

# SCOTT A. N. NOERR

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## EXECUTIVE SUMMARY

OPERATIONS & LOGISTICS EXECUTIVE with more than 15 years of experience championing the multimillion-dollar expansion of companies in the trucking, supply chain, and warehousing sector. Entrepreneur with a demonstrated record of transforming small businesses into thriving, nationwide entities through strategic, long-range planning and the tenacity to engage new opportunities in untapped markets. Relationship-builder who excels in developing company culture and talent to achieve higher levels of performance and retention, as well as in forging and strengthening customer relationships to drive continuous, profitable growth.

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### AREAS OF EXPERTISE

- Supply Chain & Logistics
  - Transportation Operations
  - Major Business Expansion
  - Strategic Planning
  - Warehousing Operations
  - Third-Party Logistics (3PL)
  - Trucking Operations
  - New Market Penetration
  - Hiring & Training
  - Customer Relations
  - Business Development
  - P&L Optimization
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### PROFESSIONAL ACHIEVEMENTS

**Norlin Warehousing Services, Inc.** – Lewistown, PA

**2006 – Present**

*General Manager | Chief Financial Officer*

- Spearheaded Norlin Warehousing Services' business expansion from a mom-and-pop to create nationwide capacity generating upwards of \$5M in annual revenue, including clearing over \$3M in debt.
- Strategized the organization's long-term growth through an emphasis on quality service and custom solutions, shifting the focus from day-to-day operations to future state planning and realization.

#### Warehousing & Transportation Operations

- Direct complete fiscal, operational, and expansion control of a \$5M+ revenue stream and 450+ SKUs, including the hiring, training, and management of 20+ employees.
- Accomplished nationwide expansion of the company's trucking and warehousing operations, including adding 15+ local and regional units and securing \$3M in leasing and sales contracts for 200K+ sq. ft. of additional warehousing space; currently pursuing increase by an additional 30 trucking units and warehousing expansion of another 250K sq. ft.
- Effectively maintained 95% capacity of facilities for over 16 years through excellence in sales and customer relationship management, including extensive networking to secure new business and expand existing accounts.
- Provide daily third-party LTL services on behalf of local warehousing clients, with deliveries spanning 30 locations throughout the region.

#### Marcellus Shale Operations

- Trail-blazed the company's Marcellus Shale operations, building the business segment from zero to 20 trucks within two years.
- Broached existing and emerging markets to acquire \$1M in additional contracts in only one year.
- Recruited 250+ drivers, units, and frac company clients throughout five years of profitable operations then existed the industry in a full sale within two weeks of a market crash that would have cut revenue by 50%.

**Noerr Trucking** – Lewistown, PA

**2014 – Present**

*Owner*

- Diversified liability, in response to the drastic expansion of Norlin Warehousing Services, by establishing a second entity – Noerr Trucking – in 2014, a re-envisioning of the family-owned business Noerr Motor Freight, which was founded in 1927.

- Strategized a brokerage license expansion into untapped markets to obtain new business in direct freight, facilitating the addition of six trucking units within the next 12 months, which is anticipated to increase annual revenue by a minimum of \$2M.
- Currently facilitating the sale of 51% of Noerr Trucking, in name only, for direct business relationships and expansion opportunities along the eastern seaboard, including access to WBE/ME federal and state contracts.
- Secured contracting relationship with a \$1.8B private equity firm that owns 27 manufacturing entities to provide services along the eastern seaboard requiring specialized freight solutions for high-value, niche products.

**JT Medical, LLC** – Lewistown, PA  
*Co-Founder & Managing Partner*

**2016 – Present**

- Developed contractual relationship and funding to apply for the first federally licensed bulk cannabis manufacturing and cultivation license in 50 years.
- Secured genetic tracing capacity partnership enabling seed to use tracking of all products, regardless of final form, through CRISPR technology.
- Negotiated financial compliance software contract to provide a federally approved, internationally recognized partner complying with FINCEN and COLE memorandums.
- Received approval from multiple jurisdictions and processes including Pennsylvania state, DEA background questionnaire review, FOIA requests, and DOJ and DEA board review.
- Signed partnership and contract sales with Flower One principals and CHOOM/Aurora, which ultimately led to CHOOM purchasing majority shares of JT Medical.

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#### ADDITIONAL VENTURES & CONSULTANCY

- Strategized and executed M&A activities valued over \$1B – including driving investor relations, capital raising, and fiscal oversight – in the trucking, supply chain, warehousing, cannabis, casino, and oil industries.
- Championed over \$250M in capital raising on behalf of cannabis industry clients, including generating funding from venture capitalists, family offices, and private investor networks, to secure the rights to land, licenses, and equipment for domestic and international cannabis operations.
- Consulted international clients in the cannabis sector to facilitate profitable business expansion in the US and across the globe, including advising TheraCann, an organization with over 3M sq. ft. of canopy, which has successfully amassed operations in more than 12 countries worldwide.
- Pioneered \$2M in capital raising on behalf of a tech venture with a \$3T market targeting 1% of 1% of the domestic market, which has since been accepted into two tech accelerators.
- Advised a jeweler and gem dealer in successfully leveraging private collection of \$120M+ in uncut gems to secure an 8x loan that enabled acquisition of a substantial stake in a casino on the Las Vegas strip at 40% LTV.
- Secured a contract to transfer oil and gas barrels on behalf of a Texas-based client, identifying an intermediary who facilitated the direct import of over 5M barrels.
- Expertly navigated local, state, and federal applications, requirements, and licensing to successfully create, operate, and sell numerous entities in diverse industries.

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EDUCATION	<b>Bachelor of Science, Finance:</b> Juniata College – Huntingdon, PA <i>Emphasis: Communication, Business, Studio Arts</i>
AFFILIATIONS	Founder, Market Street Entertainment & Reclamation   2022 – Present Board of Directors, Mifflin County Library   2018 – 2020 Member, F&AM Lodge #203   2006 – Present
PROFICIENCIES	TMS   WMS   SaaS   QuickBooks   Oracle   NetSuite   Peachtree   Microsoft Office
ACCOLADES	Guinness Book of World Records   2013