

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 19, 2016

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.

(Listed in Alphabetical Order)

ACKERLY BROWN LLP

Primary Contact: Mary M. Ackerly, Partner
782 Bantam Road, P.O. Box 815
Bantam, CT 06750
860-567-0828
mackerly@ackerlybrown.com | www.ackerlybrown.com

MARY M. ACKERLY
ACKERLY ♦ BROWN LLP
ATTORNEYS AT LAW

ALLIANT INSURANCE SERVICES, INC.

Primary Contact: John R. Muha, II, Executive Vice President
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Chantilly, VA 20151
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Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

CAPITOL CONSULTING

Primary Contact: Mike Dugan, President
23 Viola Drive
East Hampton, CT 06424
860-833-2198
mike@capitolconsultingct.com | www.capitolconsultingct.com

CONNWOOD FORESTERS, INC.

Primary contact: David Beers, Forester
P.O. Box 150
Rockfall, CT 06481
860-349-9910
Dave@connwood.com | www.connwood.com

CONSERVATION CONSULTING GROUP

Primary Contact: David Allen
608 West Dean Avenue
Madison, WI 53716
608-239-5006
dallen.ccg@gmail.com | www.conservationconsultinggroup.com

**THE CONSERVATION FUND
LAND CONSERVATION LOAN PROGRAM**

Primary Contact: Reggie Hall, Director
1655 North Fort Myer Drive, Suite 1300
Arlington, VA 22209
(703) 525-6300
rhall@conservationfund.org | www.conservationfund.org



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Primary Contact: Pete Westover, Managing Partner
P.O. Box 705
North Hatfield, MA 01066
413-695-4627
westover03@comcast.net; ann@conservationworksllc.com | www.conservationworksllc.com

COOPER, WHITNEY, COCHRAN & FRANCOIS

Primary Contact: Linda P. Francois

51 Elm Street, Suite 201

New Haven, CT 06510-2049

203-865-7380

LFrancois@cooperwhitney.com | www.Cooperwhitney.com

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.

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Primary Contact: Carol Ann D'Agostino, Operations Manager

Physical: 143 West Street, Suite 208

New Milford, CT 06776

Mailing: P.O. Box 1225

New Milford, CT 06776

860-799-6330

cdagostino@danosky.com | www.danosky.com



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.
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Primary Contact: Eric Davison

10 Maple Street

Chester, CT 06412

860-803-0938

eric@davisonenvironmental.com | www.davisonenvironmental.com

Wetland scientists, Biologists and Soil Scientists, GIS Services, Land Management Planning

DENALI

Primary Contact: Amy Parulis

1 Shoreline Drive, Suite 7

Guilford, CT 06437

203-458-1639x208

aparulis@denalioutdoor.com | www.denalioutdoor.com

DIANA, CONTI & TUNILA LLP

Primary Contact: Richard S. Conti

1091 Main Street

Manchester, CT 06040

860-643-2181

RConti@dctlaw.com | www.dctlaw.com

FARM CREDIT EAST, ACA

Primary Contact: Keith Stechschulte, Vice-President

240 South Road

Enfield, CT 06082

800-562-2235

keith.stechschulte@farmcrediteast.com | www.farmcrediteast.com



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Primaty Contact: Judith Dobai, President & Managing Partner
PO Box 512
Colchester, CT 06415
800-595-4912
jdobai@ffcscsconsulting.com | www.ffcscsconsulting.com



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.

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FLANAGAN ASSOCIATES

Primary Contact: Stephen R. Flanagan, MAI
567 Vauxhall Street Ext. – Ste. 104
Waterford, CT 06385
860-444-2033
stephenflanagan@flanaganassociates.net

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com; jgondek@geiconsultants.com | www.geiconsultants.com



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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 50 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.

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HALLORAN & SAGE LLP

Primary Contact: Jane Ferketic
225 Asylum Street
Hartford, CT 06103
860-522-6103
ferketic@halloransage.com | www.halloransage.com

**HOUSATONIC VALLEY ASSOCIATION/LITCHFIELD HILLS
GREENPRINT COLLABORATIVE**

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

HRP ASSOCIATES, INC.

