

gardencenter®

The Top

100

INDEPENDENT GARDEN CENTERS

2017

COMMEMORATIVE POSTER

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TO THIS YEAR'S TOP 100 GARDEN CENTERS
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Top 100 Independent Garden Centers.

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Kate Terrell, Wallace's Garden Center, Bettendorf, Iowa



ABOUT THIS LIST

Garden Center magazine's Top 100 Independent Garden Centers List is based on 2016 retail revenue as reported by garden centers in North America.* Thank you to all of the independent garden center representatives who submitted information. Listed garden centers will receive personalized plaques.

Garden centers that declined to provide their 2016 sales volume were not included on the list. We chose not to estimate revenues in order to maintain an accurate list that includes only retailer-submitted information.

THE TOP 100: BY THE NUMBERS

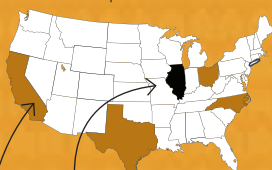
Stats about the independent garden center retailers on our 2017 list.

12 garden centers are **new** to the list

34

STATES

have garden centers on the Top 100 list



Illinois has the most IGCs on the list with 10 companies

California has 7, and **North Carolina, Ohio** and **Texas** tie for third with 6 companies each on the list



3 Garden centers are from Canada



AT LEAST 80% OF THE BUSINESSES ON THE TOP 100 LIST ARE FAMILY-OWNED

More than a third are owned and/or operated by **third-generation family members**



Hicks Nurseries and **Thies Farm and Greenhouses** are operated by **6th generation** family members

12

IGCs are **100 years old** or more

1853

The year Hicks Nurseries, the **oldest IGC**, was founded

2008

The year Crete Garden Center & Nursery, the **youngest IGC**, was founded

\$1.2 BILLION:

The combined 2016 sales volume for the 2017 Top 100 IGCs

The Top 100 IGCs operate a total of **288 retail locations** and hire

10,000+

people for year-round and seasonal positions.

2017 Winners list in alphabetical order

- | | | |
|---|--|---|
| 62 Allisonville Garden & Home | 11 Hicks Nurseries | 19 Ruibal's Plants of Texas |
| 20 Al's Garden and Home | 54 Hillermann Nursery & Florist | 39 Russell's Garden Center |
| 16 Alsip Home & Nursery | 16 Homestead Gardens | 55 Salisbury Greenhouse |
| 94 Anderson's Seed and Garden | 90 Jim Jenkins Lawn & Garden Center | 50 Sam Bridge Nursery & Greenhouses |
| 1 Armstrong Garden Centers & Pike Nurseries | 89 Kennedy's Country Gardens | 52 Shelmerdine Garden Center |
| 66 Ashcombe Farm & Greenhouses | 92 LAMMSCAPES! | 6 Sheridan Nurseries |
| 68 Atlantic Gardening Company | 63 Laurel Oak Garden Center | 14 Sloat Garden Center |
| 59 B.B.BARN'S Garden-Gift-Landscape Services | 77 Liberty Landscape Supply | 78 Smith's Gardentown |
| 88 Bountiful Acres | 43 Louisiana Nursery Home & Garden Showplace | 72 Snow's Garden Center |
| 5 Calloway's Nursery | 49 Lukas Nursery & Garden Shop | 44 Southwood Landscape & Garden Center |
| 12 Chalet | 72 Marshall Grain Company | 8 Stauffers of Kissel Hill |
| 33 Chuck Hafner's Garden Center & Farmers Market | 4 Meadows Farms Nurseries & Landscape | 2 Stein's Garden & Home |
| 41 Condursos Garden Center | 22 Milaeger's | 83 Stonegate Gardens |
| 71 Country Boys Garden Center | 25 Moana Nursery | 33 Sullivan Hardware & Garden |
| 53 Countryside Flower Shop, Nursery and Garden Center | 21 Molbak's Garden & Home | 13 SummerWinds Garden Centers |
| 56 Countryside Nursery and Landscape | 85 Moore & Moore Garden Center | 99 Sunnyside Nursery |
| 91 Crete Garden Center & Nursery | 69 Morrison's Home & Garden | 93 The Barn Nursery & Landscape Center |
| 99 Delhi Flower & Garden Center | 36 Mulhall's | 48 The Bruce Company |
| 32 DeWayne's | 61 North Haven Gardens | 67 The Garden Barn Nursery & Landscape |
| 86 DOWNTOWN HOME & GARDEN | 58 Nunan Florist & Greenhouses | 27 The Garden Factory |
| 9 English Gardens | 7 Oakland Nurseries | 80 The Rock Pile |
| 30 Esposito Garden Center | 72 Osuna Nursery | 75 Thies Farm and Greenhouses |
| 26 Evergreen Nursery | 28 Pasquesi Home & Gardens | 23 TLC Garden Centers |
| 98 Exquisite Environments | 41 Patuxent Nursery | 29 Valley View Farms |
| 82 Fairview Garden Center | 97 Pender Pines Garden Center | 57 Van Putte Gardens |
| 51 Flamingo Road Nursery | 45 Perino's Home & Garden Center | 46 Van Wilgen's Garden Center |
| 18 Gale's Garden Centers/Donzell's Flower & Garden Center | 3 Pettitt Garden Centers | 60 Wallace's Garden Center |
| 99 Ganim's Garden Center & Florist | 37 Platt Hill Nursery | 47 Walter Andersen Nursery |
| 31 Gethsemane Gardens | 24 Portland Nursery | 38 Wannemaker's Home and Garden |
| 10 Green Thumb Nursery | 81 Ravenna Gardens | 79 Wasco Nursery & Garden Center |
| 64 Hall's Garden Center & Florist | 40 Ray Wiegand's Nursery | 64 Wedel's Nursery, Florist & Garden Center |
| 86 Hanna's Garden Shop | 70 Red Barn Garden Center | 84 White Oak Gardens |
| | 15 Roger's Gardens | 94 Wingard's Market |
| | 96 Rolling Green Nursery | 75 Yard 'n Garden Land |
| | 35 Rosedale Nurseries | |

