\$104,000	NR	60/10/30
\$25,500,000.00	+4.1	363/345	NR	NR	NR	56/0/44
\$24,600,000.00	+6.5	275/0	0	\$89,454	+6.5	5/95/0
\$24,600,000.00	+8.8	70/175	+5.6	\$100,408	+3.1	9/91/0
\$24,486,000.00	-2	485/0	+3.2	\$50,486	-5.1	100/0/0
\$24,300,000.00	+2.7	90/260	+2.9	\$69,428	-.03	95/5/0
\$24,000,000.00	+2.6	180/120	0	\$80,000	+2.6	100/0/0
\$23,920,000.00	NR	NR	NR	NR	NR	10/90/0
\$23,560,000.00	NR	120/300	NR	NR	NR	98/2/0
\$23,138,223.28	+25	360/2	+0.1	\$63,917	+24.4	50/50/0
\$22,500,000.00	NR	200/100	-11.8	\$75,000	NR	64/36/0
\$22,000,000.00	+4.8	55/300	+1.4	\$61,971	NR	80/15/5

*listing continued on next page*

*continued from page S4*

on, many of the companies on this year's LM150 managed to provide a bigger and better show than they did last year. Many did it with fewer people or by adding acts (acquisitions) to their repertoire.

Sure, there were several companies who saw a drop in their revenue (not the kind of disappearing act any business owner wants to see), but more than once that corresponded with a drop in employees, so the revenue per employee figures were largely unaffected.

NO 52

**Increased revenue per employee by 216%**

### A look ahead

The economy did appear on the list of concerns that comprise contractors' obstacles to growth, but it did so with less frequency than last year. Labor, government regulation and low-ball competitors were more common complaints.

Sean Lynam, business development manager for Urban Farmer, said his company plans to "work with the economy rather than against it, find the best opportunities to pursue."

The total revenue of the LM150 actually dipped compared with last year. But that loss is primarily accounted for by TruGreen Lawncare and Landcare's \$200 million loss in revenue. In 2011, the 150 largest companies earned \$7,543,372,333, compared with \$7,762,431,033 in 2010. This year's total still was a bump over 2009's \$7,501,566,624.

Creativity still is key. Company owners are more flexible and more willing to break with the status quo to grow their business.

Gibbs Landscaping, for example, is willing to "accept lower hourly rates as long as the customer is willing to spend money on additional enhancements," says Jamie Bloomfield, operations manager for the Smyrna, GA-based company.

