



Grand National Consulting

M&A, Valuation & Project Management Services

Dedicated outsourced business development

- Solely focused on identifying new platform or portfolio company add on opportunities and securing conversations with the appropriate principals.
- Methodical research methods to narrow down targeted industry given your established search criteria.
- Obtain principal contact information and have first call conversations. Tools used include:
 - Apollo Ai
 - Zoominfo
 - Crunchbase
 - Dunn & Bradstreet
 - LinkedIn Premium
 - General google and company website information
- Consistent communication and CRM tracking updates

Apollo io

Home

Prospect & enrich

Search

Data enrichment

Engage

Sequences

Emails

Calls

Win & close

Meetings New

Conversations

Deals

Tools & automations

Tasks

Workflows New

Analytics

Onboarding hub x

11% complete

Search

People **Companies** Saved lists

Default view ▾ Hide Filters 6

Save as new view
Relevance ▾
View options

	Name	Actions	Social	Number ...	Industries	Keywords
<input type="checkbox"/>	Balanced Environments Inc	📄 ▶ ⌵ ⋮	in f	52	Facilities Services	commercial landscape maint... +4
<input type="checkbox"/>	Bauer Design Build	+ Save	in f	65	Construction	design build +5
<input type="checkbox"/>	Summit Design + Build	+ Save	in f X	88	Construction	full service general contracting +18
<input type="checkbox"/>	Hoerr Schaudt Landscape Archite...	+ Save	in f X	86	Design	residential gardens & landsca... +8
<input type="checkbox"/>	RWE RWE Design Build	+ Save	in	62	Construction Design	new construction additions +9
<input type="checkbox"/>	Sightline Commercial Solutions	+ Save	in f X	80	Construction Design	ornamental metals preconstruction
<input type="checkbox"/>	BOWA Construction	+ Save	in f	82	Construction Design	general contracting design build
<input type="checkbox"/>	Scott Byron & Co., Inc.	+ Save	in f X	76	Architecture & Planning	landscape architecture desig... +9
<input type="checkbox"/>	Landscape Concepts Management	+ Save	in f X	69	Facilities Services +1	landscape maintenance snow +15
<input type="checkbox"/>	GMA Construction Group	+ Save	in f X	65	Construction	general contracting design build +4
<input type="checkbox"/>	Sebert Landscape	+ Save	in	88	Environmental Services	home decor +11
<input type="checkbox"/>	International Contractors, Inc.	+ Save	in f X	73	Construction Design	construction management +4

Filters:

- Account Location x 1
- Company Location: 55343 (within 300 miles) x
- # Employees x 1
- 51-100 x
- Industry & Keywords** x 4
- Search industries... ▾
- Advanced settings ▾
- Company Keywords**
- Include keywords ⓘ
- Commercial Landscape
- Design Build x
- Maintenance |
- Advanced ▾

Zoominfo



Ruppert Landscape

www.ruppertlandscape.co...



Location: 23801 Laytonsville Rd Laytonsville, Maryland 20882, United States

Industry: Landscape Services, Consumer Services

Employees: 1,001 - 5,000

Revenue: \$306.4M

Company Details

Ruppert Landscape, founded in 1971 and headquartered in Laytonsville, Maryland, provides landscape contracting services. The Company offers landscape management, landscape construction, general installation, pre-construction services, tree growing, and moving ...

[Read More](#)

HQ Phone: (301) 482-0300

Domain Rank: 4,244,339

Year Founded: 1976

Company Tags

[Add tag](#)

Similar Companies

- 1 Westfield
- 2 Afi Group
- 3 BBG 360

Top Executives

- Craig A. Ruppert**
Chief Executive Officer [Reveal](#)
- Phil Key**
Chief Executive Officer [Reveal](#)
- Bob Jones**
Division President, Landscape Construction [Reveal](#)
- Patrick Luzier**
Southern Vice President - Land - RM02 [Reveal](#)
- Greg Franklin**
Vice President, Fleet, Facilities & Safety [Reveal](#)

[Show more Executives](#)

Industries

- Landscape Services
- Consumer Services
- Architecture, Engineering & Design
- Management Consulting
- Construction
- Business Services

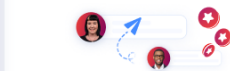
Products & Services

Recommended

You may also be interested in

- Juniper Landscaping**
Florida, 33905, US • Landscape Services, Consumer Services • 1000+ Employees
- Saola Pest Control**
Utah, 84058, US • Consumer Services, Facilities Management & Commercial Cleaning • 650 Employees
- Landscape Development**
California, 91355, US • Landscape Services, Consumer Services • 1000+ Employees

[See all](#)



Refer a friend and get rewarded!

