

DAVID D'ARCANGELO

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PUBLIC POLICY EXECUTIVE

Business Forte - Leadership, Idea-Maker, High-Volume Producer, Problem-Solver, Business Acumen, Executive Communication, Disability Advocate, Public Policy Change Agent, Political Insight, Creativity, Perseverance, Thought Leader, Action Based, Humility, Empathy & Compassion, Pragmatic, Technology Integrator, Visionary, Determination, Loyal, Quality

RESULTS SNAPSHOT

Defying the Odds - Legally blind since a young age and one of the very few elected officials to serve as a person with a disability. Elected Republican official in heavily Democrat district.

Corporate Turnaround - Reversed critical downward spiral of company's cash flow and credibility, recreated forecasting, resolved cash-flow hemorrhaging. Increased customer base; guided turnaround and improved cash flow through strong re-growth.

Key Negotiator - Representative from City government for the most successful Surrounding Community casino agreement in Massachusetts. Led effective effort to bring jobs to Malden while keeping negative impacts away.

LEADERSHIP VALUE DRIVERS

- Business Model and Process Change: Affect positive change and improve the common good, providing strong leadership to improve the human condition. Skilled with applying technology as a force multiplier.
- Hands-on, Forthright Leadership: Clarify, confront, and resolve the most complicated challenges. Fluidly navigate parallel projects crossing organizational boundaries with tight deadlines and clashing priorities.
- Personal Credibility: Legally blind. Anchored by the fundamental principles of wisdom, justice, courage and moderation. Extraordinary professional competence. Politically and socially sensitive; communicate and interact well with diverse range of people.
- Forensic Communications / First-class Speech Writer & Presenter: Inspiring presenter. Write and deliver speeches to large audiences without tele-prompters. Comfortable on camera and with the Media.

LEADERSHIP PROGRESSION

Commissioner, Massachusetts Commission for the Blind, Boston, MA, 2018–Present
Leadership Impact: Direct a staff of 138, Report to the Secretary of Health & Human Services (HHS), Manage and administer \$36.7M budget, Serve as State Director to the Federal Rehabilitation Services Administration regarding Vocational Rehabilitation programs for the blind, Serve as Co-Chair of the Diversity & Inclusion Subcommittee for the Commonwealth's COVID-19 Workforce Planning Initiative

- Implemented modernization through technology enhancements aimed at better outcomes for blind consumers. Devise strategies to ameliorate blindness for consumers and their families throughout the Commonwealth.
- Stepped up to serve as a member of both the Commonwealth's COVID-19 Workforce Planning Initiative and the Future of Work Initiative. Quickly adapted and led staff to deliver services remotely during the COVID-19 pandemic while maintaining continuity of operations, keeping staff and consumers safe, and increasing productivity of counselor-consumer interactions.

- Created and implemented the MCB Employer Challenge program, an effort to increase the labor participation rate of people with blindness. The initiative asks employers to “Do One More Thing” to reduce stigma and increase employment for people who are visually impaired by providing increased access to employment opportunities.
- Facilitated and led 24 separate Vocational Rehabilitation (VR) Reallocation Projects that yielded several groundbreaking project outcomes.
- Collaborated with the New England College of Optometry on first low vision fellowship, which led to better access for eye evaluations for rural consumers.
- Received and managed 2 separate MassChallenge Health Tech Grants, which led to wearable technologies for MCB consumers.
- Developed MCB’s Amazon Alexa pilot and program that empowered consumers to learn and use voice activated technology that enhanced their independence.
- Helped to conceive and develop multiple technology applications that enhanced productivity, security, and data fidelity.
- Collaborated on enterprise-wide (~41,000 Executive Branch Employees) telework, hybrid work, and alternative work options programs that arose as a result of COVID. Increased staff engagement through the use of collaboration tools including video conferencing during the pandemic. Adapted to the remote condition by increasing the adoption of technology including cellphones, laptops, Win10, O365, SharePoint, Zoom, Webex, and others.
- Facilitated the addition of the Accessible Instructional materials library (AIM) into MCB through an Interagency Services Agreement (ISA) via the Department of Elementary and Secondary Education (DESE).

Member, National Council on Disability, Washington DC, 2020–2022

Leadership Impact: Serve as council member to advise the President, Congress, and other federal agencies regarding policies, programs, practices, and procedures that affect people with disabilities

- Appointed by the President.
- Serve on Strategic Plan Committee.

Director, Massachusetts Office on Disability, Comm. of Mass., Boston, 2015–2018

Leadership Impact: Member of the Massachusetts Architectural Access Board; Made recommendations for appointment of new members to the Massachusetts Architectural Access Board, Advisor for policy development and implementation, Expert on Disability Employment Policies, Member of Interagency Council, Grant Implementer.

