Directory of Products & Services
CCM DIRECTORY OF PRODUCTS & SERVICES

2018 Edition

The CCM Directory of Products & Services is the annual purchasing guide for Connecticut’s municipal officials. This publication is produced by the Connecticut Conference of Municipalities (CCM) as a service to its members.

This guide lists and describes a variety of businesses that supply the types of products and services used by Connecticut towns and cities. These businesses are eager to work with you. Please mention that you saw their listing in the CCM Directory of Products & Services when you contact them.

CCM does not necessarily recommend or endorse the products or services of any individual or firm listed in the CCM Directory of Products & Services. Businesses have paid a fee to be listed in this publication.

We hope this publication is a useful resource.

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ACCOUNTING SERVICES

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BlumShapiro works with many municipalities to address their complex needs in today’s changing government landscape. With over 30 years of experience and dedicated cross-functional teams, we address not only your compliance issues, but your underlying business and operational challenges — assessing opportunities, weighing risks, and exploring the practical implications of your short- and long-term decisions.

When you work with BlumShapiro, we provide solutions that are fully aligned with your municipality’s goals and objectives. We serve as your business advisors, helping you solve challenges and maximize opportunities. Drawing upon our breadth and depth of experience with government entities — we strategically tailor and consistently deliver tested solutions for unlocking the full potential of your organization. Our highly valued team members bring their diverse backgrounds and strengths to the table resulting in your municipality receiving a true blend of national firm experience and local firm delivery. Our team shares a common passion: a personal commitment to each client’s success as well as to the communities in which we live and work.

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CLA is a professional services firm delivering integrated wealth advisory, outsourcing, audit, tax and consulting to help clients succeed professionally and personally. www.CLAconnect.com

PKF O’Connor Davies

PKF O’Connor Davies, LLP is a full-service, certified public accounting and advisory firm with a long history of serving clients both domestically and internationally. With roots tracing to 1891, nine offices in Connecticut, New York, New Jersey, and Maryland, and more than 700 professionals, the Firm provides a complete range of accounting, auditing, tax, and management advisory services. Our specialized government services division serves approximately 140 governmental clients, ranging in size from large governments with up to $2 billion of general fund revenue to small, single purpose governments.

Services to our government clients include all types of audits (i.e., financial, federal and state single audits, compliance, forensic, efficiency, pension and performance audits), risk assessments, information technology assessments and consulting, assistance in budgeting, internal auditing assistance, design and implementation of organizational systems and accounting software.

PKF O’Connor Davies is ranked 28 on Accounting Today’s 2017 “Top 100 Firms” list and is recognized as one of the “Top 10 Fastest-Growing Firms.” PKF O’Connor Davies is the lead North American firm in PKF International, a global network of legally independent accounting and advisory firms located in 440 locations, in 150 countries around the world.

ARCHITECTURAL SERVICES

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Building strong communities for the future matters. CME designs and manages innovative, practical solutions that create better built environments. Our collaborative team consists of engineers, designers, consultants, planners, and scientists who share the philosophy of community building through effective, enduring design. We help create safe and functional environments, while focusing on attaining desired outcomes and adding value to projects and communities.

Envision, Design, and Construct something unique with us. www.cmeengineering.com
With more than 30 years of government experience and a bench that is over 500 strong, BlumShapiro is committed to helping preserve your economic health.

**Experience**
- Accounting and Auditing
- Compliance Services
- Construction Claims
- Federal and State Single Audits
- Review Financial Management
- Agreed Upon Procedures

**Expertise**
- Cybersecurity
- Technology Planning
- Software Selection
- Project Management
- Operations and Process Analysis
- Security Assessments
- Computer Forensic Services

**BlumShapiro Consulting**

**Accounting | Tax | Business Consulting**

blumshapiro.com
Day Pitney LLP is a full-service law firm with close to 300 lawyers representing clients in a wide variety of sophisticated legal matters. It has diverse municipal and business law practices and one of the most respected trial practices in the Northeast. The Firm advises municipalities on matters ranging from bond financing, charter revision, intergovernmental contracts, construction contract review and litigation, environmental and land use concerns, personnel matters and litigation, civil rights litigation, pension and retirement plans, and regionalization initiatives.

Day Pitney has Connecticut offices in Hartford, New Haven, Stamford, West Hartford, and Greenwich.

CivicLift’s features include:
- Community events calendar
- Interactive map and directory for places of interest
- Local blogs, articles and an announcement platform
- A user dashboard, preference settings and personal configurations

CivicLift enables communities to attract many voices, ideas and interests to one place – a high-tech yet easy to use and maintain town square whose time has come.

CONSTRUCTION

Precision Concrete Cutting/
SafeSidewalks.com

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Email: sal@safesidewalks.com
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Sal Ceneri, President

Sidewalk Trip Hazard Repairs Made Easy!

Precision Concrete Cutting, more commonly known as SafeSidewalks.com, is the leader in uneven sidewalk repairs nationwide. Since being awarded public bids in Connecticut, we have been able to help even more municipalities throughout the state to create a safe environment for pedestrians.

Our patented technology slices away the trip hazards, leaving the sidewalks ADA compliant and aesthetically pleasing, while eliminating trip and fall liability. Customers report a 70-80% reduction in cost compared to other methods. Our process is low impact, eco-friendly, fast, and clean.

There’s no need to shut down the sidewalks while we work, so there’s no inconvenience to your citizens.

Awards and Contracts:
- CREC Sidewalk Maintenance and Trip Hazard Mitigation contract
- Town of Wallingford Sidewalk Trip Hazard Removal contract
- CASHO “Distinguished Service Award” for 2015

Our company does free demonstration work for new client cities. For more information, contact us at 1-800-553-0949 or visit our website at www.safesidewalks.com.

CONSULTANT SERVICES

Bay State Consultants, LLC

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Bay State Consultants is an energy-consulting firm focused on providing energy procurement services through a competitive procurement model, completing more than 800 electricity and natural gas procurements during the past 15 years. Bay State has negotiated the language of electric and natural gas supply agreements with all of the major suppliers that are active in New England and currently provides electric, natural gas, and solar procurement services to more than 150 municipal clients in Massachusetts and Connecticut.

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Celtic Energy (CEI) is a nationally recognized and highly respected energy consulting firm that specializes in energy project management and oversight. As one of the top Owner’s Representative firms in the country, CEI has performed oversight on over $1.5 billion in energy projects in 25 states and Washington, D.C. Our talented and experienced team of advisors has served as a Project Facilitator and Third Party Owner’s Representative on a multitude of Federal, State, Municipal, School, University, Medical Facility, and Commercial/Industrial projects, with special expertise in the area of Energy Savings Performance Contract (ESP) oversight. CEI acts as a Third Party Consultant to a number of municipalities across the county, helping to conceptually design and oversee ESPC projects, street lighting upgrades, school system projects, and sustainability initiatives like alternative energy and micro-grid development. We have overseen several successful ESPC projects for Connecticut towns and school systems, including Tolland, North Haven, Colchester, and Windham, and performed oversight for CT’s first major micro-grid project in the City of Stamford. CEI also conducts energy audits, consults on energy sustainability projects, and provides conceptual design for reliable, resilient, and redundant energy supply for municipal clients.
Connecticut Economic Resource Center, Inc. (CERC)

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The Connecticut Economic Resource Center, Inc. (CERC) is a nonprofit corporation and public-private partnership that provides our clients with objective research, marketing and economic development services. Our mission is to provide services consistent with state strategies, leveraging Connecticut’s unique advantages as a premier business location. With proven, relevant expertise, CERC provides clients with the knowledge and insight they need to gain a competitive advantage.

