

STACEY L. KIFOLO

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PROFESSIONAL EXPERIENCE

DEPUTY CITY MANAGER, 8/2021 to 12/2022

City of Deltona, Florida

- Directed operations of 6 departments including Finance, Procurement, and Contracting; Asset Management; Human Resources and Risk Management; Information Technology; Communications & Marketing; Records Management; and an Event Center providing entertainment and food & beverage.
- Advised 5 departments including Parks & Recreation; Public Works and Utilities; Planning and Zoning; Building and Code Compliance; and Fire Department.
- Supervised staff of 375 direct and indirect reports.
- Guided development and executed a \$210M annual budget.
- Reinforced top-level decisions and strategy planning; and served as a critical advocate for change management.
- Appointed and coached department heads to expand cross-functional organizational capacity by collaborating on priorities, functions, and common goals.
- Managed employee benefits programs to maintain a strong portfolio while reducing associated costs.
- Researched issues, authored reports, and presented findings to city staff and the public.
- Executed existing Collective Bargaining Agreement (CBA) terms, and led negotiations for renewal.

TOWNSHIP MANAGER / CAO, 11/2012 to 8/2021

East Buffalo Township, Pennsylvania

- Steered day-to-day operations of local government including finance, public works, planning & zoning, and human resources.
- Developed budgets, controlled costs, and optimized spending resulting in annual surpluses of up to \$500K.
- Grew operating fund balance by 150%, capital reserves by 850%, and maintained an even tax rate for four years followed by a 12% reduction.
- Achieved a 75% increase in OPEB assets while simultaneously reducing unfunded accrued liability by 35%.
- Contained benefits costs and sustained an average increase of 0.5% for 7 years through negotiations.
- Directed strategic planning, policy development, audit compliance, and vendor contracts.
- Strategized asset and master planning for capital construction, equipment, and road and bridge infrastructure.
- Organized bid processes from proposal parameters through contracting and project delivery.
- Cultivated relationships with local / state representatives, utility companies, and public safety agencies.
- Secured \$1.75M in state grants for infrastructure, natural resources restoration, and park rehabilitation.
- Created public communications strategies, including website, social media, and direct mail.
- Excelled as project manager and owner representative, delivering projects on time and under budget.
- Coordinated construction and administered \$4.4M of state and federal grants to transform a 42-acre brownfield site into a job-creating commercial zone under a public-private partnership.

FISCAL / PROJECT MANAGER, 7/2008 to 10/2012

Central Pennsylvania Workforce Development Corporation, Pennsylvania

- Partnered with employers, educators, and contractors to address workforce needs in a 9-county region.
- Managed vendor and partner contracts and completed related receivables and payables.
- Negotiated 7 facility leases and renovations as owner representative.
- Delivered financial and program performance presentations to executives, board, and project teams.
- Played a key role in the procurement and implementation of a \$3M Department of Labor Technical Skills Training grant.
- Created awareness of program opportunities by creating engaging marketing materials.
- Drove results by establishing standards for four industry-specific adult education and training programs.

E D U C A T I O N

Master of Business Administration (MBA)

Louisiana State University – Shreveport, LA

Bachelor of Science, Business Administration

Bloomsburg University of Pennsylvania – Bloomsburg, PA

Certificate in Business Management

Rollins College – Winter Park, FL

A D D I T I O N A L E X P E R I E N C E

Leadership Susquehanna Valley Board Member – 2 Years

Union County, PA, Emergency Management Operations Center Team Member – 5 Years

Buffalo Valley Regional Police Commissioner – 2 Years

Union County, PA, Greenway & Open Space Plan Steering Committee Member – 1 Year