

MILLENNIUM STRATEGIES

August 3, 2023

Hon. Neil Bettez
Supervisor
Town of New Paltz
52 Clearwater Road, PO Box 550
New Paltz, NY, 12561

Re: Proposal for Grants Research Portal and Project Support Services

Dear Supervisor Bettez

Millennium Strategies LLC is pleased to submit the following proposal to the Town of New Paltz for the provision of our Grant Research Portal and Project Support Services. Details pertaining to our firm, experience, proposed services, and fees are outlined further within this proposal.

COMPANY PROFILE

Founded in 2005, Millennium Strategies is the largest full-service grant consulting firm in the region. We currently represent more than 150 municipalities, counties, school districts and non-profit entities in New York, New Jersey, and Pennsylvania. A listing of our current clients, along with our length of service on behalf of each, is included with this proposal as an attachment. Since our inception, we have helped to secure over \$2 billion in both governmental and non-governmental grant funding on behalf of our clients.

What sets Millennium apart is our comprehensive and aggressive approach to grant research and grant writing. We help our clients meet their complex challenges by securing funding for projects that fall within the following areas: arts, health/human services, disaster recovery, economic development, public safety, environmental protection, historic preservation, open space preservation, recreation, sustainability, tourism, water/sewer infrastructure and transportation infrastructure. Examples of recent grant awards, under various categories, that we have helped to secure on behalf of our clients are included with this proposal as an attachment.

STAFF PROFILE

As Millennium's President/CEO and former Chief of Staff to Congressman Bill Pascrell, Ed Farmer has shepherded critical projects to completion with federal, state, and county agencies. Millennium's Principal Sue Scavone has more than 25 years of experience in government and grant writing. Together, Ed and Sue have assembled Millennium's accomplished team which includes a full-time research department, 25 grant writers, and the support staff necessary to meet the demands of timely, professional, and competitive submissions. Biographies of key personnel along with a list of client references are included as an attachment.

All staff employed by Millennium possess post-secondary degrees related to government consulting/grant writing and are in good standing with both public and private sector grant agencies. Neither the firm nor any individuals employed by the firm are disbarred, suspended, or otherwise prohibited from professional practice or from working with public entities by any federal, state, or local agency. All proposed services outlined within this proposal will be performed directly by employees of Millennium. We will not hire subcontractors to perform any of the proposed services outlined within this proposal. All staff and principals that will support the delivery of service on behalf of the Town will be stationed out of our New York Headquarters located at 25 Smith Street, Suite 401, Nanuet, NY, 10954.

ADDRESS: 25 SMITH STREET, SUITE 401, NANUET, NY 10954
PHONE 914.220.8392 EXT 1049 - FAX 973-292.0832 - WEBSITE WWW.M-STRAT.COM

EXPERIENCE

Millennium Strategies has considerable experience working with municipalities throughout the State of New York. Our success is heavily predicated on the holistic approach we take. Through our work we seek to identify and apply for grant funding across a broad array of focus areas applicable to municipal government. Outlined below please find some examples of recent grant awards we have helped to secure on behalf of our municipal clients.

<i>Water and Sewer Infrastructure</i>			
<i>Client</i>	<i>Grant Program</i>	<i>Award Amount</i>	<i>Project Scope</i>
City of Rye	NYS Department of Environmental Conservation – Water Quality Improvement Grant	\$10,000,000.00	Completion of City-wide sanitary sewer improvements.
Village of Mamaroneck	NYS Department of Environmental Conservation – Water Quality Improvement Grant	\$4,950,000.00	Rehabilitation of sanitary sewers to reduce I&I
Town -Village of Harrison	NYS Environmental Facilities Corporation – Green Innovation Grant	\$883,680.00	Completion of floodplain restoration activities
Village of Harriman	NYS Environmental Facilities Corporation – Intermunicipal Water Infrastructure Grant	\$823,200.00	Improvements to wells to improve water treatment and reduce contamination
Village of Florida	NYS Department of Environmental Conservation – Water Quality Improvement Grant	\$615,000.00	Land acquisition to preserve and protect municipal water sources

<i>Transportation and Capital Improvements</i>			
<i>Client</i>	<i>Grant Program</i>	<i>Award Amount</i>	<i>Project Scope</i>
Town of Kent	NYS Department of Transportation – BRIDGE NY Grant	\$2,570,000.00	Replacement of various culverts
Town-Village of Harrison	NYS Department of Transportation – Transportation Alternatives Program Grant	\$2,486,000.00	Completion of roadway access improvements
Town of Brookhaven	NYS Department of Environmental Conservation – Climate Smart Communities Grant	\$910,000.00	Completion of roadway flood mitigation improvements
Village of Port Chester	US Congress – Community Project Funding Grant	\$250,000.00	Installation of geothermal boiler at Village Hall
Town-Village of Woodbury	NYS Department of Homeland Security and Emergency Services – Critical Infrastructure Grant	\$50,000.00	Installation of an access control and video camera system at Village Hall

<i>Public Safety and Emergency Management</i>			
<i>Client</i>	<i>Grant Program</i>	<i>Award Amount</i>	<i>Project Scope</i>
Village of Spring Valley	US Department of Justice – COPS Hiring Grant	\$1,020,000.00	Hiring of 3 new police officers
Village of Spring Valley	US Federal Emergency Management Agency – Staffing for Adequate Fire and Emergency Response Grant	\$143,010.00	Recruitment and retention of firefighters
Village of Port Chester	US Federal Emergency Management Agency – Assistance to Firefighters Grant	\$131,612.00	Purchase of portable radios for the fire department
Town of Hyde Park	US Department of Justice – Body Worn Camera Policy and Implementation Grant	\$40,000.00	Purchase of body cameras for the police department
Village of Sleepy Hollow	Leary Firefighters Foundation – Jeremiah Lucey Public Safety Grant	\$12,772.50	Purchase of firefighter turnout gear washer/dryer

<i>Open Space, Recreation, Historic Preservation, Environmental Protection</i>			
<i>Client</i>	<i>Grant Program</i>	<i>Award Amount</i>	<i>Project Scope</i>
Town of Ossining	NYS Department of State – Downtown Revitalization Initiative Grant	\$600,000.00	Creation of a performance space in Louis Engel Park
Town of Kent	NYS Office of Parks, Recreation, Historic Preservation – Park Development Grant	\$491,313.00	Rehabilitation of Heustis Park
Town of Brookhaven	NYS Department of Environmental Conservation – Marine Habitat Tributary Restoration and Resiliency Grant	\$87,500.00	Restore aquatic connection of Terrell River
Town of Poughkeepsie	T-Mobile Foundation – Hometown Grant	\$50,000.00	Improvements to Stanley Still Park
Town of Montgomery	NYS Hudson River Valley Greenway – Trails Grant	\$17,500.00	Expansion of trails network at Benedict Park

