

SPONSOR'S VIEW



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Opportunity to learn



JOHN DEERE

IN THIS YEAR'S LM150 issue we have an opportunity to learn how the leadership of the top companies effectively navigate and overcome business challenges such as recruiting qualified labor, employee retention, rising input costs and new regulations.

These challenges are probably similar to the ones you've faced, and will continue to face, as you grow your business. Whether it is finding and retaining employees, growing market share in the face of tougher competition or navigating in the world of government regulations, it is vital as business owners to have a strategy and surround yourself with trusted business partners.

When Deere & Co. first started in 1837 as a one-man blacksmith, we too faced similar challenges. From growing qualified staff and expanding our product offerings to battling competitors in the market, Deere & Co. grew from a small business to one of the most trusted brands in the landscape industry, all while maintaining our core values of integrity, innovation, commitment and quality.

As we have grown our business, we continue to evolve our business to provide you, our customers, with the solutions you need to effectively manage and grow your businesses. It is our job to support your business, both before and after the sale, to ensure that you have the support to grow.

It is vital for you to develop the trusted relationships with a supplier who can support your business now and into the future. Understanding this need, we strive to offer an extensive network of John Deere dealers that will be there for you and your business before and after the sale. The John Deere dealer network gives you access to factory-trained service technicians and knowledgeable staff to support your company's needs.

Equipment is only one part of the value proposition. Our GreenFleet™ Loyalty Rewards program rewards you for your purchases and provides an extensive list of business solutions to enable you to save money and time that can then be reinvested in your employees and business.

Even though we've grown a lot since our humble beginnings in 1837, we are still committed to providing our customers with innovative products, support and solutions that enable them to continue to thrive.

As your businesses continue to grow, undoubtedly you will face new challenges. Just remember that every challenge presents an opportunity to learn something new and grow.

Let's take this opportunity to learn from our peers and develop a strategy that will guide our businesses to succeed.

Have a prosperous 2015!

Ken Taylor,
Landscape Industry Certified
General Manager,
Corporate Business Division



