

C O N N E C T I C U T  
  
Land Conservation Council

**Conservation Service Provider Directory**

**Connecticut Land Conservation Conference**

**Wesleyan University**

**March 18, 2017**

# Conservation Service Providers Directory

Offered as part of the annual Conference sponsorship program, the Connecticut Land Conservation Council (CLCC) Conservation Service Provider Directory provides a list of businesses, consultants, contractors, and non-profits that have worked or have an interest in working with Connecticut land trusts. The listings in the Service Provider Directory are purchased by the service provider through the sponsorship program, with all proceeds helping to underwrite Conference expenses and generally supporting the work of CLCC.

Please note that while the following lists are offered to assist Connecticut's land conservation community in searching out experienced providers of these services, they are not meant to be exhaustive of either the types of services or the providers available to the public.

Important: Inclusion on a list is not an endorsement of any one or more of these service providers. We strongly recommend that before retaining the services of *any* service provider you ask for several references from land trusts and/or other organizations/individuals with whom they have worked.

We welcome your input on how we may improve upon this Directory. Land Trusts may refer a service provider or service providers may request to be listed by contacting CLCC Executive Director Amy B. Paterson at [abpaterson@ctconservation.org](mailto:abpaterson@ctconservation.org).

*(Listed in Alphabetical Order)*

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## **CONSERVE-A-NATION® PROGRAM BY ALLIANT INSURANCE**

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**Alliant**  
Conserve-A-Nation® Insurance Program



The highly knowledgeable professionals at Alliant Insurance Services understand these risks and have created a specialized program – Conserve-A-Nation® to provide the right insurance solution for your organization. Founded in 1994, the Conserve-A-Nation program is the country's leading supplier of insurance for non-profit 501(c)(3) conservation organizations.

When choosing an insurance partner, your organizations objectives should be at the forefront of program design. The Conserve-A-Nation program offers broader coverages at highly desirable group rates and can be tailored to the specific needs of your organization. Coverages under the program include:

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- Miscellaneous professional liability
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- Directors and officers

**BILL MOORHEAD****Consulting Botanist/Plant Community Ecologist**

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Litchfield, CT 06759  
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**CAPITOL CONSULTING**

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**CONNWOOD FORESTERS, INC.**

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**THE CONSERVATION FUND**  
**LAND CONSERVATION LOAN PROGRAM**

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rhall@conservationfund.org | www.conservationfund.org



Our loan program offers flexible financing as well as sustained and expert technical assistance to land trusts and other organizations aiming to protect key properties in their communities. Since our first loan in 1993, we've helped our partners achieve their conservation goals, providing more than \$130 million in almost 250 loans to over 125 partners. Local conservationists have protected more than 110,000 acres across 34 states - lands valued at nearly \$275 million - with funds from our continually revolving \$50 million pool of loan capital. We are a land trust as well as a lender, investing in our shared conservation goals.

**THE CONWAY SCHOOL**

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Cooper, Whitney & Francois is a small but full service law firm. We recognize that every client has unique needs, requiring special legal solutions. For more than 30 years, the firm has represented landowners, land trusts, municipalities and corporate entities in land protection transactions, conservation restriction (easement) donations, bargain sales and purchases, and open space initiatives throughout Connecticut. Our attorneys have been there from the formation of non-profit corporations to the drafting and enforcement of conservation easements. The firm's general civil practice allows the firm to view and tackle all facets of a land related matter, including closings, estate and succession planning, and probate. We have the experience of a large firm and the commitment to personal service that only a small firm can provide.

**ctbrushcutting.com**

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## DANOSKY & ASSOCIATES, LLC

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Danosky & Associates, LLC has successfully guided diverse non-profit organizations, focusing on Board building, leadership development, strategic planning, fund-raising and tactical marketing -- increasing the organizations' stature, position and financial support in the community. Sharon Danosky is a BoardSource Certified Governance Trainer. In recent work with land trusts, we have guided strategic planning, increased fund-raising, facilitated land stewardship initiatives and acquisition criteria and assisted with development of Board policies. In addition, we are working with a Land Trust through the Accreditation process as well as merging two Land Trusts together. We are sought after presenters at local and national conferences including Land Trust Alliance Rally, BoardSource and facilitated a shared services initiative between several land trusts in Northern Fairfield County.