<i>Economic Development, Planning and Sustainability</i>			
<i>Client</i>	<i>Grant Program</i>	<i>Award Amount</i>	<i>Project Scope</i>
City of Long Beach	NYS Regional Economic Development Councils – NY Forward Grant	\$4,500,000.00	Revitalization of central business district
Town of Montgomery	NYS Empire State Development – Restore New York Grant	\$447,545.00	Restoration of the Milk Barn Condenser Site for retail and commercial development
Village of Sleepy Hollow	NYS Empire State Development – Market New York Grant	\$125,000.00	For the operation of the Sleepy Hollow Music Festival
Village of Airmont	NYS Archives – Local Government Records Management Fund Grant	\$74,290.00	For the conversion of paper records to electronic files
Town of Chester	NYS Department of Environmental Conservation – Municipal Zero Emission Vehicle Infrastructure Grant	\$45,489.00	Installation of electric vehicle charging stations at various locations

SCOPE OF SERVICES

Millennium Strategies proposes to provide services on behalf of the Town via our Grants Research Portal and Project Support Services. Services to be provided include those outlined below.

Service 1: Establishment of a User Platform Within Online Grant Research Portal – Millennium will establish a user platform, for the Town within our online grant research portal. This platform will serve as the center for viewing detailed grant summaries on all federal, state, county, corporate and philanthropic grant opportunities that are applicable to the Town. Millennium will provide key Town staff members with access to this user platform.

Service 2: Access to Detailed Grant Summaries – Millennium will post detailed grant summaries, for all available federal, state, county, corporate and philanthropic grant opportunities, that are applicable to the Town within the portal. These opportunities will be posted on a weekly basis and will provide staff with access to key information pertaining to each grant opportunity including key deadlines, eligibility requirements, award information, program goals/objectives, etc. Key staff from the Town will receive notifications when grant summaries are posted and will be able to view them from within their online user platform.

Service 3: Consultations on Available Grant Opportunities – Millennium will provide consultations, when requested by the Town, regarding grant opportunities that the Town has identified, via their portal, and may be interested in pursuing. These consultations will help to provide municipal staff and key decision makers with guidance regarding the objectives and qualifying criteria associated with each grant opportunity presented in order to determine whether or not it is viable for the Town to pursue.

Service 4: Project Support – Millennium will provide project support when requested by the Town and mutually agreed to by Millennium. This includes assistance with the preparation of grant applications, grant administration activities, specialized research projects, on-site meetings, and/or other unspecified administrative tasks related to grants. This service does not include project management.

FEE SCHEDULE

Millennium Strategies will provide services, as outlined and described in paragraphs 1 – 4 above, in accordance with the fee schedules outlined below. There are no hidden costs associated with our fee structure and our contract provides for a 30-day opt-out.

Services 1 – 3 – Consulting fee of \$400.00 per month for an amount not to exceed \$4,800.00 per annum. These services will be provided on an ongoing basis throughout the duration of the contract period. The Town reserves the right to have these fees billed in equal monthly installments or for a one-time lump sum amount annually.

Service 4 – Hourly fees billed at a rate of \$150.00 per hour. These services will only be rendered when specifically requested by the Town and agreed to by Millennium. Millennium reserves the right to reject any grant writing/project support request made by the Town at any time for any reason. Prior to rendering any project support services, Millennium would provide the Town with an estimate for what the not-to-exceed cost would be.

DISCLOSURES

Millennium Strategies is a limited liability company. Since our inception in 2005, Ed Farmer and Sue Scavone have remained the sole principals of Millennium Strategies. During our 18 years of operation, the company has not undergone any changes to the business name. No judgments, claims or suits have been filed against our company. In addition, Millennium is not now, nor has it ever been involved in any bankruptcy or reorganization proceedings. Millennium does not employ any relatives of the Town nor are any of our employees unionized. In addition, no principals or employees of Millennium are related to any employee or elected official of the Town. Millennium does not have any conflicts of interest that would prohibit the award of a contract for the provision of services on behalf of the Town.

CONCLUSION

Thank you again for considering Millennium Strategies. We look forward to the opportunity to be of service to the Town of New Paltz. Should you have any questions regarding our proposal please do not hesitate to contact me by phone at (973) 226-3329 or by email at pblanos@m-strat.com.

Sincerely,



Peter Blanos
Director of Business Development

GRANT PORTAL OVERVIEW

Municipalities Grant Research Portal Service

Grant Research Made Easy

Time is **Money**

Identifying grant opportunities can be a long and tiring process. It can take hours to find available opportunities and evaluate whether these opportunities are the right fit for your organization. Hours spent researching and evaluating grants means less time spent managing your municipality.

Our **Solution**

Our Grant Research Portal Service provides a solution to this challenge. We post detailed summaries of all available federal, state, county, corporate and philanthropic grants within our Portal on a weekly basis, reducing the time it takes to research and reach a confident decision on which opportunities are best to pursue.

Our Portal is:

- ✔ Web-based
- ✔ User-friendly
- ✔ Easy to navigate

No extra downloads or expensive software is required.

Who We **Serve**

Our service is tailored to meet the needs of municipal governments in New York, New Jersey and Pennsylvania. Whether you are a Mayor or Manager, or a Supervisor or Secretary, our service can be a useful tool for staying up to speed on available opportunities.