CERC is a pioneer in the development of programs, technologies and capabilities to support effective economic development and offers a complete range of services — from strategic planning, data gathering and communications, to outreach, site selection and business assistance. Through our accomplished, professional staff, commitment to customer service, and connection to a network of strategic partners, CERC has earned a reputation for excellence in Connecticut’s economic development community.

CERC has been a Department of Administrative Services approved marketing vendor since 2002. Learn more: visit cerc.com, call 860-571-7136 and follow us @CERCInc.

The ECG Group

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The ECG Group is proud to have been selected by CCM’s Energy Division as a Technical Owner’s Representative for complex energy projects. ECG, a certified Women’s Business Enterprise, routinely provides expert consulting and design services for energy.
efficiency projects. We have specific expertise acting as the Owner’s Agent and Engineer-of-Record for the initiation, design, and management of Energy Savings Performance Contracting (ESPC) projects. Through our “Energy Performance Engineering” (EPE) Service, we have worked as the technical liaison between Owners and Energy Services Companies (ESCO’s) on over 100 energy performance projects that produced close to $1 Billion in energy conservation improvements. Our experts lend credibility, transparency, and control to the process and ensure the Owner’s interests are protected throughout every phase of the program. ECG has developed tremendous depth of expertise in the more innovative areas of Mechanical Engineering. This experience includes the application of fuel cells (combined heat and power generation), LED lighting, solar photovoltaic, wind, and other current and/or emerging technologies. Our focus on state-of-the-art energy efficient building systems make ECG uniquely qualified to design either traditional or innovative measures. ECG’s CEO, Kendra McQuilton, is on the board of Connecticut’s Renewable Energy Efficiency Business Association, Inc. (REEBA).

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Drug and alcohol testing and DOT Compliance Program Management.

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For over 70 years, Hilltop Securities, formerly First Southwest, has been a trusted leader in public finance, providing our clients throughout the country with financial advisory and underwriting services. A diversified investment bank, Hilltop Securities also offers professional experience in the areas of continuing disclosure, arbitrage rebate and asset management. We have 5 offices serving the Northeast: Rocky Hill, CT; Boston, Massachusetts; Worcester, Massachusetts; New York, New York; and Lincoln, Rhode Island. At Hilltop Securities, we put our public sector clients first, working with them from the early planning stage of a project to its final financing. We provide fiscal impact analyses; refunding analyses; and comprehensive debt management programs and implementation. We assist in developing comprehensive rating presentations that focus on an issuer’s strength.

Member: FINRA/SIPC/NYSE.

CREDIT CARD PROCESSING

CCM BankCard Services
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Web: www.ccm-ct.org
Deborah Winick, Consultant
Beth Scanlon, Program and Digital Media Manager

CCM can help you process your payments faster, easier, and more safely.

Now you can enhance the efficiency and safety of your credit card processing. Take advantage of our BankCard Services program to facilitate payments. And if you haven’t upgraded to the latest technology terminals, you can also leverage our program expert to help you transition your payment terminals to EMV/chip terminals for optimal service and security.

Available to any current CCM municipal or business member, our BankCard Services program offers an array of advantages, including:

• An unbiased, consultative approach to assessing your business and processing needs
• Competitive rates and fees with a “meet or beat” offer
• Incentive pricing to encourage transition to EMV/chip equipment
• Next-day funding on transactions
• No contracts
• Timely customer service with 365/24/7 support and a local representative
• Periodic reviews and rate adjustments as needed

DAMAGE RESTORATION

American Integrity Restoration
60 Village Place
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Full service (emergency mitigation, contents resto-
ration and reconstruction services) restoration contractor. Expert lead/mold/asbestos remediation, and biohazard decontamination. Board-up, temporary weatherproofing and securitization services. Decorative board-ups for blight control/response, crime scene clean-up.

**JP Maguire**

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Fax: (203) 573-8547
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Brian Glasser, Emergency Services Coordinator
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JP Maguire is a full service damage restoration contractor serving all of Connecticut for thirty years. Our Tier One pre disaster plan has been put in place by over five hundred schools and seventy-five municipalities throughout Connecticut. To join is free and so is the phone call at 1-800-233-8220 or email us at Tier1@jpmaguire.com to find out how easy it is to become a member and have the security of knowing the Maguire Team is ready to help you 24/7.

Whether it is fire, water, or wind damage, experience shows the faster you get help the less extensive the damages and the faster you can return to normal. With four offices strategically located throughout the state our promise is to respond within 2 hours. JP Maguire is proud to be a CCM business member and we look forward to serving you in the future.

Please visit us at www.jpmaguire.com.

**DRUG AND ALCOHOL TESTING**

**CCM Drug & Alcohol Testing Consortium**

900 Chapel Street, 9th Floor
New Haven, CT 06510-2807
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Fax: 203-497-2480
Email: bscanlon@ccm-ct.org
Web: www.ccm-ct.org

Beth Scanlon, Program and Digital Media Manager

The consortium provides members of CCM with all the testing and management services necessary for compliance with federal Department of Transportation (DOT) drug-and-alcohol testing regulations. The program offers towns and cities:

- Predictable cost
- On-site testing
- Comprehensive coverage
- All the advantages of being in a random testing pool

CCM has expanded its testing service to include: Police departments, Fire departments, Emergency personnel, Parks and Recreation bus drivers, Administrative Staff, and Public Works personnel not covered under US DOT regulations. These non-DOT testing programs are customized to meet your municipality’s needs.

Choosing to participate in CCM’s Drug & Alcohol Testing program allows your municipality to reap additional benefits that come with membership. The goal of the Drug & Alcohol Program is to aid the towns and cities of Connecticut by lowering the costs of increasing health insurance, limiting liability, increasing productivity, and making your workplace a safer environment.

**ECONOMIC DEVELOPMENT**

**Connecticut Economic Resource Center, Inc. (CERC)**

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The Connecticut Economic Resource Center, Inc. (CERC) is a nonprofit corporation and public-private partnership that provides our clients with objective research, marketing and economic development services. Our mission is to provide services consistent with state strategies, leveraging Connecticut’s unique advantages as a premier business location. With proven, relevant expertise, CERC provides clients with the knowledge and insight they need to gain a competitive advantage.

CERC is a pioneer in the development of programs, technologies and capabilities to support effective economic development and offers a complete range of services – from strategic planning, data gathering and communications, to outreach, site selection and business assistance. Through our accomplished, professional staff, commitment to customer service, and connection to a network of strategic partners, CERC has earned a reputation for excellence in Connecticut’s economic development community.

CERC has been a Department of Administrative Services approved marketing vendor since 2002. Learn more: visit cerc.com, call 860-571-7136 and follow us @ CERCInc.
EDUCATION

CCM MUNICIPAL TRAINING
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Jennifer Cruz, Education and Events Program Administrator

CCM provides no-cost training for member municipalities. Elected and appointed officials and municipal staff at every level utilize CCM Municipal Training to stay abreast of innovations, issues, and requirements affecting job performance and service to local residents and businesses.