Primary Contact: Alicia M. Washington
197 Scott Swamp Road
Farmington, CT 06032
860.674.9570
alicia.washington@hrpassociates.com | hrpassociates.com

IROQUOIS VALLEY FARMS

Primary Contact: Sally Dodge, Northeast Community Development Manager
355 Lathrop Lane
Arlington, VT 05250
802-233-2498
sdodge@iroquoisvalleyfarms.com | www.iroquoisvalleyfarms.com



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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 is on the Appraisal Institute’s National Registry of Conservation Easement Appraisers. He has performed Yellow Book appraisals for Land Trusts and Municipalities through Connecticut. The managing members each have more than 25 years of experience in the Connecticut real estate market.

LANDSCAPE LAND CONSERVATION SOFTWARE

Primary Contact: Caleb Pourchot, Principal
303 S Paterson St. #6
Madison, WI 53703
608-284-8814
landconservationsoftware.com | support@dendroyka.com

LANDVEST

Primary Contact: Keith Ross
5 Chestnut Hill
Warwick, MA 01378
978-544-5767
kross@landvest.com | www.landvest.com



LINDBERG & RIPPLE

Primary Contact: Drew M. T. Iacovazzi, Advisor, Wealth Transfer
29 South Main Street, Suite 215
West Hartford, CT 06107
860-257-5793
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Primary Contact: William H. Lewis
86 Farmington Avenue
Hartford, CT 06105
860-278-1900
wlewis@mrglaw.com | www.mrglaw.com

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com



With over 19 years of experience in nonprofit legal service and degrees in law and public administration, Connie has worked with more than 30 land trusts throughout New England and the Tri-State area, providing 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. 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

MERITAM INVESTMENT ADVISORS

Primary Contact: Sharon Liebowitz
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NY, NY 10019
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MERRILL LYNCH WEALTH MANAGEMENT

Primary Contact: Edward (Ted) Keyes, CRPC, Senior Vice-President
City Place 1, 185 Asylum Street
Hartford, CT 06103
860-728-3974
edward_keyes@ml.com | www.fa.ml.com/bbk



Ted Keyes is a Wealth Management Advisor and PIA Program Portfolio Manager. He has been providing financial consulting services with Merrill Lynch since 1994. Ted specializes in working with business owners, corporate executives or virtually anyone with complex financial needs. Ted holds the Chartered Retirement Planning Counselor designation, CRPC. He received a BA in Economics from Boston College.

MURTHA CULLINA LLP

Primary Contact: Jane Murphy
City Place I, 185 Asylum Street
Hartford, CT 06103
860-240-6143
jmurphy@murthalaw.com | www.murthalaw.com

NATIVE HABITAT RESTORATION

Primary Contact: Jess Murray Toro, Project Manager
P.O. Box 582
Stockbridge, MA 01262
413-358-7400
nativehabitatrestoration@gmail.com
GIS/Mapping, Invasives Management, Land Stewardship Consultants



With over 30 years of experience in land management, Native Habitat Restoration offers private and public landowners a variety of services specializing in invasive plant control, brush management, pollinator habitats and replanting. This women-owned company helps clients complete all aspects of restoration projects, from planning and permitting to grant-writing and implementation.

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PAUL ROCHFORD VIDEO PRODUCTION

Primary Contact: Paul Rochford
P.O. Box 1153
Burlington, CT 06013
860-276-7134
uefa@comcast.net

R.P. MCDERMOTT ASSOCIATES INC.

Primary Contact: Richard P. McDermott, MAI
11 Mountain Avenue, Suite 302
Bloomfield, CT 06002
860-242-2700
rpmai@snet.net

STEWART APPRAISAL SERVICES

Primary Contact: Bob Stewart, SRA
58 Hartford Turnpike
Tolland, CT 06084
860-871-8015
stewartappraisal@comcast.net

TRAIL WEBSITES

Primary Contact: Scott Lewis, Founder
23 Nashoba Road
Littleton, MA 01460
978-800-1638
scott@trailwebsites.com | www.trailwebsites.com



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Primary Contact: Sarah Shrewsbury, Principal
4 Hunter Drive
Guilford CT 06437
(203) 605-2860
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Fundraising, Grant writing

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(Listed by Category)

ACCREDITATION COACHING

CONSERVATION CONSULTING GROUP

Primary Contact: David Allen
608 West Dean Avenue
Madison, WI 53716
608-239-5006
dallen.ccg@gmail.com
www.conservationconsultinggroup.com

HOUSATONIC VALLEY ASSOCIATION/ LITCHFIELD HILLS GREENPRINT COLLABORATIVE

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com

AGRICULTURAL PLANNING

CONSERVATION WORKS

Primary Contact: Pete Westover, Managing Partner
P.O. Box 705
North Hatfield, MA 01066
413-695-4627
westover03@comcast.net; ann@conservationworksllc.com
www.conservationworksllc.com

