

JENNIFER DOWNS

AGRICULTURE BUSINESS

CONTACT

- +559-289-0383
- downsfamilyfarms@gmail.com
- 7058 Heatherwood Drive,
Bakersfield, CA 93313

EDUCATION

2019

CAL POLY, SAN LUIS OBISPO

- Master of Agriculture Education

2019

FRESNO PACIFIC UNIVERSITY

- CTE Credential

2022

CALIFORNIA STATE UNIVERSITY,
FRESNO

- Bachelor of Science - Agricultural
Business

CERTIFICATIONS

- California Certified Florist 2024
- CASE ASA - Principles of
Agricultural Science - Animal

SKILLS

- Accounting Software
 - Ag Experience Tracker
 - Microsoft Platforms
 - Google Platforms
 - QuickBooks
 - Famous Software
- Agricultural Marketing
 - Canva
 - Facebook
 - Instagram
- Educational Software
 - Canvas
 - Synergy

PROFILE SUMMARY

Credentialed CTE Agriculture instructor with experience in animal science, floral design, agricultural economics/government, and agricultural chemistry. Delivers rigorous, hands-on, standards-aligned instruction that connects classroom learning to real-world industry, FFA leadership, and SAE programs.

Proven in program development, industry partnerships, and student engagement, with a strong focus on career readiness, leadership, and inclusive, high-impact learning environments.

INSTRUCTIONAL EXPERIENCE

**Kern High School District -
Frontier High School**

2019 - PRESENT

Agriculture Teacher

- Develop and deliver standards-aligned CTE instruction in Animal Science, Floral Design, Agricultural Economics & Government, and Agricultural Chemistry, including dual-enrollment with Bakersfield College.
- Serve as a Master Teacher, coaching and developing future educators through hands-on mentorship, modeling effective CTE instruction and program leadership.
- Supervise diversified livestock SAE programs (swine, beef, sheep, equine, small animal), integrating budgeting, recordkeeping, enterprise analysis, and risk management.
- Develop and manage a student-run floral enterprise producing 1,000+ centerpieces annually, teaching production, pricing, marketing, inventory, and entrepreneurship.
- Secure grant funding to establish on-campus floral shop and poultry facility, expanding sustainable, student-operated enterprises.
- Coach high-performing CDE and LDE teams, including a State Champion Cotton Judging Team and multiple sectional/regional CDE and LDE champions in Extemporaneous Speaking, Job Interview, Prepared Speaking, Creed, Opening & Closing Ceremonies, Ag Banking, Co-Ops, Novice Records, Floral Judging, Livestock Judging, Citrus Judging and Agronomy.
- Mentor student leaders, supporting 8 Sectional Officers, 5 Regional Officers, and 3 slated State Officer Candidates.
- Guide SAE proficiency success with 34 Sectional, 21 Regional, and 8 State Winners/National Finalists and 2 National Winners.
- Assist the Regional Supervisor at the section, region and state application scoring for FFA State Degrees, Proficiency Applications and Star Awards.
- Lead community engagement initiatives and collaborate with advisory committees and industry partners to expand work-based learning and program alignment.
- Coordinate Bakersfield Field Day Floral Judging Contest, managing logistics, judges, and materials.
- Co-manage Frontier FFA website and social media to enhance communication and community engagement.

INSTRUCTIONAL EXPERIENCE

Bakersfield College - Adjunct Professor

2024 - PRESENT

Beginning Floral Design

- Design and deliver standards-based floral design curriculum aligned with industry practices, integrating design principles, event styling, and construction techniques.
- Assess student learning through projects, hands-on applications, and exams while fostering an inclusive, collaborative environment that promotes creativity, problem-solving, and professional communication.
- Maintain current industry knowledge by incorporating emerging trends, tools, and materials into instruction; mentor students pursuing careers in the floral industry.

Bakersfield Christian High School

2016 - 2019

Agriculture Teacher

- Managed a single-teacher agriculture and FFA program (est. 2013), overseeing curriculum, leadership development, and comprehensive program operations.
- Taught a full agricultural pathway including Agricultural Physical Science, Agricultural Biology, Advanced Agricultural Science, Agricultural Economics, Government, Leadership, and Floral Design; developed UC A-G approved coursework aligned with CTE standards.
- Expanded program enrollment by 100% within three years and supported significant student achievement, including 11 State FFA Degrees, 1 American Degree, 2 State Proficiency Winners, and multiple Regional and Sectional Officers.
- Maintained the FFA charter and advised chapter officers; coached numerous Career Development Event teams across leadership, agribusiness, livestock, and agricultural mechanics disciplines.
- Supervised Agricultural Experience (SAE) projects, developed program communications infrastructure (FFA website), and served as Secretary to the BCHS Agricultural Advisory Board.

California State University, Fresno

2004 - 2005

Part Time Lecturer - Ornamental Horticulture

- Taught undergraduate coursework in Ornamental Horticulture, emphasizing application to Floral Design principles, plant identification, and industry practices.
- Served as Chair of the FFA Field Day Floriculture Contest at California State University, Fresno, leading event coordination, logistics, and academic standards.
- Coordinated the FFA Floriculture Contest (2005) and served as Co-Chair and Judge (2000-2001), supporting student evaluation, curriculum alignment, and competitive event development.

