

Nathan M. Galaviz
(He/ Him)

Email: nathanmgalaviz@gmail.com Cell: 828-338-9401
Location: Henderson County, Western NC

Summary

In my career, I have always sought out opportunities to grow and challenge myself. I am a well-rounded, highly motivated candidate, with a strong drive to succeed. My professional background centers around real estate, and agriculture with a concentration in land stewardship, property management, and market farming. I have a 7+ year history of working directly with property owners to steward the land and manage various on-property enterprises.

My passion is ignited when I am serving my community and cultivating resiliency and sovereignty through stewardship. As a caretaker, steward, co-host, and manager I take pride in working with landowners to preserve and protect our nation's most valuable resource, our farmland and wilderness. Assisting land owners in implementing systems of production and stewardship that heal the land, increase biodiversity, environmental health, economic profitability, and social and economic equity. My excitement in contacting you is through the roof because I know that my skills and expertise will help me make a direct impact on the land and people connected to this land-based project.

Expertise

- Excellent communication and consultative skills
- Analytical and independent decision maker
- Cross-functional team leadership
- Project Management
- Recruiting and Onboarding
- Employee development and succession planning
- Proposal and bid completion.
- Capital purchase budgeting.
- Cash Flow management
- Business development
- Business office management
- Technical writing (SOPs and Agreements)
- Contract negotiation and vendor management
- Marketing/ Lead Generation
- Organic Vegetable Production
- Soil Nutrition
- Holistic Management
- Equipment Maintenance and Repair
- Admin/ Book-keeping
- Inventory Management
- Attention to detail
- Strategic Visioning
- Capacity Building
- Contract Analysis
- Property Management
- Property Evaluation
- Lease negotiation
- Transaction Coordination
- Investor Outreach and Retention

Certifications, Commissions, and Licensure

- Real Estate License (NC)
- Commissioned Notary Public (NC)
- Ombudsman Certification

Referrals:

NicoleDelCogliano: 828-284-7715

Sam Piper: 434-414-051

Education / Relevant Experience

Farm Beginnings Training - Organic Growers School

Graduated 2018

Farm Beginnings® Is a one year farmer-led training, mentoring, and networking program. The curriculum includes farmer-led classroom sessions, on-farm tours, and an extensive farmer network to help clarify goals and strengths, establish a strong enterprise plan, and start building a profitable and sustainable operation.

210+ Hours of Training

- Winter Whole-Farm Business Planning Courses—60 hours—October–March
- ASAP's [Business of Farming Conference](#)—8 hours—February
- OGS [Spring Conference](#) & [Harvest Conference](#)—40+ hours—March and September
- Mentorship with an experienced Farmer Mentor—15 hours—March–September
- Production Training: [WNC CRAFT tours](#) on sustainable farms around WNC & Field Days at the [Southern Appalachian Highlands Conservancy Incubator Farm](#)—45 hours—April–October
- [WNC CRAFT Farmer Network](#): Membership and mentoring in a regional farmer network—12 month

Work Experience

Agrarian Trust — Agrarian Commons Regional Coordinator

1/2023 - Present

An Agrarian Commons Regional Coordinator responsible for:
Serving as an Agrarian Trust board member on local Agrarian Commons boards. Agrarian Trust

staff serves on the Agrarian Commons boards to represent Agrarian Trust's interests on those boards and support Agrarian Commons land-based projects. Thinks systemically and strategically with the national Agrarian Trust work, with opportunities for interconnected Agrarian Commons shared learning, growth, and networking, and in the current context and needs for

innovative land ownership, equity, and tenure models. Acts locally and directly on the Agrarian Commons boards, supporting: Administration, communications, engagement, and strategic planning and work with and through Agrarian Trust

- Networking and engaging with communities connected to and understanding the land
- Real estate transactions, legal, financial, and diligence-related project management
- Administration of board records, and recordkeeping
- Board management to ensure the board is meeting its obligations as stated in the by-laws
- Board member support in terms of building, tending, and mending board relationships; reaching out for support, mediation, or feedback as necessary
- Provide technical assistance with some or all of the items noted:
 - Real estate transaction and due diligence
 - Community engagement and relations
 - Land evaluation
 - Lease negotiations and drafting Key Performance Indicators:
- Serves as spokesperson for the organization, speaking at events, on podcasts and webinars as a major voice of the organization, at least one time per month.

eXp Realty, Asheville, NC — Broker

11/2020–Present

I am an independent agent with exp realty. I work in Residential, Commercial Sales, and Co-host Short term rentals throughout Western North Carolina. As a self-directed independent agent, my responsibilities are wide-ranging. I also help new agents stay up to date on industry trends, real estate law, and learn the business.

- Keep up with local knowledge to answer questions clients may have about potential homes and the surrounding community.
- Consistently prospect for new business by following up with leads in the pipeline to ensure future closings.
- Develop and implement the marketing strategy and track efficacy and efficiency of marketing material and campaigns.
- Track & coordinate all inbound leads from websites, social media & other online sources.
- Work with clients to ensure their satisfaction and trust and increase sales volume by providing exemplary service and sound advice to nurture client relationships and generate repeat and referral customers.
- Help sellers through all aspects of a transaction from initial contact to the executed purchase agreement.
- Regularly update & maintain communication with clients, agents, title officers, lenders, etc.
- Coordinate title/escrow, mortgage loan, and appraisal processes.
- Coordinate inspections, and coordinate scheduling and completion of repairs, moving/possession, and Closing process.