APPRAISERS

FLANAGAN ASSOCIATES

Primary Contact: Stephen R. Flanagan, MAI
567 Vauxhall Street Ext. – Ste. 104
Waterford, CT 06385
860-444-2033
stephenflanagan@flanaganassociates.net

KERIN & FAZIO, LLC

Primary Contact: Chris Kerin, MAI
1129 Post Road
Fairfield, CT 06824
203-259-9500
ckerin@kfvaluation.com | www.kfvaluation.com

LANDVEST

Primary Contact: Keith Ross
5 Chestnut Hill
Warwick, MA 01378
978-544-5767
kross@landvest.com | www.landvest.com

R.P. MCDERMOTT ASSOCIATES INC.

Primary Contact: Richard P. McDermott, MAI
11 Mountain Avenue, Suite 302
Bloomfield, CT 06002
860-242-2700
rpmair@snet.net

STEWART APPRAISAL SERVICES

Primary Contact: Bob Stewart, SRA
58 Hartford Turnpike
Tolland, CT 06084
860-871-8015
stewartappraisal@comcast.net

ATTORNEYS

ACKERLY BROWN LLP

Primary Contact: Mary M. Ackerly, Partner
782 Bantam Road, P.O. Box 815
Bantam, CT 06750
860-567-0828
mackerly@ackerlybrown.com | www.ackerlybrown.com

COOPER, WHITNEY, COCHRAN & FRANCOIS

Primary Contact: Linda P. Francois
51 Elm Street, Suite 201
New Haven, CT 06510-2049
203-865-7380
LFrancois@cooperwhitney.com
www.Cooperwhitney.com

DIANA, CONTI & TUNILA LLP

Primary Contact: Richard S. Conti
1091 Main Street
Manchester, CT 06040
860-643-2181
RConti@dctlaw.com
www.dctlaw.com

HALLORAN & SAGE LLP

Primary Contact: Jane Ferketic
225 Asylum Street
Hartford, CT 06103
860-522-6103
ferketic@halloransage.com | www.halloransage.com

MACDERMID, REYNOLDS & GLISSMAN, P.C.

Primary Contact: William H. Lewis
86 Farmington Avenue
Hartford, CT 06105
860-278-1900
wlewis@mrglaw.com | www.mrglaw.com

MURTHA CULLINA LLP

Primary Contact: Jane Murphy
City Place I, 185 Asylum Street
Hartford, CT 06103
860-240-6143
jmurphy@murthalaw.com | www.murthalaw.com

BIOLOGICAL SURVEYS**BRAWLEY CONSULTING GROUP**

Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

BIOLOGISTS/SOIL SCIENTISTS/WETLAND SCIENTISTS**DAVISON ENVIRONMENTAL, LLC**

Primary Contact: Eric Davison
10 Maple Street
Chester, CT 06412
860-803-0938
eric@davisonenvironmental.com
www.davisonenvironmental.com

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com;
jgondek@geiconsultants.com
www.geiconsultants.com

HRP ASSOCIATES, INC.

Primary Contact: Alicia M. Washington
197 Scott Swamp Road
Farmington, CT 06032
860.674.9570
alicia.washington@hrpassociates.com | hrpassociates.com

BDRS/MANAGEMENT PLANS**BRAWLEY CONSULTING GROUP**

Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

CONSERVATION WORKS

Primary Contact: Pete Westover, Managing Partner
P.O. Box 705
North Hatfield, MA 01066
413-695-4627
westover03@comcast.net; ann@conservationworksllc.com
www.conservationworksllc.com

**HOUSATONIC VALLEY ASSOCIATION/
LITCHFIELD HILLS GREENPRINT COLLABORATIVE**

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

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

Primary Contact: Judith Dobai, President & Managing Partner
PO Box 512
Colchester, CT 06415
800-595-4912
jdobai@ffcscsconsulting.com | www.ffcscsconsulting.com

CONSERVATION FINANCING**FARM CREDIT EAST, ACA**

Primary Contact: Keith Stechschulte
240 South Road
Enfield, CT 06082
860-562-2235
keith.stechschulte@farmcrediteast.com
www.farmcrediteast.com

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

Primary Contact: Reggie Hall, Director
1655 North Fort Myer Drive, Suite 1300
Arlington, VA 22209
(703) 525-6300
rhall@conservationfund.org | www.conservationfund.org

