

BIOGRAPHY

Bobby Jo Kramer Operations Manager

Bobby Jo Kramer is the Alaska Manufacturing Extension Partnership, Inc. (AMEP) Operations Manager. AMEP is one of 59 centers created by the National Institute of Standards and Technology's Manufacturing Extension Partnership. The Manufacturing Extension Partnership helps to increase the competitiveness of manufacturers by bridging the productivity gap, identifying opportunities for growth, and encouraging technology deployment.

A private 501(c)3 corporation created in 2004, AMEP is committed to developing the state's economy through the provision of technical, business and economic training and assistance to Alaska's small manufacturers and to rural Alaskans producing, marketing, and distributing Native art and other home-based manufactured products. AMEP receives federal and state funding.

As operations manager, Kramer develops and supervises grant writing, internal strategic visioning, implementing and overseeing client and initiative project development and management; in addition she supervises the project coordination team. Kramer is AMEP's liaison to rural Alaska and the Alaska Department of Commerce, Community & Economic Development as well as oversees AMEP's Seafood and rural Alaska e-Commerce Initiatives.

Kramer has more than 25 years experience in business development and long-term enterprise planning, corporate finance and management strategy. She successfully created and ran her own business focusing on the installation and maintenance of wind generators on the Alaska Peninsula and retail sale of energy efficient products for government, business and homeowners. She developed business plans for private companies, utility company operations, and sustainability plans for local, regional and state-wide organizations.

An Aleut from Pilot Point, Kramer is experienced in public speaking, presenting, workshop facilitating, and an expert trainer in economic development strategies, board development and grant writing. She has the ability to develop successful programs, achieve goals within a specified timeline and on budget.

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Kramer has an above average rate of writing successful grants (60 percent); and established operation, infrastructure and program grants for the Alaska Native Heritage Center exceeding \$8 million dollars.

Kramer has an extensive hands-on knowledge of rural community development strategies, policy making and land use planning, having formerly served as Pilot Point Native Corp. President and Chief Executive Officer, an Alaska Native Claims Settlement Act (ANCSA) village corporation, and Native Village of Pilot Point President and Tribal Administrator, both of which she is a member. She has several decades experience as a commercial salmon harvester, having fished with her family beginning at age five, and eventually running her own successful Bristol Bay set-net operation.

Kramer actively participated in the development of Lake & Peninsula Borough Planning Commission's Coastal Management Plan, Infrastructure Projects and Capital Improvements lists, Pebble Beach Copper Mine development assessment, and the borough's Watershed Management planning process - successfully implementing land management programs with emphasis on local subsistence priorities. She established community strategies in pollution prevention and environmental justice issues at the local level and created a community resource library with information, regulations, and education for environmental and community planning.