Invite your friends to join ZoomInfo and you'll both earn 5 free credits when they sign up.

[Invite a Friend](#)



LinkedIn Premium

The screenshot displays the LinkedIn profile for Ruppert Landscape, a commercial landscape construction and management contractor. The page features a header with navigation icons (Home, My Network, Jobs, Messaging, Notifications, Me, For Business, Learning) and a search bar. The main content area includes the company logo, name, description, and follower statistics. Below this, there are tabs for Home, About, Posts, Jobs, Life, People, and Insights. The 'People' tab is active, showing 847 associated members. A search bar allows filtering by title, keyword, or school. Two bar charts are visible: 'Where they live' and 'Where they studied'. The 'Where they live' chart shows the following data:

Location	Count
United States	812
Washington DC-Baltimore Area	342
Maryland, United States	240
Virginia, United States	151

The 'Where they studied' chart shows the following data:

School	Count
Virginia Tech	21
Penn State University	21
Towson University	16
North Carolina State University	15

On the right side, there are three promoted pages: Build America Mutual, Yellowstone Landscape, and LandCare LLC. Below these are two more pages: BrightView Landscapes and CPM Machinery Manufacturing. At the bottom, there is a 'People also follow' section with a 'Show more' link.

Target list CRM tracker

Company	Date Contacted	Email	Linkedin	Phone	Reply?	Quick note	Rank	Ownership	Parent Company/PE	HQ State	HQ City	Regional Coverage	# of Locations	Product/ind	Estimated Revenue
ABC Home and Commercial Services						too large	1	Private	Zoominfo says Sinclair Media but that doesn't make sense	TX	League City	TX & Florida	12	Landscaping, Pest and even AC	\$219.4M zoominf
A+ Lawn & Landscape	25-Sep	25-Sep				looks good	1	Private		IA	Des Moines	Des Moines & Ankeny	2		\$
Ables Landscapes						too small	0	Private		SC					\$
Ace Outdoor Services, LLC	26-Sep	26-Sep	26-Sep		Accepted Linkeln so I sent an email	looks good	1	Private	Private	MI	Pontiac	Detroit burbs	3		
Acres Group- Plainfield, IL						PE	3	PE	Yellowstone Landscape/Harvest Partners	IL	Wauconda	Chicago burbs			
Affinity Landscape Services & Design						Too small	0	Private		CO	Durango				
Affinity Lawn and Landscape						Mostly Resi	0	Private		VA	Restburg				
Alan Horticulture, LLC	25-Sep		25-Sep		9/25-Linkedin sure for a call	apptol al rev and employee count too low. Probably worth a call cause chicagoland	1	Private	Acquired by pine landscapes according to pitchbook but can't find anything to support that. Also says they acquired thornapple landscape in the past	IL	Warrenville	Chicagoland	4	Commercial & Resi Snow Landscape Maint	\$
All Commercial Landscape Service						Acquired by Brightview Sep 2020	3	Public							
ALM Commercial Landscaping						Acquired by LCM/Trivest Jan 2024	3	PE		AL	Huntsville	AL	3	Commercial & resi, irrigation maint	
ALPHA Landscapes	25-Sep		25-Sep	26-Sep	Yes, he would talk but mostly design build.	Looks to be more design build but could be interesting. Young entrepreneur	1	Private	Private	IA	Johnston	Ames	1	Commercial, irrigation and snow	\$11m last year, ci but down a touch; snow maintenenc to acquire a small contractor.
Alpha Landscapes LV						Mostly Resi, and design build	2			NV	LV	NV			

Why GNC?