LM150 RANKINGS

| | Headquarters | 2014 Revenue (U.S. Dollars) | % Rev Change from 2013 | % Projected Change for 2015 | FTE/ Seasonal Employees | % Comm/ Res./Gov | |
|----|---|----------------------------------|------------------------|-----------------------------|-------------------------|------------------|------------|
| 1 | The Brickman Group / ValleyCrest Landscape Cos. | Rockville, Md / Calabasas, Calif | \$2,000,000,000 | NR | NR | 2,000/ NR | NR/ NR/ NR |
| 2 | TruGreen | Memphis, Tenn | \$950,000,000 | NR | NR | 8500/ NR | 18/ 82/ 0 |
| 3 | The Dawy Tree Expert Co. | Kent, Ohio | \$789,000,000 | 1% | 1% | 8275/ 182 | NR/ NR/ NR |
| 4 | Scotts Lawn Service™ | Marysville, Ohio | \$376,800,000 | 2% | 5% | 600/ 1850 | 2/ 98/ 0 |
| 5 | Bartlett Tree Experts | Stamford, Conn | \$210,000,000 | 7% | 8% | 7500/ 75 | NR/ NR/ NR |
| 6 | TruGreen LandCare | Baltimore, Md | \$205,000,000 | 8% | 0% | 2200/ 2500 | 93/ 0/ 0 |
| 7 | U.S. Lawns | Doral, Fla | \$163,000,000 | 12% | 10% | 1250/ 650 | 100/ 0/ 0 |
| 8 | Weed Man | Mississauga, Ontario | \$143,219,156 | 7% | 10% | 800/ 2700 | 5/ 95/ 0 |
| 9 | Ferrandino & Son | Farmingdale, NY | \$121,000,000 | 75% | 50% | 135/ NR | 100/ 0/ 0 |
| 10 | Gothic Landscape | Valencia, Calif | \$114,000,000 | 10% | 9% | 1100/ NR | 100/ 0/ 0 |
| 11 | Ruppert Landscape | Lafayetteville, Md | \$110,000,000 | 55% | 4% | 1050/ NR | 85/ 0/ 15 |
| 12 | Merit Service Solutions | Maryetta, Ga | \$101,446,000 | 22% | 5% | 300/ 200 | 90/ 0/ 0 |
| 13 | Lawn Doctor | Homestead, Fla | \$101,276,707 | 5% | 5% | 50/ 2 | 5/ 95/ 0 |
| 14 | Ambius* | Des Plaines, Ill | \$101,000,000 | 7% | 0% | NR/ NR | NR/ NR/ NR |
| 15 | Yellowstone Landscape Group | Burnett, Fla | \$95,688,000 | 14% | 0% | 1100/ 400 | 100/ 0/ 0 |
| 16 | SavATree | Bedford Hills, NY | \$85,000,000 | 13% | 3% | 674/ 700 | 20/ 78/ 2 |
| 17 | Malscape | Fishers, Ind | \$75,304,000 | 27% | 1% | 800/ 350 | 100/ 0/ 0 |
| 18 | Clintar Landscape Management* | Markham, Ontario | \$68,236,000 | 0% | NR | NR/ NR | 0/ 0/ 0 |
| 19 | Marina Landscape | Anaheim, Calif | \$61,000,000 | 5% | 5% | 490/ 0 | 10/ 0/ 70 |
| 20 | Massey Services* | Orlando, Fla | \$56,995,840 | 8% | 12% | 1650/ 0 | 12/ 88/ 0 |
| 21 | Environmental Earthscapes (The Groundskeeper/ Greater Texas Landscapes) | Tucson, Ariz | \$56,135,250 | 25% | 9% | 800/ 200 | 80/ 0/ 20 |
| 22 | NaturalLawn of America | Fredrick, Md | \$50,513,514 | 10% | 5% | 422/ 89 | 5/ 95/ 0 |
| 23 | Meadows Farms | Charlottesville, Va | \$49,990,000 | 1% | 5% | 140/ 800 | 5/ 95/ 0 |
| 24 | Lucas Tree Experts | Portland, Maine | \$49,000,000 | 14% | 5% | 525/ 0 | 86/ 7/ 7 |