CCM Municipal Training programs provide practical information for numerous core areas such as the Freedom of Information Act, ethics and conflicts of interest, municipal budgets, customer service, and effective meetings/parliamentary procedure.

Cutting edge and recent legislative topics are also available and have included such areas as economic development, storm water, developing comprehensive RFPs, Social Security administration, records management, and more.

Training sessions are also a major part of CCM’s Annual Convention and Spring Symposium.
Visit CCM’s web page for the current schedule of CCM Municipal Training.

EFFICIENT GOVERNMENT

CCM LEAN for

Local Government Initiative
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Andrew Merola, CCM Energy & Program Development Manager

CCM’s LEAN for Local Government Initiative involves participating CCM-member municipalities, their school districts, and local public agencies in:

• Improving programmatic outcomes by increasing operational efficiencies
• Reducing and eliminating waste in government processes
• Engaging employees in beneficial practices to enhance the delivery of services

EMERGENCY SERVICES & CLEANUP

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Emergency Management Services (ERM) provides supplemental EMS staffing services, mainly for volunteer communities, but also provides EMS training and consulting services for all communities, and has done so for 14 years.

EMPLOYEE BENEFITS

Aetna
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Hartford, CT 06156
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Web: www.aetna.com

Aetna is one of the nation’s leading diversified health care benefits companies, serving an estimated 46.5 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional, voluntary and consumer-directed health insurance
products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities, Medicaid health care management services, workers’ compensation administrative services, and health information technology products and services. Aetna’s customers include employer groups, individuals, college students, part-time and hourly workers, health plans, health care providers, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see www.aetna.com and learn about how Aetna is helping to build a healthier world. @AetnaNews

**Anthem Blue Cross and Blue Shield**

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Steven Ribeiro, Director Public Sector Sales
(203) 677-8355 steven.ribeiro@anthem.com

At Anthem Blue Cross and Blue Shield, members are at the center of everything we do. As the leading health benefits carrier to public sector employers for over 80 years, we’ve got a deep understanding about the needs of organizations and employees like yours – an expertise that’s supported by a dedicated public sector account and service organization, and a locally based executive team directly accountable, and available, to our clients.

With more than 85% of Connecticut in-network doctors participating in an Anthem patient-centered care program, we’ve helped positively redefine the relationship between health plans, hospitals, doctors, and members in our state. We have a broad product portfolio with a focus on plan options that encourage informed care-delivery decisions and achieve high quality outcomes cost-effectively. We also seek to minimize barriers to care for members with specific chronic conditions through our ACIP program by offering reduced member liability for office visits and medications associated with those conditions. And, our market-leading member tools are designed to direct members to high-quality care providers and increase engagement with chronically ill members and high-cost claimants.

For more information about Anthem’s public sector health benefits solutions visit www.anthem.com/ctpublic-sector or call Matthew Bowker at 1-203-677-8209.

**Delta Dental of Connecticut, Inc.**

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John Gumkowski, Regional Vice President
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Delta Dental is a not-for-profit dental service plan

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### Technical Owner's Rep Services for Complex Energy Projects

Formerly ECG Engineering, PC

**THE ECG GROUP**

In Partnership with

Connecticut Conference of Municipalities

**CM**

Is Proud to Offer Technical Owner's Rep Services for Complex Energy Projects

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- Solar
- ESPCs
- Fuel Cells
- & More

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**CONTACT:** Kendra McQuilton (631) 360-0006 x409 or Kendra@theECGgroup.com

**Headquarters:** New York | Connecticut | New Jersey | Pennsylvania

www.theECGgroup.com
with a mission to advance the oral health of the public through the largest network of dentists in the U.S.

We specialize in public sector groups and have the flexibility to offer highly customized plan designs. Delta Dental offers employees and their families national access to credentialed dentists while providing responsive local service.

Network dentists agree to charge fees that have been pre-approved by Delta Dental. This helps subscribers and employers control their dental costs and get the most value from their benefits.

eBenefits Group Northeast, LLC

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eBenefits Group Northeast, LLC is a full-service, independent employee benefits agency serving the health insurance and benefit needs of companies and municipalities since 1986.

A sample of products and services offered include: health, dental, disability and life insurance, collective bargaining counsel, consumer-directed healthcare consulting, COBRA administration, retirement plans, flexible benefit administration including HSA Administration, deductible and copay administration, wellness programs, long-term care, voluntary and supplemental benefits, and Medicare plans.

OneDigital Health and Benefits

5 Batterson Park Road
Farmington, CT 06032
Web: www.onedigital.com
Contact: Deborah Berning, Benefits Consultant

OneDigital is the nation’s largest company focused exclusively on employee benefits, combining people and technology to deliver the new generation of health and benefits.

Sprint

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Sprint offers a comprehensive range of wireless, wireline, and machine to machine communications services bringing the freedom of mobility, and the power of innovative solutions, to governments, businesses, and consumers.

Sprint is one of the few major carriers that offers
dedicated care support, one of the primary reasons for customer loyalty among business customers. Sprint is an advanced and service-focused Fortune 100 company, dedicated to providing support, products, and solutions to any industry of any size.

Sprint is developing more environmentally sustainable products and services to make the world a greener place. The Sprint Buyback program gives users the opportunity to earn credit when recycling an old device.

Your Sprint Connecticut team is very pleased to offer all CCM member municipalities and agencies a competitive pricing schedule based on the Connecticut State Contract, as well as a discount program to all CCM member employees and families on their personal phones. Instant savings on monthly service plans and “Ready Now,” one-on-one personalized setup is just the start. Take a closer look and discover more reasons to choose Sprint service. Contact us today for more information.

**ENERGY**

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Bay State Consultants is an energy-consulting firm focused on providing energy procurement services through a competitive procurement model, completing more than 800 electricity and natural gas procurements during the past 15 years. Bay State has negotiated the language of electric and natural gas supply agreements with all of the major suppliers that are active in New England and currently provides electric, natural gas, and solar procurement services to more than 150 municipal clients in Massachusetts and Connecticut.

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Celtic Energy (CEI) is a nationally recognized and highly respected energy consulting firm that specializes in energy project management and oversight. As one of the top Owner’s Representative firms in the country, CEI has performed oversight on over $1.5 billion in energy projects in 25 states and Washington, D.C. Our talented and experienced team of advisors has served as a Project Facilitator and Third Party Owner’s Rep-resentative on a multitude of Federal, State, Municipal, School, University, Medical Facility, and Commercial/Industrial projects, with special expertise in the area of Energy Savings Performance Contract (ESPC) oversight.

CEI acts as a Third Party Consultant to a number of municipalities across the county, helping to conceptually design and oversee ESPC projects, street lighting upgrades, school system projects, and sustainability initiatives like alternative energy and micro-grid development. We have overseen several successful ESPC projects for Connecticut towns and school systems, including Tolland, North Haven, Colchester, and Windham, and performed oversight for CT’s first major micro-grid project in the City of Stamford. CEI also conducts energy audits, consults on energy sustainability projects, and provides conceptual design for reliable, resilient, and redundant energy supply for municipal clients.

