Conservation Service Providers Directory

2020 Connecticut Land Conservation Conference
Conservation Service Provider 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)

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Primary Contact: Alison Woods, VP & Chief Development Officer
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The Community Foundation’s vision is a healthy, equitable, thriving, sustainable Eastern Connecticut. We put philanthropy into action to address the needs, rights and interests of our community while fulfilling the passions of our donors, focusing on empowering youth, promoting basic needs and rights, preserving the environment and advancing animal welfare.

CONNECTICUT AUDUBON SOCIETY
Primary Contact: Tom Andersen, Director of Communications
314 Unquowa Road
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tandersen@ctaudubon.org | www.ctaudubon.org

CT Audubon Society conserves Connecticut’s environment through science-based education and advocacy focused on the state’s bird populations and habitats. CT Audubon manages 20 wildlife sanctuaries encompassing almost 3,300 acres of open space in Connecticut, and educates over 100,000 children and adults annually.

- Science in Nature, K-12, NGSS aligned programs
- Summer Camp, interactive hands-on learning, animal/wildlife encounters
- Eco Travel, day/overnight trips for birders, naturalists, and travelers in the United States and around the world

CONNECTICUT COUNCIL ON SOIL AND WATER CONSERVATION
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The Connecticut Green Bank is the nation’s first green bank. Established by the Connecticut General Assembly on July 1, 2011 as a part of Public Act 11-80, Connecticut Green Bank supports the Governor’s and Legislature’s energy strategy to achieve cleaner, less expensive, and more reliable sources of energy while creating jobs and supporting local economic development. The Connecticut Green Bank evolved from the Connecticut Clean Energy Fund (CCEF) and the Clean Energy Finance and Investment Authority (CEFIA), which was given a broader mandate in 2011 to become the Connecticut Green Bank. Our mission is to confront climate change and provide all of society a healthier and more prosperous future by increasing and accelerating the flow of private capital into markets that energize the green economy.
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.

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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.

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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.

**FARM CREDIT EAST, ACA**
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keith.stechschulte@farmcrediteast.com | www.farmcrediteast.com

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

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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 throughout Connecticut. The managing members each have more than 30 years of experience in the Connecticut real estate market.
LAND TRUST ALLIANCE
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Founded in 1982, the Land Trust Alliance is a national land conservation organization that represents more than 1,000 member land trusts and their 4.6 million supporters nationwide. The Alliance is based in Washington, D.C. and operates several regional offices. The Alliance is the voice of the land trust community. As the national leader in policy, standards, education and training, we work passionately to support land trusts so they can save and secure more lands now and for future generations. The Alliance is now eager and prepared to continue its major investments in its core programs and services to increase the rate of land conservation, defend the land trust community from threats and build healthy, high-performing land trusts.

In addition, the Alliance commits to elevating land conservation as a priority nationwide. We envision a reenergized, more relevant conservation movement, in which land trusts join with partners that have not traditionally identified as conservation organizations around our shared interest in protecting special places, from urban playgrounds to native prairies, from family farms to old-growth forests and from coastal wetlands to cactus-studded deserts. We will help people find common ground as they get outside and together see, touch, smell and protect what is real and what is beautiful. We commit that we will not only serve communities but actually build communities, planting the seeds for a nation to come back together, starting with a steadfast love of the land.

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Little Green Light is a complete fundraising and donor management system designed to give nonprofits the confidence and ability to succeed. Little Green Light was created to:

- be intuitive to use,
- be powerful enough to make a tough job easier
- empower all members of the team (wherever they are) to support fundraising, and
- be realistically priced.

We applied decades of nonprofit development experience so users of Little Green Light can enjoy our intuitive system that grows with their organization’s changing needs. The timely insights the data provides mean fundraisers work smarter—not harder—to connect supporters to their mission. Try it free today
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 the Connecticut Land Conservation Council Advisory Council, respectively. 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

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Nantucket Spider makes highly effective natural insect repellents. Our repellents are unique because they are water-based and not greasy and are made with organic essential oils. Our larger sprays are topped with a fine mist trigger sprayer for superior coverage. Our repellents have been lab tested for effectiveness against ticks (repelled 92% of deer ticks) and mosquitoes (repelled 99% mosquitoes).

Nantucket Spider’s mosquito and fly repelling incense sticks are scented only with essential oils and are made without perfumes and dyes.

As a company we constantly strive to lessen our ecological footprint. We support organizations that are committed to sustainable activities and to encouraging the joy of being outside!
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Founded in 1935 by Middletown philanthropist Clarence S. Wadsworth, The Rockfall Foundation supports environmental education, conservation and planning initiatives in the Lower Connecticut River Valley through public programs and grants. In addition, The Rockfall Foundation operates the historic deKoven House Community Center, which offers affordable meeting rooms and office space.

THE TRUST FOR PUBLIC LAND
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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.
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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

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**Our Mission:** The Connecticut Land Conservation Council advocates for land conservation, stewardship and funding, and works to ensure the long term strength and viability of the land conservation community.

**Our Programs & Services:** CLCC ensures that members of the Connecticut land conservation community have the support, services, and leadership they need to save special places from being lost forever. Programs and services include the following:

**Technical Assistance**  
*Providing direct support to build strong land trusts including ...*

- **Connecticut Land Trust Advancement Initiative:** *Growing Conservation & Stewardship Capacity by Building Stronger Land Trusts* – providing technical assistance related to collaborative projects around communications & community engagement, stewardship, record keeping, regional mapping, strategic planning, shared services, and more.
- Consultants & Coaching – consultations and presentations with landowners, boards, and commissions on topics of interest.
- Connecticut Land Trust Listserv – for discussion of land conservation and land trust organizational questions.
- Connecticut Service Provider Directory – compiled annually as part of our Conference sponsorship program.
- Land Trust Directory and Map – an up-to-date guide to Connecticut’s land trusts.
- Information Sharing – website, eNews, social media, and other communications for up-to-date news on conservation.

**Training, Education, & Networking**  
*Providing inspiration, education, and collaboration through programs including ...*

- Annual Connecticut Land Conservation Conference – the largest conservation gathering and the only land trust convocation of its kind in Connecticut.
- Annual Focus Group Series – consultant-led roundtables for Connecticut land trust officers, board members, and committee chairs serving in a similar capacity in diverse land trusts from around the state.
- Facilitated Regional Roundtables, Land Trust Summits, and Retreats – peer-to-peer networking and topical discussions for land trust board members, staff, municipal land use commissioners, and other interested members of the conservation community.
- Model Conservation Easement and Associated Trainings – improving the knowledge, skills, and abilities of the drafters and users of conservation easements through a comprehensive training program built around CLCC’s Model Conservation Easement.
- #LoveYourCTLandTrust – monthly eNews featuring the work of Connecticut’s amazing land trusts.

**Conservation Policy**  
*Coordinating & leading the voice for land conservation in Hartford and Washington, D.C. ...*

As a locally supported non-profit, CLCC coordinates and leads land trusts throughout the state to provide a strong and compelling voice for conservation. Together, we are continuing to engage land trusts and the broader conservation community in advocating for land conservation at the local, state, and federal levels through direct engagement, calls to action, lobby days, and policy workshops.

- Advocates for Land Preservation and Stewardship Program – grass-roots program for individuals and land conservation organizations that want to become more effective advocates.
- Regional Conservation Conversations – engaging legislators and the community by celebrating land trust projects funded by the Open Space & Watershed Land Acquisition Grant Program, Community Investment Act, and other state, federal, and local investments.