- **Board Empowerment** (Sharon is a BoardSource Certified Governance Trainer) – We advise, guide and support you as your organization builds the strongest, most effective board and strategic direction.
- **Philanthropic Advancement** - We help you position your cause and create a culture where philanthropy thrives.
- **Financial Capacity** - Our experts will work with you to accelerate growth, lower risk, address capacity and ensure compliance.
- **Reputation & Crisis Management** - As a team we develop strategies to position your organization, secure support and further your initiatives.
- **Management Transformation** - Together we elevate your organization into one that maximizes your team and your resources.
- **On-Demand Workshops** - Workshops that allow you to learn what you need, when you need it through five professional development tracks; scheduled at your convenience.
- **LEAP (Leadership Equation for Aspiring Professional)** – LEAP is a flexible, multi-session program designed to help executive directors hone their leadership skills.

## DREW M. IACOVAZZI

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## E.T. TECHTONICS

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tharris@pultrude.com | www.ettechtonics.com



E.T. Techtonics specializes in the design of lightweight maintenance-free fiberglass bridges and boardwalk systems for environmentally sensitive sites. Lightweight components are designed to be hand carried to the site and easily assembled with standard hand tools. The system is easy to install and can be done with volunteer groups.

**ERNST CONSERVATION SEEDS**

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Meadville, PA 16335  
800-873-3321 (phone) | 814-336-5191 (fax)  
www.ernstseed.com



Ernst Conservation Seeds grows, processes and sells over 400 species of native and naturalized seeds and live plant materials for restoration, beautification, reclamation and conservation. The company identifies, collects and propagates new species and ecotypes that meet its clients’ needs, from eastern Canada to the southeastern United States.

**FARM CREDIT EAST, ACA**

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**FARM CREDIT EAST**

Specialized lender and financial services leader committed to Northeast agriculture, commercial fishing and forest products industries.

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- Farm Start

**FARRELL & FARRELL CONSULTING SERVICES, INC.**

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Farrell & Farrell Consulting Services, Inc. (FFCS) specializes in affordable, practical operations solutions for small non-profit organizations. Through a shared services model, we provide contracted services for financial management, data/donor management, and grant-related tracking. We also offer process improvement consulting to help staff and volunteers develop effective operational solutions. Service Listing:

- Financial Manager and/or Bookkeeping services
- Donor database/CRM design and maintenance
- Grant tracking and reporting
- Gift Receipt and Acknowledgement
- Quickbooks implementation, coaching and repair
- Fiscal policy development and implementation
- Internal data mining and analytics
- Market data analysis
- Records Management consulting
- Process Improvement consulting

**FHI | FITZGERALD & HALLIDAY, INC.**

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**FITZGERALD & HALLIDAY, INC.**  
Innovative Planning, Better Communities

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GEI is a multi-disciplinary, national firm with a strong local presence. Serving Connecticut for over 30 years, our Glastonbury office maintains a staff of 40 professionals with expertise in Ecological and Environmental Sciences, serving municipalities, non-profits and private sector clients on a wide variety of sites. We deliver scalable, client-focused services with targeted efficiency and high quality. We also provide Environmental Assessment, Remediation, and Geotechnical Design. Our Ecological and Environmental Services include:

Geotechnical  
Environmental  
Water Resources  
Ecological

- Natural Resource Inventories/ Baseline Documentation Reports
- Wetland Delineation, Assessment, Mitigation & Restoration
- Environmental Impact Assessments
- Dam Removal and Restoration
- Invasive Species Control
- Vernal Pool Studies
- GIS Services
- Habitat Enhancement
- Shoreline Enhancement and Stabilization/Living Shorelines
- Coastal Resiliency Planning & Design

## **HOUSATONIC VALLEY ASSOCIATION/LITCHFIELD HILLS**

### **GREENPRINT COLLABORATIVE**

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**KERIN FAZIO**

Kerin & Fazio, LLC is a real estate valuation and advisory firm dedicated to providing the highest quality appraisal services to our clients, focusing primarily on real estate located in Connecticut. Our professionals have a broad base of experience valuing all types of real estate, ranging from high-end retail, to hotels, to Fortune 100 headquarters. Chris Kerin, MAI CCIM is on the Appraisal Institute's National Registry of Conservation Easement Appraisers. He has performed Yellow Book appraisals for Land Trusts and Municipalities throughout Connecticut. The managing members each have more than 25 years of experience in the Connecticut real estate market.

