

William Preston Ingram

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EDUCATION

MS, Purdue University, Agricultural Economics – August, 2013
MBA, Indiana University Kelley School of Business – November, 2013
Bachelor of Science, Rangeland and Ecology Management; Minor, Business Administration,
Texas A&M University - 2006

QUALIFICATIONS

- Experience in analysis of large and small scale agriculture production
 - Master's level education through a dual Agriculture Economics and MBA degree
 - Ability to identify factors influencing a problem, develop quantitative models, and formulate a solution
 - Organize and prioritize resources for maximum productivity
 - Successful management of fiscal and human resources in a managerial role
 - Capacity to take ownership while continually improving and learning both independently or as part of a team
 - Ability to work with diverse groups of people for a common goal
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PROFESSIONAL EXPERIENCE

Hageman Group Sulphur Bluff, Texas

Director of Agriculture Operations

September 2012-Present

- Cattle
 - Managed multi-entity cattle operations with thousands of cattle
 - Instituted best practices for operations ensuring long term profitability
 - Formulated, executed, and monitored strategy and vision for operations
 - Directed staff of 7-10 full and part time employees
 - Communicated with corporate management and herdsman
 - Designed, analyzed, and managed budgets reducing costs by hundreds of thousands of dollars
 - Customized a 5 year financial forecast for operations incorporating historic data and future strategy
 - Developed financial models and sensitivity analysis to aid in profit driven decisions
 - Performed cost-volume profit analysis to determine goal herd size
 - Continually observed and measured market factors to make hedging and cash marketing decisions
 - Implemented beneficial government programs
- Farming
 - Enhanced decision making process with the development of financial models
 - Directed all FSA and Crop Insurance transactions
 - Marketed and negotiated cash grain sales
 - Created budgets for 5 crops with sales of \$7-10 million through collaborations with farm and corporate management
 - Designed and implemented system for managing harvest and inventory data for 1,000,000 bu per year of production
 - Conducted financial feasibility studies for new cropping ventures using discounted cash flow valuation
 - Developed data management processes using ArcGIS, SMS, Crop Trak and Climate

Hageman Group *continued*

- Hunting
 - Part of the leadership team responsible for launching and opening a world-class, luxury sporting club
 - Organized and implemented recruiting strategy for Hageman Reserve Employees
 - Interviewed and hired 30-40 Hageman Reserve Employees
 - Defined foundations for accounting system
 - Developed operational budgets allocating millions of dollars
 - Used financial forecasts to develop membership structure

Mercy Ships

Lindale, Texas

Agriculture Operations Manager

January 2008- September 2012

- Analyzed variable and fixed costs and their impact on operating margin
- Executed marketing strategy for increased revenue through grass fed beef and lamb
- Managed and recruited employees
- Coordinated sales and maintained customer relationships
- Spearhead donor relationships and resource development opportunities
- Facilitated implementation of animal husbandry decisions
- Structured stewardship decisions on pasture and timber land

Previous Experience

- Mustang Ridge Ranch *Property and Herd Manager* **October 2006-September 2012**
- Davis Ranch *Property and Herd Manager* **August 2009- September 2012**
- Sky Ranch *Head Wrangler* **May 2006- December 2007**
- Natural Resources Conservation Service *Student Educational Employment Program* **Summers 2004 & 2005**

PROFESSIONAL DEVELOPMENT

Texas Agricultural Lifetime Leadership (TALL) XVI, May 2018- Present
Purdue University E-learning Academy: Nutrient Management, January- April 2018
Purdue University E-learning Academy: Precision Agriculture, September-December 2017
Southern Soil Health Conference, December 2017
Purdue University E-learning Academy: Agronomy Essentials, June-August 2017
Grass Fed Exchange, April 2016
National Grazing Lands Coalition Conference, December 2015
TAMU Beef Cattle Short Course, August 2015

ORGANIZATIONS

Sulphur Bluff Scholarship Foundation, July 2015-Present
Shannon Oaks Church Finance Committee, October 2014-Present
Texas A&M Commerce: Adjunct Professor- Farm Management, January- May 2018
Sulphur Springs Soccer Association Coach, August 2017- October 2017
Leadership Sulphur Springs, August 2016-May 2017
East Texas Farm and Ranch Club, 2010-2013
Azelway Boys Ranch Mentorship Program, 2010- 2013
Boy Scouts of America-Eagle Scout, 1994-2001