

## Application Form

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### Profile

John K Dalton  
First Name Middle Initial Last Name

595 Portside Drive  
Home Address

North Port FL 34287  
City State Postal Code

john.dalton@scorevolunteer.org  
Email Address

### Please list three references (name only)

Mr. Terry Cramer Mr. Ted Fitch Mr. Fred Cort

All board appointees shall have resided within the City for a period of one year and residency must be maintained throughout the term of office. A nonresident may serve provided that the individual currently owns and has owned real property in the City of North Port for at least one year prior to appointment pursuant to City Code, Chapter 4, Article I, Section 4-3(b). Have you lived in North Port for 12 months or longer?

Yes  No

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### Interests & Experiences

Which Boards would you like to apply for?

Community Economic Development Advisory Board: Submitted

Are you currently serving on any other City Board/Committee? Citizens may serve only on one Advisory Board or Committee pursuant to City Code, Chapter 4, Article I, Section 4-3(h).

Yes  No

Were you ever removed from a City Board/Committee due to lack of attendance?

Yes  No

Do you have any relatives currently serving on a City Board/Committee or relatives that are currently serving on the same City Board/Committee for which you are applying? Relatives shall not serve on the same Advisory Board or Committee pursuant to City Code, Chapter 4, Article I, Section 4-3(i).

Yes  No

**Educational Background:**

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B.E. (Electrical)- Pratt Institute MBA- Fairleigh Dickinson University

**Are you retired?**

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Yes  No

[John Dalton Resume\\_051622.doc](#)

Upload a Resume

**Please list any Civic organizations to which you belong.**

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SCORE North Port Area Chamber of Commerce (SCORE representative) Multiple National and International Professional Associations

**Why do you desire to serve on the above Board/Committee? Please list any relative experience, if applicable.**

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I'm excited about the economic development potential and opportunities in North Port. From my interactions with the Economic Development Team, I'm familiar with the goals and emerging strategies to achieve them. I'm interested in the opportunity serve the Board by applying my experience in strategy development, planning and management, marketing and business development, and effective team to help further the City's economic development goals.

Question applies to Community Economic Development Advisory Board

**Please indicate for which position you are applying. \***

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- North Port Resident
- Development, engineering, or planning

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**Demographics**

**Ethnicity \***

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- Caucasian/Non-Hispanic

**Gender \***

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- Male

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**Acknowledgements**

**Please Agree with the Following Statement**

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**I agree that if appointed, I will serve on the above board without compensation and at the pleasure of the City Commission.**

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I Agree

**Please Agree with the Following Statement**

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**I agree to abide by the Sunshine and Public Records Laws and attend all mandatory training sessions.**

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I Agree

**Please indicate if any information provided on this application is exempt under Florida Statutes Chapter 119.07.**

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none

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# JOHN K. DALTON

595 Portside Drive North Port, Florida 354287 (732) 996-2526 (C) jk.dalton@yahoo.com

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## SUMMARY

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A top-performing and results-driven EXECUTIVE and TOP CORPORATE OFFICER with a proven track record of achievement in strategy and business development, solutions and technology applications, systems engineering, and business/program management. Established capabilities in strategic planning, proposal leadership, recruiting, and acquisitions. Adept at management consulting across a broad spectrum of solutions and services delivery. Leverages tenacious problem-solving skills with interpersonal qualities to ensure the development of a workforce. A forward-thinking and goal-oriented producer who helps position an organization as an industry front-runner.

Certified SCORE small business mentor

## EXPERIENCE

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Independent Consultant  
2014-Present

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Provided business strategy and capture consulting to large and small business clients, contributing to competitive contract awards

CACI INTERNATIONAL INCORPORATED, Eatontown, New Jersey

**Senior Vice President, Chief Technology Officer, C4ISR Solutions Business Group, 2000-2014**

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Led business strategy formulation/execution and business development. Planned and led technology integration and applications for military/security and enterprise IT. Teamed and partnered across industry and academia to meet challenging customer requirements while facilitating program, contract, and business management. Led numerous successful capture efforts contracts with aggregate contract value of more than \$9,000,000,000. Played a key role in establishment of two innovative small business enterprises

Served in leadership roles in formation and operations of two separate, consortium-based enterprises focusing on delivery of technology-based Research, Development, Test, and Evaluation (RDT&E) services and solutions for United States Army and other Department of Defense and federal civilian agencies. Acted as chief technical officer and senior strategist for major \$600,000,000 business group focused on delivery of technology-based solutions and services for defense, intelligence, and homeland security. Oversaw development of strategies and solutions with emphasis on strategic capability development and acquisition, integrating internal and external partners' capabilities into solution portfolios, and meeting demanding customer requirements, existing and emergent.

