

THE TOP 100

COMMEMORATIVE POSTER

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TOP 100 NEWS & NOTES

The Top 100 companies were active in 2022, especially in the mergers and acquisitions space. Here's a round-up of some of the news they made last year.

DECEMBER

Investment firm acquires majority stake in Ruppert Landscape

Knox Lane, an investment firm focused on partnering with businesses in the services and consumer sectors, has acquired a majority stake in Ruppert Landscape. Terms of the transaction were not disclosed.

Since its founding in 2004, the company has grown to serve over 3,500 customers throughout the Northeast, Mid-Atlantic, and Southeastern U.S., employing more than 1,800 professionals across 30 branch locations.

The partnership with Knox Lane will support the Ruppert team's long-term vision to continue growing the company's footprint within current and adjacent markets, both organically and through strategic acquisitions. Ruppert founder and CEO, Craig Ruppert, and the current management team will retain a significant investment in the business and continue to lead the company.

"We are incredibly proud of our team and the successful business we have established together over the past two decades," said Craig Ruppert and Phil Key in a joint statement. Key is the president of Ruppert Landscape. "Knox Lane's investment is a testament to the strength of our company, outstanding culture, and exceptional employees. We look forward to leveraging Knox Lane's extensive operational expertise and experience building and scaling high-quality businesses as we continue our focus on our team, customers and innovation across all facets of the company."

Davey Tree expands with third corporate campus wing

Nestled on a property that spans over 170 acres, Davey Tree recently

introduced media – including Lawn & Landscape – to its newly built third wing on its corporate campus in Kent, Ohio.

The company completed this newest building to the tune of 38,400 square feet and two stories. Though employees are now starting to migrate into the new facility, the process began back in 2018, when a company-wide needs assessment found Davey Tree employees valued collaborative work stations and access to more natural lighting.

Despite starting construction in April 2020 – at the height of COVID-19 – Director of Property Molly Senter said it was never a huge concern whether or not the building would be completed. And yes, some employees will continue to work more hybrid schedules, which they largely adopted during the pandemic.

But the third wing was designed with employee feedback in mind. That's why the cubicles are built closer to a wall of windows. It's why the kitchen/cafe is wide open and includes a wall lined with live ferns and other plants. And it's why the third wing comes with an on-campus fitness center that employees will be able to access at non-work hours. The center features free weights, treadmills and Pelotons, among other equipment, plus a locker room area.

NOVEMBER

Bland Landscaping Company acquires The Byrd's Group

Bland Landscaping Company, a North Carolina provider of commercial landscaping management services, has acquired The Byrd's Group of Charlotte, N.C.

The Byrd's Group, founded in 1980 by Bobby W. Byrd, provides landscape maintenance, enhancement, and irrigation services.

As Bland Landscaping continues to grow and expand our regional platform, The Byrd's Group provides a key branch location on the eastern edge of the fast-growing metropolitan Charlotte market," said Kurt Bland, Bland Landscaping's president and CEO. "This 9-acre facility gives us ample room for growth and puts us one step closer to building out the multi-prong model we are working towards to efficiently serve the Greater Charlotte area."

Bland Landscaping, based in Apex, is one of North Carolina's full-service providers of landscape design, installation, enhancement and maintenance services. Its customers include offices, hospitals, universities, municipalities, and homeowner associations statewide, including the Triangle, Triad, Charlotte and Coastal regions.

Second generation owners Bland and his brother, Matt Bland, CFO and COO, continue to lead the company.

OCTOBER

Senske Services acquires Colorado company

Senske Services acquired Green Mountain Lawn & Tree Care based in Commerce City, Colorado.

Senske is a family-owned provider of premier lawn, tree, and pest control services throughout the Western United States.

Founded in 1985 by Wade Grove, Green Mountain has provided lawn and tree care for nearly four decades.

This is the seventh acquisition completed by Senske Services in 2022, contributing to three years of record-breaking growth for the company. Senske plans to dramatically increase M&A activity by targeting an expanding national footprint.

"Our expansion and growth strategy focuses on acquiring companies

with similar service lines and quality employees that can join our team,” said Senske’s Chief Operating Officer Tim Ehrhart. “We look forward to providing fantastic service to our new customers.”