- Spoke about disability public policy at the American Enterprise Institute, presented at the National Governor’s Association State Learning Lab on disability policies, and presented at the 2018 National ADA Symposium on developing and implementing an ADA Improvement Grant program.
- Spearheaded Memorandum of Understanding (MOU) with Department of Communities and Housing Development (DCHD) on the American Disabilities Act (ADA) creating a policy and first-of-its-kind program to ensure funds earmarked for the disabled were properly spent on facilities creating access to everyone. Designed MOU policy to include architectural access to all new construction and renovations.
- Catalyst for devising and advocating for first-of-its-kind Municipal ADA Improvement Grant program. Provided cities and towns access to grant money for ADA accessibility improvements. Convinced top-level stakeholders to include funds in the capital budget. Led to better accessibility for people with disabilities.
- Designed, organized, and implemented Massachusetts Disability Summit 2015, 2016, 2017 & 2018. Annual event that brings together leaders from throughout the Massachusetts disability community.

- Designed, organized, and implemented Massachusetts Disability Mentoring Week 2017 & 2018. Provided mentors and mentees with experience related to employment of people with disabilities.

Member, Council of State Governments (CSG) & National Conference of State Legislatures (NCSL) National Task Force on Workforce Development for Persons with Disabilities.

- Co-chair of the Transportation, Technology & Other Employment Supports Subcommittee that produced the "Work Matters" framework, a collaborative initiative by CSG & NCSL to create disability program 'best practices guide' for all 50 States. Appeared and lectured on panels in Chicago, Washington DC, Virginia, and Las Vegas.

City Councilor At Large, Elected 2011, Re-elected 2013 & 2015, Malden, MA, 2011–2017
Leadership Impact: Elected to City Council 3 times, Set policy; adopted ordinances, orders and resolutions, Reviewed and approved the City's annual budget of greater than \$173M

- Approved/confirmed appropriations & appointments
- Chief Negotiator for the Everett Casino "Surrounding Communities Agreement", positioning Malden to receive \$20M in future revenue.

Candidate for Secretary of State, MassGOP Nominee, Statewide, 2014

Leadership Impact: Won Nomination for Secretary of State. First statewide candidate in Massachusetts to identify as a person with a disability to reach a general election ballot.

- Broadened and enhanced the perception of the MassGOP slate by putting forth a candidate with a disability, which may be a first and/or be a rarity.
- Delivered highly inspirational speeches by memory, and invigorated audiences by taking 'selfies'.
- Received more endorsements from Mass. newspapers than any other candidate, except the Governor.

Founder & Managing Director, Arc Angel Communications, Malden, MA, 2008–2014

Leadership Impact: Stood up a select-consultancy Public Relations and communications company specializing in issue advocacy and online promotion

- Created and implemented PR Plans, direct mail campaigns, websites & blogs for clients.
- Obtained major market media coverage, achieved top ranking in both Google and Yahoo searches for websites created and maintained by Arc Angel.

Lecturer of Communication & Journalism, Suffolk University, Boston, MA, 2010–2014

Leadership Impact: Taught Professional Communications & Public Speaking, created curriculum, challenged students to learn, instructed on how to become an expert communicator.

Regional Development Manager, CSI Support & Development Services, Malden, MA, 2007–2008

Leadership Impact: Identified multimillion dollar parcels of land for disabled and senior housing for the nation's largest non-profit rental CO-OP managing 53 buildings, and 6,200 apartment units, across 4 states

- Identified and approached C-suite executives, Mayors, Councilors, and other community officials and built proposals to procuring major development sites for as little as \$1.
- Catalyst for establishing policies and procedures to locate developable sites.

Chief Communication Officer, M&L Transit Systems, Inc., Woburn, MA, 2004–2007

Leadership Impact: Developed organizational communication systems, created and optimized websites, identified severe lack of funds. Designed a corporate budget and turnaround plan and turned \$40K monthly losses into \$10K monthly gains. Streamlined company spending.

- Revised \$2M company budget to maximize revenue and trim costs without cutting jobs.
- Created proposals through complex costing methods.
- Responded to RFPs and negotiated multi-million-dollar contracts by developing and nurturing positive business relationships.
- Wrote successful grant applications that yielded \$235,000 from the federal government and implemented programs funded by the U.S. Department of Homeland Security.

EARLIER CAREER HISTORY

Program Coordinator, Mass. Department of Education, Malden, MA, 2003

- Devised new data collection system for the \$50M Massachusetts Comprehensive Assessment System (MCAS), Support & Remediation Program, and eliminated a 6-month backlog of grant proposals.
- Reduced 18-month backlog within 4 months by interacting with over 250 school districts.

Communication Coordinator & Municipal Liaison for Assistant Minority Leader, Massachusetts State Senate, MA, 1999–2003

- Coordinated, developed, and implemented the Senator's press releases, press strategy and media contacts at the local and state levels. Served as the Senator's spokesperson.
- Effectively landed and placed news stories, analyzed and oversaw legislation, offered line items and earmarks for the \$25B state budget. Drafted and helped maneuver bills through the legislative process.

Correspondence Aide, Governor's Office, Boston, MA, 1998–1999

- Correspondence Aide to Governor and Lieutenant Governor.
- Drafted and prepared thousands of policy letters on behalf of the Senator.

Trade Mission Assistant, Massachusetts Office of International Trade, Boston, 1996–1998

- Provide administrative support for Trade mission preparation.