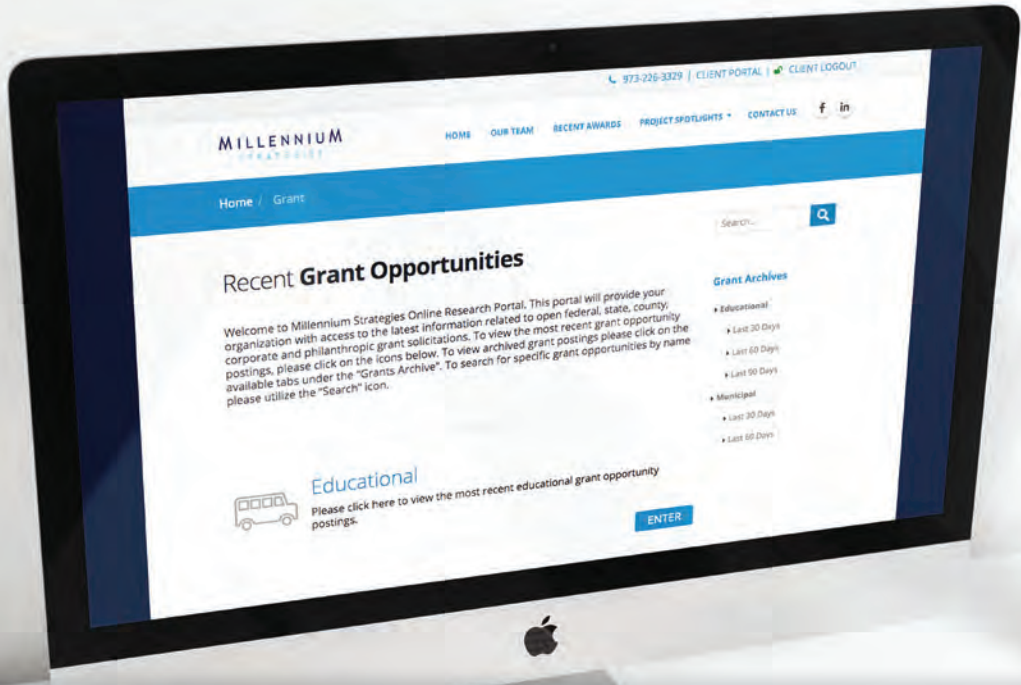
Funding **Themes**

Grant opportunities posted within our portal focus on a wide range of themes that include, but are not limited to:

- Arts and Culture
- Economic Development
- Environmental Planning and Restoration
- Downtown Revitalization
- Historic Preservation
- Community and Human Services
- Open Space Preservation
- Parks and Recreation
- Disaster Recovery and Resiliency
- Public Safety
- Sustainable Energy
- Transit Oriented Development
- Transportation Infrastructure
- Health and Human Services
- Tourism

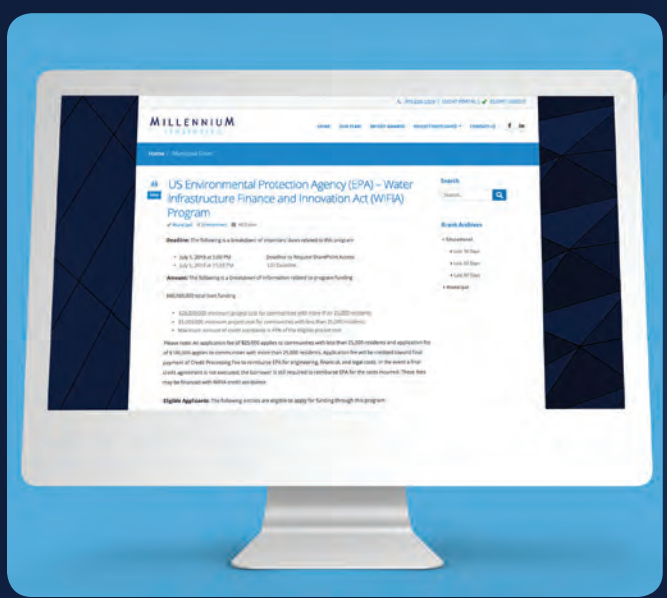
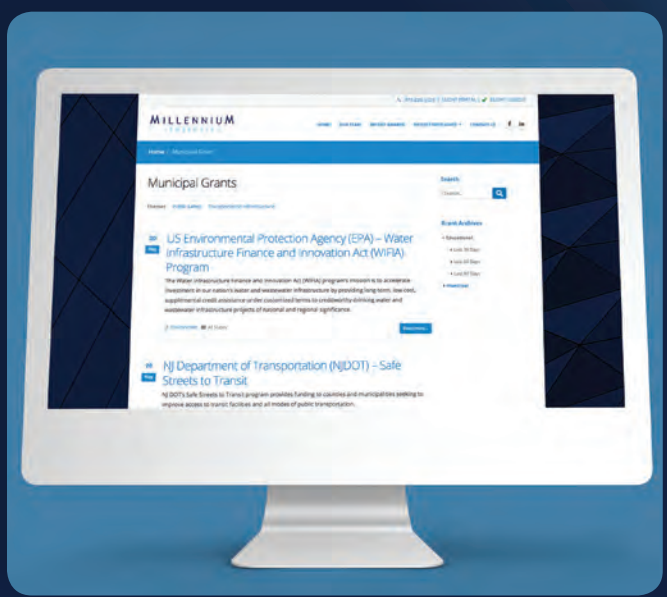
MILLENNIUM
STRATEGIES





Need Assistance with **Grant Writing?**

As a part of your subscription to our service, we offer grant writing and preparation services, as needed, on a project basis. With more than 75 years of combined grant writing experience our staff possess the skills and expertise necessary to help your application stand out.



Want to **Learn More?**

Learn more and sign up for our free 30-day trial today by visiting www.m-strat.com or by calling 973-226-3329.

CLIENT REFERENCES

Municipal Government References

Township Of Middletown

Name: Stephanie Teoli Kuhls
Title: Township Manager
Phone: 215-750-3836
Email: steoli@middletownbucks.org
Address: 3 Municipal Way, Langhorne, PA, 19047
Services: Grant Consulting Service

Township Of Falls

Name: Matthew Takita
Title: Township Manager
Phone: 215- 949-9000
Email: m.takita@fallstwp.com
Address: 188 Lincoln Hwy, Fairless Hills, PA, 19030
Service: Grant Consulting Service

Town of Monroe

Name: Tony Cardone
Title: Town Supervisor
Phone: 845-742-0769
Email: tcardone@monroeny.org
Address: 1465 Orange Tpke, Monroe, NY, 10950
Service: Grant Consulting Service

City Of Paterson

Name: Kathleen Long
Title: Business Administrator
Phone: 973-321-1556
Email: klong@patersonnj.gov
Address: 155 Market St, Paterson, NJ, 07505
Services: Grant Consulting Services

City of Hackensack

Name: Vincent Caruso
Title: City Manager
Phone: 201-646-3980
Email: citymanager@hackensack.org
Address: 65 Central Ave, Hackensack, NJ, 07601
Services: Grant Consulting Services

City Of Hoboken

Name: Caleb Stratton
Title: Assistant Business Administrator
Phone: 201-420-2000
Email: cstrattion@hobokennj.gov
Address: 94 Washington St, Hoboken, NJ, 07030
Services: Grant Consulting Services

Township Of Harrison

Name: Mike Amodeo
Title: Town Engineer
Phone: 914-670-3102
Email: mamodeo@harrison-ny.gov
Address: 1 Heinman Pl, Harrison, NY, 10528
Services: Grant Consulting Services

Village Of Port Chester

Name: Curt LaValla, AICP
Title: Director of Planning
Phone: 914-937-1556
Email: clavalla@portchesterny.gov
Address: 222 Grace Church St, Port Chester, NY, 10573
Services Grant Consulting Services

