

# ABOUT RYAN

Official Overview of Ryan Lawn & Tree



Ryan Lawn & Tree is a premier lawn and landscape company serving five markets across three Midwest states.

Larry Ryan started Ryan Lawn & Tree in 1987. From day one, Larry's goal has been to set the standard in customer service among lawn care companies. Larry has a degree in forestry, but it was the 10 years he spent in the restaurant business that taught him to deliver high-quality products and hire staff members who genuinely put the customer first.

Headquartered in Merriam KS, Ryan Lawn & Tree serves five different markets, both Kansas City, KS and Kansas City, MO Metro, St. Louis, MO, Springfield, MO, Wichita, KS, and Tulsa Oklahoma, and offers a variety of lawn care services including lawn fertilization, weed control, pruning, tree/stump removal, pest control, plant health care, soil care, landscaping, outdoor lighting, tree planting, as well as lawn irrigation. Go to [Ryanlawn.com](http://Ryanlawn.com) for more information about Ryan Lawn & Tree.



## Mission & Values

### Mission Statement

To serve God by helping our clients create beautiful and sustainable environments, while we create opportunities for our associates and business partners.

### Company Values

- Always act with honesty and integrity.
- Hire only highly qualified people.
- Encourage and reward individual and team achievement.
- Be a leader in arboricultural and horticultural practices.
- Provide the Highest Quality products and services.
- Encourage all RYAN Associates to develop themselves and create opportunities for the advancement of others.
- Provide a supportive, honest, challenging, and fun work environment.
- Provide a means for personal financial stability for RYAN Associates.
- Be profitable. Continually grow in size, knowledge, and quality.



# RYAN'S HISTORY



**1987**

In March, Larry Ryan starts the RYAN Lawn Care out of his home in Overland Park, Kansas.

**1990**

RYAN earns the business of its first 1,000 renewal clients and employed four full-time Associates.

**1994**

After 7 years in business, RYAN earns \$1 million in sales.

**1998**

RYAN becomes an ESOP (Employee Stock Ownership Plan) organization as part of its strategy to provide excellent careers and financial stability for associates.

**2000**

RYAN's first business expansion out of the KC Metro area, opening a branch in Wichita, Kansas.

**2002**

In September, RYAN establishes its first Missouri branch, in Lee's Summit, Missouri. In the same year, RYAN exceeded \$5 million in sales.

**2003**

RYAN acquires TNT Tree Service, Inc. and enters the Springfield, Missouri market under the name of RYAN's TNT Lawn & Tree.

**2004**

RYAN continues to expand its operations, with another new branch opening in Tulsa, Oklahoma, in January.

**2007**

RYAN's growth continues, reaching a new milestone with the employment of over 100 full-time associates.

**2008**

RYAN opens an Irrigation Department, offering sprinkler system installation and full-service, with the purchase of Lawn Magic, Inc.

**2010**

In January, RYAN opens up operations in St Louis, Missouri.

**2011**

RYAN celebrates its 25th year in business and another great year of sustained growth with 180 full-time associates.

**2013**

RYAN breaks through the \$25 million revenue mark!

**2014**

In April, RYAN purchases an irrigation company in Tulsa; in May RYAN purchased a tree pruning business in KC, and in December a small engine sales and service business in Lenexa.

**2017**

RYAN acquires four businesses - acquiring three irrigation companies in Wichita (Lawn Sprinkler Systems, Thompson Irrigation, and 4-Star Irrigation) and a landscaping company in Overland Park (Sparker Landscaping). Employee count grows to 300.

**2018**

In November RYAN starts a new initiative called Great Game of Business (GGOB) in a continued effort to "create a business of businesspeople - who think, act and feel like owners".

**2020**

RYAN hires Roy Heinbach as CFO, following the retirement of longtime CFO, Darell Nutt. Roy brings two-plus decades of leadership and financial experience to the team.

**2021**

RYAN promotes Phillip Fisher to Chief Operating Officer. Phillip served as the Wichita Branch manager for nearly a decade prior to his new role.



## The RYAN Difference

100% EMPLOYEE OWNED



The major driver of RYAN's early success was the underlying culture of Act Like an Owner. Larry's 'work hard, do the right thing, customer-focused' culture drove RYAN's rapid early growth! After a decade of leading RYAN, Larry realized that acting like an owner would be much easier to instill in his growing staff if they truly felt like owners. This idea drove Larry to form an Employee Stock Ownership Program and give his employees ownership in the company they worked so hard to help build.

