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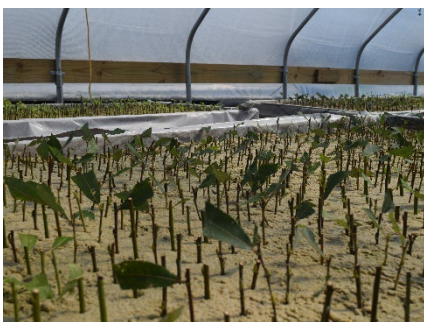
## A. Qualifications

Ecotone is an ecological restoration services firm serving the Mid-Atlantic region—one of the largest domestic, vertically integrated providers in this space—designing and building sustainable ecosystems. For nearly 25 years, our company has provided stream restoration, wetland creation, stormwater management, reforestation, mitigation banking, permitting, and consulting. This year, Ecotone made its first strategic move to increase the company’s geographic presence as a leading provider of restoration services by acquiring Wilkinson Ecological Design (WED)—a provider of vegetation management (including invasive species) and ecological restoration solutions in New England and the surrounding areas. Sharing the same values for high quality restoration work, integration of Ecotone and WED will create one of the premier, ecological restoration services providers in the United States—with a unified mission to restore the integrity and biodiversity of the unique natural ecosystems and talent to offer vertically integrated vegetation/invasive species management and design/build stream, wetland, forest, and shoreline-based restoration services in the Mid-Atlantic and Northeast markets.

### i. Number of years the nursery has been operating

For **more than eight years**, Ecotone has owned and operated a native plant nursery, to not only supplement materials needed for our ecological restoration projects but also provide sustainable plants and trees to wholesale and retail clients. We focus on propagating fast-growing, resilient plants grown in rich media and mycorrhizal inoculants to promote healthy growth long after our plants leave the nursery. Our seeds, plant material and potting media are regionally-sourced with the goals of growing plants that are suitably adapted to Mid-Atlantic ecotypes—supplementing natural regeneration and ensuring suitable survival and growth rates. Ecotone’s nursery is equipped with a cold storage unit used for storing seeds and seedlings prior to installation. We employ sustainable production practices, such as pest control methods that encourage native predator-prey relationships and use chemical applications only when necessary.

Our nursery staff maintain relationships with many Mid-Atlantic and east coast based nurseries to, occasionally, supplement our available planting stock, when needed to meet client project needs. Our nursery staff contribute their specialized knowledge when developing or adjusting planting plans with designers and construction crews. Ecotone’s forestry team has implemented numerous reforestation projects. They also have established relationships with area vendors and suppliers and are experienced with purchasing, acquiring, and distributing supplementary materials required for each project, such as stakes, shelters, cages, weed mats, fencing materials.



ii. Location and size of nursery, types of tree species and number of trees in the last three years.

Ecotone's Nursery is located in Baldwin, MD, in northern Baltimore County. The property consists of approximately nine acres of which 1.5 acres is dedicated solely to growing containerized tree and shrub stock. Our 2023 inventory will include 200,000 native trees and shrubs. We currently grow 34 tree species and 23 shrub species. We offer plants suitable for a wide variety of conditions found in the Eastern Mountains, Piedmont region, and Atlantic Coastal Plain region. Examples of our tree species are smooth sumac and white oak for upland areas; facultative species like red maple, serviceberry; and obligate species like black willow and bald cypress. Examples of shrub species are blackhaw viburnum for upland areas, facultative species like elderberry and arrowwood, and obligate species such as buttonbush and silky willow.

iii. Name, telephone number and emails of at least three clients that we can use as references to provide proof of the nursery's tree quality and tree delivery reliability

**Zach Carnegie**

MD Forests Projects Coordinator  
Alliance for the Chesapeake Bay (wholesale buyer)  
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**Gregory White**

President  
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**Steve Smith**

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**Greg Strella**

Director of Stewardship  
Pearlstone Center  
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## B. Appendix 1 Table

Please find our completed Appendix 1 tables on pages 5-17.