- Served as chief strategist and subject matter expert on numerous federal, state and local contract and grant opportunities while participating in corporate-level technology transfer to apply capabilities and intellectual capital across business units and customer/stakeholder communities.
- Established and led advanced strategy and solutions group, recruiting and leading team of senior technologists and subject matter experts to develop concepts and apply advanced technologies in multiple areas, including mobile/wireless computing, networks and applications, cloud-provisioned services, security and cyber techniques, and advanced sensors.
- Managed advanced technology solutions division group, a multi-division business unit delivering advanced technology solutions and services to clients in areas of Defense, Homeland Security, and enterprise information systems. Led organization to achieve tenfold business expansion over five years, reaching annual revenues in excess of \$300,000,000, with exceptional profit/loss performance.

- Integrated corporate capabilities and contract team member capabilities to address customer requirements and enrich service offerings while overseeing multiple strategic business capture efforts. Initiated and managed working partnerships with technology developers and program team members and provided technical/management oversight and quality assurance on key programs.
- Provided senior technical and management consulting support to clients and internal working groups on advanced operational concepts/requirements and technology applications on major projects, including Homeland Security systems for emergency management/response and critical infrastructure protection as well as numerous defense and intelligence programs.
- Served as a founding board member and board chairman of an innovative consortium-based small business corporation. Played key role in developing a consortium numbering more than 50 members comprising large and small businesses and academic institutions, providing diverse technology services and solutions under a series
- Spearheaded the establishment of a non-profit Technology Solutions Center, serving as co-president and member of board of directors and managing operations, including execution of more than 20 research/development projects with emphasis on job creation and regional small business growth

BOOZ, ALLEN & HAMILTON INCORPORATED, Eatontown, New Jersey  
**Principal, 1991-2000**

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Led technology and management consulting practice specializing in application of advanced information technologies for United States government and selected private sector clients. Managed team responsible for program strategy, acquisition, execution, and development/expansion of major contract vehicles, including high technology research/development and C3 technology, engineering, and integration. Oversaw major contract engagements involving 100 staff, with responsibility for client satisfaction and profitability. Established and managed teaming and subcontractor relationships while handling internal investment initiatives and guided expansion of service offerings.

Partnered with senior clients to define strategic plans and operational priorities and maintained strong working relationships with senior leaders in industry, government, and academia. Provided guidance on staff selection, development, and administration. Managed all company efforts on a major C3 technology and integration omnibus contract and led/integrated all communications projects across team of 22 contractors. Oversaw five-year, \$70,000,000 advanced technology applications services contract, exceeding revenue and profit goals and achieving highest client satisfaction.

- Implemented firm-wide strategy and business planning for key market segments as member of senior market leadership team.
- Oversaw projects including strategic planning engagement for major component of Army Communications Electronics Command and guided project teams in development of concepts and approaches integrating multiple technologies, including networking, multimedia, and collaboration.

## **ADDITIONAL EXPERIENCE**

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ITT AEROSPACE AND COMMUNICATIONS, Nutley, New Jersey, **Product Line Director, Secure Communications Systems**, 1977-1991. Developed strategic long-term and operating near-term product line business plans. Established and managed execution of marketing programs. Defined and managed research/development programs with \$5,000,000 annual budget. Created strategic alliance relationships while selecting/working with outside consultants. Approved advertising and promotional activities and maintained strong customer relations. Led staff of senior managers and guided project teams of up to 100 professionals. Held responsibility for managing \$800,000 operating budget.

CONRAC CORPORATION, West Caldwell, New Jersey, **Product Manager**, 1975-1977. Led development of new communication product area for military aircraft/spacecraft while establishing entry into United States and foreign markets.

