

2018 Residential Design Expo



Hoffman Landscapes



Conte & Conte LLC,
Landscape Architects



ASLA
CONNECTICUT

*Getting Started, Growing,
Transitioning, or Keeping It
Going — Practice Resources
and Career Insights for
Design Professionals*

Wednesday, November 14, 2018
Ethan Allen Hotel
Danbury, CT



Artemis Landscape Architects



Tracy Chalifoux LLC



Louis Fusco Landscape Architects



2018 RESIDENTIAL DESIGN EXPO

Getting Started, Growing, Transitioning, or Keeping It Going — Practice Resources and Career Insights for Design Professionals

A continuing education program for landscape architects and peer design professionals

Date: Wednesday, November 14, 2018 / 8:00 a.m.-4:00 p.m.

Location: [Ethan Allen Hotel](#), 21 Lake Avenue Extension, Danbury, CT



CEUs: 6.0 PDH/HSW (LA CES) and 6.0 LU/HSW (AIA-CES) pending

Cost: \$125 Member of ASLA, AIA or other professional association
\$165 Non-members / \$40 Full-time students (with ID)

Includes continental breakfast and lunch

[REGISTER ONLINE](#) OR complete the form below and mail back with payment by Friday, November 9. Questions? Contact Jeff Mills at executivedirector@ctasla.org or (860) 454-8922.

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Join fellow landscape architects, peer practitioners, and green industry representatives at CTASLA's 7th annual Residential Design Expo. This program will provide design professionals with insights, resources, and best practices required to start up, update, improve, and grow a residential practice. We will introduce current technical trends, services, legal and technical advice, and other relevant skills that will enhance the delivery of design services, benefit your practice, and advance the profession. With 20 exhibitors, the day will also offer designers access to the latest products, services, and technologies.

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REGISTRATION FORM

[Register online](#) with your credit card or complete this form and return with your check (payable to "CTASLA") and mail to:

CTASLA
c/o J.M. Communications
35-31 Talcottville Road, Ste. 318
Vernon, CT 06066

Deadline: November 9, 2018

(Note: no refunds after Nov. 9)

Name: _____

ASLA or AIA Member Number (if applicable): _____

Company: _____

Mailing Address: _____

City/State/Zip: _____

Email Address: _____

___ Member(s) @ \$125 each = \$ _____ total

___ Non-Member(s) @ \$165 each = \$ _____ total

___ Full-time student(s) @ \$40 each = \$ _____ total

See the following pages for course descriptions and bios of our speakers.

Schedule:

8:00-8:50 Registration / Continental Breakfast / EXPO

8:50-9:00 Welcome & Introductions

Louis Fusco, ASLA – Louis Fusco Landscape Architects

9:00-9:55 Getting Started

*Panelists: Abigail Adams, ASLA – A2 Land Consulting
Tracy Chalifoux, ASLA – Tracy Chalifoux LLC
Tara Vincenta, ASLA – Artemis Landscape Architects, Inc.*

This session will involve a panel of landscape architectural professionals working in the Residential market who have experienced the process of starting out on a new business endeavor. Practical advice will be discussed regarding creating and running a business (office/firm), including licensing, insurances, laws and codes that may impact your decisions. The incentive to start their business will be explored, along with challenges and obstacles they had to overcome.

9:55-10:50 Learning From Start-Up Specialists

*Panelists: Wesley D. Cain, Esq. – Carmody Torrance Sandak & Hennessey LLP
Lisa L. Feinberg, Esq. – Carmody Torrance Sandak & Hennessey LLP
Eric P. Ferraris, Tooher-Ferraris Insurance Group
Chris Tallcouch, Tooher-Ferraris Insurance Group*

This session will introduce business startup service professionals (Lawyer, accountant, insurance broker, and financial planner), who will provide advice on initiating and running a new business. Each guest will provide a concise presentation of their discipline and how they best support their clients. Emphasis will be placed on the knowledge and services these professionals provide that assist the landscape architect in their responsibility to ensure the health, safety, and welfare of the general public.

10:50-11:05 Break / EXPO

11:05-12:00 Collaborating with Allied Professionals

*Panelists: Greg Tankersley, RA – McAlpine Architects
Rob Frangione, PE – Frangione Engineering, LLC
Beth Evans, PWS – Evans Associates Environmental Consultants*

This session will introduce allied professionals and specialists currently working in conjunction with residential landscape architectural professionals. Our guest architect, engineer, and environmental specialist will provide a concise presentation of their discipline and how they traditionally work with the landscape architect. Current environmental, engineering, and architectural challenges and state-of-the-art practices will be discussed.