CONSERVATION WORKS

Primary Contact: Pete Westover, Managing Partner
P.O. Box 705
North Hatfield, MA 01066
413-695-4627
westover03@comcast.net; ann@conservationworksllc.com
www.conservationworksllc.com

**HOUSATONIC VALLEY ASSOCIATION/
LITCHFIELD HILLS GREENPRINT COLLABORATIVE**

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

LANDVEST

Primary Contact: Keith Ross
5 Chestnut Hill
Warwick, MA 01378
978-544-5767
kross@landvest.com | www.landvest.com

THE TRUST FOR PUBLIC LAND

Primary Contact: Alicia Sullivan
101 Whitney Avenue, 2nd Floor
New Haven, CT 06510
(203) 777-7367
Alicia.sullivan@tpl.org | www.connecticut@tpl.org

EASEMENT DRAFTING

**HOUSATONIC VALLEY ASSOCIATION/
LITCHFIELD HILLS GREENPRINT COLLABORATIVE**

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

ENGINEERS/TRAIL AND PARK BRIDGES/BOARDWALKS

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com;
jgondek@geiconsultants.com
www.geiconsultants.com

HRP ASSOCIATES, INC.

Primary Contact: Alicia M. Washington
197 Scott Swamp Road
Farmington, CT 06032
860.674.9570
alicia.washington@hrpassociates.com | hrpassociates.com

FARMLAND IMPACT INVESTMENT

IROQUOIS VALLEY FARMS

Primary Contact: Sally Dodge, Northeast Community
Development Manager
355 Lathrop Lane
Arlington, VT 05250
802-233-2498
sdodge@iroquoisvalleyfarms.com
www.iroquoisvalleyfarms.com

FINANCIAL ADVISORS/INVESTMENT

LINDBERG & RIPPLE

Primary Contact: Drew M. T. Iacovazzi, Advisor, Wealth
Transfer
29 South Main Street, Suite 215
West Hartford, CT 06107
860-257-5793
DI@linrip.com | www.linrip.com

MERITAM INVESTMENT ADVISORS

Primary Contact: Sharon Liebowitz
488 Madison Avenue
NY, NY 10019
612-888-6363
sharon@meritam.org | www.meritam.org

MERRILL LYNCH WEALTH MANAGEMENT

Primary Contact: Edward (Ted) Keyes, CRPC
City Place I, 185 Asylum Street
Hartford, CT 06103
860-728-3974
edward_keyes@ml.com | www.fa.ml.com/bbk

FORESTERS

CONNWOOD FORESTERS, INC.

Primary Contact: David Beers, Forester
P.O. Box 150
Rockfall, CT 06481
860-349-9910
Dave@connwood.com | www.connwood.com

DAVISON ENVIRONMENTAL, LLC

Primary Contact: Eric Davison
10 Maple Street
Chester, CT 06412
860-803-0938
eric@davisonenvironmental.com
www.davisonenvironmental.com

LANDVEST

Primary Contact: Keith Ross
5 Chestnut Hill
Warwick, MA 01378
978-544-5767
kross@landvest.com | www.landvest.com

FUNDRAISING/GRANT WRITING

CONSERVATION CONSULTING GROUP

Primary Contact: David Allen
608 West Dean Avenue
Madison, WI 53716
608-239-5006
dallen.ccg@gmail.com
www.conservationconsultinggroup.com

DANOSKY & ASSOCIATES, LLC

Primary Contact: Carol Ann D'Agostino, Operations
Manager
Physical: 143 West Street, Suite 208
New Milford, CT 06776
Mailing: P.O. Box 1225
New Milford, CT 06776
860-799-6330
cdagostino@danosky.com | www.danosky.com

FARRELL & FARRELL CONSULTING SERVICES, INC.

Primary Contact: Judith Dobai, President & Managing
Partner
PO Box 512
Colchester, CT 06415
800-595-4912
jdobai@ffcconsulting.com | www.ffcconsulting.com

HOUSATONIC VALLEY ASSOCIATION/ LITCHFIELD HILLS GREENPRINT COLLABORATIVE

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com

VINEYARD CONSULTING

Primary Contact: Sarah Shrewsbury, Principal
4 Hunter Drive
Guilford CT 06437
(203) 605-2860
sarah@vineyard-consulting.com
www.vineyard-consulting.com

GEOLOGISTS/HYDROGEOLOGISTS

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com;
jgondek@geiconsultants.com
www.geiconsultants.com

HRP ASSOCIATES, INC.

