



## Public Facilities Committee Agenda

### City of Newton In City Council

Wednesday, October 23, 2024

The Public Facilities Committee will hold this meeting as a hybrid meeting on Wednesday, October 23, 2024, at 7:00 PM in Room 204. To view this meeting using Zoom use this link: <https://newtonma-gov.zoom.us/j/85335688223> or call 1-646-558-8656 and use the following Meeting ID: 853 3568 8223

#### Item Scheduled for Discussion:

**#392-24 Appointment of Alexander Lee to the Sustainable Materials Management Commission**

HER HONOR THE MAYOR appointing Alexander Lee, 11 Chapel Street, Newton as a member of the Sustainable Materials Management Commission for a term to expire on November 4, 2027. (60 days: December 20, 2024)

#### ***Public Hearing***

**#396-24 Request for a grant of location in Centre Street**

NATIONAL GRID petition for a grant of location to install and maintain gas main in Centre Street as follows:

- Approximately 1135 ft of 12 in. plastic main in Centre St. from the existing 12 in. coated steel in Centre Ave. to the existing 10 in. Cast Iron at #543 Centre St. to replace approximately 65 ft. of 10- in. Cast Iron (1899), approximately 85 feet of 12 in., Bare Steel (1964), approximately 935 feet of 10 in. Cast Iron (1899), approximately 15 ft. of 10 in. Bare Steel (1899), approximately 20 ft. of 12 in. Coated Steel and approximately 15 ft. of 10 in. Coated Steel
- Approximately 1125 ft. of 12 in. plastic main in Vernon St. from Centre St. to Park St. to replace approximately 50 feet of 4- inch, Cast Iron (1898), approximately 775 feet of 6- inch, Cast Iron (1930) and approximately 300 feet of 6- inch, Bare Steel (1933)

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The location of this meeting is accessible and reasonable accommodations will be provided to persons with disabilities who require assistance. If you need a reasonable accommodation, please contact the city of Newton's ADA Coordinator, Jini Fairley, at least two business days in advance of the meeting: [jfairley@newtonma.gov](mailto:jfairley@newtonma.gov) or (617) 796-1253. The city's TTY/TDD direct line is: 617-796-1089. For the Telecommunications Relay Service (TRS), please dial 711.

- Approximately 100 ft. of 6 in. plastic main in the intersection of Eldredge St. and Vernon St. to replace approximately 85 feet of 6- inch, Cast Iron (1930) and approximately 15 feet of 6 -inch, Bare Steel (1933)
- Approximately 40 ft. of 6 inch plastic main in the intersection of Baldwin St. and Vernon St. to replace approximately 40 feet of 6 -inch, Cast Iron (1930)
- Approximately 320 ft. of 8 in. plastic main in Mt Ida St. from Centre St. to the existing 6 in. plastic main in Newtonville Ave. to replace approximately 320 feet of 6- inch, Bare Steel (1938)
- Approximately 720 in. plastic main in Hollis St. from the existing 10 in., Cast Iron (1899) at #515 Center St. to the existing 10 in. Cast Iron (1899) at #543 Centre St. to replace approximately 405 feet of 3- inch, Wrought Iron (1933) and approximately 315 feet of 3- inch, Cast Iron (1903)
- Approximately 610 ft. of 8 in. plastic in Church St. from Centre St. to the existing 8 in. plastic (2015) at #120 Church St. to replace approximately 595 ft. of 4 in. Cast Iron (1910) and approximately 15 ft. of 6 in. plastic (1999)
- Abandonment of approximately 40 ft. of 4 in. Bare Steel (1953) in Wesley St. (South) and approximately 30 ft. of 4 in. Bare Steel (1948) in Wesley St. (North)  
[Centre Street – back up material](#)

## ***Public Hearing***

**#397-24**

### **Request for a grant of location in Walnut Street**

NATIONAL GRID petition for a grant of location to install and maintain gas main in Walnut Street as follows:

- Approximately 220 ft. of 12 in. plastic in Walnut St. from #1136 Walnut St. to #1170 Walnut St. to replace approximately 220 ft. of 12 in. Cast Iron (1904)
- Approximately 695 ft. of 12 in. plastic in Walnut St. from #1162 Walnut St. (south of bridge) to #1208 Walnut St. to replace approximately 695 ft. of 10 in. Cast Iron (1898)
- Approximately 310 ft. of 8 in. plastic in Lincoln St. from Walnut St. to the existing 8 in. plastic at #34 Lincoln St. to replace approximately 310 ft. of 10 in. Cast Iron (1906)
- Approximately 1535 feet of 8 in. plastic in Floral St. from Hyde St. to #123 Floral St. to replace approximately 30 ft. of 4 in. plastic (2008/2006), approximately 10 ft. of 4 in. Bare Steel (1954), approximately 1360 ft. of 4 in. Cast Iron (1898) and approximately 10 ft. of 4 in. Bare Steel (1954)

- Approximately 210 ft. of 4 in. plastic in Floral Pl. from Floral St. to end of main at #13 Floral Pl. to replace approximately 195 ft. of 4 in. Cast Iron (1911) and approximately 15 ft. of 4 in. plastic
- Approximately 370 ft. of 6 in. plastic in Hyde St. from the existing 4 in. plastic at #120 Hyde St. to Centre St. to replace approximately 40 ft. of 4 in. plastic (1992), approximately 275 ft. of 4 in. Cast Iron (1909) and approximately 55 ft. of 4 in. Bare Steel (1956)

[Walnut Street – back up material](#)

## **Public Hearing**

**#398-24**

### **Request for a grant of location in Washington Street**

NATIONAL GRID petition for a grant of location to install and maintain gas main in Washington Street as follows:

- Approximately 3210 ft. of 8 in. plastic in Washington St. from the existing 24 in. Cast Iron in Commonwealth Ave. to the railroad crossing at #1940 Washington St. to replace approximately 3105 ft. of 10 in. LP Cast Iron (1899) and approximately 15 ft. of 10 in. Coated Steel (1976)
- Approximately 250 ft. of 2 in. plastic in Bonmar Cir. from the new 8 in. plastic in Washington St. to the end of main at #15 Bonmar Cir. to replace approximately 250 ft. of 6 in. Cast Iron (1926)
- Approximately 230 ft. of 2 in. plastic in Angier Cir. from the new 8 in. plastic in Washington St. to end of main at #19 Angier Cir. to replace approximately 230 ft. of 6 in. Cast Iron (1927)
- Abandonment of approximately 25 ft. of 10 in. Cast Iron in the intersection of Washington St. and Woodland Rd. (cut and cap the existing 6 in. Cast in Woodland Rd.)
- Approximately 30 ft. of 6 in. plastic stub in the intersection of Washington St. and Hope St. (cut and cap the existing 6 in. Cast Iron in Hope St.) to replace approximately 30 ft. of 6 in. Cast Iron (1928)
- Approximately 320 ft. of 2 in. plastic in Seton Hill Rd. from the new 8 in. plastic in Washington St. to end of main at #20 Seton Hill Rd. to replace approximately 25 ft. of 4 in. Cast Iron (1899), approximately 20 ft. of 4 in. plastic (2000) and approximately 275 ft. of 4 in. Coat Steel (1951)
- Approximately 30 ft. of 6 in. plastic stub in the intersection of Washington St. and Leslie Rd. (cut and cap the existing 6 in. Cast Iron in Leslie Rd.) to replace approximately 30 ft. of 6 in. Cast Iron (1927)

