

Proudly Serving Communities Throughout the United States!



September 2025 Newsletter

*Welcome to the September edition of Capital Strategic Solutions' newsletter—
Where we share great ideas and stories across communities.*

Capital Strategic Solutions Awarded a Spot on the Statewide Contract PRF86 for Advertising, Marketing, Web Based & Social Media Services



This achievement underscores our growing role as a trusted partner for municipalities, state agencies, and organizations seeking strategic communications and innovative marketing solutions.

What the PRF86 Contract Means

The PRF86 contract provides state and local agencies with a streamlined procurement process to access top-tier advertising, marketing, public relations, web and social expertise. By being on this statewide contract, CSS can now partner with cities, towns and state agencies quickly and efficiently helping them craft powerful campaigns, build impactful engagement, and communicate with the public effectively.

"We are honored to be selected for the PRF86 statewide contract. This recognition reflects our dedication to helping communities communicate effectively and share important information with the public. We are eager to partner with

Nichol Figueiredo, CEO Capital Strategic Solutions LLC

**Read
More**

Spotlight on Edgewater Career Training: Knowledge to Succeed



At Capital Strategic Solutions, we're proud to highlight on our partners at Edgewater Career Training. Edgewater has been at the forefront of hoisting license training for over 20 years.

Their expertise in the construction industry allows students to learn from their experience. Edgewater is able to balance hands on experiential learning with technical academic rigor. Edgewater students are given the best opportunity to pass the Massachusetts Department of Public Safety's Hoisting License Exam.

Since 2004 they've conducted over 1000 courses, for over 17,000 students. With in-person and online courses to best meet student's needs, Edgewater offers classes for different hoisting restrictions and Online Continuing Education classes.

Whether you're entering the construction industry, or looking to fine tune your skills, Edgewater Career Training is the place to learn from experience, to build experience.

**Learn More About Edgewater Career
Training**

Talent Spotlight

**Welcome To the Team:
Michael McGovern!**

Capital Strategic Solutions is pleased to announce the addition of Michael McGovern to our team as Senior Project Manager. Michael brings over 25 years of extensive government, legislative, and municipal management experience, making him a valuable resource for our clients and partners.



Michael's distinguished career includes serving as Town Administrator for Holbrook and Shirley, Massachusetts, where he oversaw all town departments, managed multi-million-dollar budgets, led successful grant initiatives, and coordinated major economic development projects. Prior to these roles, he served as Assistant City Manager for Lowell, the Commonwealth's fifth largest city, where he helped manage a \$350 million operating budget, drove infrastructure improvements, and implemented fiscal and operational reforms.

Meet Michael

National Preparedness Month: Strengthening Municipal Readiness Through Public Safety Planning

With fall and winter quickly approaching, municipalities face a variety of emergency risks — from severe weather to public health threats. **September's National Preparedness Month** serves as a timely reminder for local governments to assess emergency plans, strengthen internal coordination and improve community outreach.

At Capital Strategic Solutions (CSS), we work with cities and towns to enhance preparedness through clear planning, staff training and effective communication. Whether the challenge is a storm, power outage or unexpected crisis, our team helps municipalities respond quickly and confidently.



Clear communication is key. CSS develops multi-platform strategies — including press releases, social media messaging, alerts and website updates — to ensure residents receive timely, accurate information. We also provide **staff training in crisis communications**, equipping municipal teams to manage public messaging and media inquiries during emergencies.

Empower Your Organization and Employees- One Hour at a Time!

CSS offers flexible, virtual coaching designed to support professionals across sectors—public, private, and nonprofit. Whether appointed, hired, or serving in a leadership role, participants can access expert guidance that fits their busy schedules and evolving responsibilities.



Whether you're navigating policy challenges, seeking to enhance leadership skills, or simply need expert guidance in an area outside of your expertise, our seasoned professionals are here to help you build confidence and drive success for yourself, your team and your community. Elevate your organization, enhance leadership and drive impactful change with our hourly coaching sessions. Get in touch today and start shaping your success.

Need an invoice? Submit a purchase order and we'll take care of the rest.

**Book Your
Session!**

A Cup of Calm Before the Storm



Register for our Coffee Talk

*A Cup of Calm Before the
Storm: Preparing
Municipalities for Fall and*



Helping Communities Overcome Compliance Challenges

When the Massachusetts
Department of Environmental
Protection (DEP) issues a

Winter Challenges

- This session will provide insights, practical strategies, and tools to strengthen operations and keep communities informed when it matters most.
- Thursday, Oct. 2. 9:00 AM EST
- Featuring: Ed Burman, Bob Tremblay & John Evans

**Register
Now!**

compliance report, it often highlights more than just technical requirements. These reports shine a light on how well communities are managing critical infrastructure, long-term planning, and public transparency.

In one recent instance, DEP identified multiple violations and deficiencies in a municipal water system. While the agency emphasized that drinking water remained safe, the findings revealed gaps in recordkeeping, equipment testing, and—most importantly—the absence of a written strategic plan, capital improvement plan, and asset management plan.

**Learn
More**

Strengthen Your Communications Skills with CSS Training Services

Media Training Module 2: Press Conferences & Interviews *Coming Soon!*

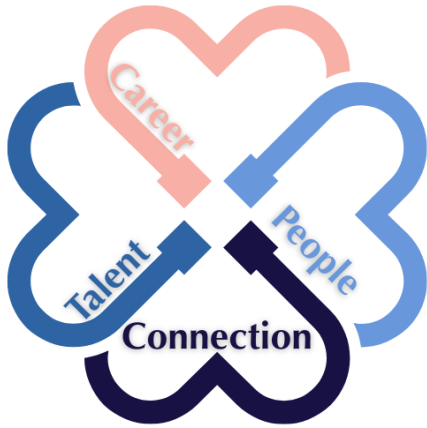
Our interactive media training program is co-led by Kirsten Glavin, a former television news reporter and anchor, and Liz Kalajjian, an experienced municipal communications strategist. Together, they bring a combination of real-world media insight and deep understanding of public sector communications.