| | Acres Group | Wauconda, Ill | \$49,000,000 | 13% | 8% | 110/ 700 | 84/ 5/ 1 |
| 26 | Denison Landscaping | Fort Washington, Md | \$47,200,000 | 4% | 5% | 270/ 180 | 75/ 75/ 0 |
| 27 | Christy Webber Landscapes | Chicago, Ill | \$46,600,000 | 10% | 15% | 100/ NR | 65/ 20/ 15 |
| 28 | Spring-Green Lawn Care | Plainfield, Ill | \$45,351,000 | 8% | 10% | 112/ 405 | 6/ 91/ 1 |
| 29 | The Greenery | Hilton Head Island, S.C. | \$43,000,000 | 1% | 8% | 600/ 125 | 80/ 14/ 6 |
| 30 | ABM Landscape & Turf Services | Tampa, Fla | \$42,000,000 | 5% | 10% | 800/ 80 | 10/ 0/ 90 |
| 31 | Garden Design | Farmers Branch, Texas | \$40,600,000 | 26% | 15% | 55/ NR | 40/ 60/ 0 |
| 32 | Jensen Corp. | San Jose, Calif | \$40,000,000 | -4% | 5% | 328/ 0 | 60/ 32/ 8 |
| 33 | Mariani Enterprises, Inc. d/b/a/ Mariani Landscape | Lake Bluff, Ill | \$38,515,000 | 8% | 12% | 144/ 335 | 12/ 88/ 0 |
| 34 | Rotolo Consultants | Stedley, La | \$38,000,000 | 8% | 0% | 120/ 180 | 80/ 0/ 20 |
| 35 | Sebert Landscaping* | Barnett, Ill | \$34,720,000 | NR | NR | NR/ NR | NR/ NR/ NR |
| 36 | Dixie Landscape | Medley, Fla | \$34,598,000 | 8% | 10% | 305/ 0 | 95/ 5/ 0 |
| 37 | Terracare Associates | Littleton, Colo | \$31,678,780 | 18% | 58% | 118/ 100 | 54/ 0/ 46 |
| 38 | Cagwin & Donward | Novato, Calif | \$31,800,000 | 8% | 8% | 350/ 0 | 70/ 20/ 10 |
| 39 | Mission Landscape Cos. | Irvine, Calif | \$31,930,180 | 7% | 10% | 590/ 0 | 100/ 0/ 0 |
| 40 | Girard Environmental Services | Sanford, Fla | \$32,233,400 | 31% | 14% | 300/ 720 | 100/ 0/ 0 |
| 41 | The Grounds Guys | Waco, Texas | \$32,000,000 | 16% | 25% | 400/ 92 | 62/ 28/ 10 |
| 42 | Reliable Property Services | Edgen, Minn | \$30,300,000 | 8% | 10% | 25/ 400 | 98/ 0/ 2 |
| 43 | Gothic Grounds Management | Valencia, Calif | \$29,414,450 | 3% | 9% | 430/ 0 | 90/ 0/ 2 |
| 44 | Clean Scapes | Austin, Texas | \$28,991,24 | 12% | 15% | 254/ 700 | 88/ 0/ 2 |
| 45 | Southern Botanical | Dallas, Texas | \$28,546,414 | 19% | 5% | 180/ 96 | 42/ 58/ 0 |
| 46 | Chapel Valley Landscape Co. | Woodbine, Md | \$28,200,000 | 8% | 20% | 250/ 700 | NR/ NR/ NR |
| 47 | Landscape Concepts Management | Grayslake, Ill | \$28,100,000 | 18% | 15% | 70/ 300 | NR/ NR/ NR |
| 48 | Maldonado Nursery & Landscaping* | San Antonio, Texas | \$27,930,000 | 1% | 10% | 250/ 200 | 40/ 70/ 50 |
| 49 | McFall & Berry Landscape Management* | Annandale, Va | \$27,521,340 | 10% | 5% | 125/ 165 | 18/ 72/ 2 |
| 50 | D. Schumacher Landscaping* | West Bridgewater, Mass | \$27,097,000 | 8% | 10% | 50/ 150 | 59/ 41/ 0 |