- Approximately 20 ft. of 6 in. plastic stub in the intersection of Washington St. and Day St. (cut and cap the existing 4 in. Bare Steel in Day St.) to replace approximately 20 ft. of 4 in. Bare Steel (1940)
- Approximately 745 ft. of 6 in. plastic in Aspen Ave. from the new 8 in. plastic Washington St. to the existing 6 in. at #115 Aspen Ave. to replace approximately 745 of 6 in. Cast Iron (1914)
- Installation of 85 ft. of 6 in. 22 plastic in Aspen Ave. between the gap at #112 and #115 Aspen Ave.
- Approximately 55 ft. of 2 in. plastic in the intersection of Forest Ave. and Aspen Ave. to replace 55 ft. of 6 in. Cast Iron (1914)
- Abandonment of approximately 95 ft. of 4 in. plastic (1998) in private property between Stanton Ave. to Day St. and approximately 330 ft. of 2in. plastic in Stanton Ave. from the new 8 in. plastic in Washington St. to end of main at #25 Stanton Ave. to replace 330 ft. of 4 in. plastic (1998)

[Washington Street – back up material](#)

## ***Public Hearing***

**#399-24**

### **Request for a grant of location in Canterbury Road**

NATIONAL GRID petition for a grant of location to install and maintain gas main in Canterbury Road as follows:

- Approximately 660 ft. of 4 in. plastic in Boylston St. from the existing 2 in. plastic at #1121 Boylston St. to the existing 3 in. plastic at #1173 Boylston St. to replace approximately 660 ft. of 2 in. plastic (1979)
- Approximately 280 ft. of 4 in. plastic in Bacon Pl. from Boylston St. to Waldorf Rd. to replace 280 ft. of 4 in. Cast Iron (1907/1910)
- Approximately 750 ft. of 4 in. plastic in Waldorf Rd. from Canterbury Rd. to Bacon Pl. to replace approximately 90 ft. of 4 in. plastic (2008) and approximately 660 ft. of 4 in. Cast Iron (1907/1911/1915)
- Approximately 955 ft. of 4 in. plastic in Canterbury Rd. from Meredith Ave. to #73 Canterbury Rd. to replace approximately 620 ft. of 4 in. Cast Iron (1914) and 335 ft. of 6 in. Cast Iron (1926)
- Approximately 230 ft. of 4 in. plastic in Ridgeway Ter. from Canterbury Rd. to end of main at #18 Ridgeway Ter. to replace 230 ft. of 6 in. Cast Iron (1926)
- Approximately 270 ft. of 4 in. plastic in Meredith Ave. from #4 Meredith Ave. to #22 Meredith Ave. (dead end main at #22 Meredith Ave.) to replace approximately 270 ft. of 8 in. Cast Iron (1904) and abandon approximately 75 ft.

of 6 in. LP plastic (1974) and approximately 125 ft. of 8 in. Cast Iron (1904) between #22 Meredith Ave. and the intersection of Harrison St. and Lincoln St.

[Canterbury Road – back up material](#)

**#386-24**

**Reappointment of Alan Gordon to the Sustainable Materials Management Commission**

HER HONOR THE MAYOR reappointing Alan Gordon, 27A Floral Street, Newton Highlands as a member of the Sustainable Materials Management Commission for a term to expire on October 18, 2027. (60 days: December 20, 2024)

**Respectfully submitted,**

**Susan Albright, Chair**



Ruthanne Fuller  
Mayor

City of Newton, Massachusetts  
Office of the Mayor

**392-24**

Telephone  
(617) 796-1100  
TDD/TTY  
(617) 796-1089  
Email  
rfuller@newtonma.gov

September 30, 2024

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

To the Honorable City Councilors:

I am pleased to appoint Alexander Lee of 11 Chapel Street, Newton as a member of the Sustainable Materials Management Commission. Alexander Lee's term of office shall expire on November 4, 2027 and the appointment is subject to your confirmation.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller  
Mayor

# Application Form

## Profile

Alexander

First Name

Lee

Last Name

Middle Initial

[Redacted]

