



Public Facilities Committee Agenda

City of Newton **In City Council**

Wednesday, June 17, 2020

The Public Facilities Committee will hold this meeting as a virtual meeting on Wednesday, June 17, 2020 at 7:00 pm. To view this meeting use this link at the above date and time:

<https://us02web.zoom.us/j/83199967705>

Dial by your location

+1 646 558 8656 US (New York)

Meeting ID: 831 9996 7705

Items Scheduled for Discussion:

#276-20 Appointment of John Lewis to the Solid Waste Commission

HER HONOR THE MAYOR appointing JOHN LEWIS, 56 Lawmarissa Road, Newton, as a member of the SOLID WASTE COMMISSION for a term to expire May 31, 2021. (60 days 08/07/2020)

Referred to Public Facilities and Finance Committees

#277-20 Discussion on the use of parking kiosks in municipal lots

COMMISSIONER OF PUBLIC WORKS requesting a discussion on the use of parking payment kiosks in municipal lots as required by condition 1 of Council Order #446-19.
Finance Held 6-0 on 06/15/2020

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 or (617) 796-1253. The city's TTY/TDD direct line is: 617-796-1089. For the Telecommunications Relay Service (TRS), please dial 711.

#61-20

Discussion to limit or prohibit the installation of fossil fuel infrastructure

COUNCILORS CROSSLEY, KELLEY, LEARY, NORTON, ALBRIGHT, GREENBERG, AUCHINCLOSS, MARKIEWICZ, NOEL, DANBERG, KALIS, DOWNS & HUMPHREY

requesting a discussion with the Sustainability Team to create an ordinance to limit or prohibit the installation of fossil fuel infrastructure in new construction and substantially renovated buildings, as well as to clarify the Council's authority to prohibit the extension of gas.

Public Facilities Held 8-0 on 04/22/2020

Public Facilities Held 8-0 on 05/13/2020

Respectfully submitted,

Alison M. Leary, Chair



Ruthanne Fuller
Mayor

City of Newton, Massachusetts
Office of the Mayor

276-20

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March 23, 2020

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

RECEIVED
2020 JUN - 2 PM 4: 22
CITY CLERK
NEWTON, MA. 02459

To the Honorable City Councilors:

I am pleased to appoint John Lewis of 56 Lawmarissa Road, Newton as a member of the Solid Waste Commission. His term of office shall expire on May 31, 2021 and his appointment is subject to your confirmation. Mr. Lewis will be completing a prior member's term expiring May 2021.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller
Mayor

Application Status:

Solid Waste Commission: Submitted

~~Submitted: Jan 26, 2020~~**Profile**[Edit](#)**First Name**

John

Middle Initial**Last Name**

Lewis

Email Address
[REDACTED]**Home Address**

56 Lawmarissa Road

Suite or Apt**City**

Newton

State

MA

Postal Code

02468

What Ward do you live in?

Ward 5

Primary Phone
[REDACTED]**Alternate Phone**
[REDACTED]**Employer**

Sound Physicians

Job Title

SVP of Business Development

Which Boards would you like to apply for?

Solid Waste Commission

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 resident of Newton for over 10 years with my wife and three children. Almost every day there is a conversation in our household about what we are throwing away, recycling or composting and how we can reduce waste. Newton has been making tremendous progress in evolving our approach to waste management, but there is much more we can do. I have attended a number of the SWC meetings and am incredibly impressed by the energy, ideas and practical initiatives that are underway. I would welcome an opportunity to join the commission and support these efforts.

- **Upload a Resume**

JML_Resume_2020.pdf

John M. Lewis
56 Lawmarissa Road, Newton, MA 02468

PROFESSIONAL SUMMARY

Results-driven, highly experienced senior executive with proven success in growth, team leadership, large-scale organizational change and working in a fast-paced, innovative environment. Early-stage company experience, growing business from \$200K to \$1Billion in annual revenue.