SEPTEMBER

Mariani Landscape announces record growth, numerous acquisitions

Mariani Landscape has acquired seven family-owned companies and experienced 350% growth over the past 18 months, a record for the company.

The companies acquired are:

- Berghoff Design Group / BDG Maintenance; Phoenix
- Designs by Sundown; Denver
- Hoffman Landscapes; Wilton, Connecticut
- NatureWorks Landscape Services, Walpole, Mass
- Rocco Fiore & Sons, Libertyville, Illinois
- RP Marzilli; Boston
- Woodlawn Landscape Company; Chicago

CI Capital holds a majority investment in Mariani Landscape, but current Chairman Frank Mariani will remain actively involved in the company.

CI Capital previously owned SavATree before selling to Apax in September of 2021. The acquired companies are maintaining their brands and leadership teams.

JULY

Massey Services acquires Peninsular Pest Control

Massey Services, a company in the pest management industry, has acquired Peninsular Pest Control Service.

Peninsular Pest Control, also known as the “Critter Gitter,” is headquartered

in Jacksonville, Florida. The company provides residential and commercial pest control, termite and landscape services to 30,000 customers throughout Northeast Florida.

“We are pleased to welcome the Peninsular team members and customers to the Massey Services organization,” said Tony Massey, president & CEO of Massey Services. “Peninsular Pest Control is a second generation, family-owned organization that has been providing superior service to customers for nearly 70 years. We look forward to carrying on their legacy of total customer satisfaction for years to come.”

Massey Services was founded in 1985 in Orlando, Florida. The organization now has 177 locations company wide.

APRIL

Weed Man, Turfbot name new COOs

Weed Man has named Mike Richard, the company’s former national marketing director, chief operating officer.

Over the last 15 years, Richard has helped franchisees grow in their marketing pursuits through the National Sales Analysis Program, which includes weekly conference calls, regular macro sales summaries and franchise system benchmarks.

Prior to his role at head office, Richard has seen the brand through a variety of positions from lawn care technician, sales manager to eventually shareholder and general manager. He also ran a large multi-unit operation in Canada for nearly 10 years.

“Mike’s grown alongside Weed Man, and has always given his all to franchisees and the people within the company,” said Jennifer Lemcke, CEO of Weed Man. “Due to his tenure, experience and high-level performance, it’s evident that he is the perfect fit for the COO role.”

In addition to Richard’s promotion, Erica Knapp, Weed Man’s digital & communications director, has been named the COO of TurfBot, a robotic mowing concept and sub-brand of Weed Man. Knapp has over 10 years of communications and digital marketing experience.

Weed Man has also restructured its digital marketing and communications department, promoting Tawnya Pappin to digital marketing and events manager and Crystal Shane to digital marketing strategist. The company will continue to add additional team members to accommodate the accelerated growth.

MARCH

Bartlett Tree Experts expands with California, Maine acquisitions

Bartlett Tree Experts recently acquired two companies — S.P. McClenahan Company (Portola Valley, California) and Savage Forest Enterprise (Mount Desert Island, Maine).

The largest ever in Bartlett’s 114-year history, the acquisition of 111-year-old S.P. McClenahan meant one fourth-generation company acquired another.

S.P. McClenahan Co. and its 55 employees are now a division of Bartlett Tree Experts, which provides more than 188 services to its customers from 151 operations in 39 U.S. states, Canada, Ireland, and Great Britain.

John Henry McClenahan, who previously served as CEO of the company his great grandfather founded, will run Bartlett’s new Portola Valley office as local manager. His younger brother, Josh McClenahan, joins Bartlett as a Loss Control Manager, administering and supporting compliance with all insurance and loss control programs, analyzing risks and developing strategies to reduce losses throughout the corporation.

Savage Forest Enterprise has been operating in the Mount Desert Island area for 23 years. Meghan EG Savage, the owner of Savage Forest Enterprise, Inc. said Bartlett was the right fit to acquire their family-owned tree and shrub care business because of similarities between the two companies, including Bartlett’s focus on scientific tree care.

With this acquisition, Bartlett’s new office on Mount Desert Island joins the company’s Portland office as the second in Maine.

Sperber names new CEO

Sperber Landscape Companies, a commercial landscape maintenance company named Jeff Berg as CEO.