*Garden centers that reported the same revenue received the same ranking on the list and appear alphabetically. While there is a total of 101 companies on the list, not all numbers are listed because of the ties. We asked that garden centers report retail revenue only this year, but some may have reported other divisions, including wholesale and landscaping. This list was compiled by the Garden Center staff during the summer of 2017. Email Editor Michelle Simakis at msimakis@gie.net with questions or comments about this list.

The Top

100

INDEPENDENT GARDEN CENTERS

2017

RANK	COMPANY	LOCATION	YEAR FOUNDED	RETAIL LOCATIONS	COMPANY WEBSITE	SALES VOLUME
1	Armstrong Garden Centers & Pike Nurseries	California, Georgia, N. Carolina	1889	49	ArmstrongGarden.com & PikeNursery.com	\$143,100,000
2	Stein's Garden & Home	Wisconsin	1946	16	ShopSteins.com	\$58,400,000
3	Petitti Garden Centers	Ohio	1971	9	PetittiGardenCenter.com	\$54,000,000
4	Meadows Farms Nurseries & Landscape	Virginia, Maryland, W. Virginia	1960	19	MeadowsFarms.com	\$51,500,000
5	Calloway's Nursery	Texas	1986	19	Calloways.com	\$50,843,000
6	Sheridan Nurseries	Ontario, Canada	1913	8	SheridanNurseries.com	\$42,000,000
7	Oakland Nurseries	Ohio	1940	4	OaklandNursery.com	\$33,200,000
8	Stauffers of Kissel Hill	Pennsylvania	1932	8	SKH.com	\$33,132,000
9	English Gardens	Michigan	1954	6	EnglishGardens.com	\$30,995,677
10	Green Thumb Nursery	California	1946	5	GreenThumb.com	\$30,000,000
11	Hicks Nurseries	New York	1853	1	HicksNurseries.com	\$29,025,000
12	Chalet	Illinois	1917	1	ChaletNursery.com	\$27,500,000
13	SummerWinds Garden Centers	Arizona, California, Idaho	1998	7	SummerWindsNursery.com	\$27,200,000
14	Sloat Garden Center	California	1958	13	SloatGardens.com	\$23,000,000
15	Roger's Gardens	California	1964	1	RogersGardens.com	\$22,800,000
16	Alsip Home & Nursery	Indiana and Illinois	1969	3	AlsipNursery.com	\$20,000,000
16	Homestead Gardens Inc.	Maryland	1973	2	HomesteadGardens.com	\$20,000,000
18	Gale's Garden Centers/Donzell's Flower & Garden Center	Ohio	1950	4	Donzells-Gales.com	\$19,700,000
19	Ruibal's Plants of Texas	Texas	1984	4	Ruibals.com	\$17,200,000
20	Al's Garden and Home	Oregon	1948	4	Als-GardenCenter.com	\$14,900,000
21	Molbak's Garden + Home	Washington	1956	1	Molbaks.com	\$14,600,000
22	Milaeger's	Wisconsin	1960	2	Milaegers.com	\$13,952,957
23	TLC Garden Centers	Oklahoma	1980	2	TLCgarden.com	\$13,762,000
24	Portland Nursery	Oregon	1907	2	PortlandNursery.com	\$12,700,000
25	Moana Nursery	Nevada	1967	3	MoanaNursery.com	\$12,381,000
26	Evergreen Nursery	California	1976	3	EvergreenNursery.com	\$12,000,000
26	The Garden Factory	New York	1974	1	Gardenfactorynyny.com	\$12,000,000
28	Pasquesi Home and Gardens	Illinois	1975	2	Pasquesi.com	\$11,700,000
29	Valley View Farms	Maryland	1962	1	ValleyViewFarms.com	\$11,500,000