**CCM Energy Program**

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Andrew Merola, CCM Energy & Program Development Manager

Energy purchasing: electricity, natural gas, Solar PV, and Virtual Net Metering
Owner’s representation for energy efficiency and municipal microgrids
LED streetlight initiative
Owner’s representation for ESPC and microgrid projects

**CCM - U.S. Energy Systems - Fireye**

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CCM and U.S. Energy have partnered to provide CCM-member towns and cities Fireye from United Technologies — the NX-M2G intelligent boiler solution that eliminates waste cycling, reducing energy use and energy cost (up to 25%). Recently selected by the General Services Administration and U.S. Department of Energy as a High Impact Technology through the Green Proving Ground (GPG) program, this technology uses temperature sensors and advanced algorithms to distinguish between boiler standby losses and actual
demand for space heating, in order to conserve energy by reducing boiler “false starts” without compromising occupant comfort.

What are the key benefits?

• Proven energy savings (10% to 25%)
• Reduction in electrical energy usage
• Reduction in maintenance and service cycles
• Lower CO2 & GHG emissions
• Lower carbon footprint
• Cutting edge proprietary, patented technology
• Short-term paybacks (2 – 3 years)
• Long-term reliability
• Safe, tamper proof, repeatable control
• Five year warranty
• “Shoulder season” savings

For additional information, contact Andy Merola, (203) 498-3056 or amerola@ccm-ct.org.

Kendra McQuilton, Chief Executive Officer
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The ECG Group is proud to have been selected by CCM’s Energy Division as a Technical Owner’s Representative for complex energy projects. ECG, a certified Women’s Business Enterprise, routinely provides expert consulting and design services for energy efficiency projects. We have specific expertise acting as the Owner’s Agent and Engineer-of-Record for the initiation, design, and management of Energy Savings Performance Contracting (ESPC) projects. Through our “Energy Performance Engineering” (EPE) Service, we have worked as the technical liaison between Owners and Energy Services Companies (ESCO’s) on over 100 energy performance projects that produced close to $1 Billion in energy conservation improvements. Our experts lend credibility, transparency, and control to the process and ensure the Owner’s interests are protected throughout every phase of the program. ECG has developed tremendous depth of expertise in the more innovative areas of Mechanical Engineering. This experience includes the application of fuel cells (combined heat and power generation), LED lighting, solar photovoltaic, wind, and other current and/or emerging technologies. Our focus on state-of-the-art energy efficient building systems make ECG uniquely qualified to design either traditional or innovative measures. ECG’s CEO, Kendra McQuilton, is on the board of Connecticut’s Renewable Energy Efficiency Business Association, Inc. (REEBA)
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Johnson Controls Performance Infrastructure™ teams provide innovative solutions to address all of your needs, whether it is street lighting, wastewater, water, HVAC building equipment, controls, security, integration, automation, management — and funding mechanisms — we are here to help your municipality run efficiently. It’s a simple approach: Assessing projects, navigating funding options, implementing infrastructure improvements, and we can even providing on-going maintenance.

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RealTerm Energy is an international leader in providing energy-efficient LED lighting and smart city solutions for communities just like yours. Our team of lighting and smart city experts has designed and executed high-quality, cost-effective LED conversion for over 180 communities and utilities of all shapes and sizes.

What makes us different from other integrators?
We take our design work to a higher level of detail to maximize the potential energy savings and save our clients more money and reduce their carbon footprint.

Our custom app provides the foundation for our processes. Data is recorded at each stage in our process, ensuring accuracy and increasing efficiencies for all parties. The result is a complete database of all your streetlights — a valuable tool for ongoing maintenance, asset and warranty management.

The World Bank has recognized us for our work to increase energy efficiency and lower greenhouse gas emissions.

We provide several financing options which require no upfront capital and are cash flow positive from day one.

RealTerm energy integrates Adaptive Controls and Smart City services to help communities save money and increase public services.

Contact us today to schedule a presentation

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Tanko Lighting helps municipalities convert aging street lighting infrastructure to the most energy efficient Light Emitting Diode (LED) fixtures available. Our goal is to save taxpayer dollars and the environment through energy efficient street lighting. We utilize data to help cities plan and manage their streetlight systems while providing transparency throughout the process.

Our turnkey services include GIS auditing, acquisition support, design/engineering, procurement, rebate and rate change services, construction management, field training, and technical support. To date, we have implemented more than 200,000 energy efficiency streetlight conversions nationwide. We develop projects that harness the energy cost savings and result in no upfront costs to the customer.

Tanko Lighting is a member and qualified service provider for the Connecticut Conference of Municipalities. With an extensive portfolio of turn-key municipal LED street lighting conversion projects throughout the State of Connecticut, Tanko Lighting is the right choice for LED street lighting.

ENGINEERING

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BL Companies, an employee-owned firm, is a leader in delivering high-quality, integrated architecture, engineering and related services to public and private
clients for land development, building design, and infrastructure projects. We specialize in Architecture; Civil, MEP, Structural and Transportation Engineering; Environmental Sciences; Landscape Architecture; Planning; Land Surveying and Subsurface Utility Engineering.

Founded in 1986, BL Companies has grown to become a leading firm sought after for our quality, creativity, and expertise in producing successful project outcomes. We are dedicated to total client satisfaction. Our success is founded in our employee owners and a culture that inspires, challenges and insists on nothing short of professional excellence.

Historically listed in the Top 500 Design Firms in the country by Engineering News Record, BL Companies has offices in eight states, including Connecticut, Maryland, Massachusetts, New Jersey, New York, Ohio, Pennsylvania, and Texas.

As an employee-owned company, we advocate a team approach and strive to formulate long lasting relationships with our clients and business partners. We believe there is no limit to what a team can do when working in a true partnership. Supplying clients with creative solutions based on a collaborative process assures a result that is greater than the sum of its parts.

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Since 1962 Cardinal Engineering Associates Inc. has provided comprehensive, innovative and cost effective solutions for an array of multi-disciplined projects. Our team not only meets our clients’ expectations, they go the step beyond.

At Cardinal, our track record — built on five decades of experience — is one of delivering results. From planning and design to overseeing the construction phase, our unique mix of public works experience, civil engineering expertise, state of the art technology, in house support, and a management team that personally follows a project through to completion, assures our clients successful conclusions. Whether short term or on-going, this partnership, above all, makes Cardinal the firm of choice for civil engineering solutions.

Since Cardinal Engineering Associates’ founding in 1962, we have successfully partnered with clients, focusing on direct communication; immediate access to principals; responsive and responsible service; and a commitment to the ongoing growth of our knowledge base and skills.
Cardinal Engineering Associates Inc. is a Connecticut-based firm centrally located in Meriden, giving us easy access to our clients statewide.

Our multi-disciplined technical staff with diverse backgrounds and specializations includes licensed civil engineers, Connecticut-licensed land surveyors, graduate engineers with EIT certificates, a support staff of engineering technicians, CAD operators, and construction inspectors with an average of more than 25 years of experience.

**Fuss & O’Neill**

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The engineers, planners, and scientists at Fuss & O’Neill provide the customized designs and solutions our clients need. We regularly partner with public- and private-sector clients to complete projects ranging from large to small, simple to complex. No matter the project, we collaborate with our clients to develop solutions that promote sustainability.

