

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 17, 2018

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)

ACCOUNTS PLUS, LLC

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Accounts Plus has provided bookkeeping and tax services for over 25 years in central Connecticut and surrounding areas including consulting, ongoing bookkeeping, and training. Tracy has been a QuickBooks ProAdvisor for more than a decade and stays current with industry updates. Clients range from non-profit organizations to a variety of businesses in the private sector. Services can be provided on-site or by utilizing remote technologies. Accounts Plus has a team of skilled bookkeepers with over 25 years of experience to provide you with professional and accurate service. We also provide income tax preparation for individuals and small businesses. Tracy is a participant in the IRS Annual Filing Season Program and has been preparing tax returns for over 20 years.

- Full-Service Bookkeeping Services
- QuickBooks training, consulting and set up & clean up services
- Payroll Services
- Income Tax Preparation for Individuals and Small Businesses

BRAWLEY CONSULTING GROUP, LLC

Primary Contact: A. Hunter Brawley, Owner & Manager
95 Pilgrim Drive
Windsor, CT 06095
203-525-5991
hbrawley@gmail.com | www.brawleycg.com

Brawley Consulting Group (BCG) provides land conservation and management services to land trusts and other non-profit organizations throughout Connecticut. Their services include wildlife habitat restoration, trail design and construction, boundary location and posting, GIS mapping, grant writing, easement monitoring and preparation of baseline documentation reports and property management plans. Hunter Brawley, owner and manager of BCG, serves on the Connecticut Forest & Park Association (CFPA) Forest & Trails Conservation Committee and is currently a Circuit Rider for CLCC's New London County Land Trust Advancement Initiative.

CAPITOL CONSULTING

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COMMUNITY CONSULTANTS

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CONNECTICUT GREEN BURIAL GROUNDS

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CONNWOOD FORESTERS, INC.

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CONSERVATION CONSULTING GROUP

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**THE CONSERVATION FUND
LAND CONSERVATION LOAN PROGRAM**

Primary Contact: Reggie Hall, Director
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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.

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. **(continued next page)**

- **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.

ERNST CONSERVATION SEEDS

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 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.

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FARM CREDIT EAST

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FHI | FITZGERALD & HALLIDAY, INC.

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FITZGERALD & HALLIDAY, INC.
 Innovative Planning, Better Communities

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ETUITY PROTECTED LAND SYSTEMS

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Etuity enables staff and volunteers to use their own iOS devices to conduct stewardship, feeding data to a cloud database of your land trust’s properties. It emphasizes simplicity, yet provides comprehensive information, mapping and communication capabilities. Back at the office, it runs on PCs and Macs to allow for reporting and a more intelligent assignment of ongoing stewardship activities based on the improved information coming in.

- Fully mobile field system for stewardship, working both offline and online
- Customized to each land trust
- Different permissions for volunteers versus staff, managers, etc.
- Intuitive mapping without need for GIS knowledge
- Intelligent reporting to maximize limited stewardship resources

GEI CONSULTANTS, INC.

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Geotechnical
Environmental
Water Resources
Ecological

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:

- 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

Primary Contact: Tim Abbott
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HULL FOREST PRODUCTS, Inc.

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maryhull@hullforest.com | www.hullforest.com



Growing Beauty and Value in Your Forests Since 1965

With over 50 years of woodland management experience, Hull Forest Products is uniquely positioned to meet the financial, environmental, and recreational goals of forestland owners. We are proud to show clients our work on over 30,000 acres of forestland across New England. By providing markets for local wood and periodic income to landowners, we help families keep their forests as forests while growing their investment. We have multiple generations of satisfied clients, and we will be here for the next generation of ownership as well.

- Stewardship plans and woodland management plans, including Ch. 61 plans
- Timber harvests/timber sales/logging
- Forest appraisals

KERIN & FAZIO, LLC

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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 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.

LITTLE GREEN LIGHT

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877-820-6109
info@littlegreenlight.com | www.littlegreenlight.com



Little Green Light is a complete fundraising and donor management software that helps you to simplify your fundraising tasks and grow your donor relationships. Our affordable, cloud-based software integrates with tools you already use, and lets you manage your data all in one place, accessible from anywhere.

Our All-in-One software can manage:

- Donors
- Gifts
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- All features
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- Support
- First 30 days FREE

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 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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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

WEANTINOGE HERITAGE LAND TRUST, INC.

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(Listed by Category)

ACCREDITATION COACHING

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THE CONSERVATION FUND

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ENVIRONMENTAL EDUCATION

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