LEGEND NR = Not Ranked * Indicates estimate, based on projected annual revenue in 2014. † Indicates a portion of reported revenue was received from up to 100 additional paid clients. Some entries do not add due to rounding.

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|-----|--|----------------------|--------------------------------|------------------------------|-----------------------------------|-------------------------------|--------------------|
| 51 | Bemis Landscape | San Clemente, Calif | \$7,000,000 | 5% | 10% | 425/0 | 91/9 |
| 52 | Chalet | Waukegan, Ill | \$23,000,000 | 7% | 5% | 162/27 | 0/100/0 |
| 53 | Ryan Lawn & Tree | Overland Park, Kan | \$26,703,859 | 5% | 10% | 210/0 | 5/95/0 |
| 54 | Nutri-Lawn Corp.* | Toronto, Ontario | \$26,092,500 | NR | NR | NR/NR | NR/NR/NR |
| 55 | Juniper Landscaping | Ft. Myers, Fla | \$7,688,000 | 60% | 30% | 200/0 | 95/1/4 |
| 56 | Gachina Landscape Management | Meridale, Calif | \$25,091,547 | 4% | 0% | 335/40 | 80/0/20 |
| 57 | Environmental Management (EM) | Dublin, Ohio | \$25,000,000 | 18% | 10% | 85/200 | 70/2/28 |
| 58 | James River Grounds Management | Islesboro, Va | \$24,760,000 | 14% | 5% | 140/255 | 100/0/0 |
| 59 | Pierre Landscape | Inverdale, Calif | \$24,500,000 | 20% | 10% | 190/0 | NR/NR/NR |
| 60 | The Bruce Co. of Wisconsin | Middleton, Wis | \$24,456,500 | -2% | 5% | 88/242 | 80/20/0 |
| 61 | Gibbs Landscape Co. | Smyrna, Ga | \$23,583,000 | 9% | 0% | 283/30 | 63/37/0 |
| 62 | Caretaker Landscape & Tree Management | Gilbert, Ariz. | \$23,550,481 | 66% | 10% | 252/NA | 100/0/0 |
| 63 | Scott Byron & Co. | Lake Bluff, Ill | \$23,274,000 | 4% | 8% | 99/18 | 5/95/0 |
| 64 | Russell Landscape Group | Dacula, Ga | \$20,950,000 | NR | NR | NR/NA | NR/NA/NA |
| 65 | Naturescape | Muskegon, Wis | \$21,242,242 | 14% | 10% | 215/10 | 5/95/0 |
| 66 | Swingle Lawns, Tree & Landscape Care | Denver, Colo | \$21,046,399 | 10% | 8% | 215/50 | 33/67/0 |
| 67 | Parker Interior Plantscape | Scotch Plains, N.J. | \$21,000,000 | 100% | 30% | 110/20 | 99/1/0 |
| | Merchants Landscape Services | Santa Ana, Calif | \$21,000,000 | 20% | 8% | 420/0 | 0/0/100 |
| 69 | McKale Landscape Design | Upper Marlboro, Md | \$20,800,000 | 0% | 10% | 195/0 | 0/100/0 |
| 70 | High Tech Landscapes | Branchburg, N.J. | \$20,569,904 | 18% | 10% | 38/35 | 80/20/0 |
| 71 | Landscape Workshop | Birmingham, Ala | \$20,483,802 | 1% | 10% | 26/79 | 88/8/4 |
| 72 | DLC Resources | Phoenix, Ariz. | \$20,100,000 | 0% | 0% | 100/0 | 100/0/0 |