Email Address

11 Chapel Street

Home Address

Suite or Apt

Newton

City

MA

State

02458

Postal Code

## What Ward do you live in?

Ward 1

Home: [Redacted]

Primary Phone

Home: [Redacted]

Alternate Phone

Employer

Job Title

## Which Boards would you like to apply for?

Sustainable Materials Management Commission: Submitted

## Ethnicity

Caucasian/Non-Hispanic

## Gender

Male

## 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 am broadly interested in green energy transition and solid waste issues. I was asked by Sunwoo to consider applying. I may be moving addresses and possibly cities in the near future, but would like to explore serving Waneta T and the talented people in Newton trying to make a difference.

Upload a Resume

# Alexander Lee

11 Chapel St., Newton, MA 02458 • Phone: [REDACTED] • E-Mail: [REDACTED]

## Experience

Curriculum Developer & Humanities Teacher, GZFLS (A-L & AP Program), Guangzhou July 2022 to April 2023

- Taught AP Human Geography and AP Environmental Science, managed PBR Club for Sustainability, worked on curriculum issues.

Chair, Department of Social Studies, Zhixin High School, International Division, Guangzhou Oct 2018 to July 2022

- Taught AP US History, World History, and Environmental Science; Global Perspectives; ELA; Academic Writing; ACT Writing; and Latin I. Led biweekly trainings for all staff in SY 2020-2021, as head of teacher training center. Managed other foreign staffer. Coached USAD teams. Established SMART Goals program, advised six students. Oversaw special projects. Established Sustained Silent Reading.

Long-term Substitute, Spaulding High School, Barre, VT Spring 2016 to Spring 2017

- Three long-term stints of roughly 45 days each in History and Social Sciences. Taught Civics, Modern World History, US History, and Hollywood History.

Instructor, New Oriental, Beijing, China September 2013 to July 2015

- Taught students headed abroad for further studies; reviewed and developed Common Core history curriculum; wrote TOEFL mock tests; taught TOEFL writing and speaking, speechmaking, and research writing. Chaperoned prep school tour of Chinese students and parents. Made marketing speeches to parents in cities around China. Co-led tour of American prep schools with parents and students.

Director of Studies, Perfect English, Changchun, China Feb. 2011 to August 2013

- Inaugural director of English corner facility. Coordinated curriculum for TOEFL, IELTS, SAT, one-on-one lessons, and foreign travel & visa preparation classes. Taught doctors, high school and middle school students at HS Attached to NE Normal U, and adults. Managed staff. Coordinated scheduling, hiring and firing, and bi-weekly training of staff.

Founder & Executive Director, Project Laundry List, Concord, NH Oct. 1995 to Jan. 2011

- Formulated original plan of action to re-educate the country on the advantages of hanging out clothes to air-dry. Wrote numerous successful grants; started annual campaign; coordinated projects; designed and published newsletter and web page; attended and spoke at dozens of energy hearings, conferences, symposia, and events; convened board of advisors and directors; initiated workshop series and annual Justin Brande Symposium; initiated National Hanging Out Day and Clothesline Art Show; lobbied on Right to Dry, and managed database.

Guide & Trip Leader, Keewaydin Camps, Salisbury, VT July 1996 to July 2007

- Planned and led 4-week wilderness expeditions on the Maicasagi and Eastmain-Rupert River routes in Northern Québec. Educated youth on taiga botany, Hydro-Québec issues, and outdoor skills. Worked with Cree guides.

Apprentice, Shelburne Farms, Shelburne, VT July 1996 to July 2007

- Re-started Stewardship Committee; taught preschool Adventures program; led field trips for K-8 focused on agriculture, stewardship and natural history; and developed Earth Civics curriculum.





## Education

### Champlain College Teacher Apprenticeship Program, Burlington, VT

Certificate awarded April 1, 2016; student taught at Mount Mansfield Union HS; VT Prof. Ed. License (exp. June 30, 2022).

