

# Garrett J. Corwin

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## SUMMARY

Entrepreneur with experience building and growing businesses in the agricultural sector, including an indoor microgreen farm and a farm management SaaS platform. Skilled at working with teams to identify and solve operational inefficiencies using lean thinking, streamlined workflows, and AI tools. Passionate about sustainability and creating solutions that drive business success while improving environmental impact. Experienced in managing operations, leading teams, and applying innovative technology to optimize processes and overcome challenges.

## WORK EXPERIENCE

### Founder & Farmer

Piedmont Microgreens

Nov. 2020 – Present

Durham, NC

- Bootstrapped from a small indoor farm to \$300,000 in annual recurring revenue (ARR) with zero outside investment
- Sold ~\$1M in microgreens across multiple customer segments, including wholesale, retail, restaurant, government, and home consumers
- Hired and trained a team of four employees with little to no farming background, empowering them to identify, grow, and troubleshoot microgreens while ensuring compliance with USDA food safety regulations
- Built a strong, cohesive team that works well together, applying lean thinking to solve problems, improve operational efficiency, and successfully run the farm with minimal input from the owner
- Successfully passed USDA Harmonized Good Agricultural Practices (HGAP) certification two years in a row with zero citations, ensuring adherence to the highest food safety and quality standards
- Led the creation of custom branding assets, including logo design, brand patterns, retail labels, and photography, strengthening the company's market identity and recognition among local customers
- Secured nearly \$50,000 in grant funding through various county, state, and federal sources, supporting business growth and operational improvements

### Co-Founder & COO

Apr. 2023 – Present

Microgreen Manager

- Co-founded and led the development of a SaaS platform for microgreen farmers, streamlining crop and order management for over 1,000 users
- Responsible for gathering and analyzing feedback from microgreen farmers at all scales, deciphering their needs and nuances, and collaborating with the development team to translate insights into desirable features
- Wrote 70+ niche blogs on microgreens and the microgreen business, created 200+ pieces of content for social media, and drove 50,000+ page views to the website, achieving #1 SEO rankings on multiple search engines for popular industry terms

### Client Service Intern

June 2020 – Sept. 2020

Freight Farms

Boston, MA

- Created and delivered a company-wide training on essential plant nutrients and deficiency diagnosis, improving cross-functional support for customers
- Conducted a hydroponic water optimization experiment in a Freight Farms container growing calendula, exploring methods to extend the lifespan of recirculating water
- Designed and implemented a nutrient monitoring system for N, P, K, S, and Ca; tested selective dosing strategies to reduce water waste, operational costs, and manual interventions

**Student Field Manager**

Duke Campus Farm

Apr. 2019 – Apr. 2021

Orange County, NC

- Led a team of 10 student workers to achieve farm goals and maintain productivity
- Managed 10,000 square feet of growing space, including soil amendments, irrigation installations, and crop planting
- Coordinated wholesale orders, deliveries, and invoicing for clients including Duke Dining and Root Causes
- Organized and led community workdays, fostering engagement and volunteer participation
- Oversaw weekly harvest, cleaning, packaging, and quality control for the farm's CSA and wholesale distribution

**Research Lab Technician**

University of Southern California, Fraser Lab

June 2018 – Apr. 2019

Catalina Island, CA

- Bred, cared for, and maintained a population of Hawaiian Bobtail Squid, overseeing water quality parameters for optimal health
- Designed and implemented housing systems, including plumbing and water treatment, for the squid species
- Managed living displays, including aquariums, vegetable gardens, and aquaponic systems
- Led the Black Soldier Fly Biowaste Processing project, diverting 10,600 pounds of food waste, reclaiming 350 gallons of water, and generating insect protein for sustainable practices

**EDUCATION****Masters of Environmental Management**, Duke University

2019-2021

Business &amp; Environment Focus

Durham, NC

**Bachelor of Science in Aquatic Biology**, University of California at Santa Barbara

2013-2017

Santa Barbara, CA

**CERTIFICATIONS****PSA Grower Training**, Produce Safety Alliance

Dec. 2023

**SCUBA Divemaster**, PADI

Nov. 2017

**Decompression Procedures & Sidemount Diver**, TDI

Feb. 2018