| 73 | Dennis' 7 Dees Landscaping & Garden Centers | Portland, Ore | \$19,832,000 | 8% | 2% | 201/43 | 48/51/0 |
| 74 | Yard-Nique | Moreville, N.C. | \$19,675,000 | 18% | 22% | 80/150 | 95/5/0 |
| 75 | David J. Frank Landscape Contracting | Germanstown, Wn | \$19,460,000 | 4% | 6% | 250/50 | 75/20/5 |
| 76 | Heads Up Landscape Contractors | Albuquerque, N.M. | \$18,925,000 | 8% | 6% | 250/80 | 70/15/15 |
| 77 | Lambert's | Dallas, Texas | \$18,875,000 | 28% | 5% | 180/0 | 79/5/0 |
| 78 | Senske Services* | Kennebec, Wash | \$18,720,000 | 5% | 8% | 220/30 | 25/70/5 |
| 79 | Artistic Maintenance (formerly Landscape Specialists)* | Lake Forest, Calif | \$18,564,000 | NR | NR | NR/NA | NR/NA/NA |
| 80 | Clarence Davids & Co. | Matteson, Ill | \$18,500,000 | 6% | 3% | 75/75 | 90/5/5 |
| 81 | Benchmark Landscape | Pineville, Calif | \$18,258,000 | 7% | 5% | 230/0 | 95/2/5 |
| 82 | HighGrove Partners | Atlanta, Ga | \$17,900,000 | 21% | 5% | 150/40 | 100/0/0 |
| 83 | Stay Green | Santa Clarita, Calif | \$17,853,362 | 107% | 18% | 263/2 | 91/1/8 |
| 84 | New Way Landscape & Tree Services | San Diego, Calif | \$17,500,000 | 42% | 10% | 205/0 | 75/0/25 |
| 85 | TBG Landscape | Whitby, Ontario | \$17,245,000 | 8% | 6% | 65/13 | 12/28/60 |
| 86 | ArtisTree Landscape Maintenance & Design | Venice, Fla | \$17,000,000 | 10% | 20% | 190/30 | 80/20/0 |
| 87 | Sposato Landscape Co. | Milton, Del | \$16,500,000 | 1% | 0% | 268/60 | 80/20/0 |
| 88 | Integrated Landscape Management | Tempe, Ariz | \$16,344,535 | 4% | 5% | 229/0 | 100/0/0 |
| 89 | Greenscapes | Naples, Fla | \$16,200,000 | 15% | 12% | 258/0 | NR/NA/NA |
| 90 | The Loving Group | Charlotte, N.C. | \$16,100,000 | 58% | 20% | 94/0 | 80/19/0 |
| 91 | Munie Greencare Professionals | Caseville, Ill | \$16,081,282 | 7% | NR | 125/100 | 96/4/0 |
| 92 | Perficut Cos. | Ankeny, Iowa | \$15,800,000 | 26% | 8% | 80/75 | 85/10/5 |
| 93 | LMI Landscapes | Carmilton, Texas | \$15,650,000 | 8% | 15% | 200/0 | 100/0/0 |
| 94 | Hittle Landscaping | Westfield, Mass | \$15,500,000 | 4% | 5% | 70/80 | 85/0/0 |
| | ISS Grounds Control | San Antonio, Texas | \$15,000,000 | 0% | 5% | 235/0 | 95/2/5 |
| 96 | Designs By Sundown | Englewood, Colo | \$15,000,000 | -5% | 15% | 90/50 | 5/95/0 |
| 97 | Clary Bros. Landscape | San Ramon, Calif | \$14,800,000 | 1% | 7% | 202/0 | 90/5/5 |
| 98 | Southview Design | St Paul, Minn | \$14,761,000 | 52% | 15% | 45/80 | 4/96/0 |
| 99 | Earthworks | Lillian, Texas | \$14,100,000 | 8% | 10% | 100/175 | 94/1/5 |
| 100 | Harvest Landscape Enterprises | Anaheim, Calif | \$14,000,000 | 0% | 20% | 400/0 | 90/10/0 |



