



Ruthanne Fuller  
Mayor

City of Newton, Massachusetts  
Office of the Mayor

**#464-22**

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September 26, 2022

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

RECEIVED  
SEP 26 PM 5:10  
CITY CLERK  
NEWTON, MA 02459

To the Honorable City Councilors:

I am pleased to appoint Scott Friedman of 62 Hinckley Road, Waban 02468 as a full member of the Newtonville Historic District Commission. His term of office shall expire on October 31, 2025 and his appointment is subject to your confirmation. Mr. Friedman will serve as the representative member from the Historical Commission.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller  
Mayor





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**Scott A. Friedman**

62 Hinckley Road – Waban, MA 02468  
617-678.2868 – scott.friedman@nemoves.com

**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**

2008 – 2010

*Leadership Gift Officer for Educational Outreach*

- 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.