Borough of Franklin Lakes

Name: Greg Hart
Title: Borough Administrator
Phone: 201-891-4000
Email: ghart@franklinlakes.org
Address: 480 DeKorte Dr, Franklin Lakes, NJ, 07417
Services: Grant Research Portal Service

Township of Ocean

Name: David G. Brown, II
Title: Township Manager
Phone: 732-531-5000
Email: manager@oceantwp.org
Address: 399 Monmouth Rd, Oakhurst, NJ, 07755
Services: Grant Research Portal Service

Borough of North Caldwell

Name: Kevin O'Sullivan
Title: Borough Administrator
Phone: 973-228-6410
Email: kosullivan@northcaldwell.org
Address: 141 Gould Ave, North Caldwell, NJ, 07006
Services: Grant Research Portal Service

Township of Verona

Name: Joseph D'Arco
Title: Township Manager
Phone: 973-857-4767
Email: jdarco@veronanj.org
Address: 600 Bloomfield Ave, Verona, NJ, 07044
Services: Grant Research Portal Service

County Government References

County Of Camden

Name: Holly Cass
Title: Deputy County Administrator
Phone: 856-255-5358
Email: hcass@camdencounty.com
Address: 520 Market St, Camden, NJ 08012
Services: Grant Consulting Service

County Of Middlesex

Name: John Carrol
Title: Director of Public and Government Affairs
Phone: 732-745-3000
Email: John.carrol@co.middlesex.nj.us
Address: 75 Bayard St, New Brunswick, NJ 08901
Services: Grant Consulting Service

County Of Rockland

Name: Jose Guillermo Rosa
Title: Deputy County Executive
Phone: 845-638-5122
Email: rosag@co.rockland.ny.us
Address: 11 New Hempstead Rd, New City, NY, 10956
Services: Grant Consulting Services

County of Hudson

Name: Craig Guy
Title: Chief of Staff to County Executive
Phone: 201-795-6000
Email: cguy@hcnj.us
Address: 567 Pavonia Ave, Jersey City, NJ, 7306
Services: Grant Consulting Services

Board Of Education References

Roselle Board of Education

Name: Anthony Juskiewicz
Title: Business Administrator/Board Secretary
Phone: 908-298-2040
Email: ajuskiewicz@roselleschools.org
Address: 710 Locust St, Roselle, NJ, 07203
Services: Grant Consulting Services

Fairview Board of Education

Name: John Bussanich
Title: Business Administrator
Phone: 201-943-0564
Email: jbussanich@fairviewps.org
Address: 130 Hamilton Ave, Fairview, NJ, 07022
Services: Grant Consulting Services

Belleville Board of Education

Name: Victoria Bruno
Title: Grant Writer and Alumni Relations
Phone: 973-450-3500
Email: Victoria.bruno@bellevilleschools.org
Address: 56 Ralph Street, Belleville, NJ, 07109
Services: Grant Research Portal Service

North Bergen Board of Education

Name: Dr. George J. Solter Jr.
Title: Superintendent of Schools
Phone: 201- 868-1000
Email: citymanager@hackensack.org
Address: 7317 Kennedy Blvd, North Bergen, NJ, 07047
Services: Grant Research Portal Services

Nutley Board of Education

Name: David DiPisa
Title: Business Administrator
Phone: 973-661-8799
Email: ddipisa@nutleyschools.org
Address: 315 Franklin Ave, Nutley, NJ, 07110
Services: Grant Research Portal Services

Middletown Board of Education

Name: Amy Doherty, CPA
Title: Business Administrator
Phone: 732-671-3850
Email: dohertya@middletownk12.org
Address: 834 Leonardville Rd, Leonardo, NJ, 07737
Services: Grant Research Portal Services

CLIENT ROSTER

STATE OF NEW JERSEY

Township of Aberdeen (04/22 - present)
Aberdeen BOE (04/22 - present)
Barack Obama Charter School (08/23 - present)
City of Bayonne (05/09 - present)
Bayonne BOE (07/21 - present)
Township of Belleville (06/16 - present)
Belleville BOE (01/22 - present)
Borough of Belmar (05/23 - present)
County of Bergen (01/13 - present)
Borough of Bergenfield (05/15 - present)
Township of Bloomfield (02/07 - present)
Borough of Bogota (02/21 - present)
Borough of Bound Brook (01/16 - present)
County of Burlington (05/20 - present)
City of Camden (04/23 - present)
County of Camden (05/15 - present)
Borough of Carteret (03/22 - present)
Borough of Chatham (04/23 - present)
Borough of Cliffside Park (07/20 - present)
Town of Clinton (05/23 - present)
Township of Clinton (11/23 - present)
Town of Dover (09/12 - present)
Borough of Dumont (03/18 - present)
City of East Orange (07/14 - present)
Borough of Edgewater (06/08 - present)
Township of Edison (09/16 - present)
Borough of Elmwood Park (03/17 - present)
City of Englewood (07/13 - present)
Essex County Parks (08/16 - present)
Essex County Sheriff (07/16 - present)
Township of Evesham (01/20 - present)
Borough of Fair Lawn (03/19 - present)
Borough of Fairview (08/18 - present)
Fairview BOE (04/13 - present)
Borough of Fanwood (01/13 - present)
Borough of Fort Lee (08/13 - present)
Borough of Franklin Lakes (01/17 - present)
Borough of Freehold (03/20 - present)
City of Garfield (01/13 - present)
Borough of Glen Rock (01/17 - present)
Town of Guttenberg (05/16 - present)
City of Hackensack (02/06 - present)
Borough of Haledon (03/07 - present)
Township of Hamilton (09/20 - present)
Township of Hanover (10/20 - present)
Township of Harrison (02/22 - present)
Borough of Hillsdale (08/22 - present)
City of Hoboken (03/10 - present)
Borough of Hopatcong (03/08 - present)
HOPES CAP, Inc. (08/11 - present)
County of Hudson (06/15 - present)
Township of Jefferson (05/20 - present)
City of Jersey City (02/14 - present)
Borough of Leonia (01/18 - present)
City of Linden (04/23 - present)
Township of Little Falls (01/18 - present)
Borough of Lodi (11/17 - present)
Township of Long Hill (09/20 - present)
Township of Lumberton (01/20 - present)
Borough of Metuchen (03/18 - present)
Metuchen BOE (05/20 - present)
County of Middlesex (08/19 - present)
Township of Middletown (03/14 - present)
Middletown BOE (01/21 - present)
Township of Montague (09/22 - present)
Borough of Montvale (01/2023 - present)
Borough of Moonachie (01/13 - present)
Town of Morristown (07/14 - present)
Borough of Mount Arlington (02/17 - present)
Township of Mount Holly (04/18 - present)
Newark Division of Public Safety (01/20-present)
Township of North Bergen (01/17- present)
North Bergen BOE (01/17 - present)
North Plainfield BOE (07/22 - present)
Borough of North Caldwell (01/21 - present)
Township of Nutley (04/09 - present)
Nutley BOE (08/21 - present)
Township of Ocean (03/20 - present)