This unselfish act by Larry instilled pride and buy into the work-hard culture to the employees now turned owners, and the concept of "Get rich slowly," knowing that their hard work will eventually pay off. In 1998, Larry began transitioning RYAN Lawn & Tree into an employee-owned company. Today RYAN is 100% employee-owned and its results can be seen in the dedication and initiative of every employee. Throughout the years, RYAN has expanded into five metropolitan areas across three Midwestern states.



At Ryan Lawn & Tree we hire only the very best. Our RYAN Pros are college-educated and highly trained professionals, who are employed year-round.



RYAN employs more than **360** full-time associates.



Representing more than **80** different universities.

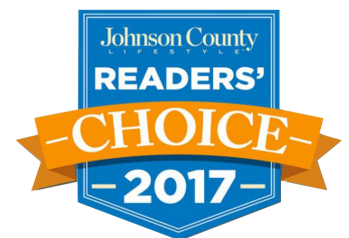
## Industry Awards



Lawn and Landscape's  
Top 100 for 2021



LM Top 150 Largest  
Landscape Companies 2021



2017 Best Landscaper  
Johnson County



Best in KC 2020  
Best Landscaper

## Community Involvement

ST. JUDES



St. Jude Children's  
Research Hospital  
Finding cures. Saving children.

We started fundraising for St. Jude in 2010 when an associate's daughter was diagnosed with a brain tumor at the age of 11 months. This news affected all of us here at RYAN, and that is when we started getting involved with the St. Jude community in Kansas City. Every year we attend the St. Jude Walk/Run to End Childhood Cancer, along with friends and family members, in support of children who are battling cancer and other life-threatening diseases. We share the same mentality that we won't stop until no child dies from cancer.



## OTHER COMMUNITY INVOLVEMENTS



## Sustainability

30,000 TREES BY 2030

Ryan Lawn & Tree is actively committed to sustainability and community restoration. Naturally, trees are close to our hearts – we plant 100s each year! With each tree we plant, we are growing the future.

If we have to remove a tree for any reason, we promise to help a new tree find its roots. To reach our ambitious goal of planting 30,000 trees by 2030, we have partnered with [onetreepanted.org](http://onetreepanted.org), a global non-profit organization focused on global reforestation.





# General Facts

## Services



Lawn Fertilization



Tree & Shrub Care



Weed Control



Pest Control



Plant Health Care



Irrigation



Tree Removal



Landscape

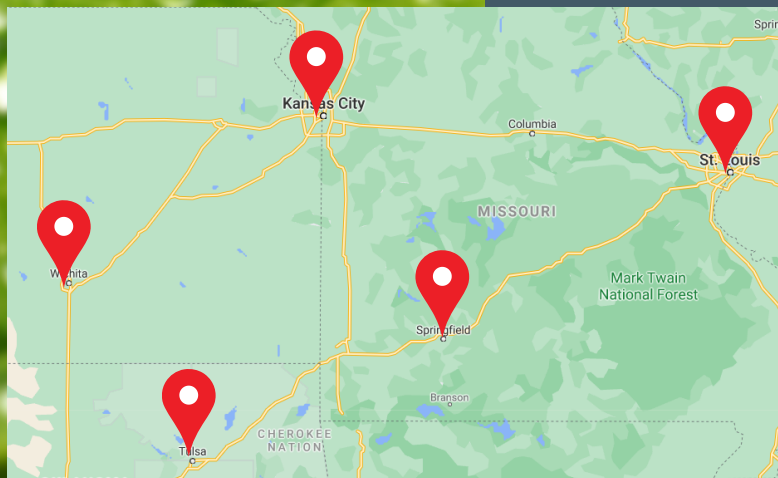
## Certifications

- ISA Certified Arborists
- ISA Board Certified Master Arborist
- Irrigation Association Certified Irrigation Auditor
- On Staff Agronomist and PhD
- Certified Backflow Testers
- Certified Irrigations Technicians
- Over 120 State Certified Field Applicators
- Stihl Gold Certified Technician

## Locations

RYAN proudly serves:

- Kansas City
- Springfield, MO
- St. Louis, MO
- Tulsa, OK
- Wichita, KS



## Contact Us

Media@ryanlawn.com

855-216-2293

Ryanlawn.com

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