TOP 25



MIDWEST

| 1 | The Brickman Group | \$253,390,000 |
|----|---|---------------|
| 2 | Scotts Lawn Service | \$91,905,000 |
| 3 | Weed Man | \$45,100,000 |
| 4 | Acres Group | \$38,200,000 |
| 5 | Mariani Landscape | \$35,000,000 |
| 6 | The Bruce Co. of Wisconsin Inc. | \$32,000,000 |
| 7 | Ambius * | \$27,920,530 |
| 8 | Christy Webber Landscapes | \$26,000,000 |
| 9 | Spring-Green Lawn Care | \$25,292,400 |
| 10 | Chalet | \$24,600,000 |
| | Scott Byron & Co. Inc. | \$24,600,000 |
| 12 | Landscape Concepts Management Inc. | \$24,300,000 |
| 13 | Sebert Landscaping | \$22,000,000 |
| 14 | Environmental Management Inc. | \$20,000,000 |
| | Moore Landscapes Inc. | \$20,000,000 |
| 16 | Reliable Property Services LLC | \$19,500,000 |
| 17 | Ryan Lawn & Tree | \$19,267,200 |
| 18 | David J. Frank Landscape Contracting Inc. | \$17,800,000 |
| 19 | Naturescape | \$16,713,632 |
| 20 | Clarence Davids & Co. | \$15,315,000 |
| 21 | Countryside Industries Inc. | \$15,100,000 |
| 22 | Bartlett Tree Experts | \$13,360,000 |
| 23 | Hermes Landscaping Inc. | \$12,000,000 |
| 24 | Mainscape Inc. | \$11,947,500 |
| 25 | Rosehill Gardens Inc. | \$11,000,000 |

NORTHEAST

| 1 | The Brickman Group | \$295,505,000 |
|----|---------------------------------------|---------------|
| 2 | Bartlett Tree Experts | \$88,510,000 |
| 3 | Scotts Lawn Service | \$72,410,000 |
| 4 | SavATree | \$54,080,000 |
| 5 | Lipinski Outdoor Services | \$39,900,000 |
| 6 | Ruppert Landscape | \$39,203,208 |
| 7 | Denison Landscaping Inc. | \$36,550,000 |
| 8 | NaturaLawn of America | \$28,965,318 |
| 9 | Greenscape Inc. | \$27,500,000 |
| 10 | Shearon Environmental Design Inc. | \$22,000,000 |
| 11 | D Schumacher Landscaping | \$20,800,000 |
| 12 | Complete Landscaping Service | \$17,163,250 |
| 13 | Ambius * | \$16,367,148 |
| 14 | High Tech Landscapes Inc. | \$15,500,000 |
| 15 | Weed Man | \$14,399,000 |
| 16 | Sposato Landscape Co. Inc. | \$12,200,000 |
| | Land-Tech Enterprises Inc. * | \$12,200,000 |
| 18 | McFall and Berry Landscape Management | \$12,000,000 |
| 19 | Chapel Valley Landscape Co. | \$11,025,000 |
| 20 | Realty Landscaping Corp. | \$11,000,000 |
| 21 | McHale Landscape Design Inc. | \$10,500,000 |
| 22 | Hoffman Landscapes Inc. | \$10,100,000 |
| 23 | Blondie's Treehouse Inc. | \$9,000,000 |
| 24 | John Mini Distinctive Landscapes | \$8,700,000 |
| 25 | Tree Tech Inc. | \$8,000,000 |

SOUTHWEST

| 1 | Yellowstone Landscape Group | \$40,035,000 |
|----|--|--------------|
| 2 | Environmental Earthscapes Inc. | \$38,029,270 |
| 3 | The Brickman Group | \$33,772,000 |
| 4 | AAA Landscape | \$26,380,533 |
| 5 | Berghoff Design Group, BDG Maintenance | \$20,000,000 |
| | DLC Resources Inc. | \$20,000,000 |
| 7 | Scotts Lawn Service | \$19,495,000 |
| 8 | Clean Scapes | \$18,977,000 |
| 9 | Metroplex Garden Design Landscaping | \$18,600,000 |
| 10 | Heads Up Landscape | \$17,900,000 |
| 11 | Lambert Landscape Co. * | \$17,850,000 |
| 12 | Maldonado Nursery & Landscaping Inc. | \$16,000,000 |
| 13 | ISS Grounds Control | \$14,100,000 |
| 14 | Earthworks Inc. * | \$13,50,000 |
| 15 | Ambius* | \$12,516,054 |
| 16 | Westco Grounds Maintenance Co. Inc. * | \$12,000,000 |
| 17 | The Spencer Co. | \$9,945,250 |
| 18 | Houston Landscapes Unlimited | \$9,900,000 |
| 19 | American Landscape Systems Inc. | \$8,870,000 |
| 20 | LMI Landscapes Inc. | \$8,640,000 |
| 21 | Bartlett Tree Experts | \$8,350,000 |
| 22 | Native Land Design | \$8,192,215 |
| 23 | Visionscapes Inc. | \$2,535,000 |
| 24 | Weed Man | \$2,398,000 |
| 25 | Mickman Brothers Inc. | \$1,725,000 |

