

Kevin James Healy

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AGRIBUSINESS LEADER

Strategic and driven Agribusiness Professional with experience directing and managing large teams and diverse production and manufacturing operations. Proven track record of leadership, results-oriented business analysis and execution with operations teams and growers to drive bottom line profits. Exceptional communication and leadership skills with extensive experience focused on customer service and continuous process improvement. Areas of expertise include:

- Production agriculture
- Team leadership and People Management
- Innovation and continuous process improvement
- Technology and Business Management Platforms and Programs
- Strategic Planning
- Operational Budgeting, Planning and Analysis
- Food Safety

EXPERIENCE

Ocean Mist Farms, Castroville, CA

2021 - Present

Grower Relations Manager

Manage grower-investor partnership and joint-venture relationships for >12,000 acres of conventional, and >150 acres of organic cool-season vegetable production in the Salinas Valley and Oxnard of California production regions. Provide management support and business analysis to increase profitability. Develop production plans and planting schedules, operational contracts and business development plans aligned with strategic growth objectives.

- ✓ Developed and managed strategic relationships, production plans, budgets, and contracts for 12 separate partnership and contract grower businesses.
- ✓ Provided business analysis and general business support to operations teams.
- ✓ Develop and manage Production Planning and Planting Schedules for >15,000 acres of conventional and organic vegetables in Coastal and Central Coast regions of California
- ✓ Created and developed OMF Planting Schedule database program
- ✓ Increased partnership and contract grower profitability by 4.3% through innovation and operational cost reductions resulting from more efficient production techniques and strategies.

Sambrailo Packaging Company, Watsonville, CA**2018 - 2021****Vice President of Operations**

Direct Operations for 9 separate packaging manufacturing and distribution facilities in California and Mexico employing over 400 full time year-round and seasonal employees

- ✓ Increased manufacturing output by 9.4%.
- ✓ Developed and implemented strategic initiatives to increase management training and employee recruiting and retention.
- ✓ Decreased operational costs by 12.0% through process optimization and reductions in input costs

Christensen and Giannini, Salinas, CA**2017 - 2018****Operations Production Manager**

Manage 3,000-acre diversified vegetable and strawberry farming business.

- ✓ Increased strawberry business profitability by 6.4%.
- ✓ Developed electronic business management database for farm operations to increase management efficiency.
- ✓ Decreased vegetable farming operational costs by 6.0% through drip irrigation innovation

Driscoll's Inc., Aromas, CA**2014 - 2017****District Manager**

Manage grower-investor partners relationships, production operations teams, quality assurance teams, cooling and logistics operations teams for 8000+ acre diversified berry supply region.

- ✓ Increased operational efficiency with 10% reduction in variable cost while maintaining production, performance and quality.
- ✓ Increased overall District supply by 5% YOY through improved production techniques.
- ✓ Developed and managed execution of District 5-year strategic plan.
- ✓ Managed creation and development of Applied Research Department focused on innovation and technology.
- ✓ Negotiated contract with Teamsters for Operations teams.

Reiter Affiliated Companies, Salinas, CA**2007 - 2014****Director – Partnership and Grower Operations,**

Manage grower-investor partnership and joint-venture businesses. Provide management support and business analysis to increase profitability. Develop operational budgets and business development plans aligned with strategic growth objectives.

- ✓ Developed and managed execution of 5-year strategic plans for 8 separate partnership and contract grower businesses.
- ✓ Provided business analysis and general business support to operations teams.
- ✓ Managed land leases for partnership and contract grower businesses to optimize site selection and desired strategic land rotations.
- ✓ Increased partnership and contract grower profitability by 4.3% through innovation and operational cost reductions resulting from more efficient production techniques and strategies.

Dole Fresh Vegetables, Soledad, CA**2005 - 2007****Product Development Scientist**

Develop new fresh-cut vegetable products for retail and food-service industry segments.

- ✓ Developed optimized harvesting, cooling and processing methods for fresh-cut lettuce.
- ✓ Organized and manage field research trials for novel lettuce varieties for fresh-cut salad.
- ✓ Developed new technique for modified-atmosphere packaging of raw product to extend usable life

Global Protein Products, Inc., Marina, CA**2003 - 2005****Research Scientist**

Develop new techniques and applications for fresh-cut produce processing aid product.

- ✓ Re-engineered and optimized pre-existing product formulations to improve product margin and increase efficacy.
- ✓ Developed and managed all field research trials.
- ✓ Planned and executes technical sales meetings.

ALCO Services, Inc., Salinas, CA**2002 - 2003****General Manager**

Manage 300+ employee agricultural harvesting and contract services business.

- ✓ Managed harvest and contract labor operations in Monterey, San Benito and Santa Cruz counties.
- ✓ Managed harvest and contract labor operations in Coachella and Yuma, AZ during winter season
- ✓ Developed internal harvest product quality standards and yield estimates.
- ✓ Managed harvesting capital equipment planning, purchasing and logistics.

Plant Sciences, Inc., Watsonville, CA**2001 - 2002****Raspberry Plant Breeder**

Manage raspberry breeding and variety improvement program.

- ✓ Managed 10 research and variety development field staff.
- ✓ Organized and managed all agricultural operations for breeding stock nursery, research plots and grower field trials.
- ✓ Managed all data collection, analysis and interpretation for new variety selection.

EDUCATION

Master of Science, Specialization in Crop Science, California Polytechnic State University, San Luis Obispo, CA

Bachelor of Science, Crop Science, California Polytechnic State University, San Luis Obispo, CA

TRAINING AND CERTIFICATIONS

- ✓ Graduate – California Agricultural Leadership Program (CALP) – Class 36
- ✓ Graduate – Leadership Salinas Valley (LSV) – Class XXIII
- ✓ Graduate – Driscoll's Leadership Institute – Class 7
- ✓ California Certified Crop Adviser (CCA#325956)
- ✓ California Nitrogen Management Specialist (CCA#325956)
- ✓ Licensed Pest Control Adviser (PCA #156656)
- ✓ Qualified Applicator License (QAL #97717)
- ✓ Certified HACCP/Food Safety Manager
- ✓ Member International Society of Horticultural Scientists (ISHS)
- ✓ Board of Commissioners – Housing Authority of the County of Monterey
- ✓ Private Pilot Certificate - Airplane Single Engine Land (ASEL) & Multi-Engine Land (AMEL) [#4445442]
- ✓ Instrument Rating - Airplane Single Engine Land (ASEL) & Multi-Engine Land (AMEL) [#4445442]
- ✓ Commercial Pilot Certificate - Airplane Single Engine Land (ASEL) & Airplane Multi-Engine Land (AMEL) [#4445442]
- ✓ Flight Instructor Certificate - Airplane Single Engine Land (ASEL) [4445442]
- ✓ Remote Pilot License – Small Unmanned Aircraft System (#4635536)
- ✓ Ground Instructor License – Basic (#4445442)
- ✓ Ground Instructor License – Advanced (#4445442)
- ✓ Ground Instructor License – Instrument (#4445442)
- ✓ Certified Minister – American Marriage Ministries (#983864)
- ✓ Certified Minister – Open Ministry (#109212)
- ✓ Sports Official – Tackle Football – High School & Youth
- ✓ Sports Official – Flag Football – High School, Middle School, Elementary & Youth
- ✓ Sports Official – Basketball – High School, Middle School, Elementary & Youth

LANGUAGES

Bilingual English/Spanish