## Appendix 1

### Phase I - Current Native Tree Stock - Available for Purchase Fall 2023 - Fall 2025

Copy and fill in this table for as many seasons/years you will have tree stock available through Fall 2025

This table includes both commonly and less commonly grown species in Maryland

Season/Year: Fall 2024  
 Nursery name: Ecotone  
 Geographies served: All Maryland Counties and Baltimore City

Scientific name	Common name	Quantity of 1" caliper trees available	Container size, e.g., (5-7-15-25 gallon or B&B)	Cost/ 1" caliper tree	Delivery Charge/tree (if lump sum-include in comments)	Comments	Quantity of 2" caliper trees available	Container size, e.g., (5-7-15-25 gallon or B&B)	Cost/ 2" caliper tree	Delivery Charge/tree (if lump sum-include in comments)	Comments
<i>Acer rubrum</i>	Red Maple	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Amelanchier canadensis</i>	Canadian Serviceberry/Shadblow Serviceberry										
<i>Amelanchier laevis</i>	Allegheny/Smooth Serviceberry										
<i>Asimina triloba</i>	Pawpaw										
<i>Betula nigra</i>	River Birch	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Carpinus caroliniana</i>	American Hornbeam										
<i>Celtis laevigata</i>	Sugarberry										
<i>Celtis occidentalis</i>	Common Hackberry										
<i>Cercis canadensis</i>	Eastern Redbud										
<i>Chionanthus virginicus</i>	White Fringetree										
<i>Cornus florida</i>	Flowering Dogwood										
<i>Diospyros virginiana</i>	Common Persimmon										
<i>Fagus grandifolia</i>	American Beech										
<i>Juglans nigra</i>	Black Walnut										
<i>Juniperus virginiana</i>	Eastern Redcedar										
<i>Liquidambar styraciflua</i>	Sweetgum	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					

<i>Liriodendron tulipifera</i>	Tuliptree, Tulip Poplar	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Magnolia virginiana</i>	Sweetbay Magnolia										
<i>Malus spp</i>	Crabapple										
<i>Nyssa sylvatica</i>	Blackgum, Black Tupelo										
<i>Pinus strobus</i>	Eastern White Pine										
<i>Platanus occidentalis</i>	American Sycamore	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Prunus serotina</i>	Black Cherry										
<i>Quercus alba</i>	White Oak	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Quercus bicolor</i>	Swamp White Oak	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Quercus coccinea</i>	Scarlet Oak										
<i>Quercus montana/prinus</i>	Chestnut Oak										
<i>Quercus palustris</i>	Pin Oak	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Quercus phellos</i>	Willow Oak										
<i>Quercus rubra</i>	Northern Red Oak	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Quercus velutina</i>	Black Oak										
<i>Rhus typhina</i>	Staghorn Sumac										
<i>Robinia pseudoacacia</i>	Black Locust	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Salix nigra</i>	Black Willow	250	5 gallon	\$43		lump sum based on quantity, current fuel costs, and mileage					
<i>Sassafras albidum</i>	Sassafras										
<i>Taxodium distichum</i>	Bald Cypress										
<i>Ulmus americana</i>	American Elm, White Elm										
<i>Acer saccharum</i>	Sugar Maple										
<i>Aesculus flava</i>	Yellow Buckeye										
<i>Alnus serrulata</i>	Hazel Alder, Smooth Alder										



