

Business

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MAKING IT WORK: BART'S TREE SERVICE

Exec turns over a new leaf

Moves from working in corporate offices to a satisfying world outdoors in landscaping

By Dirk Perrefort

DANBURY — About six years ago, Matt Bartelme gave up climbing the corporate ladder. He decided to climb trees for a living instead.

Bartelme, then a Pitney Bowes executive who oversaw the company's global supply chain, decided to clear some trees from a home he purchased on Candlewood Lake. Having grown up on a farm, Bartelme was used to working the land, so he grabbed a chainsaw and got to work. He soon fell in love with the job and began seeking any information he could find on tree care.

"I started up a small side business on the weekends, but it's a very difficult industry to break into," he said.

Before long, Bartelme had left Pitney Bowes for his own consulting firm, but his side business in tree work became more profitable than the consulting business.

"That's when I decided to take the leap of faith," he said. "And I've been loving it ever since. In the corporate world, you can work long and hard, but have no real sense of accomplishment. When I'm taking down a tree or doing some pruning work, you can look at what you've accomplished by the end of the day."

Bartelme, the founder of Barts Tree Service, said he used his marketing knowledge from his corporate background to build a strong brand for the company and social media presence. He also learned as much as he could about the trade.

"I want to all the different

trade organizations and went to every event and seminar I could find," he said. "I wanted to learn from the leaders in the industry so we could become the industry leaders in our area."

Bartelme is now one of only a handful of tree experts in the Danbury area who is certified by the International Society of Arboriculture.

"It's a rigorous certification that includes classes about a tree's biology, chemical that are used, cabling and proper pruning methods," he said. "It really shows your dedication to the job."

Rob Ryder, a Newtown resident who has been a client of Barts Tree Service for several years, said it's that kind of know-how that has him coming back to the company. Some of the work at Ryder's property includes the yearly pruning of a red maple tree in the front yard.



Carri Kault/Staff photographer

Matt Bartelme, 45, of Danbury, owner of Barts Tree Service, does structural pruning on a Japanese maple tree at a Newtown residence.

"You can tell that they really know what they are doing," Ryder said. "Matt knows how to selectively prune a tree over time so that it really fills out and looks like it was never there — don't get me wrong — but I can't tell you how many times I've had to come in and fix something after a landscaper was hired to trim a tree," he said.

Bartelme said he enjoys helping the consumer.

"I love the interaction with the customers and educating them about the right planting and pruning methods," he said. "I might lose some of the smaller jobs that way, but usually they'll call back when they have a big project in the works."

There are a lot of good tree guys out there — don't get me wrong — but I can't tell you how many times I've had to come in and fix something after a landscaper was hired to trim a tree," he said.

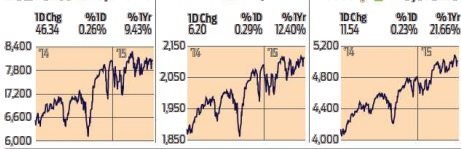
dperrefort@newstimes.com; 203-731-3358; www.twitter.com/DirkPerrefort



Jeff Rabito, 30, of Sherman, with Barts Tree Service, cuts down a maple tree.

DAILY MARKET SUMMARY

Dow Jones **↑ 18,070.40** S&P 500 **↑ 2,114.49** Nasdaq **↑ 5,016.93**



Stocks of local interest

Name	Last	%Chg	%1D	%1M	%1Y
Acme United Corp	36.45	-0.1	0.0	0.0	0.0
Admiral	109.19	0.0	0.0	0.0	0.0
Bioscience	1.14	0.0	0.0	0.0	0.0
Campanella Corp	45.74	0.4	0.0	0.0	0.0
Genesys Inc	2.00	0.0	0.0	0.0	0.0
GenCorp	16.23	1.0	0.0	0.0	0.0
GenCorp/Overseas	10.07	2.0	0.0	0.0	0.0
GenCorp	6.00	-0.3	0.0	0.0	0.0
Cyclical Industries	56.27	0.0	0.0	0.0	0.0
Digital	10.99	-0.1	0.0	0.0	0.0
Digital/GenCorp	70.00	0.4	0.0	0.0	0.0
Eligant/Fin	20.19	0.3	0.0	0.0	0.0
EMCOR Group Inc	45.03	0.4	0.0	0.0	0.0
Emerson Electric	59.68	0.3	0.0	0.0	0.0
Enviro/Healthcare	24.85	1.0	0.0	0.0	0.0
Evansco Energy	40.96	1.0	0.0	0.0	0.0
Facilities Corp	160.07	0.6	0.0	0.0	0.0
FinServ/Management	10.09	0.4	0.0	0.0	0.0
Frontier/GenCorp	6.97	0.0	0.0	0.0	0.0
GenCorp Energy	1.02	-1.6	0.0	0.0	0.0
GM&M Division	76.90	1.0	0.0	0.0	0.0
GenCorp	14.69	0.7	0.0	0.0	0.0
GenCorp Electric	2.27	-0.2	0.0	0.0	0.0