## **LANDSCAPE LAND CONSERVATION SOFTWARE**

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landconservationsoftware.com | support@dendroyka.com

## **MANES CONSULTING LLC**

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With over two decades of experience in nonprofit service and degrees in law and public administration, Connie has worked with land trusts throughout New England to provide organizational assessment, strategic planning, policy development, grant writing and preparation for accreditation. Focusing exclusively in the area of land conservation since 2008, Connie's experience also includes special projects for the Land Trust Alliance and the Land Trust Accreditation Commission, as well as hands-on staff service as Executive Director of the Kent Land Trust, and Manager at the 24-member Litchfield Hills Greenprint Collaborative, a leading Regional Conservation Partnership. She chairs the Kent Conservation Commission and is a member of the Connecticut Land Conservation Council Steering Committee, chairing its Training and Education Subcommittee. Connie brings a practical approach to land trust work, helping clients set and reach achievable goals to build lasting capacity.

- Organizational Assessment / AYO
- Policy development
- Grantwriting
- Strategic planning
- Accreditation coaching

## **MURTHA CULLINA LLP**

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## **PRO BONO PARTNERSHIP**

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Pro Bono Partnership provides more than \$9.4 million dollars worth of free legal services to nonprofits serving the disadvantaged or enhancing the quality of life in neighborhoods in New York, New Jersey and Connecticut. In mobilizing more than 1,300 volunteer attorneys, the Partnership annually assists nearly 800 nonprofit organizations with more than 1,650 legal matters, ranging from reviews of contracts to issues with intellectual property and real estate.

The Partnership's program of free legal services, which consists of direct legal counsel, educational resources and a Legal Resource Helpline, is a legal lifeline for nonprofits that confront endemic social issues on a budget. Our free and low-cost legal services help nonprofits remain legally compliant, effective, and as impactful as possible because they never have to make the choice between the expense of expert legal advice and the cost of supporting their programs.

- **Direct Legal Services:** Nonprofits that serve the disadvantaged or provide essential services to communities in CT, NJ, and NY, are 501(c)(3) or seeking 501(c)(3) status, and are unable to pay for legal fees without utilizing resources needed for programs can qualify to become a client and receive pro bono legal counsel.
- **Educational Resources:** All nonprofits, regardless of whether they are a client, may access our educational resources, which we have designed to help staff and board members of nonprofits identify pertinent legal issues, adopt best practices and avoid potential crises. Topics include board members' responsibilities, employment law, fiscal sponsorships, fundraising, lobbying and political activities, social media and starting a nonprofit.
- **Legal Resources Helpline:** Our Helpline is also a unique resource for the community, enabling nonprofit leaders to speak with our staff attorneys whenever they have quick questions about the legal implications of a given issue.

## **R.P. MCDERMOTT ASSOCIATES INC.**

### **Real Estate Appraisal and Consulting**

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## **TOTAL COMMUNITY MANAGER**

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## TRUST FOR PUBLIC LAND

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walker.holmes@tpl.org | www.connecticut@tpl.org

The Trust for Public Land creates parks and protects land for people, ensuring healthy, livable communities for generations to come. We protect the places people care about and create close-to-home parks—particularly in and near cities, where 80% of Americans live. The Trust for Public Land creates parks and protects land for people, ensuring healthy, livable communities for generations to come. We protect the places people care about and create close-to-home parks—particularly in and near cities, where 80% of Americans live.



## UNIVERSITY OF CONNECTICUT NATURAL RESOURCES CONSERVATION ACADEMY

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Natural Resources Conservation Academy (NRCA) is an innovative program in conservation and natural resource management that engages Connecticut teens, adult conservation volunteers and teachers with local conservation efforts. NRCA's three programs benefit participants through workshops on conservation and mapping technology, and facilitating use of this knowledge through local conservation projects.

## VINEYARD CONSULTING

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Sarah Shrewsbury started Vineyard Consulting to help nonprofits start or enhance their major gift fundraising programs. Sarah applies her two decades of experience with organizations like Yale School of Forestry and Environmental Studies and The Nature Conservancy of CT to help your organization identify, cultivate, solicit and close major gift donors. Services include:

- Create Campaign Plan & Timeline
- Train Board members re: The Major Gift Process
- Help create a list of, then research, potential major gift donors
- Create individualized cultivation strategies
- Prepare for donor meetings
- Edit marketing brochure, letters, proposals & correspondence
- Advise re: Cultivation Events & Gift Opportunities

*(Listed by Category)*

**ACCREDITATION COACHING**

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**BOTANICAL INVENTORIES & RARE PLANT SURVEYS****BILL MOORHEAD****Consulting Botanist/Plant Community Ecologist**

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**CONSERVATION PROJECT FACILITATION/TRANSACTIONS****THE CONSERVATION FUND****LAND CONSERVATION LOAN PROGRAM**

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## **ENVIRONMENTAL EDUCATION**

### **THE CONWAY SCHOOL**

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