Preserve Communities, Marshall, NC — Sales Assistant

9/2020 - 12/2020

Preserve communities is a development company based out of Atlanta, they have two conservation-focused communities in WNC French Broad Crossing & The Preserve at Little Pine;

- Managing a database of over 9000 web-based Leads
- Consistently following up with leads via phone and email.
- Notarizing and delivering closing docs to attor, running checks to the bank.
- Staffing the Downtown office for phone calls and walk-in clients.
- Touring the community and featured homes with prospects
- Cold calling web-based leads quota of 60 per day

Farm Business

Kaluna Farm Retreat, Talking Rock, GA - Farm Steward / Property Manager

2019 Season

Kaluna Farm Retreat is nestled in the mountains of North Georgia, just one hour north of Atlanta. The 92-acre family property is a diverse mix of forested land, riparian zones, pasture, and garden areas. We are committed to being good stewards of the land, which has been farmed organically for 20+ years. There are many unique perennial plants and food-bearing crops throughout the property, as well as season extension infrastructure. The farm is also home to a farm-stay rental business that is comprised of four unique rental properties.

- Exemplify great communication skills, a team mindset.
- Service Rental tenants before during and after their stay, and ability to analyze and resolve issues with tenants
- Rental housekeeping, laundry & on-site guest relations.
- Operation and maintenance of landscape equipment and tools,
- basic carpentry, plumbing, and electrical
- Grounds maintenance, Building maintenance and repair and maintaining farm roads
- Monitor, maintain, and repair (or arrange contractor repair if required) the following: irrigation and wells, exterior lighting, landscape equipment, septic repair, etc.

Summerland Farm, Cartersville, GA - Farmer

2018 Season

Summerland farms is a 60-acre farm and full-time residence of Anne Quatrano and Clifford Riley Harrison, James Beard Award-winning chefs and restaurateurs. I was responsible for producing vegetables for several of their restaurants, including, Bacchanalia, Floataway Café, Star Provisions Market + Cafe, Little Star Sandwich Shop, and W.H.Stiles Fish Camp/

- Manage on-farm pasture-raised egg production.
- Produce naturally grown, vegetables for fine dining farm-to-table restaurants complying with organic standards.
- manage all aspects of production from planning, planting, cultivation, fertilization, irrigation,

harvest, post-harvest, and delivery.

- Create annual crop plan, fertility program, and IPM schedule
- Development and management of the annual budget and operating within that budget.
- Operating and maintaining farm tractors and implements, tools, equipment, and facilities in a safe and proper manner.
- Procure and manage inventory for seeds, amendments, tools, and equipment
- Participate in meetings with owners to establish plans, goals, and priorities, and to conduct evaluations.

Holstein Farms, Leicester, NC – Farm Worker

2017 Season

Holstein farms is a 35-acre agritourism farm in Leicester NC. I worked there as a farmhand for the summer of 2017. They have 6 varieties of livestock including Scottish highland cattle, alpacas, two kinds of poultry, etc. Besides livestock care, I also maintained the vacation rental properties and pastures as well as a 3,000 sq ft greenhouse, small garden, and 2 small orchards, all designed and installed with permaculture principles.

- Care and management of a multi-species livestock operation.
- Maintenance of a medium-sized permaculture orchard system using organic practices.
- Management of a 3,000 sqft greenhouse with tropicals and aquaponics system.

Green Ola Acres, Ola, GA – Farm Worker

2016 Season

I worked the 2016 season at Phil and Patricia's Bennet's farm in Ola, GA. I loved their operation and was impressed by what they were accomplishing just the two of them! They grew a diversified market farm of mixed vegetables with chickens even yacon, ginger, and turmeric. They grew on less than 5 acres using organic practices.

- Planting & transplanting)
- Irrigation set-up
- Thinning
- Trellising
- Cultivating and weeding
- Harvesting (All harvesting by hand)

Sol Nursery, Alpharetta GA – Nursery Tech

2015 Season

Sol is a commercial nursery that has been in business for 25+ years. They produce mainly annuals, herbs a few perennials, and ferns. Their 10-acre operation includes propagation, greenhouse, and outdoor nursery production Duties included:

- - Prepare soil; plant bulbs, seeds, and cuttings; graft and bud plants; and transplant seedlings and rooted cuttings
- - Load plants on racks for delivery
- - Position and regulate greenhouse and outdoor irrigation systems to water plants and fields
- - Dig, cut and transplant trees, shrubs, flowers and plants and prepare them for sale
- - Provide information to customers on gardening and the care of trees, shrubs, flowers, plants and lawns
- - operate tractors and other machinery and equipment to fertilize, cultivate, harvest and spray fields and plants
- - Maintain inventory and order materials as required

Beeberry farms, Cumming GA - Tenant Farmer

2015 Season

My partner Sam and I leased a camper on a 3-acre berry farm. The property owner had put in 400 ft of blackberries on trellis 4 50ft rows of blueberry bushes, two 100ft rows of strawberries.

We Maintained the farm and took all the produce to local farmers' markets.

- Supervision of farm interns and volunteers(patiently and respectfully)
- Coordination with the property owner, including monthly reports;
- Produce annual field plans, purchas seed and equipment.
- Maintain farm infrastructure and landscape with the help of interns and volunteers,
- Planning and implementation of weekly planting schedule;
- Insect and weed control, fertility monitoring and general field observation;
- Cultivation, Irrigation, and planting;
- Develop soil building and Plant nutrition Programs
- Installation, maintenance af fencing;
- Plan weekly harvest schedule, harvest, market and deliver, marketing and outreach