

John Toth

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Sales, Marketing, Business, Training & Development Executive

Seasoned in Entrepreneurial, Corporate, Government and Academic Environments
Innovative and versatile technology-oriented executive who's successful with emerging markets and managing new business opportunities for success in the marketplace. Career is characterized by providing research, sales, marketing, business, training & development services for employers and client companies. After a successful career with Information Technology, activities are now focused on lifelong interests in energy efficiency and renewable energy including greenhouse gas emission reductions. Most effective in situations wherein creativity, innovation and interactive skills are essential for success.

Core Competencies

Excellent skills with sales, marketing, business planning, strategic thinking, research, management, computer, Internet, teaching, training & development. Experienced with project management tools and techniques especially in planning phases.

Major Accomplishments

Co-Founder and former General Manager, AquaPrawnics™ Indoor Marine Saltwater Shrimp Ranch by Agriculture Resource Management Inc. Implemented successful build-out, production, sales and marketing of salt water marine shrimp in indoor vertical farm in rural Montana in face of Covid-19, Supply Chain challenges with limited Technical, Service and Human Resources.

Carbon Emission Reductions. As former CTO and Advisor, Program Development and Project Management, *Climate Cure Capital* (formerly *Discovery Carbon Environmental Securities Corporation*) 295,000 tonnes of carbon emission reductions were validated, verified and put on account with IHS Markit

One of the early *Legacy Accredited Professionals* with LEED®, the US Green Building Council's Leadership in Energy and Environmental Design rating system. Participant in 15 projects in N. Nevada including the first and only LEED for Homes® Sustainable Community Development in Nevada where savings of over \$2500 in annual utility bills were demonstrated for homeowners as verified by independent 3d party. In early 2010 participated in training and certification of the first Nevada Weatherization Assessors. Business Analyst certification #5032434 completed with Building Performance Institute.

Lifelong Advocate and Principal for Renewable Solar Energy, Waste-to-Energy (WTE) and Biomass to Biofuels employing gasification technologies. Worked with several Clients to help accelerate expansion of systems technologies to produce biofuels from the *syngas* of gasification process. Author of white papers and business plans for several Client Companies engaged with solar energy, bioenergy, biofuels and Greenhouse Gas Emission (GHG) reduction offset credits.

Co-founder and General Manager of **cbasolutions, Inc.**, in business for 6 years offering Advanced Computer Networks with Secure Solutions.

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Nevada Business Services Manager, AT&T. One of the original AT&T Internet Specialists and Data Networking Executives. As Business Services Manager in Nevada, managed portfolio of over \$20MM in telecom and data services.

Director of Sales, Bay Area Regional Research Network (BARRNet) of Stanford University, the original Internet Service Provider for Northern California, and through merger with BBN post acquisition for 2 years.

Advances in Medicine with Innovations in use of Lasers in General Surgery and Treatment of Cancer and Cardiovascular Disease: Selected as GM candidate for medical laser company after helping develop & naming innovative cancer therapy as *Photodynamic Therapy* (PDT) www.cancer.gov/cancertopics/factsheet/Therapy/photodynamic.

Performed advanced research contracts for the U.S. Naval Ocean Systems Center and Hawai'i Natural Energy Institute including first Environmental Impact Surveys of Pearl Harbor & Kaneohe Bay, pilot study of feedlot manure for heat, power and nutrients in closed loop aquaculture, and early demonstration of algalculture for food and fuel.

Current Activities

Student, Clinical Certification in progress, Emotional Freedom Technique, EFT Universe aka "Tapping" expected completion Nov 2023

Relocation from Reno, NV, to Lancaster, PA, in progress.

Portable Freelance Consulting Business Start-up via Upworks specializing in business results coaching, business planning and development, sales, green initiatives and personal development.

Volunteer & Not-for-Profit Board Activities

Member & former Vice-President, Optimist Club of Reno Chapter Optimists International

Former Member and Mentor, *Entrepreneurs Assembly and Start-Up Incubator (EASI) of Nevada* promoting job growth through entrepreneurial ventures

Former Board Member, **Nevada EcoNet**, organized in 1990 and served as a primary source of environmental information and education to northern Nevada public including Earth Day celebrations.

Initiatives

Principal, *Let's Be Growing!*, expansion of local food network and production

Co-founded **ConceptGreen** and **greenUP!** for local collaborations of Professionals engaged with Energy Efficiency, Conservation, Comfortization, Weatherization, Green and Natural Building, Sustainable Transportation, Renewable Heat and Power for Residences and Businesses

Training & Certifications

- Building Performance Institute Business Analyst certificate 5032434
- Residential Energy Network Home Energy Rater system (HERS) certification in process
- LEED® Accredited Professional with U.S. Green Building Council’s Leadership in Energy & Environmental Design building rating system
- Permaculture Design certificate
- Photovoltaic Installers Workshop, Brooks Engineering
- Solar Generations and Renewable Generations Training & Events, NVEnergy
- OSHA-30 and OSHA-10 current

Former Client List (Notable)

Autodesk BARRNet (Bay Area Regional Research Network, Stanford University) Cooper Lasersonics Digital Equipment Corporation Fortifiber Corporation Hawai’i Natural Energy Institute (MaryAlice’s Sprout Farms, Inc. Monterey Bay Aquarium & Research Institute MosaicCommunications/Netscape	Naval Post Graduate School Naval Undersea Center/Naval Ocean Systems Center Oceanic Institute Oracle PeopleSoft Peppermill Hotel Casino & Western Village Sparks Porsche Cars North America Sea Life Park Silicon Graphics Spectra Physics	SUN Microsystems Swift Newspapers U. California, Berkeley U. California, Davis U. California, San Francisco U. California. Santa Cruz U. Hawai’i Institute of Marine Biology (HIMB) U. Hawai’i Research Corp U. Nevada Reno Xerox PARC
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Education: MBA, Pepperdine University;
M.S., Chemistry, U. Hawai’i – Manoa;
BS, Chemistry, Miami University (Ohio)

Military Service: Captain, United States Air Force Reserve, Honorable Discharge

Languages: Speak, read and write fluent American English and Hungarian, and with refreshing, German and French

Publications:

P. Coates and J. Toth, *Green Home Building Ratings & Certifications Compared Sierra Green Building Association Resource Guide* (2008)

Editor (1993), *Alpha Book on Cancer and Living*, Alpha Institute

R. Ginsburg M.D., D.-S. Kim M.D., D. Guthaner M.D., J. Toth M.S., R. S. Mitchell M.D., Jan. 1984, Salvage of an ischemic limb by laser angioplasty: Description of a New Technique, *Clinical Cardiology*, Vol. 7, pp 54-58

EMBLIDE, A New Polyfunctional Cembranolide from the Soft Coral *Sarcophyton Glaucum*, *Tetrahedron*, Vol 36, pp1307-1309. Toth, John A. *Emblide & Trochelin –2 Novel Diterpenoids isolated from Marine Soft Corals of Enewetak Atoll* (Master of Science thesis)

website www.johntoth.us (in revision)