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November 14, 2020

Grafton Town Administrator Search
Community Paradigm Associates
One Saddleback
Plymouth, Massachusetts 02360

To Whom It May Concern:

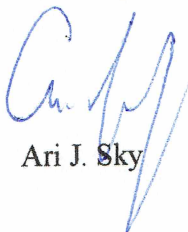
Please accept this correspondence as my application for the Town Administrator position for the Town of Grafton. As a seasoned manager and public finance professional with more than two decades of local government experience, I am looking forward to tackling new challenges and opportunities.

I am currently employed as the Chief Financial Officer for the City of New Bedford, where I was first appointed in 2013. My responsibilities include oversight of the City's business operations, including the Audit, Assessment, Purchasing, Treasury and MIS departments, and management of New Bedford's operating and capital budgets, which total about \$400 million annually. In addition, I manage New Bedford's strategic planning activities, long-range financial planning and performance measurement, and I provide advice and support for the City's elected officials. As the first dedicated CFO in the City's history, I have successfully developed an integrated enterprise management operation, eliminated organizational silos, and reoriented the agencies under my supervision in favor of an in-house consultant philosophy. I also play a central role in developing presentations for the major bond rating agencies, which have resulted in the elevation of New Bedford's bond rating to its highest level in at least 40 years, and in facilitating economic growth through the implementation of various incentive programs.

Prior to my current position, I worked as the Director of Management and Budget in Fauquier County, Virginia, the Budget Officer for Loudoun County, Virginia, and the Borough Manager in Yeadon, Pennsylvania. My career path has provided me with an extensive background in executive management, project management, economic development, analysis, labor relations, finance and intergovernmental relations. I believe that my experience as a public management professional provides excellent preparation for this position, and I look forward to the opportunity to discuss the possibility of providing my services to the Town of Grafton.

My resume is attached for your review, and I look forward to discussing this position in depth. Thank you for your consideration.

Sincerely,



Ari J. Sky

Professional Profile

Seasoned local government manager with a strong background in public finance, economic development, management analysis, grants management and organizational development.

Professional Accomplishments

Leadership:

- Successfully reorganized internal and public processes and reoriented agencies' missions in favor of an in-house consultant philosophy.
- Worked with governing bodies to develop long-range plans and vision statements.
- Led interdepartmental productivity improvement teams that resulted in innovative uses of work release inmates to address serious workload needs and improvements to purchasing procedures.
- Developed and implemented enterprise-wide performance measurement initiatives, which resulted in significant improvements in organization transparency and efficiency.
- Communicated with clients and managers to encourage collaborative, results-based processes and outcomes.
- Established effective communication with members of the community and print and online media.

Management:

- 25 years' experience as a senior manager in four jurisdictions.
- Successfully implemented the CFO model for the sixth largest city in Massachusetts.
- Managed organizational units at multiple levels, ranging from a large line agency to chief administrative officer of a full-service jurisdiction.
- Developed and implemented successful reorganizations of finance, code enforcement, human resources, and public works functions to improve efficiency and enhance customer service.
- Negotiated collective bargaining agreements with multiple bargaining units.
- Worked with regional organizations to develop and implement major transit and highway projects.
- Developed enterprise financial policies governing fund balance, investment policy, debt management, grants management, travel and procurement.

Public Finance:

- 30 years' experience in governmental budgeting and financial administration.
- Performed fiscal impact analysis on proposed and incoming developments and financial analyses regarding potential business incentives, and developed tax incentive programs to facilitate new development.
- Managed organizations through economic cycles and multiple fiscal challenges.
- Developed and managed grants management program and initiated countywide training program that resulted in more effective grants acquisition efforts.
- Acquired and implemented new budget and performance management systems.
- Introduced cash management techniques that significantly increased investment yield.
- Played a central role in successful efforts to obtain significant bond rating increases.
- Developed long-range financing plans for capital projects and enterprise funds.
- Secured GFOA Distinguished Budget Presentation Award.

Work History

Chief Financial Officer	City of New Bedford New Bedford, Massachusetts	March 2013 - Present
Director of Management & Budget	Fauquier County Government Warrenton, Virginia	Sept. 2008 – March 2013
Budget Officer	Loudoun County Government Leesburg, Virginia	Sept. 2004 – Sept. 2008
Assistant Budget Officer	Loudoun County Government Leesburg, Virginia	March 2000 – Sept. 2004
Senior Budget Analyst	Loudoun County Government Leesburg, Virginia	July 1997 – March 2000
Borough Manager	Yeadon Borough Government Yeadon, Pennsylvania	March 1995 – June 1997
Management Analyst	Arlington County Public Works Arlington, Virginia	May 1991 – March 1995
Budget/Management Analyst	Prince George's County Govt. Upper Marlboro, Maryland	July 1990 – March 1991
Legislative Assistant	U.S. House of Representatives Washington, D.C.	May 1987 – Jan. 1989

Education

Bachelor of Arts (Politics & History)	Brandeis University Waltham, Massachusetts	May 1987
Master of Public Administration	The American University Washington, D.C.	December 1990

Other Activities

Panelist and Moderator, *Governing* Leadership Forum, GFOA National Conferences, Lincoln Institute of Land Policy, Massachusetts Certified Public Purchasing Official program, Virginia Government Finance Officers' Association.

Executive Board Member, New England States Government Finance Officers Association, 2017-Present.

Member, Fiscal Policy Committee, Massachusetts Municipal Association, 2016-Present.

Member, Committee on Economic Development & Capital Planning, Government Finance Officers Association, 2016-Present.

Member, Committee on Retirement & Benefits Administration, Government Finance Officers Association, 2014-2016.

Member, Birmingham Green Board of Directors, Manassas, Virginia, 2011-2013.

Member, Committee on Governmental Budgeting and Fiscal Policy, Government Finance Officers Association, 2006-2011.

Reviewer, GFOA Distinguished Budget Awards Program, 2007-Present.