Since its founding in 1924, Fuss & O’Neill has grown from a flagship office in Manchester, CT, to include nine regional offices and two LLCs. Our team, which includes more than 320 professionals that specialize in providing:

- Engineering Services  
- Planning Services  
- Landscape Architecture  
- Design Build Solutions  
- Scientific and Manufacturing Solutions

As Fuss & O’Neill continues to grow, we seek both clients and employees who value integrity, quality, and professionalism. We believe that the success of our clients is inextricably linked to that of Fuss & O’Neill.

**GZA**

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GZA is a full-service company providing consulting solutions including environmental, geotechnical, water resources, ecological services, and construction management. We are a CCM approved stormwater MS4 vendor; and specialize in coastal resilience plans, dam engineering, and landfill monitoring.
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Founded in 1972, Nathan L. Jacobson & Associates, Inc. is an established civil and environmental engineering firm that specializes in providing comprehensive technical services to municipal clients. Areas of practice include infrastructure improvement projects, roads, bridges, stormwater management, water resources, environmental permitting; water supply, storage, transmission, distribution and treatment facilities; wastewater facilities planning, collection systems; pump stations, treatment facilities, and alternative small community systems; and general municipal engineering services.

A large portion of Nathan L. Jacobson & Associates, Inc. practice is devoted to providing on-call town engineering services, including the review of land use applications, preparation of estimates for bonding purposes, and inspection to enforce compliance with town standards. Additional services include municipal environmental permitting, MS4 compliance, and design services for a wide variety of recreation, public works, and community development improvement projects.

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Milone & Macbroom is one of the largest consulting firms in the Northeast offering technical innovation and award-winning design through a diverse team of professionals in the fields of engineering, planning, landscape architecture, and environmental science. We approach each and every project with human-centered principles and are passionate about our people, our clients, and our work. We have been working together in a collaborative environment since 1984, providing services to a multitude of clients in both public and private sectors. We are proud of our exceptional set of core disciplines, specialty practice areas, cross-functional design and planning teams, strong client relationships, and local knowledge base that sets us apart.

At Woodard & Curran, there’s nothing we love more than a tough engineering challenge. We handle a wide range of water and environmental issues – solving complex problems with creativity and tenacity. That’s how we make a difference to our clients, people, and planet.

Contact:
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Tighe & Bond provides comprehensive engineering and environmental services to more than 100 municipalities across Connecticut. Our staff of 330+ work from offices located across New England, including Middletown and Shelton, Connecticut. We deliver a variety of services including site planning and design, building engineering, coastal and waterfront solutions, environmental consulting, GIS and asset management, transportation engineering, and of course, water and wastewater engineering.

An employee-owned firm, we are invested in our clients’ success. Tighe & Bond has been around for more than a century, and never stops evolving and improving to keep pace with clients’ needs. Vision, technical expertise, exceptional service and strong client relationships have always been at the forefront of who we are. Visit our comprehensive website at www.tighebond.com

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At Woodard & Curran, there’s nothing we love more than a tough engineering challenge. We are an integrated engineering, science, environmental management, and operations company, handling a wide range of water and environmental issues for public and private clients nationwide. For over 39 years, we have earned our client’s trust using our creativity and tenacity to deliver exceptional results.

By implementing best practices and understanding how to protect investments we’re able to strike a balance between the competing elements of cost, service, risk, and regulation when helping communities manage water, wastewater, and drainage systems.

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We blend areas of expertise like planning, permitting, finance, engineering, and construction to achieve intelligent results for clients entrusted with public assets.

We take on utility and public works operations and solve safety, compliance, process, and staffing challenges by integrating the knowledge gained from our extensive experience in operations, engineering, and automation.

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WSP USA, formerly WSP|Parsons Brinckerhoff, is the U.S. operating company of one of the world’s leading engineering and professional services firms – WSP.

Dedicated to serving local municipalities, we are engineers, planners, technical experts, strategic advisors and construction management professionals. WSP USA designs lasting solutions in the buildings, transportation, energy, water and environmental sectors. With nearly 7,000 people in 100 offices across the U.S., we partner with our clients to help communities prosper.

ENVIRONMENTAL ENGINEERING

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**Horsley Witten Group**

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Horsley Witten Group is a leading edge engineering, planning, and environmental consulting firm which provides sustainable design solutions.

**HRP Associates, Inc.**

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For 35 years, the consulting engineers at HRP have worked together with our clients to assure that they move their environment forward. Our job is to minimize the environmental risks associated with our client’s projects and help them reach their intended business goals. HRP is a multidisciplinary environmental and civil engineering consulting firm, with nine offices throughout the U.S.

Our engineers and geologists listen carefully and implement new ideas and processes that are flexible, effective, and sustainable. Our collaborative business approach means that our clients are always fully involved and informed through the development and completion of their project.

**Nathan L. Jacobson & Associates, Inc.**

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**Milone & MacBroom, Inc.**

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At Woodard & Curran, there’s nothing we love more than a tough engineering challenge. We are an integrated engineering, science, environmental management, and operations company, handling a wide range of water and environmental issues for public and...
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Building strong communities for the future matters. CME designs and manages innovative, practical solutions that create better built environments. Our collaborative team consists of engineers, designers, consultants, planners, and scientists who share the philosophy of community building through effective, enduring design. We help create safe and functional environments, while focusing on attaining desired outcomes and adding value to projects and communities.

Envision, Design, and Construct something unique with us.

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Like most municipalities, you want grants, you need grants, but you’re not sure how to get grants. Let us help.

EG GRANT FINDER

For additional information, contact Andy Merola, (203) 498-3056 | amerola@ccm-ct.org.
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Beirne Wealth Consulting Services, LLC (BWC) is an SEC Registered Investment Advisor that provides independent, fee-based investment management services and innovative financial strategies. Our institutional business provides consulting expertise to defined benefit and defined contribution plans, endowments, foundations, and non-profits.

The principals of BWC have consulted on municipal pensions for over 40 years. This deep experience has given the team unique insight into the investment needs of institutional clients. BWC’s approach to structuring portfolios has been developed specifically to enable institutional clients to manage their costs and attain top percentile performance.

The founder has been providing investment consulting services to institutions for over 40 years. John Beirne, a pioneer in the municipal advisory market, was the first investment consultant to invest public pension funds with outside money managers, which is now a standard best practice in the industry. BWC is dedicated to serving institutions by giving objective, transparent, and non-conflicted advice. The team has had a long career of servicing public funds and helping board members and trustees fulfill their fiduciary obligations.

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CLA is a professional services firm delivering integrated wealth advisory, outsourcing, audit, tax and consulting to help clients succeed professionally and personally. www.CLAconnect.com

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For over 70 years, Hilltop Securities, formerly First Southwest, has been a trusted leader in public finance, providing our clients throughout the country with financial advisory and underwriting services. A diversified investment bank, Hilltop Securities also offers professional experience in the areas of continuing disclosure, arbitrage rebate and asset management. We have 5 offices serving the Northeast: Rocky Hill, CT; Boston, Massachusetts; Worcester, Massachusetts; New York, New York; and Lincoln, Rhode Island. At Hilltop Securities, we put our public sector clients first, working with them from the early planning stage of a project to its final financing. We provide fiscal impact analyses; refunding analyses; and comprehensive debt management programs and implementation. We assist in developing comprehensive rating presentations that focus on an issuer’s strength.

