

DR. JOANNE KNAPP

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OBJECTIVES

To provide expert technical leadership and business consultation in innovation, identifying key growth opportunities for new or next generation products and services including digital technologies, conducting applied research, and enhancing sales support to growth-oriented companies in food, feed, and pharmaceutical manufacturing. To be a spokesperson and advocate for the benefits of sustainable animal agriculture to the global food supply.

EXPERIENCE

2020-present Fox Hollow Consulting, LLC www.foxhollowllc.com

Innovator & President

- Expert in bringing customer-focused and science-based approaches to development of new products and services.
- Proven ability to take innovation projects from ideation through development to successful deployment.
- Strong appreciation and understanding of food production systems from farm to table, with an emphasis on ensuring nutritional quality and environmental sustainability.

2015-2020 Provimi/Cargill Brookville, OH

Dairy Innovation Leader 2019-2020

- Established novel approaches to innovation in dairy and forage products and services with a strong focus on customer needs. Implemented project prioritization criteria based on risk and return. Increased development projects 4-fold over prior levels with expected growth of \$5 million in annual margin revenue.
- Made significant technical and business outlook contributions to development of 2025 Growth Strategy.
- Instrumental in recruiting young scientists to join group. Effectively utilized industry network contacts to grow business.

Dairy Technology Leader 2017-2018

- Led 30-person Dairy Team through a major crisis, continuing critical business functions and leading technical support and service to regional feed manufacturing and independent nutritionist customers, supporting annual margin revenue of \$18 million.
- Contributed to leadership and management teams during business re-organization.
- Provided leadership and subject matter expertise in sustainability to Cargill's Dairy Integrity program.

Sr. Nutritionist 2015-2017

- Provided scientific and technical expertise on development projects, including an update of the company's leading dairy software offering.
- Interfaced with peers in other parts of Cargill's Strategic Marketing & Technology groups to identify, evaluate, develop and deploy business and technical opportunities.

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2007-2017 **Fox Hollow Consulting, LLC** www.foxhollowllc.com

President & Owner

- Served as the "Go-To" expert to aid clients' in-house personnel in expediting and completing technological and scientific projects on an as-needed basis, executing projects in a professional and efficient manner.
- Provided effective nutrition support to clients' sales teams through sales training seminars, customer calls, and development of supporting sales materials including website content.
- Co-ordinated research and development programs for clients, interacting with industry, government, and academic partners. Supervised research trials, set up data acquisition and data quality control, performed statistical analyses, and wrote technical and lay summaries.
- Served as an expert advisor to corporate management on development projects, including market analysis (competing products, potential tonnage, distribution channels, etc.).
- Received international recognition for work and publications in the sustainability of dairy and other livestock industries, including the Journal of Dairy Science's most cited paper.
- Operated a profitable business for 10 years.

2005-2007 **J.D. Heiskell & Co.** Tulare, CA

Director of Nutrition, SJV Operation

- Provided strong technical support and training to the San Joaquin Valley sales force.
- Developed new feed products and programs for the California dairy market.
- Implemented and oversaw the Quality Assurance Program for an operation that manufactured 1 million tons of dairy feed annually.
- Instrumental in formulating and facilitating partnership approach with independent nutrition consultants.

1997-2004 **University of Vermont** Burlington, VT

Assistant Professor

- Established and conducted novel research spanning from molecular biology to whole animal nutrition. Obtained more than \$500,000 in grant funding.
- Taught several courses in nutrition and dairy management to more than 450 students.
- Interacted with regional representatives to promote the dairy and feed industries.

1992-1997 **Ohio University** Athens, OH

Post-doctoral Research Fellow & Research Scientist

Conducted research in the endocrinology of somatotropin (growth hormone) using state-of-the-art molecular and cellular approaches and transgenic mouse models under the guidance of Dr. John Kopchick.

1991 **University of California, Davis** Davis, CA

Post-doctoral Research Associate

- Developed mathematical models to predict the impact of greenhouse gas emissions from ruminant livestock on the environment under the guidance of Dr. Lee Baldwin.

EDUCATION

1986	Cornell University	B. S. with Honors, Animal Science
1988	University of California, Davis	M.S., Nutrition
1990	University of California, Davis	Ph.D., Nutrition, Minor in Statistics

SKILLS & CERTIFICATIONS

Mentoring and Leadership

Encourage and support young technical and scientific people as they develop their careers, serve as a role model and sounding board, provide growth opportunities through team-based projects, give feedback in an open and positive manner, recommend people for advancement as appropriate, and recognize individual achievements in a timely fashion.

Research Design, Analysis, and Evaluation

Identification of objectives, evaluation of risk and potential financial returns, appropriate methodology and experimental design, experimental conduct, data summary and statistical analysis, and oral and written communication of findings.

Nutrition, Biochemistry, Endocrinology, Molecular and Cellular Biology

Wide training in nutrition and physiology across animal species, including humans, and strong ability to integrate functions from the sub-cellular to the whole-animal and herd/flock levels.

Statistics and Biomathematics

Computer simulation of biological systems using compartmental and dynamic, mechanistic models. Experimental design and statistical analysis including data acquisition and data quality control, and “big data” methodology.

Software Expertise

SAS statistical analysis, ACSL, Matlab, Systems Biology Toolbox2, ration formulation software (Format, Brill, Dalex, NRC, CNCPS), herd record analysis software (PCDart and DairyComp305), patent search engines, genomic and proteomics search engines, and web-based conference facilitation.

Certifications Professional Animal Scientist 2010, Cargill Leadership Academy 2016

PROFESSIONAL AFFILIATIONS

Adjunct Professor in Animal Sciences at the Ohio State University
American Dairy Science Association
American Registry of Professional Animal Scientists

PROFESSIONAL & COMMUNITY SERVICE

Ad hoc reviewer, Journal of Dairy Science & Applied Animal Science
Central Ohio Weaving & Fiber Arts Guild Treasurer 2017-2019
Program Chair, Comparative Physiology Symposium, Joint Annual Meeting 2015
ADSA Foundation Board Member 2013-2016
ARPAS Midwest Chapter President, 2012-2015
ARPAS Midwest Director, 2011-2015
ARPAS Midwest Chapter Founding Board Member 2010-present