INDUSTRY EXPERIENCE

Downs Family Farms

2014 - Present

Co-Owner

- Directed diversified crop production of cut flowers, succulents, houseplants, and seasonal vegetables using sustainable, efficiency-driven growing practices.
- Developed and implemented marketing strategies across direct-to-consumer and wholesale channels, including farmers markets and floral outlets, strengthening brand visibility and revenue growth.
- Managed customer relations, social media promotion, and wholesale partnerships while ensuring compliance with agricultural regulations and best management practices.
- Oversaw feeding programs, production systems, and biosecurity protocols for a layer hen enterprise to ensure consistent egg production and flock health.
- Managed breeding, nutrition, and health programs for swine, beef cattle, and Boer goats to optimize livestock performance and productivity.
- Coordinated livestock leasing agreements and maintained comprehensive production and financial records, including enterprise budgeting and expense monitoring to ensure operational sustainability.

INDUSTRY EXPERIENCE

Santa Barbara Pistachio

2012 - 2014

Accountant & Production Manager

- Directed full-cycle accounting, financial reporting, budgeting, and payroll for five family-owned agricultural corporations, ensuring fiscal accountability and regulatory compliance.
- Led inventory management across production, marketing, and online sales channels, strengthening cost control and operational efficiency.
- Managed e-commerce operations, including online sales platforms, order processing, packaging, and shipping logistics to support customer fulfillment and revenue growth.
- Coordinated workforce scheduling and production planning, aligning cross-functional operations with demand forecasting to support long-term business sustainability.

The Elliot Group

2011 - 2012

Grower Accountant & Sales Associate

- Managed grower accounting for a vertically integrated agricultural corporation, maintaining financial records, processing advances and settlements, and ensuring accurate reporting and reconciliation.
- Prepared financial statements and operational reports; supported budgeting and forecasting for grower operations, domestic sales, and international export activities.
- Analyzed financial data to provide strategic insights to management and collaborated with growers and operational teams to resolve discrepancies and ensure account accuracy.
- Supported audit processes, reconciled corporate accounts, allocated accounts payable, resolved claims issues, and assisted with export documentation for international citrus shipments.
- Developed and implemented a live inventory management system using Famous Software and created digital field maps in Google Earth to enhance product tracking, acreage management, and operational decision-making.

Bella Donnas/Bloom

2002 - 2009

Co-Owner

- Co-founded and operated a 50/50 partnership LLC specializing in floral design, event production, and custom invitation services.
- Consulted with clients to define event vision, scope, and budget parameters; coordinated vendor timelines to ensure seamless execution.
- Led floral production and event installations for weddings, corporate functions, and special events.
- Managed procurement and inventory of fresh products and décor to maintain cost efficiency and minimize waste.
- Implemented marketing strategies, including social media and community outreach initiatives, to strengthen brand presence and client growth.

Jim Rider Flowers/Dos Osos Multifloro

2002

Shipping Manager

- Directed shipping office operations, overseeing departmental accounting, documentation, and compliance to ensure accurate financial and logistical reporting.
- Managed daily dispatch operations, coordinating high-volume shipping transactions across production, warehouse, and carrier networks.
- Supervised order processing, load planning, and dock scheduling; implemented workflow improvements that increased efficiency, reduced errors, and improved on-time delivery performance.

Fresno State Floral Lab

2000 - 2002

Assistant Manager

- Consulted with clients to develop and execute event plans aligned with budget, logistics, and design objectives while coordinating vendor and delivery schedules to ensure seamless execution.
- Managed financial operations, including invoicing, budgeting, and expense tracking to maintain fiscal accountability and cost control.
- Trained and supervised student employees, promoting skill development, professionalism, and operational efficiency.

PROFESSIONAL MEMBERSHIPS & LEADERSHIP

California Agricultural Teachers Association (CATA)

- Voting Member (2016–Present)
- South Valley Section President (2025-2026)
- South Valley Section Vice President (2024–2025)
- South Valley Section Secretary (2023–2024)
 - Developed and maintained the South Valley Website
- South Valley Section Treasurer (2022–2023)
- South Valley Sectional FFA Advisor (2024 - 2025)
 - Hosted the Chapter Officer Leadership Conference (COLC)
 - Guided the sectional officer team to develop workshops for chapter officers at COLC
 - Ordered and distributed plaques, awards, certificates, and other materials according to the final results of each award program for all South Valley Sectional CDE and LDE competitions.
- Agri-Skills Workshop Presenter for Sectional, Regional and State level meetings – Floral Design (2021–2026)

Honors & Recognition (CATA)

- South Valley Outstanding Ornamental Horticulture Teacher (2023, 2024)
- South Valley Outstanding 2–3 Person Department (2020, 2024, 2025)
- San Joaquin Region & South Valley Section Outstanding Single Person Department (2019)
- South Valley Golden Owl Award (2023)

Chico State Crops Club Presenter – Floral Design (2022 & 2023)

California State Floral Association

- California Top 10 Floral Designer (2024–2025)
- Califlora Convention & Workshop Attendee

California Delta Conference

- Graduate, Delta Class (2023–2024)

Kern County Women in Agriculture

- Active Member (2024–Present)

California Women in Agriculture

- Member (2000–2002, 2025)

Sigma Alpha – National Agricultural Sorority

- Alumni President (2003–2005)
- Charter President (2000–2002)

California State University, Fresno

- FFA Field Day Floriculture Contest Coordinator (2005)
- Co-Chair and Judge (2000–2001)