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Farmington Bank also offers FastPay, a convenient online payment option for your taxpayers to make payments to your municipality. FastPay will help reduce operational costs, gain efficiencies, and expedite revenue collection. Give us a call and we’ll be happy to give you a demonstration of FastPay and other solutions to make your operations more efficient.
Peoples United Bank (PUB) is the largest bank based in New England. With more than $1.5 billion in public deposits and more than 200 public entity customers, PUB has been recognized, regionally and nationally, by independent firms like Greenwich Associates, for award-winning customer service. Further evidence of our commitment to the communities we serve is the 20+ year “A” or “Outstanding Community Reinvestment Act (CRA)” rating we possess.

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Andrew Merola, CCM Energy & Program Development Manager

CCM provides members with a free annual subscription to GrantFinder, an online, searchable database of federal, state, corporate, and foundation grants. The new service allows municipalities to search the entire universe of grants available to cities and towns. Benefits of GrantFinder include:

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Cigna, a global health service company, is dedicated to helping people improve their health, well-being and sense of security. We offer medical, dental, behavioral health, pharmacy, vision, group life, accident and disability insurance — as well as proven health improvement programs that are targeted to the unique needs
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**Delta Dental of Connecticut, Inc.**

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Contact: Deborah Berning, Benefits Consultant

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*NCQA Health Insurance Plan Rankings (2016 - 2017)

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Beirne Wealth Consulting Services, LLC (BWC) is an SEC Registered Investment Advisor that provides independent, fee-based investment management services and innovative financial strategies. Our institutional business provides consulting expertise to defined benefit and defined contribution plans, endowments, foundations, and non-profits.

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Berchem Moses P.C. has been successfully representing Connecticut municipalities for more than 45 years. Our municipal clients retain us as their town or city attorneys in the following matters:

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Cohen and Wolf’s Municipal Group has extensive experience in all aspects of municipal law, including representing and advising town boards and commissions, negotiating contracts, handling municipal litigation and administrative appeals, and providing guidance for town governance. The Group uses a team approach to handle multiple tasks simultaneously and a municipal attorney is always available to assist clients.

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Howd & Ludorf, LLC defends municipalities in all state and federal courts in Connecticut. Howd & Ludorf, LLC attorneys represent public officials, school leaders, police officers, land use commissions, and municipal employees in all general and professional liability claims, including civil rights claims.

Howd & Ludorf, LLC attorneys have argued appeals in municipal cases to the Connecticut Appellate Court, the Connecticut Supreme Court, and the United States Court of Appeals for the Second Circuit.

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With over 100 attorneys in six offices in Connecticut, Massachusetts and New York, Murtha Cullina LLP has long provided a full range of legal services to municipalities and school districts in Connecticut and Massachusetts. The firm currently serves as town attorney to eight municipalities and serves as special counsel for land use, litigation and other matters to approximately two dozen additional towns and cities. Murtha Cullina serves as General Counsel to CCM. The municipal practice group prides itself not only in its experience but also in its ability to deliver services to its clients that are responsive and timely.

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With nearly 100 attorneys, Pullman & Comley, LLC is one of Connecticut’s largest law firms and provides a wide range of legal services to clients in the New England region, as well as throughout the United States and internationally. The firm’s major practice areas include business organizations and finance; labor, employment law and employee benefits; education law; environmental and land use; government finance and municipal law; health care; litigation; property valuation; real estate; regulatory, energy and telecommunications; and trusts and estates.

As town attorney, general and special counsel to numerous municipalities, the firm addresses a variety of matters including contract negotiations, drafting and implementing ordinances and regulations, charter revision, employee benefits, Freedom of Information Act matters, litigation, cell and radio tower negotiations, land use and zoning enforcement, and numerous other issues. The firm also works with schools, school districts and school boards to find innovative and cost-effective solutions to the legal issues they face.

The firm has offices in Bridgeport, Hartford, Stamford, Waterbury, and White Plains.

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Ryan Ryan Deluca LLP has extensive experience representing Connecticut municipalities and their employees and officials in Connecticut state and federal courts and in administrative proceedings. We have
successfully defended police officers and officials in suits alleging excessive force in violation of state and federal constitutional rights; suits against municipal defendants brought under 42 U.S.C. section 1983; and a variety of other claims against municipal defendants. We are aggressive in trying to identify and eliminate baseless claims at the earliest opportunity.

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(860) 442-4416 mcarey@sswbgg.com

Suisman Shapiro, a large, well-established eastern Connecticut firm, provides municipalities with a full range of legal services. Our goal is to provide the highest quality of legal services to every client.

Suisman Shapiro’s municipal and employment law team offers the depth of experience necessary to provide efficient and effective counsel and guidance in all aspects of municipal operations (excluding bonding) including: employment law; code enforcement; zoning, planning, wetlands and general land use issues; purchasing and bidding; real estate; FOIA compliance; charter, ordinance and contract review, drafting and interpretation; property tax and assessment issues; tax and other lien foreclosures; ethics compliance; and litigation before administrative agencies and state and federal courts.

In the area of labor law our attorneys advise employers on everyday matters concerning the hire, discipline and management of employees; we develop handbooks and policies; we aggressively negotiate collective bargaining agreements; and we represent employers in grievance arbitration proceedings and litigation before administrative agencies and state and federal courts.

We also provide assistance to communities who conduct investigations involving workplace misconduct and harassment, conduct supervisory and sexual harassment training for managers and employees, and provide consultation to our clients on issues that affect their workforce and community.

**Updike, Kelly & Spellacy, P.C.**

100 Pearl Street, 17th Floor  
Hartford, CT 06103  
Phone: (860) 548-2600  
Fax: (860) 548-2680  
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Michael P. Botelho  
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Updike, Kelly & Spellacy, P.C. is a full-service law firm with a long history and tradition of public sector representation. The firm represents municipalities as bond counsel, real estate and development counsel, tax counsel, municipal liability defense counsel, appellate law counsel, town attorney, and specializes in areas which include public finance, employment law, zoning and land use, environmental, design and construction, F.O.I.A., contract negotiation, charter and ordinance drafting and interpretation, property tax and assessment issues, civil rights, ethics compliance, litigation in state and federal courts, and governmental relations.

Many of the firm’s attorneys are current or former elected officials or are presently serving or have served on municipal boards or commissions.

In addition to providing a full range of traditional legal services to public sector clients, the firm is experienced in structuring innovative financings, advising as to major development projects including public and private ventures and other complex legal matters where a skilled, multi-disciplinary approach is often necessary.

As a mid-sized firm we offer substantial flexibility and responsiveness to municipal clients through a more focused perspective, loyalty, and cost-effective services.
LIGHTING & DÉCOR

Tanko Lighting
220 Bayshore Boulevard
San Francisco, CA 94124
Phone: (415) 939-0615
Fax: (415) 822-3626
Email: jason@tankolighting.com
Web: www.tankolighting.com
Joe Bollinger, Sales/Applications Engineer
(203) 677-0949 joe@tankolighting.com
Jason Tanko, President
(415) 254-7579 jason@tankolighting.com

Tanko Lighting helps municipalities convert aging street lighting infrastructure to the most energy efficient Light Emitting Diode (LED) fixtures available. Our goal is to save taxpayer dollars and the environment through energy efficient street lighting. We utilize data to help cities plan and manage their streetlight systems while providing transparency throughout the process.