### Vermont Law School, South Royalton, VT

J.D. and Master of Studies in Environmental Law awarded May 2001; licensed to practice law in Massachusetts (sworn in June 20, 2006)

- *Academic Excellence Award - Moral Philosophy Seminar*; Spring 2000
- *Maximilian W. Kempner Award*, May 2001 - Given to the student at graduation who exemplifies the highest standards of competence, integrity, respect, fair mindedness, and public service.

### Middlebury College, Middlebury, VT

B.A., Environmental Studies awarded May 1997

- Honors Thesis. Cumulative GPA: 3.27. Focus in Environmental Ethics
- Received the Public Service Leadership Award, May 1997; the Alumni/ac Community Service Award, May 1997, and the Leadership Award - Entrepreneurial, May 1997
- Taught Environmental Justice (planned, coordinated and taught intensive, month-long, student-led course), January 1996
- Green Corps' Environmental Organizing Semester, Missoula, MT (with lecturers Lois Gibbs and Bill Yellowtail), Spring 1996

### Phillips Exeter Academy, Exeter, NH

Diploma awarded June 1993

- Received *The Charles Wyzanski Prize* May 1993 - Given to the student whose ethical beliefs and practices have contributed significantly to the welfare of the community.
- Co-Recipient of *The Powell Prize*, May 1992 - Given to a student who has carried out a creative idea which has resulted in a new and useful benefit to the community through his or her entrepreneurship, persuasiveness, innovation, or leadership.

## Awards

### George Dunn Staff Award, 2003 Co-recipient

In 1998 NECPUC created an Award to recognize an outstanding member or members from the States who had performed in exemplary fashion on regional issues. In 2000 the award was renamed the George Dunn Award, in honor of CT Department of Utility Control analyst who passed away unexpectedly in the summer of 1999. The award is not given as a matter of course but only when an individual's performance is so outstanding that it warrants recognition by NECPUC as a group. Citation follows:

**Alexander Lee** arrived at the NHPUC a little over a year ago as a lawyer and utility analyst and immediately recognized the need for an improved, more interactive and substantive website. Largely on his own time he designed a new website for NECPUC, with public and password-protected sections, a common calendar for Commissioners and staff and a public library of past NECPUC filings at FERC and elsewhere. He then politely but insistently nagged our Executive Director into implementing the changes and stuck by her for months of hands-on training and crisis management. Alex left the New Hampshire PUC in April to work for a presidential candidate. Alex's skills, his energy and his innate sense of communications in the 21st century are greatly missed.



Ruthanne Fuller  
Mayor

City of Newton, Massachusetts  
Office of the Mayor

**386-24**

Telephone  
(617) 796-1100  
TDD/TTY  
(617) 796-1089  
Email  
rfuller@newtonma.gov

September 30, 2024

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

To the Honorable City Councilors:

I am pleased to reappoint Alan Gordon of 27A Floral Street, Newton as a member of the Sustainable Materials Management Commission. Alan Gordon's term of office shall expire on October 18, 2027 and the appointment is subject to your confirmation.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller  
Mayor

# Application Form

## Profile

Alan  
First Name

Middle  
Initial

Gordon  
Last Name

[Redacted]  
Email Address

27A Floral St  
Home Address

Suite or Apt

Newton Highlands  
City

MA  
State

02461  
Postal Code

## What Ward do you live in?

Ward 6

Mobile: [Redacted]  
Primary Phone

Alternate Phone

Harvard University  
Employer

Director of Business  
Development  
Job Title

## Which Boards would you like to apply for?

Sustainable Materials Management Commission: Submitted

## Ethnicity

Caucasian/Non-Hispanic

## Gender

Male

## 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 an active member of the SMMC during my term. I have worked on issues related to composting, plastic reduction, and more. I worked closely with Councilor Danberg to draft and pass the plastic reduction ordinance that went into effect March, 2024. I worked with Councilor Downs on the PFAS resolution that passed in early 2024. I have worked with Newton Community Pride to promote composting at the annual soup social event. I continue to advocate within Newton on many environmental issues, especially related to solid waste (our trash, recycling, composting).