Township of Old Bridge (12/20 - present)
Borough of Oradell (10/12 - present)
Township of Orange (10/12 - present)
Borough of Palisades Park (02/17 - present)
Township of Parsippany (01/18 - present)
City of Passaic (12/09 - present)
County of Passaic (09/08 - present)
City of Paterson (08/18 - present)
City of Perth Amboy (08/21 - present)
City of Plainfield (04/19 - present)
Borough of Pompton Lakes (06/07 - present)
Municipality of Princeton (06/22 - present)
Borough of Prospect Park (01/18 - present)
Borough of Red Bank (06/18 - present)
Borough of Ridgefield (01/15 - present)
Village of Ridgefield Park (06/22 - present)
Township of Rochelle Park (01/23 - present)
Roselle BOE (03/10 - present)
Borough of Sea Bright (01/23 - present)
Town of Secaucus (01/18 - present)
County of Somerset (04/23 - present)

Township of South Hackensack (01/16- present)
Township of Sparta (07/17 - present)
Borough of Stanhope (07/12 - present)
City of Summit (09/16 - present)
County of Sussex (05/23 - present)
Township of Teaneck (03/17 - present)
Borough of Tenafly (01/23 - present)
Borough of Totowa (03/10 - present)
Totowa BOE (07/19 - present)
City of Trenton (01/19 - present)
County of Union (03/11 - present)
Township of Union (01/23 - present)
Township of Verona (03/22 - present)
Township of Voorhees (07/23 - present)
Township of Wayne (05/21 - present)
Township of Westampton (07/23 - present)
Township of West Orange (09/16 - present)
Borough of Wharton (01/20 - present)
Township of Woodbridge (03/14 - present)
Borough of Woodcliff Lake (04/14 - present)
Township of Woodland Park (02/12 - present)

STATE OF NEW YORK

Village of Airmont (01/23 - present)
Village of Babylon (08/23 - present)
Town of Brookhaven (01/22 - present)
Town of Carmel (04/20 - present)
Town of Chester (07/21 - present)
Town of Cornwall (08/23 - present)
Town-Village of Harrison (05/15 - present)
Village of Highland Falls (06/23 - present)
Town of Hyde Park (04/22 - present)
Town of Kent (11/19 - present)
Town of Lloyd (06/22 - present)
City of Long Beach (06/22 - present)
Town of Mamaroneck (02/22 - present)
Village of Mamaroneck (08/18 - present)
Town of Monroe (06/19 - present)
Town of Montgomery (01/21 - present)

Town of Ossining (09/21 - present)
Village of Pleasantville (06/23 - present)
Village of Pelham (06/23 - present)
Village of Port Chester (10/15 - present)
Town of Poughkeepsie (01/21 - present)
Town of Putnam Valley (02/22 - present)
County of Rockland (07/17-present)
City of Rye (04/18 - present)
Town of Rye (05/19 - present)
Village of Rye Brook (06/22 - present)
Village of Sleepy Hollow (05/19-present)
Village of South Blooming Grove (08/22 - present)
Village of Spring Valley (05/19 - present)
Village of Tarrytown (10/22 - present)
Village of Washingtonville (07/23 - present)
Town-Village of Woodbury (03/20 - present)

STATE OF PENNSYLVANIA

Township of Falls (03/20 - present)

Township of Middletown (01/10 - present)

Township of Palmer (05/23 - present)

Township of Upper Chichester (10/22 - present)

STAFF PROFILES

ED FARMER | PRESIDENT & CEO

Ed founded Millennium Strategies in 2005 with the goal of establishing a Company that provides governments with a comprehensive and aggressive approach to grant writing, research, and administration. As President, Ed is responsible for the oversight on all facets of Millennium's operation, with a focus on ensuring that the firm provides the best customer service in the industry. Prior to forming Millennium, Ed served as Chief of Staff to Congressman Bill Pascrell, Jr. (NJ-8). As the highest-ranking member of the team, Ed was responsible for running the daily operations of the Congressman's offices in Washington, D.C. and New Jersey. Congressman Pascrell's assignments on the House Transportation and Infrastructure Committee and the House Committee on Homeland Security have allowed Ed to gain invaluable insight into two issues that are critical for the State of New Jersey. Throughout his career, Ed has volunteered his time across New Jersey, including serving as the former President of the Passaic County Community College Board of Trustees and current member of its Foundation. Ed graduated from Bethany College in Bethany, West Virginia with a Bachelor of Arts Degree in Political Science.



SUSAN SCAVONE | PRINCIPAL

Sue joined the firm in 2005 as a Principal and has more than 30 years of experience in public outreach, grant writing, and governmental affairs. Through her time with Millennium, she has become the firm's leader on disaster recovery projects and funding procurement, securing her position as a regional expert in FEMA Public Assistance and Hazard Mitigation Grant Programs. Susan's knowledge of the field and existing relationships enable her to communicate effectively with multiple levels of stakeholders on complex projects, ensuring that all stages of a project are followed through in the most effective and efficient way possible. Prior to joining Millennium Strategies, Sue served as President of SMS Consulting Services, Inc. for ten years, where she provided governmental relations, grant procurement, and consulting services to both private and public sector clients. In addition Sue also served in the administration of Governor James J. Florio, on the staff of several members of the New Jersey Legislature, and in Essex County government. Sue is a graduate of Montclair State University where she received a Bachelor of Arts Degree in Political Science.



LISA MARTINEZ | DIRECTOR OF OPERATIONS

Lisa has been a member of the firm since 2006. In her role as Director of Operations, Lisa manages the day-to-day operations of Millennium. Prior to joining Millennium, she served as Field Director and Scheduler for Congressman Bill Pascrell, Jr. for nine years. In this critical position, Lisa was responsible for maintaining the Congressman's New Jersey schedule and managing all community outreach activities for the congressional office. She strategically coordinated field activities with the Congressman's legislative agenda and administered government relations issues with all state and local entities. Her organizational skills have helped Millennium become a leader within the government consulting industry.