30	Esposito Garden Center	Florida	1969	1	EspositoGardenCenter.com	\$11,490,000
31	Gethsemane Gardens	Illinois	1976	1	GethsemaneGardens.com	\$10,900,000
32	DeWayne's	North Carolina	1991	1	Dewaynes.com	\$10,200,000
33	Chuck Hafner's Garden Center & Farmers Market	New York	1975	1	ChuckHafner.com	\$10,000,000
33	Sullivan Hardware & Garden	Indiana	1954	3	SullivanHardware.com	\$10,000,000
35	Rosedale Nurseries	New York	1898	1	RosedaleNurseries.com	\$9,895,425
36	Mulhall's	Nebraska	1957	1	Mulhalls.com	\$9,500,000
37	Platt Hill Nursery	Illinois	1980	2	PlattHillNursery.com	\$9,200,000
38	Wannemaker's Home and Garden	Illinois	1967	1	Wannemakers.com	\$9,140,000
39	Russell's Garden Center	Massachusetts	1876	1	RussellsGardenCenter.com	\$8,500,000
40	Ray Wiegand's Nursery	Michigan	1941	1	WiegandsNursery.com	\$8,320,000
41	Condursos Garden Center	New Jersey	1929	1	Condursos.com	\$8,300,000
41	Patuxent Nursery	Maryland	1996	1	PatuxentNursery.com	\$8,300,000
43	Louisiana Nursery Home & Garden Showplace	Louisiana	1983	3	LouisianaNursery.com	\$8,173,511
44	Southwood Landscape & Garden Center	Oklahoma	1982	1	SouthwoodNursery.com	\$8,100,000
45	Perino's Home & Garden Center	Louisiana	1955	1	Perinos.com	\$8,000,000
46	Van Wilgen's Garden Center	Connecticut	1920	4	VanWilgens.com	\$7,800,000
47	Walter Andersen Nursery	California	1928	2	WalterAndersen.com	\$7,500,000
48	The Bruce Company	Wisconsin	1952	1	BruceCompany.com	\$7,135,000
49	Lukas Nursery & Garden Shop	Florida	1912	1	LukasNursery.com	\$7,000,000
50	Sam Bridge Nursery & Greenhouses	Connecticut	1930	1	SamBridge.com	\$6,800,000
51	Flamingo Road Nursery	Florida	1996	1	FlamingoRoadNursery.com	\$6,210,000
52	Shelmerdine Garden Center	Manitoba, Canada	1937	1	Shelmerdine.com	\$6,200,000
53	Countryside Flower Shop, Nursery and Garden Center	Illinois	1960	1	CountrysideFlowerShop.com	\$5,950,000
54	Hillermann Nursery & Florist	Missouri	1951	1	Hillermann.com	\$5,800,000
55	Salisbury Greenhouse	Alberta, Canada	1965	1	SalisburyGreenhouse.com	\$5,400,000
56	Countryside Nursery and Landscape	Texas	1998	1	CountrysideAustin.com	\$5,300,000
57	Van Putte Gardens	New York	1948	1	VanPutte.com	\$5,250,000
58	Nunan Florist & Greenhouses	Massachusetts	1917	1	Nunans.com	\$5,000,000
59	B.B.BARN\$ Garden-Gift-Landscape Services	North Carolina	1988	1	BBBarns.com	\$4,973,000
60	Wallace's Garden Center	Iowa	1981	2	WallacesGardenCenter.com	\$4,900,000
61	North Haven Gardens	Texas	1951	1	Nhg.com	\$4,480,000
62	Allisonville Nursery, Garden & Home	Indiana	1976	1	AllisonvilleGarden.com	\$4,200,000
63	Laurel Oak Garden Center	New Jersey	1986	1	LaurelOak.net	\$4,100,000
64	Hall's Garden Center & Florist	New Jersey	1978	1	HallsGarden.com	\$4,000,000
64	Wedel's Nursery, Florist and Garden Center	Michigan	1946	1	Wedels.com	\$4,000,000