S&P 500

Name	Last	%Chg	%1D	%1M	%1Y
Capgemini Tech	62.76	0.2	0.0	0.0	0.0
Wynn Resorts Ltd	110.0	0.0	0.0	0.0	0.0
Therent Healthcare	49.69	3.8	0.0	0.0	0.0
Cheniere Energy	24.28	2.8	0.0	0.0	0.0
AES Corp	13.64	2.8	0.0	0.0	0.0
GenCorp	40.02	2.4	0.0	0.0	0.0
Scopus Networks	71.89	2.4	0.0	0.0	0.0
Henry Schein Inc	102.05	2.3	0.0	0.0	0.0
DENTSPLY Intl	52.57	2.2	0.0	0.0	0.0
UnitedHealthcare	192.90	2.2	0.0	0.0	0.0
Charles Schwab	31.28	2.2	0.0	0.0	0.0
CallMe Inc	71.23	2.2	0.0	0.0	0.0
Xerox Corp	11.77	2.2	0.0	0.0	0.0
Levi's	56.90	2.1	0.0	0.0	0.0
QEP Resources Inc	22.95	2.1	0.0	0.0	0.0

Interest rates

Instrument	Rate
Money market funds (1Y)	0.0%
1-Month Treasury (1Y)	0.25%
3-Month Treasury (1Y)	0.25%
6-Month Treasury (1Y)	0.25%
1-Year Treasury (1Y)	0.25%
2-Year Treasury (1Y)	0.28%
3-Year Treasury (1Y)	0.28%
5-Year Treasury (1Y)	0.28%
10-Year Treasury (1Y)	0.28%
30-Year Treasury (1Y)	0.43%

Commodities

Commodity	Price	%Chg	%1D	%1M	%1Y
Crude Oil (WTI)	\$49.80	-0.1	0.0	0.0	0.0
Natural Gas	\$2.81	-0.4	0.0	0.0	0.0
Gold	\$1,210.00	-0.1	0.0	0.0	0.0
Silver	\$16.44	-0.1	0.0	0.0	0.0
Copper	\$3.50	-0.1	0.0	0.0	0.0
Platinum	\$915.00	-0.1	0.0	0.0	0.0
Palladium	\$1,150.00	-0.1	0.0	0.0	0.0
Iron Ore	\$62.00	-0.1	0.0	0.0	0.0
Wheat	\$5.50	-0.1	0.0	0.0	0.0
Soybeans	\$12.50	-0.1	0.0	0.0	0.0
Corn	\$3.50	-0.1	0.0	0.0	0.0
Wheat (Soft Red)	\$5.50	-0.1	0.0	0.0	0.0
Wheat (Hard Red)	\$5.50	-0.1	0.0	0.0	0.0
Wheat (Soft White)	\$5.50	-0.1	0.0	0.0	0.0
Wheat (Hard White)	\$5.50	-0.1	0.0	0.0	0.0

LEGISLATIVE REMEDIES PROPOSED

Lag grows in formation of new businesses in state

By Alexander Soule

In promoting the idea of an entrepreneur "learner's permit" this spring, state Sen. L. Scott Frantz, R-Greenwich, hoped to speed the formation of new businesses in his district that covers parts of Greenwich and Stamford, and in the rest of Connecticut.

Entrepreneurship has slowed to a crawl, as Connecticut and the country mark National Small Business Week in the first week of May.

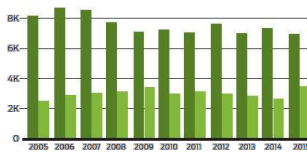
Connecticut registered 6,976 businesses in the first quarter, more than 600 fewer than the first three months of 2014 and the lowest total for any first quarter since 2001, according to data from the Stamford Chamber of Commerce in March. "Connecticut has just gone down into the dumps with respect to the business environment & the entrepreneur learner's permit is just one of many, many efforts that we're making,"

Frantz told members of the Stamford Chamber of Commerce in March. "Connecticut has just gone down into the dumps with respect to the business environment & the entrepreneur learner's permit is just one of many, many efforts that we're making,"

Frantz said. "We've done not such a great job here in the last 15 to 20 years as a state, in terms of being able to retain business here and certainly to attract enough businesses to have a certain level of critical

Connecticut business starts and stops

Despite efforts in Connecticut to encourage the formation and development of startups, first-quarter business formation hit a low mark in 2015, even as business stops hit a decade high.



Timothy Guzza/Staff graphic Source: Connecticut secretary of the state

in the country where there's been a proven track record of good, solid business growth," Frantz told members of the Stamford Chamber of Commerce in March. "Connecticut has just gone down into the dumps with respect to the business environment & the entrepreneur learner's permit is just one of many, many efforts that we're making,"

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Frantz said. "We've done not such a great job here in the last 15 to 20 years as a state, in terms of being able to retain business here and certainly to attract enough businesses to have a certain level of critical

massive transportation bill under consideration by the General Assembly, taxes are likely to only go up, putting more burdens on residents as well as businesses large and small.

Business dissolutions are not a true measure of actual economic activity due to many owners keeping inactive businesses on the books, but the startup index provides a strong indicator given state law that requires registration for companies doing business here. If an increasing number of businesses have dissolved their registration with the state, startup creation continues to easily outpace business stops.

The Connecticut Department of Economic and Community Development is seeking legislative approval to extend the Small Business Express program to micro-loans, with the goal of strengthening available funding to more businesses at the earliest