Richard Sperber, who has been acting as the company's interim CEO and is the founder, will continue his active leadership of the company in the role of executive chairman.

Berg joins Sperber after 18 years as a core leader and partner at the global consulting firm McKinsey & Company.

Senske Services acquires portion of Rentokil's lawn care division

Senske Services acquired a portion of Rentokil's lawn care operations in Washington and Utah.

Senske is a family-owned provider of lawn, tree, and pest control services throughout the Western United States. Rentokil is a pest control provider. It ranked No. 3 on Pest Control Technology's Top 100 list in 2021.

"We've worked with Senske for many years, and it was an easy decision to align part of our lawn care operations with their team," said John Myers, president and CEO of Rentokil North America. "The Senske name is well-known for their lawn care services and expertise in the field, which was a great fit for our business."

"Our expansion and growth strategy focuses on acquiring companies with similar service lines and quality employees that can join our team," said Senske's Chief Operating Officer, Tim Ehrhart. "We look forward to providing fantastic service to our new customers."

FEBRUARY

BrightView acquires Intermountain Plantings and NatureScape

BrightView Holdings has acquired Intermountain Plantings, a commercial landscaping company headquartered in Salt Lake City. Terms of the transaction were not disclosed.

Intermountain Plantings specializes in both landscape development and maintenance.

The company has operated since 1994. More than 340 team members work out of branches in suburban Salt Lake City and Boise, Idaho. The company employs landscape experts with industry-specific certifications and training, including certified irrigation contractors, ISA-certified arborists, and licensed pest management workers.

BrightView also acquired NatureScape, a landscape maintenance and development company headquartered in Phoenix. Terms of the transaction were not disclosed.

NatureScape is a full-service commercial landscape company serving clients across the Valley of the Sun. The company has 110 team members, including experts in grounds maintenance, irrigation management, landscape installation and arbor care.

JANUARY

BrightView acquires Hawaiian company Performance Landscapes

BrightView acquired Performance Landscapes, a commercial landscaping company headquartered in Honolulu, Hawaii. Terms of the transaction were not disclosed.

Formed in 2002, Performance Landscapes provides landscape maintenance, irrigation, enhancement, installation, arbor care and pest control services. The company has more than 100 trained and qualified landscape employees who serve clients across the HOA, high-end residential, commercial and private military housing market segments.

Performance founders Matt Lyum and Benny Abrigado, as well as their senior leadership team, will remain with BrightView to guide the integration process and provide leadership continuity.

Landscape Workshop acquires Georgia company

Landscape Workshop recently acquired the landscape operations of A Cut Above Landscape Management, based in Columbus, Georgia.

Brad Terrell started A Cut Above Landscape Management in 1989 with a strong focus on large commercial maintenance work.

"Landscape Workshop has an established presence in central Georgia, Montgomery and Auburn, and we are excited to grow into the Columbus community," said JT Price, CEO of Landscape Workshop.

Landscape Workshop is a full-service grounds management company that has been providing professional service and expert maintenance for outdoor commercial spaces since 1984. Landscape Workshop serves 12 Southeastern markets in Georgia, Alabama, Tennessee, Kentucky and the Florida panhandle.

Schill Grounds Management acquires Envirosapes

Schill Grounds Management, a commercial landscaping and snow and ice removal service provider, has acquired Envirosapes, a family-owned landscaping business serving customers in Ohio, Pennsylvania and West Virginia.

Based in Louisville, Ohio, Envirosapes serves hundreds of commercial customers through its landscape maintenance, snow and ice removal services. It also offers design and installation services, as well as public utility clearing and mowing. Envirosapes's team of 200 employees will join Schill's team of 400 professionals.

Envirosapes is the largest acquisition in Schill's nearly 30-year history and the company's fifth acquisition in the last 18 months as Schill continues its thoughtful and purposeful expansion throughout the Midwest. The transaction advances Schill's ambitions of providing its customers with seamless, high-quality services across the entire state of Ohio and in select parts of Kentucky, Pennsylvania and West Virginia.

Following the transaction, Envirosapes Founder and CEO Todd Pugh will have an ownership stake in the combined company and will serve as the company's market president in Akron/Canton. Schill will continue to operate under the Envirosapes brand in the Akron/Canton and western Pennsylvania markets.

