

# William Stone

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## Experience

### **Mobern Lighting – President**

**June 2007 to date**

Led a group in the acquisition of Mobern Lighting, a commercial lighting manufacturer in Maryland in June of 2007. Took over full control of Mobern Lighting in September of 2010 and directed and oversaw growth from a fledgling 30 person operation to a multimillion dollar organization with over 110 people and stocking warehouses throughout the US. Strategized and executed the transformation of Mobern Lighting from a regional lighting manufacturer to national manufacturer specializing in energy efficient lighting. Hired and managed engineers, local, regional and national sales professionals and representatives as well as accounting and operational professionals. Created and taught courses on how to quantify and perform energy retrofits, focusing on the economic and societal benefits, to electrical contractors, distributors and local business stakeholders. Worked with local, county, state and federal executives on energy, labor and employment initiatives. Directly negotiated with multinational vendors as well as customers ranging from regional distributors and utility companies to national accounts and the US Government.

### **The Fuel Fund of Maryland – Board of Director**

**November 2013 to date**

Elected to The Fuel Fund of Maryland as a Board of Director in 2013. The Fuel Fund of Maryland provides resources to vulnerable Maryland families for heat and home utility needs. Our donors, board and staff support and advocate collaborative funding and services that ensure affordable energy to families that must overcome hardship caused by poverty and assist these families to meet their human needs. <http://www.fueelfundmaryland.org/>

### **Baltimore Washington Chamber of Commerce (BWCC)**

**April 2011 to date**

Elected to BWCC as a Board of Director in 2011 and served on the Finance Committee, Strategic Task Force Committee and the Green Alliance. Created and performed seminars on how to quantify energy retrofits, focusing on the economic and societal benefits, to local business and political leaders.

### **Brietino Enterprises – Vice President**

**2000 to 2010**

Managed and oversaw startup Brietino Enterprises, a company specializing in providing fluorescent lighting supplies to Electrical Distributors and Fluorescent Lighting OEMs (Original Equipment Manufacturer) throughout the US and Caribbean. Managed and directed on a representative agency basis, the sales and growth of a Caribbean based, major lighting manufacturer's introduction to the US market. Annual sales grew 10 fold in five years. Directed export sales to Caribbean and South America based OEMs and electrical distributors of energy efficient lighting components including but not limited to General Electric, Philips Lighting, Advance Transformer and Sylvania Lighting. Developed and managed import / export logistics and channels including but not limited to freight forwarder management and negotiation, ocean freight line management and negotiation, US logistics (truck and rail) and warehouse and inventory control. Complete control of customer interaction including price schedules, representative management and control and order processing and fulfillment. Sold ownership in August 2010.

### **FutureLite2000 – President**

**2000 to 2010**

Oversaw startup and managed FutureLite 2000, a company specializing in lighting retrofitting. Developed a program to improve lighting and attack fixed lighting electrical costs of targeted high-end and commercial properties. Designed, sourced and sold early, first generation commercial private branded, compact fluorescent lamps (CFLs). Personally evaluated, sold and retrofitted multiple high-end resort properties. Sold ownership in August 2010.

**O\*ZONELite - President****2003 to 2010**

Oversaw startup and ran O\*ZONELite which uses TIO2 technology applied to energy efficient fluorescent lighting to eliminate odors and pathogens while saving energy. Created and oversaw the development of the telemarketing campaign, creation of radio and television campaign and distribution channel. Performed as the on-air product spokesperson, on TV and radio, in the US and Canada. Sold ownership in August 2010.

**Jademar Corporation – Vice President Operations****1991 to 2000**

Brought on to open and manage a growing export electrical wholesaler's startup facility in Miami. Ran operational side and oversaw the growth from a \$9 million to an eventual \$24 million Export Electrical Wholesaler. Responsibilities included, but not limited to, inventory control and management, operational personnel management, import / export logistics, I.T., new product development and procurement and various other aspects of a wholesale / export operation. Created and managed their first lighting energy audit system.

**Babbages – Store / Area Manager****1987 to 1991**

Managed a computer software store of 10 employees while attending graduate school. Acted as an area manager for 6 stores in the South Florida Region.

**Education****Florida Atlantic University****1987 to 1990**

Masters of Business (M.B.A.) Curriculum

**University of Florida - Warrington College Of Business****1982 to 1986**

BS Business Administration, Business, Marketing, Finance

**Skills / Organizations**

The Fuel Fund of Maryland – Board of Director

Baltimore Washington Chamber of Commerce (BWCC) – Board of Director

Baltimore Washington Chamber of Commerce (BWCC) – Board of Directors Finance Committee

Maryland Clean Energy Center - Advisory Board and Board of Director

Howard County Chamber of Commerce - Member

Howard County BRAC Business Initiative (BBI) – Partner - (co-sponsored by Congressman Elijah Cummings, Senator Ben Cardin and County Executive Ken Ulman)

Independent Electrical Contractors (IEC) Association Chesapeake – Partner

Maryland Governors Workforce Investment Board (GWIB) – Advisor

National Electrical Manufacturers Representatives Association (NEMRA) – Member

Trained at Philips Lighting Laboratory in Somerset, NJ focusing on lighting application, new lighting technology and the computational methods behind fluorescent lighting retrofitting for energy efficiency.