DAVID JENKINS | DIRECTOR OF NEW YORK OPERATIONS

Dave has been a member of the firm since 2012. In his role as Director of New York Operations, Dave is responsible for overseeing all facets of the firm's New York operations and clients. His responsibilities include overseeing client management and grant writing operations, leading team members, developing and implementing policies and procedures, ensuring quality control and identifying and developing new business. Prior to this, Dave served as a Grants Manager working with cities and nonprofit organizations to secure grant funding for various projects and programs. Prior to joining the firm, Dave served as Chief of Staff to Assemblyman Joseph Cryan during his tenure as Chairman of the New Jersey Democratic State Committee, and Majority Leader of the New Jersey General Assembly. Dave graduated from Elon University where he received a Bachelor of Arts Degree in Political Science.



CHRISTOPHER SPRAGUE | DIRECTOR OF CLIENT SERVICES

Chris has been a member of the firm since 2010. In his role as Director of Client Services, Chris co-leads the service team working with New Jersey, Pennsylvania, and Delaware clients. His responsibilities include, but are not limited to: overseeing client management and grant writing operations, leading team meetings, developing and implementing policies and procedures, ensuring quality control, and managing data. Prior, Chris was a Senior Grants Manager working with cities and nonprofit organizations to secure grant funding for various projects and programs. Chris is a graduate of Seton Hall University where he received a Bachelor's Degree in History, English and Italian and a Master's Degree in Diplomacy and International Relations.



CATHERINE KAPURA | DIRECTOR OF CLIENT SERVICES

Catherine has been a member of the firm since 2015. In her role as Director of Client Services, Catherine co-leads the service team working with New Jersey clients. Her responsibilities include, but are not limited to: overseeing client management and grant writing operations, leading team meetings, developing and implementing policies and procedures, ensuring quality control, and managing data. Prior to this, Catherine served as a Senior Grants Manager working with municipalities and counties to secure grant funding for various projects and programs focused on education, parks, transportation infrastructure, restorative justice, and health and human services. Catherine graduated from Fairfield University where she received a Bachelor of Arts Degree in English. Additionally, Catherine holds a Masters Degree in Environmental Policy and International Development from the University of Maryland.



LAURA WINTROUB | DIRECTOR OF CLIENT SERVICES

Laura has been a member of the firm since 2015. In her role as Director of Client Services, Laura co-leads the service team working with New Jersey clients. Her responsibilities include, but are not limited to: overseeing client management and grant writing operations, leading team meetings, developing and implementing policies and procedures, ensuring quality control, and managing data. Prior to this, Laura served as a Senior Grants Manager working with municipalities and boards of education to secure grant funding for various projects and programs. Laura currently serves on the Strategic Advisory Board of Rising Tide Capital, a nonprofit entrepreneurship training organization located in Jersey City, New Jersey. Laura is a graduate of Haverford College where she received a Bachelor's Degree in History.



MELANI FILOSA | DIRECTOR OF CLIENT SERVICES

Melani has been a member the firm since 2018. In her role as Director of Client Services, Melani co-leads the service team working with New Jersey clients. Her responsibilities include, but are not limited to: overseeing client management and grant writing operations, leading team meetings, developing and implementing policies and procedures, ensuring quality control, and managing data. Prior to joining Millennium, Melani worked with several non-profit organizations. She applies this experience and passion into her everyday work by identifying the best ways to explain project goals in an application, seeking the right grant opportunities for those projects and executing that process meticulously. Melani is a graduate of Seton Hall University where she received a Bachelor of Arts Degree in both Political Science and English, receiving the Departmental Citation in Literature & Writing.



PETER BLANOS | DIRECTOR OF BUSINESS DEVELOPMENT

Peter has been a member of the firm since 2011. In his role as Director of Business Development, Peter oversees all aspects of the firm's sales and marketing related efforts. His responsibilities include, but are not limited to: developing and overseeing the firm's annual business development strategy, managing the RFP/RFQ process for the firm's 90+ public sector clients, and attending various conferences. Prior to this, Peter served as Director of Client Services where he was responsible for overseeing client management and grant writing operations, leading team meetings, developing and implementing policies and procedures, ensuring quality control, and managing data. Peter is a graduate of the University of Scranton where he received a Bachelor of Arts Degree in Political Science.



KATIE KOCHER | DEPUTY DIRECTOR OF RESEARCH AND SPECIAL PROJECTS

Katie has been a member of the firm since 2019. In her role as Deputy Director of Research and Special Projects, Katie is responsible for overseeing all research conducted by the firm into governmental and non-governmental funding sources. In addition, she is also responsible for overseeing all clients enrolled and content within Millennium's Grant Research Portal Service as well as all special projects performed on behalf of outside agencies. Prior to this Katie served as a Senior Grant Manager, where she was responsible for working with urban municipalities and counties to secure grant funding for key projects and programs. One of Katie's biggest passions is education. Prior to joining Millennium Katie served as an assistant editor for a not-for-profit publisher, and taught English at Seton Hall University. Katie is a graduate of Seton Hall University where she earned a Bachelor and a Master of Arts degree in English.



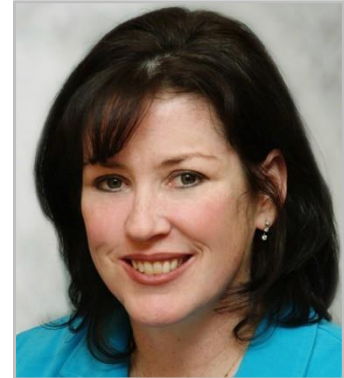
TONY ARDIS | ACCOUNTS RECEIVABLE MANAGER

Tony has been a member of the firm since 2017. In his role as Accounts Receivable Manager, Tony is responsible for overseeing invoicing, collections, and bill processing. Prior to joining Millennium, Tony served for nine years as the District Director for Congressman Bill Pascrell Jr. In this role, he supported the District's 21 municipalities by supervising casework, field activities and representing the Congressman. Tony has over 30 years of experience serving in administrative positions for various local, state, and federal government agencies. Tony is a graduate of William Paterson University where he received a degree in Political Science.



BERNADETTE McPHERSON, ESQ. | DIRECTOR OF OUTREACH

Bernadette has been a member the firm since 2012. In her role as Director of Outreach, Bernadette is responsible for marketing Millennium Strategies to municipal and county governments. Bernadette brings extensive municipal and county government experience to Millennium, having served as a member of the Bergen County Board of Chosen Freeholders from 2003 to 2011 and as Mayor of Rutherford from 2000 to 2007. Bernadette remains active in politics and currently serves as the Legislative District 36 Chairwoman for the Democratic Committee of Bergen County. Bernadette is a graduate of La Salle University where she received a Bachelor of Arts degree in Political Science and English. Additionally, Bernadette holds a Juris Doctorate from Temple University School of Law.