12:00-12:45 Lunch / EXPO

12:45-1:40 Growing Your Company

*Panelists: Brian Cossari, ASLA – Hoffman Landscapes
Diane Devore, ASLA – Devore Associates Landscape Architects
Chris DeAngelis, PE – Cabezas-DeAngelis, LLC*

This session will involve a panel of landscape architects and an engineer with unique stories to tell regarding growth and change in their practices. Emphasis will be made on expertise obtained in the advancement of their work. The design-build professional hybrid office type will be explored as a viable business model for the residential industry.

1:40-2:35 **Keeping it Current**

Panelists: Caryn B. Davis – Caryn B. Davis Photography
DJ Carey – C&G Media Group
Karen McInerney – Marketing Consultant

This session will introduce landscape architectural practitioners to steps that help update or redefine the focus of their practice. In addition, it will introduce specialists (landscape photographer, marketing specialist, and design magazine editor) currently working to support residential landscape architects in achieving their best work and getting it out to the marketplace.

2:35-3:00 **Break / EXPO / Door Prizes**

3:00-3:55 **Transitioning**

Panelists: Joanne Parsons, ASLA – Parsons Associates, Inc.
John R. Conte, ASLA – Conte & Conte LLC, Landscape Architects

This session will introduce the theme of “transitioning.” We will meet landscape architectural residential practitioners who are in the process of transitioning — changing the way they run their practice, doing more project management, or perhaps moving on to retirement or pursuing another field of work. Management decisions you will need to make sooner rather than later will be discussed, along with compelling first-hand experiences.

3:55-4:00 **Evaluation Forms / Certificates of Completion**



Meet the Panelists:



Moderator: Louis Fusco has been a registered landscape architect since 1984, licensed in New York, Connecticut, and Maryland. He began his career in Milan, Italy and New York City specializing in urban design, city parks, plazas, and playgrounds. His current practice, Louis Fusco Landscape Architects, balances residential/estate design with commercial work, campus planning, and park design. Louis has been recognized with numerous ASLA awards (Connecticut & New York) and has been featured in professional journals and magazines.

Working out of her New Fairfield, CT studio, **Abigail Adams** specializes in being responsive with design work and creative problem-solving. Abigail is a licensed professional in both Connecticut and New York. With over 16 years of experience, she worked for a high-end residential design firm and two multi-disciplinary firms in Maine and Connecticut before launching A2 Land Consulting, LLC in 2015. Abigail provides consulting services to architects, civil engineering firms, developers, and residential homeowners, designing a variety of diverse landscapes.

Tracy Chalifoux LLC is a small, growing landscape architecture firm based in Danbury, CT, focusing on high-end residential, commercial, and master planning projects, with a special emphasis on wetland mitigation and enhancement. Principal **Tracy L. Chalifoux** enjoys practicing in both Connecticut and New York.

Tara M. Vincenta, principal/founder of Artemis Landscape Architects, has 30 years of experience designing diverse landscapes. She began her career in the West, where she developed a keen interest and expertise in designing with drought tolerant and native plantings. She has carried this skill forward in all of her work, with a strong commitment to facilitating the connection between nature, landscapes, and public health. Under her direction the firm has won numerous awards from CTASLA. Tara holds a degree in Landscape Architecture from SUNY, College of Environmental Science and Forestry, where she graduated with honors.

Wesley Cain practices in Carmody Torrance Sandak & Hennessy's Private Client and Business Services groups, where his practice focuses on estate planning with a particular



Eric Ferraris



Chris Tallcouch



Brian Cossari



Abigail Adams



Tracy Chalifoux



Tara Vincenta



Wesley Cain



Lisa Feinberg



Diane Devore

emphasis on tax planning. Wes also practices with the Business Services Group where he represents closely-held businesses and non-profit organizations in all aspects of their operations, from formation and start-up through growth, ongoing operations, and exit planning. Before law school, Wes worked as a CPA, which has given him the skills necessary to understand the complex tax and financial issues facing his clients.

Lisa Feinberg practices primarily in the area of land use law with a focus on representing developers, institutions, property owners, and tenants in connection with obtaining municipal and state permits for large scale development projects and real estate transactions. Lisa has assisted as legal counsel for many significant development projects in Stamford and the surrounding Fairfield County communities. She was selected for inclusion in Connecticut Super Lawyers 2017-2018.

