



Public Facilities Committee Report

City of Newton In City Council

Wednesday, October 6, 2021

Present: Councilors Leary (Chair), Kelley, Kalis, Danberg, Gentile and Crossley

Absent: Councilor Norton and Laredo

City Staff Present: City Engineer Lou Taverna, Chief Operating Officer Jonathan Yeo and Commissioner of Public Buildings Josh Morse

#355-21 Appointment of Alan Gordon to the Sustainable Materials Management Commission

HER HONOR THE MAYOR appointing Alan Gordon, 47 Caroline Park, Newton 02468 to the Sustainable Materials Management Commission for a term of office to expire October 18, 2024. (60 days: 11/19/21)

Action: **Public Facilities Approved 6-0**

Note: Alan Gordon joined the committee to discuss his appointment to the Sustainable Materials Management Commission. Mr. Gordon explained that he is interested in issues surrounding the environment, climate change and recycling. He further explained that he has been attending Sustainable Materials Management since January and noted that he has volunteered in other capacities. Mr. Gordon's resume is attached.

Councilors thanked Mr. Gordon for his willingness to serve.

Councilor Danberg motioned to approve which passed unanimously.

#357-21 National Grid petition for grant of location in Carlson Avenue

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

- 650' 295'± of 4" plastic main in Carlson Avenue from the existing 4" plastic STUB at the intersection of Carlson Avenue and Appleton Circle;
- 250'± of 2" plastic service, extending from the proposed main extension

Action: **Public Facilities Approved as Amended 5-0-1 (Councilor Kelley abstaining)**

Note: Mary Mulrone, National Grid representative presented the request for a grant of location in Carlson Avenue. Ms. Mulrone explained that that National Grid's request is to install and maintain up to 650' of 4" plastic main in Carlson Avenue from the existing 4" plastic STUB at

the intersection of Carlson Avenue and Appleton Circle and 250'± of 2" plastic service, extending from the proposed main extension. Lou Taverna, City Engineer explained that the City Council will only be approving the first 295 ft of the request because the rest of street is private.

Councilors asked the following questions:

Q: Have other energy alternatives been investigated for this project?

A: Mr. Taverna explained that the developer has chosen to go with gas for their heating system and chose not to use electric.

Q: What outreach does the City do to educate developers on electrification?

A: The Chair noted that she will be meeting with the Energy Coach to see what outreach can be done.

Q: How far along is the construction?

A: The building is almost complete.

Councilors made the following comments:

There was a concern that the developer did not speak to the Energy Coach about energy alternatives. It is important that there is more outreach to developers when a project begins so that there is time to look into electrification.

It was noted that there is an existing docket item that will require a developer to provide an electrification analysis but currently there is no zoning ordinance to require electrification or the analysis.

The public hearing was opened.

Larry Epstein, Newton Resident expressed the importance of nuclear energy.

Timothy Canada, Project Manager explained that the building is built to intense energy codes and that the heating system is very efficient. He also explained that he is willing to give a tour to councilors that would like to see the system and building.

There was discussion on holding this item or approving subject to second call until after the site visit. But there was a concern about the timing of the project.

The public hearing was closed.

Councilor Leary motioned to amend to 295'± of 4" plastic main in Carlson Avenue from the existing 4" plastic STUB at the intersection of Carlson Avenue and Appleton Circle which passed unanimously.

Councilor Kalis motioned to approve as amended which passed 5-0-1 with Councilor Kelley abstaining.

#370-21 National Grid petition for grant of location in Bridge Street

NATIONAL GRID petition for a grant of location to install and maintain 260'± of 8" plastic main extending from Linwood Avenue to #90 Bridge Street. (Ward 1)

Action: Public Facilities Approved 6-0

Note: Mary Mulrone, National Grid representative presented the request for a grant of location in Carlson Avenue. Ms. Mulrone explained that the request is to install and maintain 260'± of 8" plastic main extending from Linwood Avenue to #90 Bridge Street.

The public hearing was opened.

Jeff Behrens explained that he runs Lab Shares which is at #90 Bridge Street. The reason for the request is for the generator on the roof that provides back-up if the electricity fails.

The public hearing was closed.

Councilor Crossley motioned to approve which passed unanimously.

#356-21 Reappointment of Karen Slote to the Sustainable Materials Management Commission

HER HONOR THE MAYOR reappointing Kare Slote, 117 Garland Road, Newton Centre 02459 to the Sustainable Materials Management Commission for a term of office to expire September 30, 2024. (60 days: 11/19/21)

Action: Public Facilities Approved 6-0

Note: With no questions or concerns from the committee, Councilor Kelley motioned to approve which passed unanimously.

Referred to Public Facilities and Finance Committees

#366-20 Appropriate \$150,000 for the rehabilitation of the Bullough's Pond Dam

HER HONOR THE MAYOR requesting authorization to appropriate and expend one hundred and fifty thousand (\$150,000) from Acct # 6200-3240 Stormwater Management Fund Surplus for the purpose of funding engineering design services and permitting fees for the rehabilitation of the Bullough's Pond Dam.

City Council recommitted on 10/05/2020

Finance voted No Action Necessary 7-0 on 09/27/2021

Action: **Public Facilities voted No Action Necessary 6-0**

Note: With no questions or concerns from the committee, Councilor Kalis motioned for a vote of no action necessary which passed unanimously.

Referred to Public Facilities and Programs & Services Committee

#249-21 **Update on the NewCAL project**

HER HONOR THE MAYOR requesting the opportunity to provide a NewCAL project update to the Public Facilities and Programs & Services Committees.

Programs & Services Held

Action: **Public Facilities Held 6-0**

Note: Please refer to the Programs & Services Committee report dated October 6, 2021 for discussion on this item.

Referred to Public Facilities and Programs & Services Committee

#371-21 **Update on the Lincoln-Eliot Elementary School project**

HER HONOR THE MAYOR requesting the opportunity to provide a Lincoln-Eliot Elementary School project update to the Public Facilities and Programs & Services Committees.

Programs & Services Held

Action: **Public Facilities Held 5-0 (Councilor Danberg not voting)**

Note: Please refer to the Programs & Services Committee report dated October 6, 2021 for discussion on this item.

The Committee adjourned at 8:39 p.m.

Respectfully Submitted,

Alison Leary, Chair

Application Form

Profile

Alan Gordon
First Name Middle Initial Last Name

[Redacted]
Email Address

47 Caroline Park
Home Address Suite or Apt
Newton MA 02468
City State Postal Code

What Ward do you live in?

[X] Ward 5

[Redacted]
Primary Phone Alternate Phone

Harvard University Director of Business Development
Employer Job Title

Which Boards would you like to apply for?

None Selected

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 always been interested in issues related to sustainability, recycling, climate change, etc. I am very aware of my personal and family impact on the environment. I had solar panels installed at my house in 2012, signed up for Black Earth as soon as it was available in Newton, make frequent trips to Rumford, etc. About 18 months ago I tagged onto a tour of the Avon MRF to understand how the MRF works. I have attended the last 3 or 4 SMMC monthly meetings and would like to join the commission so that I can have a more active role in contributing to their efforts. I think that the issues that SMMC is working on are important and the commission is doing great work, and I look forward to contributing.

Resume Alan Gordon.pdf
Upload a Resume

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

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