<i>Amelanchier arborea</i>	Common/Downy Serviceberry										
<i>Betula lenta</i>	Sweet Birch										
<i>Carya glabra</i> - <i>Carya spp</i>	Pignut Hickory										
<i>Carya ovata</i> - <i>Carya spp</i>	Shagbark Hickory										
<i>Carya pallida</i> - <i>Carya spp</i>	Sand Hickory										
<i>Carya tomentosa</i>	Mockernut Hickory										
<i>Castanea pumila</i>	Dwarf Chestnut, Chinquapin										
<i>Catalpa speciosa</i>	Northern Catalpa										
<i>Cladrastis kentukea</i>	American Yellow-Wood										
<i>Cornus alternifolia</i>	Alternate-leaf/Pagoda Dogwood										
<i>Crataegus crus-galli</i>	Cockspur Hawthorn										
<i>Crataegus viridis</i>	Southern Hawthorn										
<i>Gymnocladus dioicus</i>	Kentucky Coffee Tree										
<i>Halesia carolina</i>	Carolina Silverbell										
<i>Hamamelis virginiana</i>	American Witchhazel										
<i>Ilex opaca</i>	American Holly										
<i>Magnolia grandiflora</i>	Southern Magnolia										
<i>Malus angustifolia</i>	Narrowleaf Crab, Southern Crabapple										
<i>Malus coronaria</i>	American Crabapple										
<i>Ostrya virginiana</i>	American Hophornbeam										
<i>Oxydendrum arboreum</i>	Sourwood										
<i>Pinus palustris</i>	Longleaf Pine										
<i>Pinus rigida</i>	Pitch Pine										
<i>Pinus taeda</i>	Loblolly Pine										
<i>Pinus virginiana</i>	Virginia Pine										
<i>Prunus americana</i>	American Plum										
<i>Quercus falcata</i>	Souther Red Oak										
<i>Quercus imbricaria</i>	Shingle Oak										
<i>Quercus laurifolia</i>	Laurel Oak										
<i>Quercus lyrata</i>	Overcup Oak										

<i>Quercus macrocarpa</i>	Burr Oak										
<i>Quercus marilandica</i>	Blackjack Oak										
<i>Quercus michauxii</i>	Swamp Chestnut Oak										
<i>Quercus muehlenbergii</i>	Chinquapin Oak										
<i>Quercus nigra</i>	Water oak										
<i>Quercus pagoda</i>	Cherrybark Oak										
<i>Quercus prinoides</i>	Dwarf Chinquapin Oak										
<i>Quercus shumardii</i>	Shumard Oak										
<i>Quercus stellata</i>	Post Oak										
<i>Rhus copallinum</i>	Winged Sumac										
<i>Rhus glabra</i>	Smooth Sumac										
<i>Thuja occidentalis</i>	Northern whitecedar/arborvitae										
<i>Tilia americana</i>	American Linden, Basswood										
<i>Viburnum prunifolium</i>	Blackhaw Viburnum										

## Appendix 1

### Phase I - Current Native Tree Stock - Available for Purchase Fall 2023 - Fall 2025

Copy and fill in this table for as many seasons/years you will have tree stock available through Fall 2025

This table includes both commonly and less commonly grown species in Maryland

Season/Year: Spring 2025

Nursery name: Ecotone

Geographies served: All Maryland Counties and Baltimore City

Scientific name	Common name	Quantity of 1" caliper trees available	Container size, e.g., (5-7-15-25 gallon or B&B)	Cost/ 1" caliper tree	Delivery Charge/tree (if lump sum-include in comments)	Comments	Quantity of 2" caliper trees available	Container size, e.g., (5-7-15-25 gallon or B&B)	Cost/ 2" caliper tree	Delivery Charge/tree (if lump sum-include in comments)	Comments
<i>Acer rubrum</i>	Red Maple	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Amelanchier canadensis</i>	Canadian Serviceberry/Shadblo w Serviceberry										
<i>Amelanchier laevis</i>	Allegheny/Smooth Serviceberry										
<i>Asimina triloba</i>	Pawpaw										
<i>Betula nigra</i>	River Birch	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Carpinus caroliniana</i>	American Hornbeam										
<i>Celtis laevigata</i>	Sugarberry										
<i>Celtis occidentalis</i>	Common Hackberry										
<i>Cercis canadensis</i>	Eastern Redbud										
<i>Chionanthus virginicus</i>	White Fringetree										
<i>Cornus florida</i>	Flowering Dogwood										
<i>Diospyros virginiana</i>	Common Persimmon										



