



Strategic Insights

August 2026 | A monthly recap of what we've been up to.

A Note from Jennifer Thompson, CDO:

Dear Friends and Colleagues,

As summer begins to wind down, this month's newsletter highlights something that is at the heart of so much of our work at Capital Strategic Solutions: helping communities plan ahead, communicate effectively, and build stronger systems for the future.

We're excited to share how the Town of Hopkinton is building a lasting culture of water conservation through education and community outreach, as well as our work with Think Blue Massachusetts to make important stormwater education resources more accessible through multilingual outreach. We're also taking a closer look at the FY28 Massachusetts legislative earmark process and how communities can begin positioning their priorities for the upcoming budget cycle.

This month, we're proud to spotlight Senior Project Manager Peter Sellers and his decades of public works and municipal leadership experience, and to feature Bina Nayak, PhD, in our Trailblazer Series for her important work advancing water research and protecting public health.

You'll also find new funding opportunities in Grant Watch, municipal career opportunities, recent CSS project highlights, and practical guidance for getting ahead of fall public engagement and communications. And with several conferences on the horizon, we're looking forward to getting out and connecting with many of you in person.

Thank you, as always, for being part of the CSS community. We hope you enjoy this month's updates and find something that sparks an idea, supports a current challenge, or creates a new opportunity for your community.

Warm regards,

Jennifer Thompson

Chief Development Officer & Partner
Capital Strategic Solutions



This Month's Highlights



Hopkinton's Year-Round Approach to Water Conservation

Building a Culture of Water Conservation

Through strategic outreach, practical education, and community partnerships, Hopkinton is helping residents make water conservation part of their everyday lives. The Town's Water Conservation Education Program created resources and strategies designed to support sustainable water use well beyond periods of drought.



"Our water consumption rates have been lower than in previous years, and we believe that is a result of the public outreach and consistent messaging around

drought and water conservation. The feedback we are hearing from residents, combined with what we are seeing in the numbers, tells us the message is resonating."

[Read the Full Story Here](#)

— Kerry Reed, Director of Public Works,
Town of Hopkinton, MA

NAVIGATING
MASSACHUSETTS

**FY28
EARMARK
REQUESTS**



Navigating Massachusetts FY28 Legislative Earmark Requests

Massachusetts legislative earmarks can provide valuable funding for municipalities, nonprofits, and community initiatives, supporting priorities ranging from public safety and infrastructure to education, economic development, and human services.

Capital Strategic Solutions helps clients navigate each stage of the earmark request process, from developing materials that clearly communicate community needs and expected outcomes to legislative research, timeline management, and ongoing advocacy support throughout the state budget process.

[Learn More →](#)

Think Blue Massachusetts Expands Stormwater Education Through Multilingual Outreach

Capital Strategic Solutions partnered with the Massachusetts Statewide Municipal Stormwater Coalition, through its representative, the Town of Brookline, to expand the reach and accessibility of Think Blue Massachusetts' stormwater education toolkit. The project introduced professionally translated educational resources in Spanish, Portuguese, Simplified Chinese, and Haitian Creole, helping municipalities better connect with residents from diverse linguistic backgrounds.

[Learn More ->](#)

Think Blue Massachusetts Expands Multilingual Outreach



Employee Spotlight

Peter Sellers Senior Project Manager

This month we're highlighting Senior Project Manager Peter Sellers, whose decades of experience in public works, municipal management, and organizational leadership continue to help communities build stronger teams, improve operations, and prepare for future challenges.

[Read Peter's Spotlight](#)



Trailblazer Series

Bina Nayak, PhD Water Research Public Manager

This month, our Trailblazers series highlights Bina Nayak, PhD, Water Research Project Manager at Pinellas County Utilities, whose career combines scientific research with a passion for public service. From protecting drinking water to advancing research on emerging contaminants, Bina's work helps strengthen public health and build more resilient water systems for the communities they serve.

[Read Bina's Trailblazer Story](#)



Where to Find Us Next



Connecting Beyond the Office

At CSS, some of our most valuable conversations happen outside the office. Over the next couple of months, members of our team will be attending two upcoming municipal conferences, where we'll have the opportunity to connect with local leaders, strengthen existing partnerships, and meet professionals who are passionate about building stronger communities.

We always enjoy learning from others, sharing our expertise, and exchanging ideas that help municipalities tackle today's challenges and prepare for tomorrow's opportunities. If you'll be attending either conference, we'd love to connect—be sure to stop by, introduce yourself, and say hello!

2026 MWWA Summer Expo Massachusetts Water Works Association Wachusett Mountain Ski Area, Princeton, MA Thursday, August 27, 2026



2026 ICMA Annual Conference International City/County Management Association Long Beach, California October 17-21, 2026



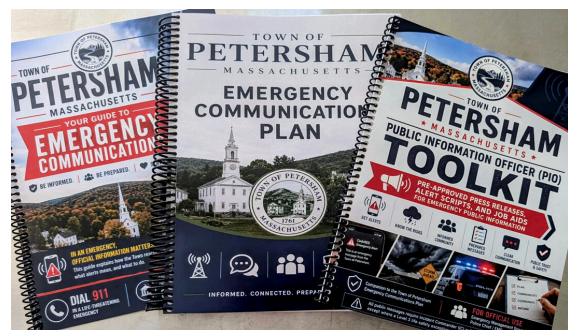
2027 Connect 351 Massachusetts Municipal Association Boston's Seaport District January 21-23, 2027



2027 Spring Joint Regional Conference & Exhibition New England Water Works Association DCU Center, Worcester, MA March 31 – April 1, 2027



Worth a Read



Preparing for Fall Public Engagement STARTS NOW

Fall brings a busy season of public meetings, construction updates, seasonal programs, and emergency preparedness. By planning communications early, municipalities can strengthen their outreach, clarify internal roles, and ensure residents receive clear, timely information when it matters most.