Our turnkey services include GIS auditing, acquisition support, design/engineering, procurement, rebate and rate change services, construction management, field training, and technical support. To date, we have implemented more than 200,000 energy efficiency streetlight conversions nationwide. We develop projects that harness the energy cost savings and result in no upfront costs to the customer.

Tanko Lighting is a member and qualified service provider for the Connecticut Conference of Municipalities. With an extensive portfolio of turn-key municipal LED street lighting conversion projects throughout the State of Connecticut, Tanko Lighting is the right choice for LED street lighting.

MANAGEMENT SERVICES

Gregory & Howe, Inc.
Two Corporate Drive, Suite 645
Shelton, CT 06484
Phone: (203) 929-5750
Fax: (203) 925-1132
Web: www.gregoryandhowe.com
George Howe, President
gregoryandhowe.com
Adrienne Cina, Vice President, Operations
adrienne_cina@gregoryandhowe.com

Drug and alcohol testing and DOT Compliance Program Management.

MUNCIPAL
CONSULTING
SERVICE

& Executive Search

Recognizing that hiring the best people requires both a significant investment of time and effort as well as a trusted partner, CCM has added executive recruiting to our Municipal Consulting Service

MCS assists CCM members, their school districts and local public agencies with a full complement of essential services, including:

Grant writing and researching • RFP drafting • Project management
Operational reviews • Change implementation • Organizational studies
Strategic planning • Finance and budgeting • Purchasing
Facilities management • Temporary staffing

Contact Andy Merola: 203 498-3056, or amerola@ccm-ct.org for additional information.
MANUFACTURING

American Shoring Inc.

207 Lake Street
Newburgh, NY 12550
Phone: (800) 407-4674
Fax: (800) 361-1973
Email: sales@americanshoring.com
Web: www.americanshoring.com
Bill Edgerly, Shoring Representative
(845) 590-4383 bill@americanshoring.com

Manufacturer of complete line of heavy duty and lightweight aluminum or steel trench shoring.

MS4 COMPLIANCE

CCM MS4 Compliance

900 Chapel Street, 9th Floor
New Haven, CT 06510-2807
Phone 203-498-3056
Fax: 203-562-6314
Email: amerola@ccm-ct.org
Web: www.ccm-ct.org
Andrew Merola, CCM Energy & Program Dev. Manager

CCM members selected three qualified engineering firms that will support member towns in complying with the federally and state mandated MS4 stormwater permit.

This includes helping to support programs that minimize localized flooding and reduce discharged pollutants.

The firms selected are the Meriden based BL Companies and two Massachusetts-based companies, CDM Smith and GZA Geoenvironmental.

The firms’ specialties include general civil engineering, stormwater system engineering, geotechnical engineering, inspection of stormwater facilities, land surveying, hydraulics engineering, hydrology, environmental, public communications, public participation, public utilities, cost estimation, and others as needed to fulfill the requirements of individual municipal projects.

CDM Smith Inc.

77 Hartland Street, Suite 201
East Hartford, CT 06108
Phone: (860) 529-7615
Fax: (860) 290-7845
Email: lalibertejl@cdmsmith.com
Web: www.cdmsmith.com
Contact: Joseph Laliberte, Associate

CDM Smith provides solutions in water, environmental, transportation, energy, and facilities. A full service consulting, engineering, construction, and operations firm, delivering exceptional client service.

MUNICIPAL CONSULTING

CCM Municipal Consulting Service

900 Chapel Street, 9th Floor
New Haven, CT 06510-2807
Phone 203-498-3056
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Andrew Merola, CCM Energy & Program Dev. Manager

MCS assists CCM members, their school districts and local public agencies with a full complement of essential services, including:

• Grant writing and researching
• RFP drafting
• Project management
• Operational reviews
• Change implementation
• Organizational studies
• Strategic planning
• Finance and budgeting
• Purchasing
• Facilities management
• Temporary staffing

MCS services are provided by highly qualified consultants with a variety of experience working with and for local governments and school districts.

Contact Andy Merola: 203-498-3056, or amerola@ccm-ct.org for additional information.
PROJECT MANAGEMENT

WSP USA Inc.

500 Winding Brook Drive
Glastonbury, CT 06033
Phone: (860) 659-0444
Fax: (860) 633-8177
Web: www.wsp.com
Anthony A. Moretti, P.E. Vice President Area Manager
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WSP USA, formerly WSP | Parsons Brinckerhoff, is the U.S. operating company of one of the world’s leading engineering and professional services firms – WSP. Dedicated to serving local municipalities, we are engineers, planners, technical experts, strategic advisors and construction management professionals. WSP USA designs lasting solutions in the buildings, transportation, energy, water and environmental sectors. With nearly 7,000 people in 100 offices across the U.S., we partner with our clients to help communities prosper.

PURCHASING

U.S. Communities

135 Montgomery Street, Apt. 21E
Jersey City, NJ 07302
Phone: 214-629-2056
Fax: 201-357-9004
Email: aturner@uscommunities.org
Web: http://www.uscommunities.org
Alexis Turner, U.S. Communities, East Program Manager

U.S. Communities is a nationwide cooperative purchasing program that offers competitively solicited contracts to local and state government agencies and non-profits. The program is voluntary, with no user fees and no minimum purchasing requirements.

For a list of contracts offered please visit www.uscommunities.org.

ROAD PAVING MANAGEMENT

CCM StreetScan

900 Chapel Street, 9th Floor
New Haven, CT 06510-2807
Phone 203-498-3056
Fax: 203-562-6314
Email: amerola@ccm-ct.org
Web: www.ccm-ct.org/StreetScan
Andrew Merola, CCM Energy & Program Dev. Manager

CCM and StreetScan have partnered to provide CCM-member towns and cities Smart City pavement inspection and management services that are fast and affordable. StreetScan’s vans, equipped with innovative patented sensing technologies — acoustic, radar, and optical, can detect surface and subsurface roadway defects while driving in and without interrupting normal traffic flow.

What are the key benefits?

- Projecting ePCI (Pavement Condition Index): PAVE-MON uses a data driven deterioration model that takes into account the occurrence of extreme weather events to visualize road conditions with varying funding levels.
- Repair Suggestions: PAVEMON suggests the most effective treatments ranging from slurry seal to an overlay to a full removal and reconstruction for each road segment. With this tool, municipalities can customize the cost of each repair method, choose to exclude certain unwanted repairs from the suggestion results, and generate results for the whole network or, by drawing an area on the map, just for the selected area.
- Repair Prioritization: PAVEMON prioritizes repair operations based on available municipal budget funding. In the tool, municipal staff can change the default priorities and impose various constraints, for example, streets to be included in the results, and interactively change the priorities and observe the projected impact on the network’s performance.
- Long Term Planning: PAVEMON schedules long term maintenance schemes based on your goals. Municipalities define a target ePCI to reach after a defined number of years and the system will generate the estimated budget required based on the current and predicted pavement conditions.