<i>Fagus grandifolia</i>	American Beech										
<i>Juglans nigra</i>	Black Walnut										
<i>Juniperus virginiana</i>	Eastern Redcedar										
<i>Liquidambar styraciflua</i>	Sweetgum	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Liriodendron tulipifera</i>	Tuliptree, Tulip Poplar	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Magnolia virginiana</i>	Sweetbay Magnolia										
<i>Malus spp</i>	Crabapple										
<i>Nyssa sylvatica</i>	Blackgum, Black Tupelo										
<i>Pinus strobus</i>	Eastern White Pine										
<i>Platanus occidentalis</i>	American Sycamore	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Prunus serotina</i>	Black Cherry										
<i>Quercus alba</i>	White Oak	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Quercus bicolor</i>	Swamp White Oak	250	5 gallon	\$46		lump sum based on quantity, current fuel costs, and mileage					
<i>Quercus coccinea</i>	Scarlet Oak										
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<i>Castanea pumila</i>	Dwarf Chestnut, Chinquapin										
<i>Catalpa speciosa</i>	Northern Catalpa										
<i>Cladrastis kentukea</i>	American Yellow-Wood										

<i>Cornus alternifolia</i>	Alternate-leaf/Pagoda Dogwood										
<i>Crataegus crus-galli</i>	Cockspur Hawthorn										
<i>Crataegus viridis</i>	Southern Hawthorn										
<i>Gymnocladus dioica</i>	Kentucky Coffee Tree										
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<i>Ilex opaca</i>	American Holly										
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<i>Malus angustifolia</i>	Narrowleaf Crab, Southern Crabapple										
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<i>Quercus marilandica</i>	Blackjack Oak										
<i>Quercus michauxii</i>	Swamp Chestnut Oak										

<i>Quercus muehlenbergii</i>	Chinquapin Oak										
<i>Quercus nigra</i>	Water oak										
<i>Quercus pagoda</i>	Cherrybark Oak										
<i>Quercus prinoides</i>	Dwarf Chinquapin Oak										
<i>Quercus shumardii</i>	Shumard Oak										
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<i>Rhus glabra</i>	Smooth Sumac										
<i>Thuja occidentalis</i>	Northern whitecedar/arborvitae										
<i>Tilia americana</i>	American Linden, Basswood										
<i>Viburnum prunifolium</i>	Blackhaw Viburnum										

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Season/Year: Fall 2025  
Nursery name: Ecotone  
Geographies served: All Maryland Counties and Baltimore City

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<i>Magnolia virginiana</i>	Sweetbay Magnolia										
<i>Malus spp</i>	Crabapple										

[illegible]



<i>Carya tomentosa</i>	Mockernut Hickory										
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<i>Thuja occidentalis</i>	Northern whitecedar/arborvitae										
<i>Tilia americana</i>	American Linden, Basswood										
<i>Viburnum prunifolium</i>	Blackhaw Viburnum										

## C. Geographic History Providing Trees

Ecotone makes it a priority to source its growing material from local ecotypes. Seed is collected from within a 30-mile radius. Soft and hardwood propagation materials are sourced either from our own live stake nursery on site or taken from past project sites within a 30-mile radius. Bare root is sourced from nurseries who obtain seed from wild forest stands in appropriate regions for the species. Ecotone takes great care to grow only native, local, when possible, straight species plant material.

## D. Tree Delivery Services

Ecotone owns and operates trucks and trailers of many different sizes, including a refrigerated/heated trailer to transport plant materials. Delivery charges are dependent upon quantity and size of plant materials, current fuel prices, and site location. Delivery will be charged as a lump sum and an invoice will be submitted the day of delivery. Payment may be required on the day of delivery. Net 30 terms may be arranged upon approval.

## E. Warranties Provided

In general, we guarantee healthy, disease-free plants that are properly labeled according to species. By accepting the plant material at the time of pick up or delivery the buyer implies that these conditions have been met. If not, replacements or refunds will be made. All orders are subject to crop failure due to conditions beyond our control. We do not guarantee the survivability or productiveness of the stock we sell. Ecotone will warranty plant material for one year if it is bought from our nursery AND we install it. Ecotone will warranty plant material for two years if it is bought from our nursery, we install it, AND we monitor and maintain it for two years.