

***Proudly Serving Communities Throughout the United States!***



## March 2026 Newsletter

*Growth is in the air this March. In this issue, CSS shares key updates, fresh perspectives, and emerging opportunities to help you build momentum and move your priorities forward. We're here to ensure you stay informed, adaptable, and positioned for what's next.*

### **CSS Welcomes International Communications Leader Christine Townsend as Senior Project Manager**

We are excited to announce that Christine Townsend, an internationally recognized strategic communications expert, author, and trainer, has joined the firm as Senior Project Manager, where she will support clients in strategic communications, crisis management, and public sector engagement.

Townsend brings more than 30 years of experience across journalism, policing, and government communications, advising organizations and leaders on crisis response, media strategy, community engagement, and building institutional trust. She is widely recognized for her work helping public institutions strengthen relationships with the communities they serve.



[Learn More About Christine](#)

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## **Government Shouldn't Be Anti-AI—It Should Be Pro-Policy**

Let's start with a misconception: government agencies are not anti-AI—and they shouldn't be. AI is already part of how work gets done, whether formally adopted or not. The real challenge isn't deciding whether to allow it—it's figuring out how to manage it responsibly.



[Read the Full Article](#)



## Preparing for Construction Season: Why Planning and Communication Matter More Than Ever

As the weather warms and infrastructure projects ramp up, construction season brings both opportunity and challenge for municipalities. From roadway improvements and utility upgrades to drainage projects and facility repairs, spring and summer are critical windows to advance capital projects that support long-term community needs.

But without careful planning and clear communication, construction season can quickly become a source of frustration for residents, staff, and elected officials alike.

That's why proactive preparation, and thoughtful community engagement, are essential.

[Learn More](#)



## Executive Coaching That Builds Systems, Not Just Strategy: Meet Sara Praguski Walsh

Sustainable progress doesn't happen by chance—it's built through intentional design and alignment. At Capital Strategic Solutions, we're proud to spotlight Sara Praguski Walsh, whose executive coaching helps education and public-sector leaders turn vision into measurable, lasting results. With deep experience in turnaround, strategy, and leadership, Sara brings a practical, results-driven approach that empowers leaders to move forward with clarity and confidence.

[Learn More](#)

**I Can't Hear You:  
A Story of Living With Trauma**

Sign up to attend a special presentation by Derek Robbins, *I Can't Hear You! A Story of Living with Trauma*.

This event will take place during Flex Block on Friday, January 9 at 9:00 a.m. in the CCHS Auditorium. Don't miss this opportunity to hear an engaging and inspiring story!

Sign up! Flex Block on Friday, January 9

CONCORD • CARLISLE HIGH SCHOOL

## I Can't Hear You: A Story of Living with Trauma

As someone who had the opportunity to know **Derek Robbins** during our high school years, it's been especially meaningful to watch his voice and perspective evolve. In his latest video, Derek shares a powerful reminder that success is rarely about overnight breakthroughs—it's built through consistency, discipline, and the willingness to push forward even when progress feels slow.

What resonates most is his emphasis on accountability and mindset. He challenges viewers to take ownership of their path and to view setbacks not as failures, but as necessary steps toward growth. That message is both timely and important, particularly in a world that often prioritizes quick results over sustained effort.

From where he started to where he is today, Derek's message carries a level of authenticity that stands out. It's a perspective grounded in real experience—one that I believe offers meaningful value to anyone striving to grow, lead, and move forward with purpose. This video offers great insights for audiences of all ages, and I highly recommend taking the time to watch it.

— Nichol Figueiredo, CEO



## Find Us

### 2026 New England Water Works Association Spring Joint Regional Conference

April 1–2 | 8:00 AM – 5:00 PM

CSS will be exhibiting at the 2026 New England Water Works Association (NEWWA) Spring Joint Regional Conference & Exhibition this April. This annual event brings together water and wastewater professionals from across New England to discuss infrastructure, regulatory requirements, sustainability, and the evolving needs of utility operations.

If you're attending, be sure to stop by Booth #503 to connect with the CSS team and learn how we support water and wastewater utilities through strategic communications, public outreach, operational planning, and community engagement.



*Nichol Figueiredo & Mike Tusino will be Presenting....*

***Keeping It Clear: Communicating LCRR with the Public***

Customer Service Committee | April 2nd

This session will focus on how water professionals can effectively communicate the Lead and Copper Rule Revisions (LCRR) to the public, anticipating common concerns, simplifying complex regulatory information, and maintaining public trust before, during, and after community meetings.



**Clara Pereira**  
Project Manager



**Ken Calder**  
Senior Project Manager



**John DeLuca**  
Senior Project Manager



**2026 Spring Technical Session for the NBM Highway Association**

**April 8 | 8:30 AM – 1:00 PM**  
**Stoneforge Tavern & Public House, 90 Paramount Drive, Raynham, MA 02767**

*Nichol Figueiredo and Jennifer Thompson will be presenting...*

**Road Work Ahead... and So Are the Emails**

This presentation explores how strategic public outreach can help municipalities build support for infrastructure projects and strengthen their ability to secure funding. Effective communication before, during, and after construction not only reduces complaints and project delays, but also plays a critical role in gaining community buy-in, including support at Town Meeting and in

competitive grant applications. The session will highlight practical outreach strategies, tools, and messaging approaches that help Highway and Public Works leaders clearly communicate project benefits, address concerns, and position projects for successful approval and implementation.

