

**JOSEPH A MANGINI, Jr.**  
**7359 Old Westover Marion Road**  
**Westover, Maryland 21871**  
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[capitalism@peoplepc.com](mailto:capitalism@peoplepc.com)

**PRESIDENT/CEO/FOUNDER**

**FirsTerm, Inc.**  
**Westover, MD 21871**  
**1980-Present**

FirsTerm, Inc a local government consulting company that specializes in providing assistance to all local governmental entities from administration, finance, personnel, planning/zoning, economic/community development, capital projects, grant writing, water/sewer, and public safety issues as well as marketing, constituent service, and public relations.

**TRAINING SPECIALIST**

**Maryland Rural Water Association**  
**Woodbine, Maryland 21797**  
**2012**

Responsible for establishing and planning training schedule for the organization statewide and managing/monitoring the training classes for water/sewer personnel and preparing training reports.

**TOWN ADMINISTRATOR**  
**Town of Brentwood, Maryland**  
**Brentwood, Maryland**  
**2012**

Served as the Chief Administrative Officer for the Town and responsible for daily management and operations of the municipal government.

**SOURCE WATER PROTECTION SPECIALIST**  
**Maryland Rural Water Association**  
**Woodbine, Maryland 21797**  
**2009-2012**

Served as the EPA Source Water Protection Specialist assisting communities, municipalities, and counties in the preparation, planning, and implementation of their source water protection plans to provide clean drinking water. Previously was the ARRA (American Recovery and Reinvestment Act) Circuit Rider with the primary mission of assisting counties, cities, and towns with application processing, project management, and report filing for water/sewer projects through the 2009 Stimulus Funding

**TOWN MANAGER**  
**Commissioners of Ridgely**  
**Ridgely, Maryland**  
**2004-2009**

Served as Chief Executive Officer, responsible for daily management of the Town government, grants officer, EDC officer, projects manager, finances, personnel, planning/zoning, public relations and community affairs. Assisted in the completion of two major sewer pumping station projects and major sewer spray irrigation upgrade, Rails to Trails project, and comprehensive plan.

**DIRECTOR OF BUSINESS RETENTION/EXPANSION**  
**Charles County EDC**  
**LaPlata, Maryland**  
**2004 and 1998-2001**

In this capacity, I was responsible for establishing and working with various programs to assist businesses in the County to grow, expand, and retain their employees. Managed the office in the absence of the Executive Director. Obtained over \$500,000 in grant funds for the EDC's local revolving loan program

**EXECUTIVE DIRECTOR**  
**Somerset County EDC**  
**Princess Anne, Maryland**  
**2001-2003**

Managed the day to day activities of the EDC office and served as advisor to the EDC Commission members. Obtained \$250,000 in grant funds for the local revolving loan fund and utilize fund to save three businesses in the county preserving over 450 jobs to include the local hospital. Worked on the major ferry project planned to operate from Crisfield, MD TO Reedville VA.

**TOWN MANAGER**  
**Town of Indian Head**  
**Indian Head, Maryland**  
**1993-1998**

Served as Chief Executive Officer in charge and responsible for daily activities of the town government to include administration, finances, personnel, planning/zoning, water/sewer, economic development, and projects officer. Obtained over \$1,000,000 in grant funds for three major municipal projects.

**CITY MANAGER**  
**City of Taneytown**  
**Taneytown, Maryland**  
**1992-1993**

Served as the Chief Administrative Officer responsible for daily management of the city's affairs and chief advisor to the Mayor and City Council. City's savings increased by over \$700,000 during my tenure with three major public works agreements enforced with developers saving the City over \$200,000.

**TOWN MANAGER**  
**Town of Rock Hall**  
**Rock Hall, Maryland**  
**1986-1991**

Served as Rock Hall's first Town Manager and responsible for daily activities of the Town government. During this time I also was the Critical Areas Officer for Rock Hall, Betterton, and Millington. New well constructed and major upgrade to the Town's sewer system begun during my tenure.

**BLOCK GRANT ADMINISTRATOR**

**City of Milford**

**Milford, Delaware**

**1985-1986**

Served as the CDBG Officer for the City of Milford and special advisor to the City Manager on municipal affairs. Completed three years of grant audits left unfinished saving the City over \$100,000

**TOWN MANAGER**

**Town of Elsmere**

**Elsmere, Delaware**

**1980-1985**

Served as the Chief Administrative Officer for the Town, and responsible for daily activities special advisor to the Mayor and Town Council for all municipal affairs to include administration, finances, personnel, public works, planning/zoning. Turned a \$230,000 deficit into a \$170,000 surplus with a three year budget plan.

**ADMINISTRATIVE ASSISTANT  
Office of the Lieutenant Governor  
State of Delaware  
Dover, Delaware  
1977-1980**

Assisted the Lt. Governor in the daily activities of the office and handled constituent affairs. Represented the Lt. Governor at various public functions.

**MILITARY SERVICE**

Served in the United States Army on active duty as a commissioned officer from 1973-1976, then in the Delaware Army National Guard and US Army Reserves until retirement as a major in 1994 having served as a section chief, adjutant, and HQS company commander among my many job responsibilities.

**EDUCATION**

Graduated in 1972 from the University of Delaware with a Bachelor of Arts in political science and commissioned as an officer in the United States Army Reserves. Left active duty to run for the US Congress in 1976 before becoming administrative assistant to the Lt. Governor

**I have over forty years of government experience at various levels of management. I am well versed in administrative, financial, economic development, planning/planning, public relations, personnel, writing, legal, grant writing, project management and in most of my towns, water/sewer operations, projects, and rate structure.**



## PROFESSIONAL REFERENCES

Andrew J Bowen, IV	Executive Director Maryland Rural Water Association P O Box 225 Woodbine, MD 21797	410-489-5877
Ryan L Hicks	Town Manager Town of Indian Head 4195 Indian Head Highway Indian Head, MD 20640	301-743-5511
Roger E Rudder	Mayor Town of Brentwood 4300 39 <sup>th</sup> Place Brentwood, Maryland 20722	301-927-3344
Christopher Rogers	Consulting Engineer URS Corporation 1200 Philadelphia Pike Wilmington, DE 19809	302-791-0700
Andrew J Gorski	Attorney Rich & Henderson, PC 51 Franklin Street, Suite 300 Annapolis, MD 21401	410-267-5900