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| | Engledow Group | Carmel, Ind | \$14,000,000 | 7% | 6% | 125/85 | NR/NA/NA |
| | Earthtones Landscaping | Hidalgo, Texas | \$14,000,000 | 6% | 5% | 60/30 | 85/15/0 |
| 103 | Westco Grounds Maintenance Co. | Houston, Texas | \$13,800,000 | 8% | 8% | 125/50 | 95/1/4 |
| 104 | Becker Landscape Contractors | Indianapolis, Ind | \$13,600,000 | 0% | 5% | 35/20 | 90/0/0 |
| 105 | Blondie's Treehouse* | New York, NY | \$13,585,000 | NR | NR | NR/NA | NR/NA/NA |
| 106 | Ecoscape Solutions Group | Huntersville, N.C. | \$13,529,000 | 28% | 38% | 85/89 | 98/1/1 |
| 107 | Andre Landscape Service | Aliso Viejo, Calif | \$13,204,373 | 20% | 20% | 245/0 | 95/5/0 |
| 108 | John Mini Distinctive Landscapes | Congers, NY | \$12,877,000 | 6% | 5% | 76/62 | 91/6/3 |
| 109 | Arteka Cos. | Minneapolis, Minn | \$12,700,000 | 5% | 1% | 20/120 | 90/5/5 |
| 110 | Santa Rita Landscaping | Tucson, Ariz | \$12,600,000 | 4% | 8% | 125/0 | 65/30/5 |
| 111 | Heron Lawn & Pest Control* | Apopka, Fla | \$12,199,242 | 6% | 8% | 102/0 | 2/98/0 |
| 112 | Greenscape | Wesley Springs, N.C. | \$12,552,655 | 15% | 15% | 180/30 | 60/40/0 |
| 113 | Complete Landsculpture | Dallas, Texas | \$12,485,000 | 79% | 20% | 95/55 | 45/50/5 |
| 114 | Lawn Dawg | Nashua, N.H. | \$12,441,949 | 7% | 19% | 50/48 | 5/95/0 |
| 115 | American Civil Constructors | Littleton, Colo | \$12,100,000 | 0% | 0% | 260/80 | 100/0/0 |
| 116 | Dora Landscaping Co. | Apopka, Fla | \$12,000,000 | 10% | 10% | 30/50 | 80/20/0 |
| 117 | American Landscape Systems* | Lewisville, Texas | \$11,990,000 | NR | NR | NR/NA | NR/NA/NA |
| 118 | Schultz Industries | Greensboro, N.C. | \$11,987,942 | 22% | 6% | 89/63 | 80/0/20 |
| 119 | LegacyScapes | Groveland, Fla | \$11,904,000 | 8% | 16% | 60/76 | 90/0/0 |
| 120 | Hoffman Landscapes | Wilton, Conn | \$11,550,000 | 7% | 9% | 105/0 | 10/88/2 |
| 121 | Pacific Landscape Management | Hillsboro, Ore | \$11,300,000 | 0% | 12% | 110/45 | 100/0/0 |
| 122 | Webb Landscape* | Bellevue, Idaho | \$11,227,000 | NR | NR | NR/NA | NR/NA/NA |
| 123 | Kijawa Enterprises (KEI) | Oak Creek, Wis | \$11,000,000 | 4% | 4% | 41/80 | 85/5/10 |
| 124 | Crystal Greens Landscape | Clackamas, Ore | \$11,000,000 | 170% | 20% | 100/60 | 95/0/5 |
| 125 | Signature Landscapes | Reno, Nev | \$10,898,888 | 13% | 12% | 112/18 | 72/28/0 |
| 126 | C. Caramanico & Sons | Upland, Pa | \$10,889,245 | 21% | 3% | 22/50 | 95/0/2 |
| 127 | Joyce Landscaping | Marlboro, Mass | \$10,735,000 | 14% | 10% | 70/55 | 15/85/0 |
| 128 | Native Land Design | Cedar Park, Texas | \$10,605,777 | 17% | 12% | 40/157 | 100/0/0 |
| 129 | Gardeners' Guild | Richmond, Calif | \$10,500,000 | 5% | 7% | 140/0 | 60/30/10 |
| 130 | CoCal Landscape Co. | Denver, Colo | \$10,398,000 | 2% | 12% | 95/100 | 60/0/40 |
| 131 | The Spencer Co. | Houston, Texas | \$10,244,806 | 7% | 8% | 185/5 | 100/0/0 |
| 132 | Canele Landscape & Snow Management | Wayne, N.J. | \$9,500,000 | 15% | 20% | 70/800 | 70/30/0 |
| | Providence Landscape Group | Charlotte, N.C. | \$9,500,000 | 10% | 18% | 75/55 | 90/5/5 |
| 134 | Tomlinson Bomberger Lawn Care & Landscape* | Lancaster, Pa | \$9,445,000 | 5% | 2% | 95/0 | 15/82/0 |
| 135 | Visionscapes | Tucker, Ga | \$9,350,000 | 10% | 0% | 46/0 | 98/2/0 |
| 136 | Carol King Landscape Maintenance | Orlando, Fla | \$9,325,000 | -2% | 5% | 151/8 | 68/29 |
| 137 | Eastern Land Management | Stamford, Conn | \$9,300,000 | 7% | 10% | 30/51 | 100/0/0 |
| 138 | Emerald Isle Landscaping | Denver, Colo | \$9,150,000 | 2% | 30% | 95/80 | 90/5/5 |
| 139 | N.J. Best Lawns Sprinklers & Fencing | Lakewood, N.J. | \$9,128,900 | 6% | 10% | 25/96 | 2/98/0 |
| 140 | Mountain High Tree, Lawn & Landscape | Lakewood, Colo | \$9,075,838 | 3% | 15% | 90/2 | 25/70/5 |
| 141 | Nanak's Landscaping | Deerfield Beach, Fla | \$9,000,000 | 28% | 20% | 125/11 | 100/0/0 |
| 142 | Elizabeth River Landscape Management | Suffolk, Va | \$9,000,000 | 0% | 4% | 58/66 | 80/15/5 |
| 143 | Grant & Power Landscaping* | West Chicago, Ill | \$8,910,000 | NR | NR | NR/NA | NR/NA/NA |
| 144 | The Pattle Group | Norwichton, Ohio | \$8,800,000 | 4% | 4% | 55/35 | 15/85/0 |
| 145 | LandCare Innovations | Charlotte, N.C. | \$8,628,000 | 16% | 15% | 71/0 | 40/60/0 |
| 146 | Coast Landscape Management | Napa, Calif | \$8,285,000 | 8% | 21% | 96/75 | 45/0/55 |
| 147 | Schill Grounds Management | North Ridgeville, Ohio | \$8,250,000 | 24% | 8% | 50/50 | 100/0/0 |
| 148 | Arbor-Nomics Turf | Norcross, Ga | \$8,068,213 | 15% | 14% | 47/15 | 5/95/0 |
| 149 | The Landscape Partners | Fort Worth, Texas | \$8,055,000 | 2% | 2% | 70/70 | 95/5/0 |
| 150 | Green Lawn Fertilizing | West Chester, Pa | \$7,733,300 | 15% | 12% | 80/0 | 10/90/0 |
| | | | Total \$8,504,367,060 | Avg: 16% | Avg: 10% | | |