ITT DEFENSE COMMUNICATIONS DIVISION, Nutley, New Jersey, **Systems Engineer**, 1969-1975. Performed system and sub-system analysis and design of satellite communications, microwave transmission, modems, and electronic warfare systems.

## **EDUCATION**

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FAIRLEIGH DICKINSON UNIVERSITY, Rutherford, New Jersey, **M.B.A.**, 1974

PRATT INSTITUTE, Brooklyn, New York, **B.E., Electrical**, 1969

## **AFFILIATIONS**

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*SCORE (Certified Mentor and Chapter Co-chair)*

*Institute of Electrical and Electronics Engineers (Life Member)*

*Armed Forces Communications-Electronics Association (Ft Monmouth Chapter President, 1998-2000)*

*Earlier affiliations have included:*

*Board of Trustees, Children on the Green Childcare Center*

*Industrial Advisory Board, Rutgers University*

*National Defense Industrial Association*



North Port, FL

# Community Economic Development Advisory Board

## Board Roster



**Sean Burroughs**

**1st Term** May 10, 2022 - May 10, 2024

**Position** Member

**Category** Medical/Healthcare

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**Robert C Garafalo**

**1st Term** Sep 14, 2021 - Sep 14, 2023

**Position** Vice Chair

**Category** Real Estate

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**Richard P Gortz**

**1st Term** Jan 11, 2022 - Jan 11, 2024

**Position** Member

**Category** Public Relations

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**David Pankiw**

**2nd Term** Sep 24, 2019 - Sep 28, 2023

**Position** Member

**Category** Financial Services

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**Duane Sautbine**

**1st Term** Dec 14, 2021 - Dec 14, 2023

**Position** Member

**Category** North Port Resident

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**Thomas Van Bergen**

**2nd Term** Oct 08, 2019 - Oct 12, 2023

**Position** Member

**Category** Real Estate



**George A Van Salisbury**

**1st Term** Feb 01, 2022 - Feb 01, 2024

**Position** Member

**Category** North Port Resident

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**Nicholas Worden**

**2nd Term** Oct 08, 2019 - Oct 12, 2023

**Position** Chair

**Category** Financial Services

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**Vacancy**

**Position** Member

**Category** Higher Education/Schoolboard  
Representative

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**Vacancy**

**Position** Member

**Category** Diversified Light Industrial/Manufacturing

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**Vacancy**

**Position** Member

**Category** Tourism, Sports, Entertainment





North Port, FL


# Community Economic Development Advisory Board

## Board Details

The board shall serve in an advisory capacity and shall work with the city manager and staff as appointed by the city manager in researching, developing and recommending business and economic development policies necessary to direct the orderly economic growth of the city.

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## Overview

 **Size** 11 Seats

 **Term Length** 2 Year


 **Term Limit** 2

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## Contact

 **Name** Susan Hale

 **Email** [boardapplications@cityofnorthport.com](mailto:boardapplications@cityofnorthport.com)

 **Phone** (941) 429-7061

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## Additional

**Membership Requirements**

It is preferred that a majority of the regular and alternate members of the board shall be city residents. However, in cases where local residents are unable or unavailable to fill a specific category, applicants who are not city residents will be considered for membership. The board shall work with the city manager and staff as appointed by the city manager to support the city's business and economic development activities as follows: (1) Make recommendations on any updates to the city's business and economic development strategic plan with long-term goals and objectives. (2) Provide recommendations on any city commission short-term action plans and measurements. (3) Make recommendations on resources allocated for economic development activity of the city. (4) Provide recommendations on policies and ordinances affecting economic development. The community economic development advisory board shall consist of up to 11 regular members comprised of: (1) No more than two members from each of the following categories: (a) Financial services. (b) Real estate. (c) North Port Resident. (2) No more than one member from each of the following categories: (a) Medical and health care. (b) Development, engineering or planning. (c) Higher education/school board member. (d) Tourism, sports, or entertainment. (e) Diversified light industrial/manufacturing. (f) Public Relations. (g) Land use attorney. An unelected Sarasota County representative may serve as an ex officio non-voting member. There shall be no alternate members.

**Meetings**

Meets the third Tuesday of every month at 10:30 a.m.

**Enacting Legislation**

City Code Chapter 4 Article I - Boards Generally and Article VI - Community Economic Development Advisory Board

**Enacting Resolution Website**

n/a