

Michael G Ethridge

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Websites, Portfolios, Profiles

- [linkedin.com/in/michaelgethridge](https://www.linkedin.com/in/michaelgethridge)

Skills

- Lead prospecting
- Trend tracking
- Networking expertise
- Sales knowledge
- Networking abilities
- Technical aptitude
- Customer Relations
- Business relationships
- Contract Negotiations
- Business Development
- Closing deals
- Project Management



A driven and community-oriented leader with a background in policy and leadership.

Studied at Texas A&M University with a focus on Agricultural Leadership and Development, and gained hands-on experience working for U.S. Congressman Kevin Brady in Washington, D.C.

As Co-Founder of Second Nature Compost, I helped build a multi-million-dollar regenerative agriculture solution. Active in community service, I participate with Kendall Lodge in Boerne and volunteer as a founding director for Das Festival of Kendall and as a Subcommittee Chairman for the San Antonio Stock Show & Rodeo. Committed to fostering connections and supporting community engagement.

Work History

Co-Founder

Second Nature Compost, San Antonio, TX

May 2020 - Current

- Spearheaded operational initiatives to drive significant business growth and establish foundational processes.
- Conducted market research to analyze competition and identify advantageous trends.
- Recruited, interviewed, and trained new staff, developing comprehensive training materials.
- Created marketing materials and campaigns to enhance brand awareness and customer engagement.
- Secured multi-million-dollar contracts with local governments and negotiated rare MSW permits for composting operations in Texas.

Director of Operations

Comal Ag Operations, New Braunfels, TX

April 2019 - November 2022

- Defined and revised operational policies and guidelines to align with business objectives.
- Achieved team goals through training plans, coaching, and performance management.
- Oversaw daily production activities and monitored budget and resources.
- Collaborated with senior management to develop long-term corporate goals.
- Analyzed customer feedback to identify improvement areas for business success.
- Established quality assurance standards to ensure operational excellence.

Senior Insurance Service Representative

Texas Farm Bureau, College Station, TX

August 2017 - April 2019

- Sold and serviced insurance policies to protect individuals and

Affiliations

- Kendall Masonic Lodge
- Das Festival of Kendall
- San Antonio Stock Show & Rodeo
- Alzafar Shriners
- Kendall County Republican Party

Certifications

- Licensed Insurance Agent
- 2012 - 2016
- MSW B Supervisor,
TCEQ - 2021 - Current

Volunteering

I have a long history of volunteering, from selling novelties at the Shrine Circus in my youth to founding a DeMolay International Chapter. Currently, I contribute my time and talents to organizations such as the San Antonio Stock Show & Rodeo, Das Festival of Kendall, Kendall Masonic Lodge, Alzafar Shrine, and the Kendall County Republican Party. My community involvement also includes participating in the mentorship program at Boerne ISD, where I mentored a student at Fabra Elementary. I am deeply committed to giving back to the community that has provided so much to me. I believe we all have something to offer—whether it's time, treasure, or talent—and I treasure the opportunity to dedicate my time and talents to support my community.

businesses from financial loss due to various events, including automobile accidents, fire, theft, and storms.

- Supported Texas Farm Bureau's mission as the Voice of Agriculture by maintaining active memberships of over 4,600 families in Brazos County, Texas.

Field Representative

U.S. House of Representatives

May 2016 - August 2017

- Serve as the Congressman's "man on the ground" in the district
- Advance and staff the Member at various events throughout the 9-county District
- Act as a liaison between local elected officials and the Member
- Schedule, plan, and execute public and private events for the Member
- Meet with various community leaders to get feedback on federal issues and provide information to the Member.

Public Policy Intern

U.S. House of Representatives

January 2016 - May 2016

- Participated in Texas A&M University's Agricultural and Natural Resources Policy Internship Program, including:
 - Staffing the Washington, D.C. office and handling constituent correspondence.
 - Researching agricultural issues and preparing policy memos for the Congressman and Legislative Staff.
 - Attending hearings and providing general staff support.

Education

Texas A&M University at College Station, TX

Bachelor of Science in Agriculture Leadership and Development

Focus: Government and Ag Policy

Status: Ongoing Studies

- ALEC Scholarship Recipient

Blinn College

Associates of Arts in Agriculture January 2014

Boerne High School

High School Diploma June 2006