



Ruthanne Fuller
Mayor

City of Newton, Massachusetts
Office of the Mayor

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August 1, 2022

Honorable City Council
Newton City Hall
1000 Commonwealth Avenue
Newton, MA 02459

To the Honorable City Councilors:

I am pleased to appoint Scott Friedman of 62 Hinckley Road, Waban 02468 as an Alternate member of the Newton Historical Commission. His term of office shall expire on March 30, 2025 and his appointment is subject to your confirmation. Mr. Scott Friedman will be completing Mr. Harvey Schorr's previous term, when he served as an Alternate member, which ends on March 30, 2025.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller
Mayor

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CITY CLERK
NEWTON, MA, 02459

Application Form

Profile

Scott _____ A _____ Friedman _____
First Name Middle Initial Last Name

Email Address

62 Hinckley Road _____
Home Address Suite or Apt

Waban _____ MA _____ 02468 _____
City State Postal Code

What Ward do you live in?

Ward 5

Primary Phone Alternate Phone

Coldwell Banker Realty _____ Realtor _____
Employer Job Title

Which Boards would you like to apply for?

Newton Historical Commission: Submitted

Interests & Experiences

Please tell us about yourself and why you want to serve.

Why are you interested in serving on a board or commission?

I have been a Newton resident for over 20 years. I have been in real estate for more than 7 years. I loved architecture, home design and preservation for my entire adult life. I think have professional and person experience that would be an added value to the Commission.

Upload a Resume

Scott A. Friedman

62 Hinckley Road – Waban, MA 02468

Professional Experience:**Coldwell Banker Realty****William Ravies**

Self-employed Realtor

2016 - present

Birthright Israel Foundation*Northeast Regional Director*

2012 – 2015

- Developed resources and relationships in the Northeast Region, including identification of donor prospects, cultivation and stewardship of major donors.
- Solicited numerous five and six-figure gifts on an annual basis and staged solicitation and cultivation opportunities for the President and key lay leadership within the region.
- Provided ongoing and vital information to major donors, foundations, prospects and other community leaders.
- Planned and coordinated several high-level major donor events within the region.

Northeastern University, Boston, Massachusetts*Senior Major Gifts Officer*

2010 – 2011

- Identified, cultivated, solicited and stewarded a portfolio of 150+ prospects, including alumni, parents and friends who are capable of making six to seven-figure gifts to the university.
- Built and enhanced constituent relationships with the university as part of an overall strategy of engagement.
- Major geographic responsibilities included but were not limited to: Massachusetts; Connecticut; New York City; Florida; California and Colorado.

Acting Director of Development, College of Social Sciences and Humanities.

- Worked directly with the new Dean of the College in a variety of high-level engagement activities.
- Worked closely with the Chair of the Jewish Studies Program to secure five and six-figure gifts.
- Created and executed a development plan to reach the targeted goal of \$2M for the College as part of the annual university fundraising goal of \$42M.
- Supervised and mentored junior-level associates and administrative staff.

Phillips Academy, Andover, Massachusetts*Leadership Gift Officer for Educational Outreach*

2008 – 2010

- Identified, cultivated, solicited and stewarded a portfolio of 125+ prospects, including alumni, parents and friends who are capable of making six-figure gifts to the institution and/or the four Educational Outreach Programs.
- Identified, cultivated, solicited and stewarded a portfolio of 50+ corporations and foundations that have the capacity to make substantial gifts (\$50,000 and above) to the institution and/or the Educational Outreach Programs.
- Supervised support staff.

Babson College, Wellesley, Massachusetts

2006 – 2008

Leadership Gifts Officer

- Managed the relationship of 200+ individuals capable of making gifts of \$100,000+ over a three to five-year period.
- Developed, recommended, and implemented appropriate strategies for cultivating, soliciting, and stewarding donors within my portfolio. Consulted with advancement colleagues, administrators, faculty, trustees, and other volunteers as appropriate.
- Responsible for all leadership gift activities in geographic regions including: New England, New York, Texas and Southern California.

Combined Jewish Philanthropies, Boston, Massachusetts

1999 - 2005

Senior Major Gifts Officer

- Developed, managed, and implemented strategies for the cultivation, solicitation and stewardship of 125+ donor families with the capacity to consider a six- or seven-figure gift to CJP's Community and Capital Campaign.
- Communicated face-to-face with dozens of donors and community leaders as part of relationship-building strategy development.
- Developed high level solicitation briefings for key volunteer leadership, professional colleagues and the President.
- Identified, cultivated, and solicited new donors to CJP and its community partners, agencies and day school.
- Worked with donors to develop creative ways to achieve their philanthropic goals.
- Executed high-level stewardship events.

Major Gifts Coordinator

- Created and managed major gifts leadership structure to include fundraising, leadership development and volunteer engagement.
- Ensured that all major donor families were assigned the appropriate campaigner and that all gift discussions were completed in an efficient, effective and thoughtful manner.
- Managed the creation and completion of the annual major gifts solicitation process by overseeing the development and accuracy of approximately 550 high-level strategy briefings.
- Developed, managed, and implemented the logistics for all major gifts annual recognition programs and events.

Trust Consultants, Boston, Massachusetts

1992 - 1997

Senior Plan Consultant

- Managed complex pension plans for over 200 clients worldwide.
- Managed all aspects of client training in relation to employee benefit plans.

CIGNA, Hartford, Connecticut

1986 – 1992

Senior Plan Manager

- Managed the client-benefit activity for 100+ large corporations.
- Served as the team trainer and provided senior staff support through effective written and oral communications.

Education:

<i>Brandeis University, Waltham, Massachusetts</i>	1997 – 1999
Master's Degree, Hornstein Program in Jewish Communal Service	
Master's Degree, Heller School of Management	
<i>University of Connecticut, Storrs, Connecticut</i>	1981 – 1985
Bachelor of Liberal Arts	

Community and Volunteer Involvement:

Extensive volunteer leadership experience in a variety of Jewish non-profit organizations throughout the Greater Boston area.

Memberships

Combined Jewish Philanthropies
Greater Boston Real Estate Board
Massachusetts Association of Fundraising Professionals
Temple Beth Elohim, Wellesley