**ALAN D. GORDON**  
47 Caroline Park, Waban, MA 02468

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## SUMMARY

Senior business professional with extensive expertise in start-up, entrepreneurial environments. Strong communication, leadership, and customer interaction skills. Key contributor to growth of small software companies. Diverse experience in partner alliance, licensing, pre-/post-sales services, product marketing, sales, and technical roles.

## EXPERIENCE

**HARVARD UNIVERSITY Office of Technology Development (OTD)** 2006 – Present  
*Director of Business Development*

Establish and strengthen Harvard's relationship with industry for both sponsored research and licensing of intellectual property.

- Negotiated key licensing agreements with new startups across many industries (Crimson Hexagon, EOS Photonics, GnuBIO, qStream, MetaLenz, Scansorial, and many others).
- Provided guidance and mentorship to startup founders.
- Created and wrote the OTD Startup Guide.
- Network with venture capitalists, angel investors, and other members of the startup ecosystem.
- Established and managed OTD relationship with Osage Venture Partners.
- Key sponsored research agreements included Repsol, Procter & Gamble, Total, Chanel, Candela, Oxford Nanopore, UCB.
- Brought in over \$2M in industry research funding each year.
- Negotiated and extended (twice) master agreement with BASF resulting in millions of dollars in research funding and 35-40 distinct projects.
- Completed major master agreements with Facebook, Google, Microsoft, Intel.
- Key trusted adviser on commercialization, startups, patenting to senior faculty such as David Weitz, Federico Capasso, Gary King, Eric Mazur, Ron Walsworth.
- Made patent filing decisions on 40-50 new invention disclosures annually.
- Closely manage patent budget and expenses.
- Managed *Business Development Associate*, a 3 year term position reporting to me. Hired replacement every 3 years.

**MASSACHUSETTS INSTITUTE OF TECHNOLOGY Technology Licensing Office** 2004 – 2006  
*Technology Licensing Officer*

License M.I.T patents and copyrights to start-up and established companies in areas including computer software and hardware and materials science.

**CISCO SYSTEMS** 1997 – 2003

(acquired WebLine Communications, November 1999)

*Manager, Technology Alliances, Cisco CCBU Product Marketing (1999 – 2003)*

In charge of technology partner relationships. Lead on a variety of product marketing projects.

- Established and managed relationships with 50+ technology vendors including strategic partners such as Oracle, Siebel, SAP, Peoplesoft, driving key product sales: DirecTV (\$3MM), Gateway2000 (\$1.5MM).
- Merged existing CCBU partner program into broader Cisco AVVID Program providing partners with consistent approach and additional benefits.
- Drove cross functional team that launched IPCC Express into Cisco channel partner community, resulting in quarterly revenue of \$1.5MM, \$2.4MM, \$3.3MM, \$4.1MM over first four quarters.
- Managed business and technical aspects of ACD vendor relationships (Avaya, Nortel, Aspect, others).
- Initiated work for CCBU support of new hardware platforms to drive new revenue opportunities targeting initial revenue \$500K in first quarter and 15% quarterly growth.
- Led cross-functional platform team, providing coordinated responses to customers, partners, field sales, and internal product teams on issues such as support for third party software security patches.

**Director, Technical Services, WebLine Communications (1997 – 1999)**

As fifth employee, performed many functions as the organization grew and evolved; sales, pre-sales, implementation, product management. Assisted in growth of organization from \$0 to \$10MM annual revenue.