[Read More...](#)



Honoring National Hire a Veteran Day: A Conversation with CSS Senior Project Manager Stephen Price

At Capital Strategic Solutions, we are proud to recognize Stephen Price, Senior Project Manager, who shared how his military experience helped shape his career in state and municipal government and why the skills veterans gain are valuable in every industry.

[Read More...](#)

Inside Capital Strategic Solutions and LB Comms' MVP-Funded Emergency Communications Project for the Town of Petersham, MA

Through an MVP-funded partnership with Capital Strategic Solutions and LB Comms, the Town of Petersham developed a comprehensive emergency communications system designed around the community's unique needs, strengthening preparedness and providing a clear path forward.

[Read More...](#)



Project Spotlight: Supporting the Town of Walpole Through Strategic Compensation Planning

The Town of Walpole partnered with Capital Strategic Solutions to complete a comprehensive Compensation Study, providing valuable data and recommendations to strengthen recruitment, retention, and long-term workforce planning.

[Read More...](#)

Career Corner



Now Hiring Chief Financial Officer Barnstable County Sheriff's Office

The Barnstable County Sheriff's Office is seeking an experienced Chief Financial Officer (CFO) to serve as a member of the Sheriff's Executive Team.

The CFO serves as the agency's principal financial advisor, providing executive leadership for financial operations,

Salary
\$160,000–\$175,000
annually

Schedule
Full-Time • Day Shift

Location
6000 Sheriff's Place,
Bourne, MA

Agency
Barnstable County Sheriff's
Office

strategic planning, budgeting, accounting, forecasting, audits, procurement, payroll, and long-term fiscal management.

This position plays a critical role in ensuring sound financial stewardship while supporting the Sheriff's mission through transparent, efficient, and accountable financial practices.

[View the Full Job Posting & Apply](#)



Now Hiring
Director of Public Works
Town of Ware

The Town of Ware is seeking an experienced public works professional to serve as its next Director of Public Works. This leadership role offers the opportunity to oversee essential municipal services, infrastructure projects, and department operations.

The successful candidate will lead a dedicated team, manage operating and capital budgets, and help guide Ware's short- and long-term public works priorities.

With a supportive workplace culture and strong community pride, Ware offers an excellent opportunity for an experienced professional ready to take the next step in municipal leadership.

Salary

\$125,000-\$145,000

Schedule

Full-Time • Day Shift

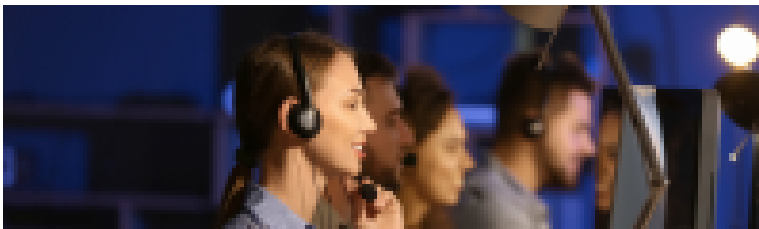
Location

126 Main Street,
Ware, MA

Agency

Town of Ware, MA

[View the Full Job Posting & Apply](#)



Now Hiring
Public Safety Telecommunicator
Town of Westford

The Town of Westford is seeking qualified applicants to join its Public Safety Communications Department as a Public Safety Telecommunicator. This civilian role plays an essential part in supporting emergency response for police, fire, and medical services.

The successful candidate will receive and prioritize emergency and non-emergency calls, dispatch public safety resources, and help ensure critical information reaches first responders quickly and accurately.

This opportunity is ideal for a strong communicator who can remain calm, professional, and focused while serving the

Salary

\$24.86 – \$32.48 per hour

Schedule

Full-Time • Day Shift

Location

55 Main Street,
Westford, MA

Agency

Town of Westford, MA

[View the Full Job Posting & Apply](#)

Grant Watch

Let us help you with your application! Our team specializes 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.

Maine ME Shore and Harbor Planning Grant Program ME Community Resilience Partnership – Service Provider Grant ME Forest Economy Program (FEP)	Connecticut CT Resilient Forestry Practices Grant Program CT Historic Documents Preservation Program – Targeted Grant	Massachusetts MA Child Passenger Safety Education Assistance Program MA Bulletproof Vest Program (BVP)
New Hampshire NH Source Water Protection Grant Program	Florida FL Coastal Partnership Initiative Grant	Rhode Island RI Opioid Settlement Municipal Incentive Fund

Contact Our Team

About Capital Strategic Solutions

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.



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.

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