Since 2000, **Brian Cossari** has been serving Hoffman Landscapes clients and leading their Landscape Architecture Department. Brian creates stunning design solutions that set properties apart, are in harmony with existing structures and solve environmental challenges. His talents as a designer and problem-solver have been recognized with both local and national awards. Brian is a licensed landscape architect in New York and Connecticut. He has volunteered with CTASLA in various capacities for the past 15 years. He earned his bachelor's degree in Landscape Architecture from the University of Massachusetts.

Diane Devore is a registered landscape architect and principal of Devore Associates. She has a Bachelor of Science degree in Ornamental Horticulture from Delaware Valley College and a Master of Landscape Architecture from Cornell University. In 1991 Diane started her own firm, Devore Associates, which specializes in large-scale residential design. The firm has grown from a small office with Connecticut-based projects to a mid-sized firm with projects throughout the Northeast and Middle Atlantic states.

Chris DeAngelis is a Partner with Cabezas-DeAngelis, LLC, of Bridgeport. The civil engineering/surveying business provides a complete range of land development services for public and private clients. Chris is responsible for all aspects of business development including contract writing, plan production, billing, and office administration. He received his B.S. in Civil Engineering, cum laude, from the University of Connecticut.

Greg Tankersley holds a Bachelor of Architecture degree from Auburn University. It was there that Greg met professor of Architecture Bobby McAlpine, who asked Greg (along with his wife Mary Robin Jurkiewicz) to join his burgeoning firm in Montgomery, AL in 1985. Over the years, the little Southern design-firm-that-could has matured, grown and spread into four cities: Montgomery, Nashville, Atlanta, and New York (where Greg is now based). Now in its 30th year, McALPINE is described as "nurturing, compassionate, soulful," and the firm's architecture "a timeless and romantic pursuit of The Inheritable House."

Robert Frangione is a licensed professional engineer in Connecticut, New York, Vermont, and Colorado. Mr. Frangione has more than 22 years experience in site planning, grading and drainage design, septic system and sewer design, road design, subdivision layout, structural design, and retaining wall design. He has successfully represented clients before municipal land use commissions in Fairfield County and Westchester County. Robert graduated cum laude from the University of Michigan's College of Engineering in 1996 with a Bachelor of Science Degree in Civil & Environmental Engineering.

Beth Evans established Evans Associates Environmental Consulting, Inc. in 1988 as a private consulting firm specializing in environmental planning, environmental permitting, and regulatory compliance. Working closely with landscape architects and engineers, Evans Associates specializes in assisting clients in incorporating environmentally sensitive sites into the planning process in a manner which assures regulatory compliance and ecological compatibility.

Caryn B. Davis is a seasoned photographer specializing in architectural, landscape architectural, and travel photography. In addition to her commercial clients, Caryn's images have been featured in numerous publications including The New York Times, Connecticut Cottages & Gardens, Early Homes, Gardening How-To, Southern New England Home and Town & Country. In 2017, she published her first photography book, "A Connecticut Christmas," now in its third printing.

DJ Carey is Editorial Director of Cottages & Gardens Publications and editor-in-chief of *Connecticut Cottages & Gardens*, a monthly magazine that she helped launch in September 2004. Like its sister publications in the Hamptons, NY, the magazine celebrates the diverse design, architecture, and lifestyle of the state. Before assuming this position, DJ was a freelance design editor for numerous national publications. Her extensive knowledge of design, architecture, entertaining, crafts, and decorative arts contributes to successful editorial and advertising features for national magazines.

Karen McInerney, Marketing Consultant, has extensive experience in successful brand development, communication, creating compelling marketing and presentation materials, web design, and social media. She has worked for Fortune 500 corporations (Prudential, Manulife Financial), as well as small and mid-size businesses (ClientWise, Senn Delaney, Giles Communications). In addition, Karen has helped three start-ups grow by utilizing skills in branding, business development, and webinars.

Joanne Parsons graduated from The University of Guelph School of Landscape Architecture located in Ontario, Canada. In 1990 she founded Site Systems, Inc. in Stamford, CT. What started as a design-build landscape business expanded into a full-service landscape design, build, maintenance, and construction management company servicing lower Fairfield County. In 2015 Joanne sold off the assets of Site Systems Inc. and continues to practice residential landscape architecture out of her home office in Trumbull.

With over 30 years of experience in design, construction, and management, **John R. Conte** guides the firm of Conte & Conte, LLC as owner and principal landscape architect. His current practice, established in 1997, includes partners in landscape architecture and civil engineering. Over the years, the firm has developed a portfolio of beautiful landscapes in the private and public sectors, though most well-known for their residential work in the Greenwich area.



Chris DeAngelis



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John Conte