## 2026 Florida Water Resources Conference

April 26 - 29 | 8:00 AM – 5:00 PM  
Ocean Center, Daytona Beach, FL

CSS will be exhibiting at the Florida Water Resources Conference this April. This annual event is the go-to destination to connect, exchange ideas and spark innovation with fellow water professionals in Florida.

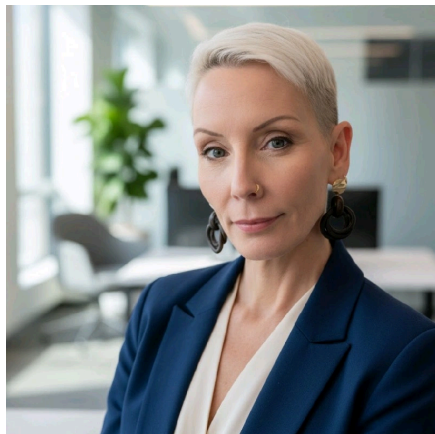
If you're attending, be sure to stop by Booth #947 to connect with the CSS team and learn how we support water and wastewater utilities through strategic communications, public outreach, operational planning, and community engagement.

*CSS will be Presenting....*

### ***Breaking the Water Bubble - Communicating Beyond the Industry***

Communication and Engagement  
Track F | 10:00 AM April 28th

Water professionals know their stuff—but getting others to care is another story. This session explores how to break out of the industry echo chamber and communicate in ways that actually resonate. Through humor, relatable examples, and practical tips, learn how to simplify complex topics, connect with stakeholders, and turn water from a conversation people avoid (like politics at Thanksgiving) into one they understand—and engage in.



**Nichol Figueiredo**  
CEO | Partner



**Patti Grigas**  
Senior Project Manager



**Paul Scott**  
Senior Project Manager



**Staci Figueiredo**  
Executive Administrator



## Career Corner

Discover open positions with our municipal partners and find your next opportunity to support strong, well-run local government.

### Town of Ware: Director of Public Works

**Salary Range: \$125,000-\$145,000**

Lead the Town of Ware's public works operations, including streets, water/sewer, and solid waste, with at least 10 years of experience required.

[Apply Now](#)

### Town of Sherborn - Director of Assessing

**Salary Range: \$47 - \$55 per hour (based on qualifications and experience)**

This role provides leadership for the Town's assessing operations and supports accurate and equitable property assessments that help maintain the integrity of Sherborn's tax system.

[Apply Now](#)



## Grant Watch

*Insights, and Support to Drive Community Growth and Innovation.*

### Federal Grants

- [Now Accepting Applications: Small Surface Water and Ground Storage Projects \(Small Storage Program\) - Deadline April 17, 2026](#)

Connecticut Grants	Florida Grants
<ul style="list-style-type: none"> <li>• <a href="#">Upcoming: Local Bridge Program (CTDOT) – Anticipated April–May 2026 Application Window</a></li> <li>• <a href="#">Now Accepting Applications: Clean Water Fund – Financial Assistance for Municipal Wastewater Projects (Connecticut)</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Now Open: Florida Small Cities CDBG Program - Deadline April 6, 2026</a></li> </ul>

Maine Grants
<ul style="list-style-type: none"> <li>• <a href="#">Future Funding Opportunity to Watch – Maine CDBG Economic Development Program (EDP)</a></li> </ul>

Massachusetts Grants
<ul style="list-style-type: none"> <li>• <a href="#">Now Open! FY27 Community One Stop for Growth - Deadline is June 3, 2026</a></li> <li>• <a href="#">Now Accepting Applications: Land Conservation Assistance Grant (FY2026)</a></li> <li>• <a href="#">Now Accepting Applications: FY2027 Emergency Medical Dispatch Grant - Deadline December 30, 2026</a></li> <li>• <a href="#">FY 2026 Drinking Water Supply Protection (DWSP) Grant – Deadline April 13, 2026</a></li> <li>• <a href="#">Green Communities Competitive Grant Program (FY26–FY27)</a></li> <li>• <a href="#">MA DOER Regional School District Decarbonization Grant – Opportunity to Watch</a></li> </ul>

New Mexico Grants	Rhode Island Grants
<ul style="list-style-type: none"> <li>• <a href="#">Funding Opportunity – New Mexico Overflow Sewer Grant (OSG) Program</a></li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Now Accepting Applications: State of Rhode Island Grant Funding Opportunities - Rolling Deadlines</a></li> </ul>

Vermont Grants
<ul style="list-style-type: none"> <li>• <a href="#">Now Available – Vermont Brownfields Revitalization Fund (State Program)</a></li> </ul>

For help with your application, reach out to Capital Strategic Solutions. We specialize in grant management at every stage—from identifying opportunities and securing awards to ensuring compliance and managing budgets. Our public-sector expertise helps communities deliver sustainable, impactful projects. Partner with us to move forward with confidence.

**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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