



**CATHY DEFRANCES**

**DIRECTOR OF BUSINESS DEVELOPMENT – FUSS & O'NEILL ENVIROSCIENCE**

As Director of Business Development at Fuss & O'Neill EnviroScience, Cathy DeFrances loves the excitement of working with the myriad of disciplines inherent in design and construction. She thrives on the challenge of identifying new opportunities and developing strategies to grow existing relationships. With over 25 years of experience working in many aspects of the industry, including property management, real estate development, architecture, engineering, construction, and ultimately to Fuss & O'Neill, Cathy has been very successful in forging relationships and her reputation for integrity and honesty, as well as her down-to-earth manner, has been instrumental in her success.

Cathy's personal accomplishments include a lifetime achievement award from the Connecticut Society for Marketing Professionals. She also serves on the advisory board of the ACE Mentor Program in Hartford, the programs committee for Professional Women in Construction, and although her game is hardly noteworthy, the golf committee for Connecticut Building Congress.