JESSICA CARVAJAL | HUMAN RESOURCES GENERALIST

Jessica has been a member of the firm since 2021. In her role as Human Resource Generalist, Jessica manages the daily functions of the Human Resources Department including benefit and leave administration, recruitment, and assisting with enforcing company policies and practices. Jessica has over seven years of experience in the field of Human Resources. Prior to joining Millennium, she was the Assistant Director of Human Resources at a large non-profit organization, where she handled all aspects of human resources including benefits, payroll and employee relations. Jessica has strong working knowledge in employment compliance, HRIS, and benefit management. Jessica is a graduate of the College of Saint Elizabeth where she received a Bachelor's Degree in Business Administration and Management. Additionally, Jessica holds an MBA in Finance from the New Jersey Institute of Technology.



KAREN SPICER | SENIOR GRANT MANAGER

Karen has been a member of the firm since 2020. In her role as Senior Grant Manager, Karen is responsible for working with several of the firm's municipal clients throughout New Jersey. In addition, she is also responsible for serving as the firm's co-editor and chief as well as a staff mentor. Prior to joining Millennium, Karen worked for museums and cultural institutions in the Philadelphia and New York City areas focusing on exhibition development, public engagement, and historic preservation. She earned a Bachelor of Arts in Anthropology from Franklin & Marshall College and a Master of Arts in Museum Professions from Seton Hall University.



TARYN PRONKO | SENIOR GRANT MANAGER

Taryn has been a member of the firm since 2019. In her role as Senior Grant Manager, Taryn is responsible for working with several of the firm's local government clients throughout New York. In addition, she is also responsible for serving as the firm's co-editor and chief as well as a staff mentor. Prior to joining the firm, Taryn was a Deputy Clerk Intern within the U.S. Federal Court system, where she assisted in numerous departments, including jury, pro se law offices, and the circuit library. Taryn graduated from Penn State University with a Bachelor's Degree in English, receiving the Academic Excellence Award for the Humanities.



KAMARI MOORE | SENIOR RESEARCH MANAGER

Kamari has been a member the firm since 2018. In her role as Senior Research Manager, Kamari is responsible for providing accurate and timely research breakdowns for client service staff, overseeing accuracy of content posted on Millennials grant research portal, and providing reports to select clients. She is also responsible for editing weekly research and assisting the Deputy Director of Research and Special Projects. Prior to joining Millennium, Kamari proudly served as a member of the service fraternity Alpha Phi Omega, where she participated in community outreach programs aimed at servicing disadvantaged populations. Kamari is a graduate of Seton Hall University where she received Bachelor of Arts Degrees in English and Philosophy.



ASHLEY TAYLOR | GRANT MANAGER

Ashley has been a member of the firm since 2020. In her role as Grant Manager, Ashley is responsible for working with several of the firms municipal and board of education clients to help secure funding for key projects and programs. Prior to joining Millennium, Ashley worked for the US Department of Commerce as well as the for the State of Delaware. Ashley is a graduate of Delaware State University where she received a Bachelor of Arts degree in Criminal Justice and a Minor in Law Studies. Ashley was led to Millennium by help passion for government policy and how it can be used to create a better quality of life for all communities.



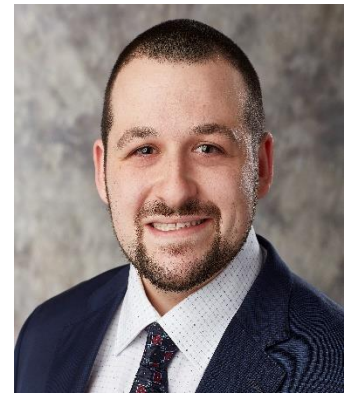
RYAN TALMADGE | GRANT MANAGER

Ryan has been a member of the firm since 2020. In his role as Grant Manager, Ryan is responsible for working with several of the firm's municipal and county clients to help secure both public and private sector grant funding on their behalf. Prior to joining Millennium, Ryan was Interim Security Lieutenant in the Department of Public Safety for Rutgers University - Newark. He was a collaborator and guest lecturer for the Rutgers' Honors Living-Learning Community (HLLC) program. In 2017, Ryan was a candidate for the Newark Public Schools Advisory Board and is an Alumnus of the Leadership Newark 2019 Cohort. Ryan is a graduate of Rutgers University-Newark where he received a Bachelor of Arts Degree in Political Science.



MICHAEL WEISS | GRANT MANAGER

Michael has been a member of the firm since 2020. In his role as Grant Manager, Michael is responsible for servicing several of the Firm's municipal clients to help secure both public and private sector grant funding on their behalf. Prior to joining the firm, Michael worked as a graduate assistant for the West Chester University History Department. Michael is a graduate of West Chester University where he received a Bachelor's Degree in History, with a minor in Political Science, and a Master's Degree in History. During his time as a graduate student he was inducted into the National History Honor's Society, Phi Alpha Theta, and earned the Award of Excellence for Excellence in Scholarship and/or Creative Activity from the History Department.



JENNIFER GALLAGHER | GRANT MANAGER

Jennifer has been a member of the firm since 2020. In her role as Grant Manager, Jennifer is responsible for working with several of the firm's municipal and county clients to help secure both public and private sector grant funding on their behalf. Prior to joining Millennium, Jennifer worked as an intern for The Land Conservancy of New Jersey, assisting municipalities with planning their open space and recreation projects. Jennifer is a graduate of the University of Delaware where she received a Bachelor Degree in Environmental Studies.



HANNAH SAKHA | GRANT MANAGER

Hannah has been a member of the firm since 2020. In her role as Grant Manager, Hannah is responsible for working with several of the firm's municipal and county clients to help secure both public and private sector grant funding on their behalf. Prior to joining the firm, Hannah was an intern for a science and medical content publishing company, where she was able to copyedit documents and conduct manuscript analyses. Hannah is a graduate of Seton Hall University where she received a Bachelor's Degree in English with a minor in Public Relations.



MEGAN KLEPPER | GRANT MANAGER

Megan has been a member of the firm since 2021. In her role as a Grant Manager, Megan is responsible for working with the firm's municipal clients to secure public and private grant funding for their key programs and projects. Prior to joining Millennium, Megan interned as a journalist for multiple online publications. Megan is a graduate of James Madison University where she received a Bachelor of Arts Degree in Writing, Rhetoric, and Technical Communication.



LOUIS MOTTA | GRANT MANAGER

Louis has been a member of the firm since 2021. In his role as a Grant Manager, Louis is responsible for working with the firm's local government clients to secure public and private grant funding for their key programs and projects. Prior to joining Millennium, Louis served as assistant news editor for a not-for-profit newspaper and tutored students in writing at Seton Hall University. Louis is a graduate of Seton Hall University where he earned a Bachelor of Arts degree in Creative Writing with a Minor in Literature and Visual Media.