RETIREMENT SERVICES

Beirne Wealth Consulting Services, LLC

3 Enterprise Drive, Suite 410
Shelton, CT 06484
Phone: (203) 951-5917
Fax: (203) 701-8607
Email: info@beirnewealth.com
Web: www.beirnewealth.com
Jeff Bradanini, Director of Marketing
jbradanini@beirnewealth.com

Beirne Wealth Consulting Services, LLC (BWC) is an SEC Registered Investment Advisor that provides independent, fee-based investment management services and innovative financial strategies. Our institutional business provides consulting expertise to defined benefit and defined contribution plans, endowments, foundations, and non-profits.

The principals of BWC have consulted on municipal pensions for over 40 years. This deep experience has given the team unique insight into the investment needs of institutional clients. BWC’s approach to structuring portfolios has been developed specifically to enable institutional clients to manage their costs and
attain top percentile performance.
The founder has been providing investment consulting services to institutions for over 40 years. John Beirne, a pioneer in the municipal advisory market, was the first investment consultant to invest public pension funds with outside money managers, which is now a standard best practice in the industry. BWC is dedicated to serving institutions by giving objective, transparent, and non-conflicted advice. The team has had a long career of servicing public funds and helping board members and trustees fulfill their fiduciary obligations.

**SIDEWALK MAINTENANCE**

**Precision Concrete Cutting/SafeSidewalks.com**

254 Saint John Street  
New Haven, CT 06511  
Phone: 1-800-553-0949  
Email: sal@safesidewalks.com  
Web: www.safesidewalks.com  
Sal Ceneri, President

Sidewalk Trip Hazard Repairs Made Easy!

Precision Concrete Cutting, more commonly known as SafeSidewalks.com, is the leader in uneven sidewalk repairs nationwide. Since being awarded public bids in Connecticut, we have been able to help even more municipalities throughout the state to create a safe environment for pedestrians.

Our patented technology slices away the trip hazards, leaving the sidewalks ADA compliant and aesthetically pleasing, while eliminating trip and fall liability. Customers report a 70-80% reduction in cost compared to other methods. Our process is low impact, eco-friendly, fast, and clean.

There’s no need to shut down the sidewalks while we work, so there’s no inconvenience to your citizens.

**Awards and Contracts:**

- CREC Sidewalk Maintenance and Trip Hazard Mitigation contract
- Town of Wallingford Sidewalk Trip Hazard Removal contract
- CASHO “Distinguished Service Award” for 2015

Our company does free demonstration work for new client cities. For more information, contact us at 1-800-553-0949 or visit our website at www.safesidewalks.com.

**TELECOMMUNICATIONS**

**Sertex LLC**

22 Center Parkway  
Plainfield, CT 06374  
Phone: (860) 317-1006, ext. 114  
Fax: (860) 317-1046  
Web: www.sertexllc.com  
Michael Solitro, President  
(860) 317-1006, ext. 112 msolitro@sertexllc.com  
Shawn Harmon, Vice President of Operations  
(860) 317-1006, ext. 151 sharmon@sertexllc.com

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**Complete, Cost Effective, and Convenient!**

The Drug & Alcohol Testing Consortium, a program of the Connecticut Conference of Municipalities, offers many benefits to your municipality.

**Comprehensive Coverage**

This program covers all testing associated with DOT regulations, plus the services of a medical review officer, substance abuse professional, training, record keeping, and more.

**Predictable Cost**

Just one annual fee of $100 per covered driver or worker is the only cost for compliance. With no additional costs, our program makes budgeting easier.

For more information contact Beth Scanlon, (203)946-3782 | bscanlon@ccm-ct.org.
Sertex builds critical infrastructure for communications, utilities, and municipalities throughout the Northeast. Since the 1980s, utility deregulation and increased competition have altered the energy and telecommunications environment. Combine that with an aging infrastructure and it’s clear that the need for construction, rehabilitation, and maintenance services in American cities has never been greater.

Sertex addresses those critical needs with high-quality, on-time and on-budget infrastructure services designed to secure America’s energy and communications future.

For more than two decades, we’ve met the needs of the rapidly evolving communications and energy infrastructure with leading edge services.

Sprint
3 Van DeGraaff Drive
Burlington, MA 01803
Phone: (781) 494-0536
Web: www.sprint.com
Joshua Parker
joshua.parker@sprint.com

Sprint offers a comprehensive range of wireless, wireline, and machine to machine communications services bringing the freedom of mobility, and the power of innovative solutions, to governments, businesses, and consumers.

Sprint is one of the few major carriers that offers dedicated care support, one of the primary reasons for customer loyalty among business customers. Sprint is an advanced and service-focused Fortune 100 company, dedicated to providing support, products, and solutions to any industry of any size.

Sprint is developing more environmentally sustainable products and services to make the world a greener place. The Sprint Buyback program gives users the opportunity to earn credit when recycling an old device.

Your Sprint Connecticut team is very pleased to offer all CCM member municipalities and agencies a competitive pricing schedule based on the Connecticut State Contract, as well as a discount program to all CCM member employees and families on their personal phones. Instant savings on monthly service plans and “Ready Now,” one-on-one personalized setup is just the start.

Take a closer look and discover more reasons to choose Sprint service. Contact us today for more information.

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Paul Nelson, Consultant, 860-926-4260, paul.nelson@schooleymitchell.com
Beth Scanlon, Program and Digital Media Manager, 203-946-3782, bscanlon@ccm-ct.org

CCM’s telecom expense management program through Schooley Mitchell can help reduce your telecom costs with no risk. Did you know that almost all organizations are billed more than they should be for telecom services? Wireless, local, long distance, Internet, etc., can really add to the expenses for your municipality. Now you can make sure you’re not paying more than you should for your telecom expenses. This telecom consulting service is available to CCM municipal members as well as CCM Municipal Business Associates at no cost.

Schooley Mitchell takes an objective, unbiased approach to analyzing your current telecom services and expenses and recommending solutions that save you money. Better yet, if you don’t save, you don’t spend. This analysis is provided on a contingency basis with any fees being self-funded out of savings generated from reduced expenses. Other benefits provided by this program include:

- No implementation costs
- 50/50 share in savings over a specified period of time. and then you receive all the savings
- Single point of contact for all telecom issues
Municipal Business Associate Membership:
Connecting companies, cities and towns for progress

By becoming a Municipal Business Associate (MBA) member of the Connecticut Conference of Municipalities, you enjoy valuable ways to stay connected with Connecticut’s municipal markets. You also demonstrate your company’s support of Connecticut local government and your commitment to the growth of Connecticut’s towns and cities.

By becoming a Municipal Business Associate you will:

• Provide your business with an edge in Connecticut’s competitive municipal marketplace, which spends more than $3 billion a year on products and services
• Raise your profile with elected and appointed municipal officials, in person, in print and online.
• Enjoy special pricing and discounts on select services, such as mailing lists, advertising in Connecticut Town & City magazine, and a booth at the CCM Annual Convention.
• Choose from four levels of membership: platinum, gold, silver, and bronze. You can participate at the level that best suits your objectives.

For more information about becoming an MBA, contact:
Beth Scanlon, Program and Digital Media Manager
203.946.3782 • bscanlon@ccm-ct.org