- Driven and dedicated attention and focus as a sole provider
- Timing flexibility based on your needs
- Unique experience mix of:
 - Management Consulting (Accenture)
 - Sell Side M&A Advisory (BMO Capital Markets)
 - International Pricing/FX hedging (Fiat Chrysler Automobiles)
 - Operational Audit (Rotational post MBA Program, Fiat Chrysler Automobiles)
 - Buy Side M&A Corporate Development (Johnson Controls, Starkey Hearing Technologies, Transitions Hospice & prior GNC Clients)
 - Commercial Loan underwriting and portfolio management (Starkey Hearing Technologies)
 - FP&A/Budgeting (Starkey Hearing Technologies, Transitions Hospice)

Closed M&A transactions and strategic alternatives



Led Starkey's M&A efforts completing 55 acquisitions of single or multi site hearing health clinics, 65 divestitures and underwrote 140+ new commercial loan contracts



Advised PS Capital partners on sale of specialty paper manufacturer to Wingate Capital Partners



Managed in house managed divestiture of Johnson Control's \$400m+ revenue Hart & Cooley division to HIG Capital Partners



Managed in house acquisition process for Johnson Control's strategic acquisition of North American smart energy division of French Utility conglomerate EDF.



Managed in house acquisition process for Johnson Control's line card acquisition of HK based wi-fi enabled thermostat manufacturer LUX Products Corp



Advised founder owned marketing agency on its sale to Anderson Daymon Worldwide (main sourcing and marketing partner of Costco Wholesale) Advantage division



Advised Midwest household name, family family-owned manufacturer of sausage products on sale to Altamont Capital Partners



Advised Shoreview Industrial Partners on its sale of food sales/ educational fundraising company to Gordon Food Service, Inc.

Closed M&A transactions and strategic alternatives



Advised founder owned electric motor service and installation company on sale to Bolder Capital portfolio company Industrial Service Solutions



Founded by teachers.
Dedicated to learning.®

Advised founder owned mail and online based teacher's continuing education course provider on its sale to Stone Goff Partners



Advised founder owned pipe manufacturing with specialized patent for weldless connection to publicly traded Northwest Pipe Company



Created comprehensive three statement financial analysis, projections and strategic alternative board presentation for publicly traded Hooper Holmes Healthcare



Advised series D VC owned building automation software solutions company on sale to tech focused Marlin Equity Partners



Created a unique strategic alternatives presentation analyzing three scenarios: 1) sale, 2) exercise call option then sale and 3) sell call option and hold original company



Advised privately owned marketer of specialty supplements with a breakthrough product on the horizon to Kainos Capital



Advised privately owned SAP implementation advisory firm on sale to publicly traded Japanese consultancy NTT Data Corp.

Testimonials (references available upon request)

Scott Simon

Former Vice President and Corporate Development Officer of Johnson Controls

"Tom was a pleasure to work with on my corporate development team analyzing 20+ deals and closing on multiple acquisitions and divestitures including complex international assignments."

Mary Jeffries

Former CFO of Starkey Hearing Technologies

"Tom was a great addition to our finance team and implemented processes and system improvements that allowed us to close on over 50 acquisitions and over 140 loan contracts during his time at Starkey."

Kent Adams

Managing Director BMO Middle Market M&A-U.S.

"I worked as Partner lead with Tom on several sales pitches and multiple closed transactions over a number of years and he always delivered on superior analytical results, other work product, teamwork and client service."

Joe Cotter

Co-Founder and Former CEO of Learners Edge

"Tom's tireless work and attention to detail brought great value to our process and no doubt contributed to the success of our sale."

Bio

I graduated from the University of Minnesota - Carlson School of Management in spring of 2009 and Cornell's SC Johnson Graduate School of Management full time MBA program in 2016. I have 10+ years of M&A experience starting with 2+ years on the sell side at BMO Capital markets and 8+ years of buy side corporate development experience across Johnson Controls, Starkey Hearing Technologies, Transitions Care (PE owned by Lorient Capital) and Grand National Clients. In 2024 I obtained my Certified Management Accountant and CFA Private Markets and Alternative Investments certifications and am a CFA Level 1 Candidate for 2026

My 3.5 years at Starkey was focused on a hearing aid clinic roll up strategy through their subsidiary called Northland/Starkey Hearcare. I was also in charge of managing their \$200m+ loan portfolio with new loan origination, restructurings and delinquent communications.

My time at Transitions Care was focused on a regional hospice roll up strategy and also included some budgeting, liquidity analysis, JV proposals and greenfield expansion planning.



I also have 4 years of consulting and operational audit/improvement experience at Accenture and Chrysler to help supplement with portfolio management.