No matter if you joined us for Module 1 or not, Module 2 will prepare you for speaking with the media in multiple circumstances, include:

- Preparing for scheduled and unscheduled press events
- Structuring effective press conferences
- Delivering impactful statements
- Handling difficult questions and staying on message during interviews



Learn
More



Connecting Talent with Purpose

Explore Career Opportunities with Our Trusted Partners

- **Norfolk County, Human Resources Director** (\$90,000–\$110,000)
- **Town of Medfield, Payroll/Benefits Coordinator** (Starting wage range is \$27.08/hour to \$29.30/hour)
- **Town of Milton, Town Engineer** (\$111,372–\$144,134)
- **Town Of Ware, Director of Public Works** (\$125,000–\$145,000)
- **Town of Westford, Public Safety Telecommunicator** (\$24.86 - \$32.48 per hour)



Smart Reads, Fresh Takes

From Quirky Finds to Deep Dives - These Reads are Worthy of Your Scroll

- Supporting Health Departments with Clear, Actionable Communication Residents Trust
- Strengthening Municipalities with Comprehensive Human Resources Consulting
- Water for Climate Action: Why Smarter Water Use Can Save Our Planet
- 2025 Winter Preparation: Because Mother Nature Has No Chill

Grant Watch

Insights, and Support to Drive Community Growth and Innovation.

Federal Grant Opportunities

- DOT Accepting Applications for Innovative Finance and Asset Concession Grant Program Until October 1st.
- EPA Brownfields Job Training Grant Due September 26
- DOI Accepting Applications for National Fish Passage Program
- DOJ Accepting Applications for FY25 Restorative Practices Pilot Sites Program Until October 14
- DOI Accepting Applications for the Battlefield Land Acquisition Grant
- USDA Accepting Applications for The FY 2026 Patrick Leahy Farm to School Grant



Connecticut Grant Opportunities

- DEEP Accepting Applications for Open Space and Watershed Land Acquisition Grant Program Until November 3
- DEEP Accepting Applications for Urban Green and Community Gardens Grant Program Until November 3



Florida Grant Opportunities

- DEP Accepting Applications for Florida Recreation Development Assistance Grant Until September 30
- DEP Accepting Florida Forever Applications Until October 15
- Florida Forest Service Accepting Volunteer Fire Assistance Grant Applications
- DEP Accepting Applications for Coastal Partnership Initiative Until October 31

Maine Grant Opportunities

- DCAF Accepting Applications for Maine Trails Grant Until September 26

- Maine DOT Accepting Applications for Small Harbor Improvement Program on Ongoing Basis
- DACF Accepting Applications for 2025 Project Canopy Assistance Grants Until October 30



Massachusetts Grant Opportunities

- DEP Accepting Applications for Mass Electric Vehicle Incentive Program on Rolling Basis
- DER Seeking Applications for FY26 Dam Removal Preliminary Design Services
- Drought Resiliency and Water Efficiency Grant Program Coming Soon
- Stormwater MS4 Municipal Assistance Grant Application Due October 3
- Water Management Act Grant Application Due October 3
- SFY2026 Shannon Community Safety Initiative Applications Due September 26
- SFY2026 Shannon Local Action Research Parter Grant Applications Due September 26
- MCC Accepting Applications to Local Cultural Council Program Until October 16
- Executive Office of Energy and Environmental Affairs Launches ECO One Stop for Climate and Environmental Resiliency Grants



New Hampshire Grant



New Mexico Grant

Opportunities

- NHDES Now Accepting Applications for Clean Diesel Grant Program
- New Hampshire Housing Offering Funding for Lead Paint Remediation

Opportunities

- New Mexico Outdoor Recreation Trails+ Grant Accepting Applications Until September 30
- Applications for Youth Conservation Corps Projects Due October 8



Rhode Island Grant Opportunities

- Department of Housing Accepting Applications for The Recovery Housing Program
- DEM Accepting Applications for 2026 Outdoor Recreation Grant Until November 18
- Cultural Facilities Grant Program Accepting Applications Until October 1



Vermont Grant Opportunities

- The Municipal Planning Grant Program Will Start Accepting Applications September 1
- AARP Vermont Accepting Applications for Livable Community Winter Placemaking Grant until October 3

For assistance with your application, reach out to Capital Strategic Solutions. We are experts in Grant Management, expertly handling every stage of the grant lifecycle—from identifying lucrative funding opportunities and securing awards to ensuring compliance and managing project budgets. Our deep understanding of the public sector enables us to effectively support clients in delivering sustainable and impactful community projects. Partner with us to achieve your goals with certainty and success.

**Contact
Us**

About Capital Strategic Solutions (CSS)

CSS is a certified woman-owned, disadvantaged business enterprise of municipal experts delivering creative, cost-effective solutions that maximize success and minimize risk. With deep local government expertise, we craft tailored strategies to meet each community's unique needs.



CAPITAL STRATEGIC SOLUTIONS

A Women-Owned Business Enterprise

Our capabilities span public administration, municipal finance, human resources, policy development, emergency management, public safety, public works, water operations, interim municipal services, public relations, community engagement, project management, grant writing, and onsite support. We partner with clients to define clear goals, overcome challenges, and implement human-centered plans that drive performance and transform communities.

Visit our
Website



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