- Started and managed staff of 12 in technical services organization to support sales teams and to provide product implementation, support and training services.
- Managed initial customer implementations, providing reference accounts for future sales efforts.
- Initiated and led weekly calls that offered sales teams a forum for questions, common issues, sharing of information.
- Interfaced with engineering to bring customer and sales feedback to the product development efforts, resulting in significant improvement in product features/functions.
- Oversaw custom development of add-on components to meet specific customer requirements, including a component for Cisco that led to a sale and the eventual acquisition of WebLine by Cisco Systems, Inc.
- Worked with and advised VP Sales on sales forecasting, tracking, strategy, organization.
- Supported sales process to customers such as MCI, Cisco, John Hancock, Fidelity, resulting in sales to these key accounts.
- Developed and delivered sales training for global sales force.

**ARTISOFT (STYLUS INNOVATION)**

1994 – 1997

**Vice President, Sales**

Managed sales growth to \$7 million of Computer Telephony Product Group. Member of executive team involved in deciding corporate direction/strategy, product plans, marketing activities, hiring decisions.

- Set all policies for sales team, including lead handling and follow up procedures.
- Negotiated contracts for licensing technology from DEC, Lernout & Hauspie and Metasoft.
- Collaborated with VP of Marketing on marketing strategy, advertising, and direct mail.
- Worked with VP of Development to determine features and priorities for new releases and new products.
- Wrote and maintained technical documents to support sales efforts.

**SOFTWARE QUALITY AUTOMATION**

1993 – 1994

**Senior Systems Engineer**

Supported sales force as senior technical employee in sales department.

- Delivered corporate message to major prospects leading to key sales.
- Contacted and spoke at PowerBuilder user groups around the country, providing new leads for sales.
- Integrated several products with SQA tools, including PowerBuilder and SQLWindows.
- Wrote PowerBuilder sample programs for customer and marketing demonstrations.

**EASEL CORPORATION**

1989 – 1993

**International Support Programs Manager (1991 – 1993)**

Supported worldwide network of affiliates and subsidiaries. Aided growth of international from 4% to 25% of Easel Corporation annual revenue.

- Educated technical employees on new products, product updates, and advanced topics.
- Coordinated all technical support given to worldwide distributor network.
- Created several applications to enable our distributors to remotely access databases at Easel Corporation, reducing the support burden on internal resources.
- Defined international product needs and worked to have these added to our products, enabling a broadening of the potential customer base.
- Spoke at Easel User Conference on developing multinational applications.
- Interviewed distributor candidates to locate appropriate organizations to serve as Easel partners.
- Visited prospects in both pre- and post-sales visits, assisting in closing sales and solving customer issues.

**Senior Applications Consultant (1989 – 1991)**

Managed projects, submitted proposals, and supervised junior consultants.

- Rescued several problem accounts, including Mutual of Omaha, turning unhappy customers to happy, satisfied clients.
- Organized the development and release of the *EASEL Insider's Guides*, a collection of technical white papers which doubled the success rate of new users.
- Generated over \$350K in consulting revenue by providing consulting on advanced topics such as system design, GUI design, and project management, to customers such as Amex, Unocal, BCBS.
- Created a tool for EASEL developers that brought in over \$1 million in revenue in two years.

**DESIGN OPTIONS, INC.**

1987 – 1989

*Staff Consultant*

Consultant in the field of computer systems analysis, design, and programming.

- Led the design, analysis, programming, and implementation of a machine and tool maintenance system for AT&T.
- Gathered system requirements successfully, delivering a solution that was rolled out to additional sites.

**EDUCATION**

**MASSACHUSETTS INSTITUTE OF TECHNOLOGY**

B.S. in Materials Science and Engineering

Teaching assistant, IBM Research Intern, freshman and varsity crew

**OUTSIDE ACTIVITIES**

Volunteer Tutor, Newton ELL Program, 2016-present

Board Member, MIT Enterprise Forum of Cambridge, 2010-2016

Start-Up Committee, MIT Enterprise Forum of Cambridge, 2004-2016

Board Member, VP Travel Program, Newton Youth Soccer, 2005-2012

Technology Committee, Center for Blood Research (CBR Institute), 2005-2008