Denver, CO-based Swingle Lawn, Tree &

NO 100

**Increased revenues by 35.4%**

*continued on page S8*

Company	Headquarters
Shearon Environmental Design Inc.	Plymouth Meeting, PA
<b>52</b> James River Grounds Management	Glen Allen, VA
<b>53</b> D Schumacher Landscaping	West Bridgewater, MA
<b>54</b> Bemus Landscape Inc.	San Clemente, CA
<b>55</b> Gachina Landscape Management Inc.	Menlo Park, CA
<b>56</b> Russell Landscape Group Inc.	Dacula, GA
<b>57</b> Ryan Lawn & Tree	Overland Park, KS
<b>58</b> Berghoff Design Group, BDG Maintenance Environmental Management Inc.	Scottsdale, AZ
DLC Resources Inc.	Plain City, OH
Moore Landscapes Inc. *	Phoenix, AZ
<b>62</b> Teufel Landscape	Northbrook, IL
Reliable Property Services LLC	Portland, OR
<b>64</b> Senske Lawn & Tree Care	St. Paul, MN
<b>65</b> Girard Environmental Services Inc.	Kennewick, WA
<b>66</b> Clean Scapes	Sanford, FL
<b>67</b> Pierre Sprinkler & Landscaping <b>NEW</b>	Austin, TX
<b>68</b> Metroplex Garden Design Landscaping	Monrovia, CA
<b>69</b> Urban Farmer Inc.	Dallas, TX
<b>70</b> Gibbs Landscape Company	Thornton, CO
<b>71</b> Heads Up Landscape	Smyrna, GA
<b>72</b> Lambert Landscape Co. *	Albuquerque, NM
<b>73</b> David J. Frank Landscape Contracting Inc.	Dallas, TX
<b>74</b> Villa Park Landscape <b>NEW</b>	Germantown, WI
The Highridge Corp. *	Orange, CA
<b>76</b> Swingle Lawn, Tree & Landscape Care	Issaquah, WA
<b>77</b> Landscape Specialists Inc. *	Denver, CO
<b>78</b> Dobson's Woods & Water Inc. *	Lake Forest, CA
<b>79</b> Naturescape	Ocoee, FL
<b>80</b> Dennis' Seven Dees Landscaping Inc.	Muskego, IL
<b>81</b> TBG Landscape <b>NEW</b>	Portland, OR
<b>82</b> Maldonado Nursery & Landscaping Inc.	Austin, TX
Hazeltine Nurseries Inc. <b>NEW</b>	San Antonio, TX
Dora Landscaping Co. *	Venice, FL
<b>85</b> Nissho of California Inc. *	Apopka, FL
<b>86</b> Meadows Farms	Vista, CA
High Tech Landscapes Inc.	Chantilly, VA
<b>88</b> Clarence Davids & Co.	Branchburg, NJ
<b>89</b> Countryside Industries Inc.	Mateson, IL
<b>90</b> McHale Landscape Design Inc.	Wauconda, IL
<b>91</b> Benchmark Landscape	Upper Marlboro, MD
<b>92</b> PROscape Inc.	Poway, CA
<b>93</b> Stay Green Inc.	Orlando, FL
Precision Landscape Management*	Santa Clarita, CA
<b>95</b> HighGrove Partners	Dallas, TX
<b>96</b> Earthworks Inc. *	Austell, GA
<b>97</b> ArtisTree Landscape Maintenance & Design	Lillian, TX
<b>98</b> Greenscapes of SW Florida Inc.	Venice, FL
ProGrass *	Naples, FL
Angler Environmental	Wilsonville, OR
<b>100</b>	Richmond, VA