AREAS OF EXPERTISE

Business strategy • Sales • Business development • Executive leadership
Scaling organizations • Sustaining corporate culture • Team building

PROFESSIONAL EXPERIENCE

Sound Physician Services

SVP of Business Development

Tacoma, WA

(November 2018 – Current)

- Lead growth across eastern region of United States, selling services to C-suite of hospitals and health systems
- Doubled sales in YOY contribution dollars in core services of Hospital Medicine, Emergency Medicine and Critical Care
- Leading effort to expand value proposition through positioning Sound's capabilities in value-based-care revenue models

Lewis Advisory Services

Consultant

Newton, MA

(February 2018 – November 2019)

- Consultant to early stage companies in areas of growth including strategy, business development, revenue models and organizational structure

Circulation

Venture-backed start-up providing healthcare transportation services

Boston, MA

(September 2017 – February 2018)

Chief Revenue Officer

- Member of Senior Leadership Team with oversight of sales, client services and marketing
- Partnered with executive team to develop revenue model, service design and business development strategy
- Hired key growth leaders
- Grew bookings to double ARR in first 3 months

athenahealth

Provider of cloud-based services to hospitals and medical groups

Watertown, MA

August 2000 - March 2017

SVP of Enterprise Client Services (ECS)

(January 2015 – March 2017)

- Member of Senior Leadership Team
- Exceeded bookings goal of \$70M in up-sell and cross-sell opportunities with notable wins at the nation's largest national health systems
- Responsible for nearly \$500M in annualized revenue from athena's Enterprise clients, including the country's largest national health systems and independent medical services companies
- Led enterprise division in repricing initiative with several \$10M+ accounts, adding over \$5M in recurring revenue
- Achieved annual goals for NPS (50 vs goal of 44) and service performance metrics
- Drove organizational transformation to achieve scalability goals (cost to serve reduced by 7%) across the ECS division
- Built new services organization to support our population health division growth of 137% in revenue under management
- Recruited, hired, and developed 2 key leaders for Enterprise division
- Led team of 120 people responsible for Onboarding and Account Management for athena's Enterprise clients

John M. Lewis

56 Lawmarissa Road, Newton, MA 02468

VP of Sales Strategy

January, 2014 – December 2014

- Generated over 4,000 sales leads to drive 98% achievement of bookings target (\$158M) for athena's Group and Small Group divisions
- Led rollout of new national partnership that expanded our national partner lead generation by 45% YOY
- Developed and led team of 80 employees responsible for inside sales, channel partner lead generation and regional strategic growth planning
- Re-organized our go-to-market strategy by leading regional strategic planning across sales, marketing and channel partner teams

VP of Sales

(May 2008 – December 2013)

- Exceeded sales quota 5 of 6 years – in the 1st year reached 96% of goal
- Built and led a high-performance team of 15 sales executives covering large medical groups and hospitals across the northeast, mid-atlantic and southeast regions of the United States
- Designed and implemented sales management programs including CRM, sales training and pipeline management
- Partnered closely with marketing and product teams on pricing and positioning strategies

Sales Executive

(August 2004 – April 2008)

- Achieved sales quota 2 of 4 years - exceeded cumulative 4 year quota
- Sold services to medical practices ranging in size from 4 to over 300 physicians

Director, EDI Operations

(August 2000 – July 2004)

- Managed claims operations and EDI transactions for athena's business
- Increased productivity of department by 75% largely through automation of paper-based processes to electronic
- Drove innovation with development team to improve productivity, accuracy and cycle times for claims transactions
- Implemented production control measures and quality control processes, improving the department's accuracy with a 50% reduction in error rate
- Promoted to Director in August 2002

National Federation of Community Development Credit Unions

New York, NY

Program Officer

July 1995 - August 1998

- Directed national Americorps*VISTA (Volunteers in Service to America) Program
- Supervised 60 VISTA corps members placed throughout the country in credit unions to develop innovative savings programs
- Planned and directed national annual conference for over 400 credit union managers

EDUCATION**THE WHARTON SCHOOL, University of Pennsylvania**

Philadelphia, PA

Master of Business Administration

September 1998 - June 2000

Healthcare management major and Medline Scholar

Wesleyan University

Middletown, CT

Bachelor of Arts, College of Social Studies (CSS)

September 1990 - May 1994

Member of Wesleyan Jazz Orchestra

INTERESTS

Volunteer on Board of Directors of Green Newton

2019