Primary Contact: Alicia M. Washington
197 Scott Swamp Road
Farmington, CT 06032
860.674.9570
alicia.washington@hrpassociates.com | hrpassociates.com

GIS/MAPPING

BRAWLEY CONSULTING GROUP

Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

CONNWOOD FORESTERS, INC.

Primary Contact: David Beers, Forester
P.O. Box 150
Rockfall, CT 06481
860-349-9910
Dave@connwood.com | www.connwood.com

DAVISON ENVIRONMENTAL, LLC

Primary Contact: Eric Davison
10 Maple Street
Chester, CT 06412
860-803-0938
eric@davisonenvironmental.com
www.davisonenvironmental.com

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com;
Jgondek@geiconsultants.com
www.geiconsultants.com

HOUSATONIC VALLEY ASSOCIATION/ LITCHFIELD HILLS GREENPRINT COLLABORATIVE

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

NATIVE HABITAT RESTORATION

Primary Contact: Jess Murray Toro, Project Manager
P.O. Box 582
Stockbridge, MA 01262
413-358-7400
nativehabitatrestoration@gmail.com

GOVERNANCE COACHING

DANOSKY & ASSOCIATES, LLC

Primary Contact: Carol Ann D'Agostino, Operations
Manager
Physical: 143 West Street, Suite 208
New Milford, CT 06776
Mailing: P.O. Box 1225
New Milford, CT 06776
860-799-6330
cdagostino@danosky.com | www.danosky.com

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com

INSURANCE

ALLIANT INSURANCE SERVICES, INC.

Primary Contact: John R. Muha, II, Executive Vice President
4530 Walney Road, Suite 200
Chantilly, VA 20151
703-397-0977
jmuha@alliant.com | www.alliant.com

INVASIVES MANAGEMENT

CONNWOOD FORESTERS, INC.

Primary Contact: David Beers, Forester
P.O. Box 150
Rockfall, CT 06481
860-349-9910
Dave@connwood.com | www.connwood.com

DAVISON ENVIRONMENTAL, LLC

Primary Contact: Eric Davison
10 Maple Street
Chester, CT 06412
860-803-0938
eric@davisonenvironmental.com
www.davisonenvironmental.com

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com;
jgondek@geiconsultants.com | www.geiconsultants.com

NATIVE HABITAT RESTORATION

Primary Contact: Jess Murray Toro, Project Manager
P.O. Box 582
Stockbridge, MA 01262
413-358-7400
nativehabitatrestoration@gmail.com

LAND STEWARDSHIP SERVICES AND CONSULTANTS

CONNWOOD FORESTERS, INC.

Primary Contact: David Beers, Forester
P.O. Box 150
Rockfall, CT 06481
860-349-9910
Dave@connwood.com | www.connwood.com

DAVISON ENVIRONMENTAL, LLC

Primary Contact: Eric Davison
10 Maple Street
Chester, CT 06412
860-803-0938
eric@davisonenvironmental.com
www.davisonenvironmental.com

GEI CONSULTANTS, INC.

Primary Contact: Kimberly Bradley; John Gondek
455 Winding Brook Drive, Suite 201
Glastonbury, CT 06033
860-917-0670 (Bradley); 860-368-5382 (Gondek)
kbradley@geiconsultants.com;
jgondek@geiconsultants.com | www.geiconsultants.com

NATIVE HABITAT RESTORATION

Primary Contact: Jess Murray Toro, Project Manager
P.O. Box 582
Stockbridge, MA 01262
413-358-7400
nativehabitatrestoration@gmail.com

R.P. MCDERMOTT ASSOCIATES INC.

Primary Contact: Richard P. McDermott, MAI
11 Mountain Avenue, Suite 302
Bloomfield, CT 06002
860-242-2700
rpmair@snet.net

LOBBYISTS

CAPITOL CONSULTING

Primary Contact: Mike Dugan, President
23 Viola Drive
East Hampton, CT 06424
860-833-2198
mike@capitolconsultingct.com
www.capitolconsultingct.com

MURTHA CULLINA LLP

Primary Contact: Jane Murphy
City Place I, 185 Asylum Street
Hartford, CT 06103
860-240-6143
jmurphy@murthalaw.com | www.murthalaw.com

NATURAL RESOURCE CONSERVATION SERVICE TECHNICAL SERVICE PROVIDER

CONNWOOD FORESTERS, INC.