2011 Revenue (U.S. Dollars)	% Rev Change From 2010	FT/PT Employees	% Employee Change From 2010	2011 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2010	Comm/ Res/ Gov Mix
\$22,000,000.00	-3.1	350/20	+23.3	\$59,459	-21.4	NR
\$21,419,445.06	-9.3	198/2	-52.3	\$107,097	+216	96/2/2
\$20,800,000.00	+4.3	32/123	-3.1	\$134,193	NR	55/45/0
\$20,719,000.00	+7.4	375/0	+10.3	\$55,250	-2.7	94/3/3
\$20,320,570.00	+18.5	289/2	+14.6	\$69,830	+3.4	89/4/7
\$20,170,377.65	+0.8	280/120	+1.3	\$50,425	-.05	95/1/4
\$20,070,000.00	+15.6	175/10	+13.5	\$108,486	+1.9	20/80/0
\$20,000,000.00	NR	150/2	NR	\$131,578	NR	30/70/0
\$20,000,000.00	-2	135/185	+3.2	\$62,500	-5	80/3/17
\$20,000,000.00	-1.8	320/0	-8.6	\$62,500	+7.4	100/0/0
\$20,000,000.00	0	250/250	NR	NR	NR	100/0/0
\$19,500,000.00	+11.4	190/70	0	\$75,000	+11.4	50/14/36
\$19,500,000.00	+50	45/275	+10.3	\$60,937	+35.9	90/0/10
\$19,400,000.00	+2.1	230/70	+11.1	\$64,666	-8.1	30/70/0
\$19,248,848.00	+10	240/120	0	\$53,469	+10	100/0/0
\$18,977,000.00	+4.1	342/0	+52	\$55,488	-31.5	100/0/0
\$18,600,000.00	NR	147/2	NR	\$124,832	NR	5/15/80
\$18,600,000.00	+12	29/0	0	\$641,379	+12	45/55/0
\$18,000,000.00	0	150/150	+15.4	\$60,000	-13.3	30/5/65
\$17,978,000.00	+12.7	275/0	0	\$65,374	+12.7	54/46/0
\$17,900,000.00	-2.3	235/10	-23.4	\$7,301	+26.4	70/5/25
\$17,850,000.00	0	165/5	0	NR	NR	5/95/0
\$17,800,000.00	-10.1	180/40	-20.9	\$80,909	+13.6	65/20/15
\$17,500,000.00	NR	375/25	NR	\$43,750	NR	100/0/0
\$17,500,000.00	NR	NR	NR	NR	NR	NR
\$17,447,981.00	+2.6	160/50	+5	\$87,239	+2.6	31/66/3
\$17,000,000.00	NR	300/0	NR	NR	NR	100/0/0
\$16,800,000.00	NR	NA	NR	NR	NR	NR
\$16,713,632.00	+7.1	172/10	+5.8	\$91,833	1.2	10/90/0
\$16,595,870.00	+0.2	185/71	-6.3	\$64,827	+6.9	50/37/13
\$16,200,000.00	NR	65/30	NR	\$170,526	NR	20/60/20
\$16,000,000.00	-23.8	200/100	-7.7	\$53,333	-17.5	70/5/25
\$16,000,000.00	NR	142/0	NR	\$112,676	NR	NR
\$16,000,000.00	NR	80/0	NR	NR	NR	90/10/0
\$15,700,000.00	NR	260/0	NR	NR	NR	20/80/0
\$15,500,000.00	+3.3	120/100	-2.2	\$70,454	+5.7	4/95/1
\$15,500,000.00	+3.3	25/250	0	\$56,363	+3.3	NR
\$15,315,000.00	-2	225/0	.10	\$68,066	+8.9	90/5/5
\$15,100,000.00	+4.1	45/190	+39	\$64,255	-25.1	62/1/37
\$15,000,000.00	+2.7	165/0	+17.9	\$90,909	-12.2	NR
\$14,857,000.00	+4.6	220/0	-3.5	\$67,531	+8.4	100/0/0
\$14,100,000.00	+3.3	265/65	+3.1	\$42,727	+0.1	90/2/8
\$14,000,000.00	+7.7	210/0	0	\$66,667	+7.7	50/1/30*
\$14,000,000.00	NR	NA	NR	NR	NR	NR
\$13,533,001.00	+13.3	182/31	+220	\$63,535	-48.5	98/2/0
\$13,500,000.00	NR	150/125	NR	NR	NR	100/0/0
\$13,250,000.00	+11.1	170/50	+2.3	\$60,227	+8.5	80/20/0
\$13,000,000.00	-8.5	232/0	+9.4	\$56,034	-16.3	100/0/0
\$13,000,000.00	NR	175/0	NR	NR	NR	70/30/0
\$12,865,221.00	+35.4	75/6	+5.2	\$158,829	+28.7	25/25/50

*listing continued on next page*

*continued from page S6*

Landscape, a family-owned operation celebrating 65 years in business, plans to utilize technology to improve efficiency. It's just like science fiction author Arthur C. Clarke wrote in 1961, "Any sufficiently advanced technology is indistinguishable from magic."

But no matter what tools companies use, one of the best arguments any of the companies on the list can make is simply that they've been around for a long time, many with the same employees.

"Fortunately, our core group of employees is considerably more productive, so labor costs have decreased, even as sales increase," says Dave Reed, vice president of Meadows Farms, Chantilly, VA. "We are resigned to a slightly smaller

2011 COMBINED  
REVENUE OF LM150

**\$7,543,372,333**

2010 COMBINED  
REVENUE OF LM150

**\$7,762,431,033**



= a decrease of 2.8%

sale, but we're trying to increase the number of people we reach and the number of sales."