MONICA LUDWINSKI | GRANT WRITER

Monica has been a member of the firm since 2021. In her role as a Grant Writer, Monica is responsible for working with several of the firm's municipal clients to help secure public and private sector grant funding on their behalf. Some of her daily responsibilities include collaborating with the Directors of Client Service on different projects, along with drafting narratives and gathering supporting documents associated with grant applications. Prior to joining Millennium, Monica interned for City Green, an urban farm and garden organization working to revitalize urban areas through agriculture and educational programming. Monica is a graduate of Montclair State University where she received a Master of Science Degree in Sustainability Science.



MICHAEL DZIUBA | GRANT WRITER

Michael has been a member of the firm since 2021. In his role as Grant Writer, Michael is responsible for servicing several of the firm's municipal clients throughout New York, assuring their requests for both public and private grant funding are thorough and competitive. Prior to joining the firm, Michael worked in the City of Bethlehem's Department of Community and Economic Development, working with community partners and not-for-profit organizations to assess and remediate urban blight. Michael graduated from Muhlenberg College with a Bachelor's Degree in Political Science, where he was also initiated into Pi Sigma Alpha, the National Political Science Honor Society. Additionally, Michael holds a Master's Degree in Political Science from Lehigh University.



SERGIO MEDINA | GRANT WRITER

Sergio has been a member of the firm since 2022. In his role as a Grant Writer, Sergio is responsible for working with the firm's municipal clients to secure public and private grant funding for their key programs and projects. Some of his daily responsibilities include working closely with the Directors of Client Services on different projects, as well as preparing narratives, applications, and other supporting documentation associated with grant applications. Prior to joining the firm, Sergio worked as a grant writer at various nonprofit agencies throughout the region. Sergio is a graduate of Montclair State University, where he received a Bachelor of Art's Degree in English and was inducted into the Sigma Tau Delta honor's society.



MARIO CARVAJAL IV | GRANT WRITER

Mario has been a member of the firm since 2022. In his role as Grant Writer, Mario is responsible for working with municipal and county clients to help secure both public and private sector grant funding on their behalf. Some of his daily responsibilities include working closely with the Directors of Client Services on different projects, as well as preparing narratives, applications, and other supporting documentation associated with grant applications. Prior to joining Millennium, Mario worked as a legal assistant for a law firm providing support to the General Counsel. Mario received a Bachelor of Arts Degree in Political Science with a minor in Public Policy from Ramapo College of New Jersey. During his time as an undergraduate student, he was inducted into the National Political Science Honor Society and served as the Senate Vice President within the Student Government Association.



SCOTT TOMPETRINI | GRANT WRITER

Scott has been a member of the firm since 2022. In his role as Grant Writer, Scott is responsible for working with municipal and county clients to help secure both public and private sector grant funding on their behalf. Some of his daily responsibilities include working closely with the Directors of Client Services on different projects, as well as preparing narratives, applications, and other supporting documentation associated with grant applications. Prior to joining Millennium, Scott worked as an administrative assistant at a residential facility for people with developmental disabilities and interned for a marketing firm as part of their media planning team. Scott is a graduate of William & Mary where he received a Bachelor of Arts Degree in Government and History.



JUSTIN VEGA | GRANT WRITER

Justin has been a member of the firm since 2022. In his role as Grant Writer, Justin is responsible for working with local government clients to help secure both public and private sector grant funding on their behalf. Some of his daily responsibilities include working closely with the Directors of Client Services on different projects, as well as preparing narratives, applications, and other supporting documentation associated with grant applications. Justin is a graduate of Baylor University where he received a Bachelor's Degree in History.



MELAINA NESS | GRANT WRITER

Melaina has been a member of the firm since 2022. In her role as Grant Writer, Melaina is responsible for working with local government clients to help secure both public and private sector grant funding on their behalf. Some of her daily responsibilities include working closely with the Directors of Client Services on different projects, as well as preparing narratives, applications, and other supporting documentation associated with grant applications. Melaina is a graduate of SUNY New Paltz where she received a Bachelor of Arts Degree as a double major in Political Science and Economics. During her time as an undergraduate student, she was inducted into the National Political Science Honor Society, Pi Sigma Alpha, and into the International Honor Society in Economics, Omicron Delta Epsilon.



GINA BACHORIK | GRANT WRITER

Gina has been a member of the firm since 2022. In her role as Grant Writer, Melaina is responsible for working with local government clients to help secure both public and private sector grant funding on their behalf. Some of her daily responsibilities include working closely with the Directors of Client Services on different projects, as well as preparing narratives, applications, and other supporting documentation associated with grant applications. Gina is a graduate of Stonybrook University where she received her undergraduate degree in Multidisciplinary Studies.



KHAYLA DIXON | GRANT WRITER

Khayla joined the firm in 2023. In her role as a Grant Writer, Khayla is responsible for working with the firm's municipal clients in Ohio and Pennsylvania to secure public and private grant funding on their behalf. Prior to joining the firm, she was an intern within the New Jersey Superior Court. Khayla is a graduate of Rutgers University where she received her Bachelor of Arts in Political Science and Criminal Justice. During her time as an undergraduate student, she was inducted into the National Political Science Honor Society, Pi Sigma Alpha.



TAYLOR SAMITT | RESEARCH ASSOCIATE

Taylor has been a member of the firm since 2022. In her role as Research Associate, Taylor is responsible for researching available grant opportunities, from federal, state, county, corporate, and philanthropic sources, on behalf of Millennium's clients. Taylor analyzes and summarizes each grant in preparation for presentation and company-wide distribution while also assisting in special projects as well as overseeing the content posted on the firm's online grant portal. Prior to joining the firm, Taylor worked on various local government campaigns. Taylor is a graduate from the University at Albany, where she received her Bachelor of Arts Degree in Public Administration and Management with a focus of Public Policy. During her studies, she served as a member of Alpha Phi Omega, a community service fraternity that helps the local Albany community with services.



JOHN GAULT | BUSINESS DEVELOPMENT REPRESENTATIVE

John has been a member of the firm since 2022. In his role as Business Development Representative, John works to support the development of new business across Millennium's target markets. Some of his daily responsibilities include outreach to prospective customers, management of existing prospects, working to help develop innovative sales strategies, and attending conferences. Prior to joining the firm, John spent 16 years in finance with Prudential Securities before taking on business development roles at AFLAC and Ryder Inc. John is a graduate of SUNY New Paltz where he received a Bachelor of Science Degree in Marketing.