66	Ashcombe Farm & Greenhouses	Pennsylvania	1961	2	Ashcombe.com	\$3,977,000
67	The Garden Barn Nursery & Landscape	Connecticut	1980	1	GardenBarn.com	\$3,858,000
68	Atlantic Gardening Company	North Carolina	1980	1	AtlanticGardening.com	\$3,750,000
69	Morrison's Home & Garden	Massachusetts	1972	1	MorrisonsHomeAndGarden.com	\$3,512,283
70	Red Barn Garden Center	Texas	1978	1	RedBarnGardenCenter.net	\$3,342,069
71	Country Boys Garden Center	South Carolina	1986	2	CountryBoysGardenCenter.com	\$3,340,000
72	Marshall Grain Company	Texas	1946	1	MarshallGrain.com	\$3,300,000
72	Osuna Nursery	New Mexico	1980	1	OsunaNursery.com	\$3,300,000
72	Snow's Garden Center	Virginia	1912	1	SnowsKnows.com	\$3,300,000
75	Thies Farm and Greenhouses	Missouri	1885	3	ThiesFarm.com	\$3,000,000
75	Yard 'n Garden Land	Washington	1965	1	YardNGardenLand.com	\$3,000,000
77	Liberty Landscape Supply	Florida	2005	2	LibertyLandscapeSupply.com	\$2,800,000
78	Smith's Gardentown	Texas	1949	1	SmithsGardentown.com	\$2,540,367
79	Wasco Nursery & Garden Center	Illinois	1925	1	WascoNursery.com	\$2,500,000
80	The Rock Pile	Ohio	1986	1	TheRockPile.com	\$2,240,171
81	Ravenna Gardens	Washington	1998	1	RavennaGardens.com	\$2,180,000
82	Fairview Garden Center	North Carolina	1974	1	FairviewGardenCenter.com	\$2,100,000
83	Stonegate Gardens	Massachusetts	1998	1	StonegateGardens.com	\$2,090,398
84	White Oak Gardens	Ohio	1979	1	WhiteOakGardens.com	\$2,065,000
85	Moore & Moore Garden Center	Tennessee	1980	1	MooreAndMoore.com	\$2,046,542
86	Downtown Home & Garden	Michigan	1910	1	Downtownhomeandgarden.com	\$2,000,000
86	Hanna's Garden Shop	Alabama	1986	1	HannasGardenShop.com	\$2,000,000
88	Bountiful Acres	Pennsylvania	1953	1	BountifulAcres.com	\$1,925,000
89	Kennedy's Country Gardens	Massachusetts	1960	1	KennedysCountryGardens.com	\$1,900,000
90	Jim Jenkins Lawn & Garden Center	Pennsylvania	1982	1	JenkinsLawnAndGarden.com	\$1,865,000
91	Crete Garden Center & Nursery	Illinois	2008	1	CreteGarden.com	\$1,825,000
92	LAMMSCAPES!	Wisconsin	1960	1	Lammscape.com	\$1,800,000
93	The Barn Nursery & Landscape Center	Illinois	1985	2	BarnNurseryLandscape.com	\$1,750,000
94	Anderson's Seed and Garden	Utah	1942	1	AndersonSeedAndGarden.com	\$1,700,000
94	Wingard's Market	South Carolina	1968	1	WingardsMarket.com	\$1,700,000
96	Rolling Green Nursery	New Hampshire	1976	1	RollingGreenNursery.com	\$1,682,511
97	Pender Pines Garden Center	North Carolina	1996	1	PenderPines.com	\$1,625,000
98	Exquisite Environments	Connecticut	2003	1	ExquisiteEnvironments.com	\$1,610,000
99	Delhi Flower & Garden Center	Ohio	1960	1	DelhiGardenCenters.com	\$1,600,000
99	Ganim's Garden Center & Florist	Connecticut	1938	1	GanimsGardenCenter.com	\$1,600,000
99	Sunnyside Nursery	Washington	1948	1	SunnysideNursery.net	\$1,600,000

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