

OTTO KRAMM

SUMMARY

A fresh food leader with proven expertise in agricultural operations throughout the Salinas, Yuma, and Baja California growing areas. Bilingual, challenge driven professional with extensive experience in all aspects of the fresh food industry including farming, harvesting, food safety, supplier relations, processing, sales, and marketing. Proven ability in motivational leadership, and team building, from the farm to the boardroom.

SKILLS

- Proficient in organic and conventional farming
- Operational management
- Contract negotiations and review with a focus in land leases, and supplier agreements
- Planning, deployment, and maintenance of operational assets
- Creative problem solving
- Budgeting, and cost controls
- P&L management, and review
- Project planning and execution
- Productivity and efficiency improvement

EXPERIENCE

Dole Fresh Vegetables Salinas, CA

Director of Internal Farming/Greenhouse and Transplant Operations/Farm Research and Development 08/2020 to present
Managing the internal farming operations in Salinas, Huron, Oxnard, and Yuma. Along with overseeing the greenhouse and transplant functions and the in-house R&D department. In my short term I have been able to change the culture within these areas to function as a cohesive Team and not in silos. This has resulted in improved focus on productivity and cost savings.

Elkhorn Packing Company Salinas, CA. Yuma, AZ

General Manager 04/2019 to 07/31/2020
Managed the daily operations of a labor contracting/harvesting business utilizing H2A employees. Developed cost tracking and productivity programs to establish visibility to the business. Implemented a equipment tracking program to monitor the companies fleet of assets.

BENGARD RANCH Salinas, CA

Grower Relations/Farm Management 08/2018 to 01/15/2019
Scope of work was to develop a succession plan for the farming team. Due to unforeseen challenges, I was not able to accomplish the task.

EARTHBOUND FARM San Juan Bautista, CA

Chief Production Officer 07/2011 to 02/2018
Managed all internal farming operations with a \$75 million budget. Had positive results year after year on 7,500 farm acres translating to more than 15,000 crop acres.

Sr. VP of Northern Farming Operations 01/2010 to 07/2011
Oversaw a \$35 million budget on 4,000 farm acres, turning more than 8,000 crop acres for the northern farming operation. Directed integration of multiple entities, including Mission Organics, American Organics, and Lonoak Farms.

MISSION ORGANICS Salinas, CA

Founder, Managing Partner 09/1996 to 12/2009
Brought "organic farming" into the world of production agriculture. Took a 500-acre land base and fostered it into over 4,500 farm acres producing over 9,000 fully organic crop acres. Developed a highly knowledgeable team of organic farmers and support personnel, who were leaders of organic vegetable production in North America, farming exclusively for Earthbound Farm. Implemented the baby green farming and harvesting program and pioneered new techniques to the trade.

CHRISTENSEN & GIANNINI Salinas, CA

General Manager 02/1988 to 08/1996
Responsible for a 2,500-acre operation, cropping more than 5,000 acres annually. Supervised all farming and harvesting operations.

ACTIVITIES AND HONORS

Member California Certified Organic Farmers/Former Board Representative for the Central Coast
Member Growers/Shippers Association
Member Salinas Valley Water Board
Salinas Leadership Program, Class 11