Primary Contact: David Beers
PO Box 150
Rockfall, CT 06481
860-349-9910
Dave@conwood.com | www.conwood.com

ORGANIZATIONAL ASSESSMENT

DANOSKY & ASSOCIATES, LLC

Primary Contact: Carol Ann D'Agostino, Operations Manager
Physical: 143 West Street, Suite 208
New Milford, CT 06776
Mailing: P.O. Box 1225
New Milford, CT 06776
860-799-6330
cdagostino@danosky.com | www.danosky.com

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com

ORGANIZATIONAL/MANAGEMENT CONSULTANT

BRAWLEY CONSULTING GROUP

Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

CONSERVATION CONSULTING GROUP

Primary Contact: David Allen
608 West Dean Avenue
Madison, WI 53716
608-239-5006
dallen.ccg@gmail.com |
www.conservationconsultinggroup.com

DANOSKY & ASSOCIATES, LLC

Primary Contact: Carol Ann D'Agostino, Operations Manager
Physical: 143 West Street, Suite 208
New Milford, CT 06776
Mailing: P.O. Box 1225
New Milford, CT 06776
860-799-6330
cdagostino@danosky.com | www.danosky.com

FARRELL & FARRELL CONSULTING SERVICES, INC.

Primary Contact: Judith Dobai, President & Managing Partner
PO Box 512
Colchester, CT 06415
800-595-4912
jdobai@ffcscsconsulting.com | www.fccscsconsulting.com

HOUSATONIC VALLEY ASSOCIATION/ LITCHFIELD HILLS GREENPRINT COLLABORATIVE

Primary Contact: Tim Abbott
P.O. Box 28
Cornwall Bridge, CT 06018
860-672-6678
Tim.Abbott@hvatoday.org | www.litchfieldgreenprint.org

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com

POLICY DEVELOPMENT

DANOSKY & ASSOCIATES, LLC

Primary Contact: Carol Ann D'Agostino, Operations Manager
Physical: 143 West Street, Suite 208
New Milford, CT 06776
Mailing: P.O. Box 1225
New Milford, CT 06776
860-799-6330
cdagostino@danosky.com | www.danosky.com

MANES CONSULTING LLC

Primary Contact: Connie Manes, Esq.
P.O. Box 362
Kent, CT 06757
860-488-6320
connie@manes-consulting.com

PRINTING/MAILING**J.S. MCCARTHY PRINTERS**

Primary Contact: Brian Carey, Divisional VP Sales
135 Day Street, Suite 201
Newington, CT 06111
860-805-6696 (cell), 860-666-1200 x 3451 (main)
bcarey@jismccarthy.com | www.jismccarthy.com

RETAIL**DENALI**

Primary Contact: Amy Parulis
1 Shoreline Drive, Suite 7
Guilford, CT 06437
203-458-1639x208
aparulis@denalioutdoor.com | www.denalioutdoor.com

SOFTWARE/DATABASE MANAGEMENT**FARRELL & FARRELL CONSULTING SERVICES, INC.**

Primary Contact: Judith Dobai, President & Managing
Partner
PO Box 512
Colchester, CT 06415
800-595-4912
jdobai@ffcsconsulting.com | www.ffcsconsulting.com

LANDSCAPE LAND CONSERVATION SOFTWARE

Primary Contact: Caleb Pourchot, Principal
303 S Paterson St. #6
Madison, WI 53703
608-284-8814
landconservationsoftware.com | support@dendroyka.com

TRAIL DESIGN & CONSTRUCTION**BRAWLEY CONSULTING GROUP**

Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

VIDEO PRODUCTION**PAUL ROCHFORD VIDEO PRODUCTION**

Primary Contact: Paul Rochford
P.O. Box 1153
Burlington, CT 06013
860-276-7134
uefa@comcast.net

WATER QUALITY/WATERSHED ASSESSMENTS**BRAWLEY CONSULTING GROUP**

Primary Contact: Hunter Brawley
95 Pilgrim Drive
Windsor, CT 06095
860-219-9900
hunter@gmail.com | www.brawleycg.com

WEBSITE DESIGN & OPERATIONS**TRAIL WEBSITES**

Primary Contact: Scott Lewis, Founder
23 Nashoba Road
Littleton, MA 01460
978-800-1638
scott@trailwebsites.com | www.trailwebsites.com