Addendum

BOARDS & COMMISSIONS

Member, Lesley University Threshold Advisory Council, Cambridge, 2018–Present

- Provide guidance to Threshold leadership regarding state and national trends in disability employment policies.

Chair, Massachusetts Commission for the Blind Rehabilitation Council, Statewide, 2005–2014

- Appointed and reappointed by 2 different governors respectively. Intellectual driving force behind Blind Commission.
- Spearheaded development of new reports on vocational rehabilitation for the blind, from the ground up, for the Commission for the Office of Special Education and Rehabilitation Services Administration (RSA).

Election Officer (Warden, Clerk & Inspector) for City of Boston, Elections Division, 2007–2012

- Expert in with the "hands-on" administration of elections: Served as Warden, Clerk, and Inspector during several election cycles including the 2008 Presidential Election.

Board Member, Malden Planning Board, Malden, 2002–2008

- Ruled on Variance and Special Permit Applications. Advocated for policies that increased access with modest density and promote traditional neighborhoods reducing urban sprawl.

Board of Directors for 501c3, Tailored for Success, Malden, 2009–2013

- Prepared people in delicate situations (battered women, incarcerated, others) to reenter the workforce. Provided interview and work attire; and provided interview preparation, resume development, and job coaching skills.

Board of Directors for The Arc of Middlesex East, EMARC (501c3), Reading, 2008–2011

- Provided support to persons with developmental disabilities. Consultant to leadership during executive director position change-over. Managed all PR for 3 months.

Board of Directors, Resource Partnership (501c3), Statewide, 2006–2008

- Focused on getting people with disabilities into the labor force.

Member, Braille Literacy Advisory Council, Statewide, 1999

- Appointed by the Commissioner of Education to Department of Education Subcommittee; Statutory Advisory Council to the Mass. Department of Education.

AWARDS & HONORS

- **2022 Toll Fellow**, nationally acclaimed leadership program provided from the Council of State Governments
- **Idea chosen** into Phase 1 funding for the GSA's 10X program - Project #11: Connecting the Vocational Rehabilitation Data Landscape
- **Listed** in Marquis Who's Who in America 2021
- **Selected** by the Council of State Government as one of **30 Leaders Impacting Disability Policy** during their "30 Years of the ADA"
- I Migliori **Government Service Award**, Pirandello Lyceum, 2019
- Community **Collaborator of the Year Award**, Career Collaborative, 2017
- Malden Rotary Club (2012 President); recipient of **Paul Harris Fellowship** award bestowed by Rotary International for "Service Above Self"
- Louis B. Connelly Award winner as **Outstanding Communications** and Journalism Alumni, Suffolk University

PROFESSIONAL MEMBERSHIPS

- Member, Public Relations Society of America, 2008 – 2014
- Member, Publicity Club of New England, 2008 – 2014
- Member, Malden Chamber of Commerce & Woburn Businessman's Association
- Chairman, Malden Republican City Committee, 2010-2014 & 2004-2008
- Chairman, Malden Ward 5 Republican Committee, 2001-present
- 5-time elected delegate to the Massachusetts Republican State Convention
- Perfect 3 – 0 record as Campaign Manager: Publicized, planned, coordinated, and executed strategies for successful campaigns. Integrated technology into campaigns, built websites, and leveraged social media.

NOTABLE SPEAKING ENGAGEMENTS & PRESENTATIONS

- Guest Lecturer to Northwestern University Master of Science in Social and Economic Policy Program, Evanston IL, 2022
- Panelist for State-of-the-Science on Disability Statistics Conference, Washington D.C. 2022
- Featured Speaker Lesley University Thought Leadership Series, A Quest for Independence & Inclusion: Why Employment Matters for People with Disabilities, 2021
- Presenter and panelist for the Department of Defense 2021 Computer/Electronic Accommodations Program (CAP) Virtual Joint Disability and Reasonable Accommodations Summit: "Adapting to a New Virtual World", 2021
- Moderated Panel – CSG Presents 30 Years of ADA, 2020
- Keynote Speaker for the National Braille Challenge presented by the Braille Institute, 2020
- Member/Panelist in SourceAmerica's Advisory Committee regarding the "Future of Work and the Disability Community" Washington DC., 2019.
- Presenter at the 2018 National ADA Symposium, Creating a Municipal ADA Improvement Grant Program, Pittsburgh, PA, June 18, 2018

- Panelist on Disability Employment Policy at the American Enterprise Institute, Washington D.C. "Improving Opportunity for People with Disabilities: Understanding Trends and Effective Return-to-Work Strategies." Washington, DC., February 7, 2017
- Keynote speaker at the 9th Annual Massachusetts Commission Against Discrimination Fair Housing and Civil Rights Conference, Springfield, MA, April 30, 2015

EDUCATION & CERTIFICATIONS

Bachelor of Science in Communication & Journalism, Suffolk University, Boston, 1996

- Dean's List, Competed in Lincoln-Douglas Debate competitions, Member, National Forensics Association
- SEO Certification, SEOCertification.org, 2010