On the following pages we highlight a few of the companies from the ranks of the LM150. While the economy has struggled, some companies have created new opportunities for themselves by diversifying their services. We explore the areas that brought three such companies success in 2011.

Many companies grew this year, some substantially. Senior Editor Beth Geraci talks with several business owners to explore how they did it.

Finally, Tony Pope, owner of Ecoscapes explains the concept of "addition by subtraction." The Huntersville, NC entrepreneur deliberately shrank his enterprise so that he could build it again. **LM**

	Company	Headquarters
101	Pacific Outdoor Living <b>NEW</b>	La Crescenta, CA
102	Dixie Landscape Co. Inc.	Miami, FL
103	Sposato Landscape Co. Inc.	Milton, DE
	Land-Tech Enterprises Inc. *	Warrington, PA
105	New Way Landscape & Tree Services	San Diego, CA
106	Hermes Landscaping Inc.	Lenexa, KS
	Resident Group Services Inc. (RGS)	Anaheim, CA
	Sun City Landscapes Inc. *	Las Vegas, NV
	Westco Grounds Maintenance Co. Inc. *	Houston, TX
110	Complete Landscaping Systems Inc. <b>NEW</b>	Wichita, KS
111	Mickman Brothers Inc. *	Ham Lake, MN
112	CoCal Landscape	Denver, CO
113	Cleary Bros. Landscape Inc.	Danville, CA
114	Yard-Nique <b>NEW</b>	Morrisville, NC
115	Basnight Land and Lawn	Chesapeake, VA
116	Rosehill Gardens Inc.	Kansas City, MO
	Realty Landscaping Corp.	Newtown, PA
118	Mill Brothers Landscape Group *	Fort Collins, CO
119	Perficut Companies Inc.	Des Moines, IA
120	Hoffman Landscapes Inc.	Wilton, CT
121	Designs By Sundown	Englewood, CO
	Parker Interior Plantscape Inc.	Scotch Plains, NJ
	Blondie's Treehouse Inc.	Mamaroneck, NY
	Luke Brothers Landscape Services	Holiday, FL
	Arteka Companies	Shakopee, MN
	Carson Landscape Industries *	Sacramento, CA
127	The Spencer Co.	Houston, TX
128	Houston Landscapes Unlimited	Sugar Land, TX
129	Kujawa Enterprises Inc.	Oakcreek, WI
130	Gardeners' Guild Inc.	Richmond, CA
131	Andre Landscape Service Inc. <b>NEW</b>	Azusa, CA
132	Becker Landscape Contractors Inc. *	Indianapolis, IN
133	Schultz Industries Inc.	Golden, CO
134	LMI Landscapes Inc. <b>NEW</b>	Carrollton, TX
135	American Landscape Systems Inc.	Lewisville, TX
136	John Mini Distinctive Landscapes	Congers, NY
137	Kinsella Landscape Inc.	Blue Island, IL
138	Webb Landscape Inc.	Ketchum, ID
139	Carol King Landscape Maintenance Inc.	Orlando, FL
140	Visionscapes Inc. <b>NEW</b>	Tucker, GA
141	Lawn Dawg Inc.	Nashua, NH
142	Native Land Design	Cedar Park, TX
143	Stockner's Nursery <b>NEW</b>	Rockville, VA
144	Creative Environments Design and Landscape Inc. <b>NEW</b>	Tempe, AZ
	Tree Tech Inc.	Foxboro, MA
	Grant & Power Landscaping	West Chicago, IL
147	Southview Design Inc. <b>NEW</b>	Inver Grove Heights, MN
148	Peabody Landscape Group *	Columbus, OH
149	The Pattie Group Inc. <b>NEW</b>	Novelty, OH
	Outside Unlimited Inc.	Hampstead, MD