SOUTHEAST

| 1 | The Brickman Group | \$177,303,000 |
|----|--|---------------|
| 2 | Massey Services Inc. | \$136,346,547 |
| 3 | Scotts Lawn Service | \$83,550,000 |
| 4 | Yellowstone Landscape Group | \$38,465,000 |
| 5 | Weed Man | \$37,851,000 |
| 6 | Bartlett Tree Experts | \$31,730,000 |
| 7 | The Greenery Inc. | \$30,750,000 |
| 8 | Mainscape Inc. | \$30,107,700 |
| 9 | Ruppert Landscape | \$26,135,472 |
| 10 | RCI * | \$23,560,000 |
| 11 | Cornerstone Solutions Group | \$23,138,223 |
| 12 | James River Grounds Management | \$21,419,445 |
| 13 | Russell Landscape Group Inc. | \$20,170,377 |
| 14 | Girard Environmental Services Inc. | \$19,248,848 |
| 15 | Gibbs Landscape Co. | \$17,978,000 |
| 16 | Ambius * | \$17,329,922 |
| 17 | Dora Landscaping Co. | \$16,000,000 |
| 18 | PROscape Inc. | \$14,100,000 |
| 19 | HighGrove Partners | \$13,533,000 |
| 20 | ArtisTree Landscape Maintenance & Design | \$13,250,000 |
| 21 | Lipinski Outdoor Services | \$13,110,000 |
| 22 | Greenscapes of SW Florida Inc. | \$13,000,000 |
| 23 | Dixie Landscape Co. Inc. | \$12,250,000 |
| 24 | Chapel Valley Landscape Co. | \$11,475,000 |
| 25 | Yard-Nique | \$11,225,000 |

WEST

| 1 | The Brickman Group | \$84,430,000 |
|----|-------------------------------------|---------------------|
| | The Direkinan droup | <i>ф</i> 04,430,000 |
| 2 | Marina Landscape Inc. | \$46,000,000 |
| 3 | Jensen Corp. | \$37,000,000 |
| 4 | Cagwin & Dorward | \$28,500,000 |
| 5 | Terracare Associates | \$25,500,000 |
| 6 | Mission Landscape Cos. | \$24,486,000 |
| 7 | Ambius * | \$21,181,015 |
| 8 | Bemus Landscape Inc. | \$20,719,000 |
| 9 | Teufel Landscape | \$19,500,000 |
| 10 | Senske Lawn & Tree Care | \$19,400,000 |
| 11 | Pierre Sprinkler & Landscaping | \$18,600,000 |
| 12 | Urban Farmer Inc. | \$18,000,000 |
| 13 | Villa Park Landscape | \$17,500,000 |
| 14 | Swingle Lawn, Tree & Landscape Care | \$17,447,981 |
| 15 | Landscape Specialists Inc. * | \$17,000,000 |
| 16 | Dennis' Seven Dees Landscaping Inc. | \$16,595,870 |
| 17 | ISS Grounds Control | \$15,900,000 |
| 18 | Nissho of California Inc. * | \$15,700,000 |
| 19 | Benchmark Landscape | \$14,857,000 |
| 20 | Stay Green Inc. | \$14,000,000 |
| 21 | ProGrass * | \$13,000,000 |
| 22 | Pacific Outdoor Living | \$12,508,000 |
| 23 | New Way Landscape & Tree Services | \$12,110,000 |
| 24 | CoCal Landscape | \$11,350,000 |
| 25 | Cleary Bros. Landscape Inc. | \$11,300,000 |

The opportunities ahead

The better a company fills a need, the more successful it will be. We asked our *LM*150 about their biggest growth opportunities. Here's a sampling of how they plan to grow.

NO 8 Massey Services Inc. - Orlando, FL

- 1. New flea treatment protocols
- 2. Bed bug recurring services
- 3. Water management irrigation

NO 15 Ruppert Landscape — Laytonsville, MD

1. Capitalizing on industry talent that's now available in the market

2. Pursuing multi-scope large projects throughout the U.S.

3. Increasing margins by refining the fundamentals

NO 29 Mariani Landscape — Lake Bluff, IL

We are focused on maintenance enhancement sales and charging for our design services.

NO 40 Terracare Associates - Littleton, CO

1. Continue to embrace technology

2. Lead our industry in developing and maintaining water efficient irrigation systems

3. Further develop our customer centric approach to dealing with all of our clients.

NO 52 *James River Grounds Management* — Glen Allen, VA

- 1. Applying our redesigned sales process
- 2. Using new technology to increase efficiencies
- 3. Expanding our "Green" offerings to clients

NO 58 DLC Resources Inc. — Phoenix, AZ

1. Expanding our tree services to generate additional revenue

2. Utilizing our water management expertise as a differentiator

3. Expanding our special projects division to generate additional revenue

NO 62 Teufel Landscape — Portland, OR

1. Repeat work from past customers, as they once again feel more positive about spending money for landscape

2. Referral from past customers for new construction that is now happening as a result of available financing

3. Landscape enhancements at properties we currently maintain as customers realize they need to once again invest in their properties