



**CITY OF NEW BEDFORD**

**JONATHAN F. MITCHELL, MAYOR**

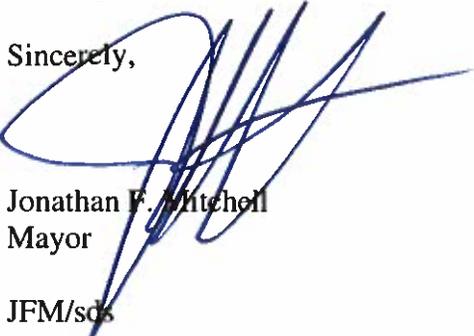
June 16, 2021

City Council President Joseph P. Lopes and  
Honorable Members of the City Council  
City of New Bedford  
133 William Street  
New Bedford, MA 02740

Dear Council President Lopes and Honorable Members of the City Council:

I am submitting for your approval the **APPOINTMENT** of **CATHERINE KRAMER** of 159 Ryan Street, New Bedford, Massachusetts to the **AIRPORT COMMISSION**. Ms. Kramer will be taking a seat on the Commission previously held by the late Kenneth Machado. This term will expire in December 2023.

Sincerely,

  
Jonathan F. Mitchell  
Mayor

JFM/sds

cc: Catherine Kramer  
Airport Commission



**CITY OF NEW BEDFORD  
BOARD & COMMISSION APPLICATION**

The Mayor is seeking citizens who wish to serve on City Boards and Commissions established to assist and advise the City on specific matters. Please complete this application in full (attach a resume and other information which may assist the Mayor and the City Council in making its selection) and file it with the Mayor's Office. The Mayor reserves the right to reject any application. Some appointments are subject to confirmation by the City Council.

Board/Commission applying for: (see reverse side) Airport Commission

Name: Catherine Kramer Ent.....

Home Telephone  Work Telephone:

Residence Address: 159 Ryan Street, New Bedford, MA Zip: 02740

Present Occupation & Place of Employment: Attorney Lang, Xifaras & Bullard

Educational Background: Juris Doctorate, Masters in Marine Affairs, B.A. in Economics

Memberships in Community Organizations or Professional Groups:  
Massachusetts Bar Association, Rhode Island Bar Association

City Boards and/or Commissions on which you have previously served:

The reasons why you wish to be considered for appointment by the Mayor:  
To use my legal and other skills to assist the City in reaching its social and economic goals. To serve the City in a civic capacity.

Please detail specific areas of expertise:  
Legal, governmental policy, critical thinking, problem-solving

Please detail specific areas of interest:  
Legal, the prosperity and growth of the City of New Bedford

Available for meetings in the daytime  evenings  both  (check one)

Resident of the City since what year: 2005

Appointees and incumbents may be required to file a Statement of Economic Interest, as required by the City Council Rules or the Mayor. The statement may require a declaration that you have no interest in conflict with the City of New Bedford. Please return your completed application to the Mayor's Office, 133 William St., Room 311, New Bedford, MA 02740.

Applications will be kept on file for two years.

**I DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING  
INFORMATION IS TRUE AND CORRECT.**

Signature of Applicant: Catherine Kramer Date: 6/15/21

# CATHERINE B. KRAMER

159 Ryan Street, New Bedford, MA 02740 •

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## SUMMARY

Attorney with general civil litigation, contract law, employment law, corporate law, real estate law, and maritime and fisheries law experience. Experience using electronic and print digests in researching local, state, and federal laws and their effects on public, private, and municipal rights. Extensive experience working both as a team leader and team member. Experience in various aspects of trial preparation including, drafting motions and discovery requests, conducting depositions and witness interviews, and gathering evidence. Experienced in court presentations at pre-trial hearings and civil trials. Skilled in establishing and maintaining strong client relationships that results in client satisfaction and loyalty. Experienced in explaining complex legal issues in a clear and informative manner. A self-starter who works through issues in a thorough, thoughtful manner while thinking globally about the practical impacts of solutions.

## EXPERIENCE

LANG, XIFARAS & BULLARD – New Bedford, MA

July 2014 – present

*General Civil Litigation law firm representing clients in the Greater New Bedford area.*

### ATTORNEY, ASSOCIATE

Counsels clients in general civil litigation and transactional matters. Prosecutes civil litigation actions including, but not limited to actions involving, employment law and discrimination, personal injury law, breach of contract, Chapter 93A for unfair and deceptive trade practices, trusts and estates. Provided attorney oversight for assessing legal work conducted by law student interns. Drafts various pleadings including Complaints, Answers, Motions to Dismiss, Motions for Summary Judgment, and other responsive pleadings. Prepares legal memorandums and briefs, develops strategy, arguments, and testimony in preparation of the case. Prepares legal appellate briefs at the state and federal level. Represents the client and firm in court. Drafts and negotiates transactional documents, such as contracts, lease agreements, corporate formation documents, IRS non-profit applications, and personnel manuals. Performs legal research into laws, regulations, decisions, and other precedents bearing on legal issues.

CENTER FOR SUSTAINABLE FISHERIES, INC – New Bedford, MA

July 2013 – July 2014

*501(c)(3) Non-Profit Organization working to promote sustainable fisheries management.*

### CHIEF OPERATING OFFICER

Managed the day to day operations of the organization, including finances and public communications. Drafted various policy documents on fisheries management topics such as federal regulations and laws. Represented the organization and presented policy documents to various stakeholders, governmental entities, regional fisheries councils throughout the United States, and congressional offices in Washington D.C. Drafted all corporate non-profit formation documents, including the organization's 501(c)(3) application.

IRON MOUNTAIN, INC. – Boston, MA

April 2013 – July 2013

*Records management company with \$3B in revenue, 20,000 employees, and 140,000 corporate clients throughout North America, Europe, Latin America, and Asia Pacific. (NYSE:IRM)*

### ATTORNEY, CONTRACT SPECIALIST (*Contract assignment*)

Discussed a corporate restructuring, how it relates to domestic and international law and its legal impact with customers to ensure contract compliance, leading to more than 100 customers consenting to the assignment and subcontracting of services. Negotiated and drafted contract amendments for assignment and subcontracting of services. Completed the primary research and worked with the Senior Vice President and General Deputy Counsel and a Canada Department of Justice Senior Attorney to rectify various contract and statutory issues to ensure over 60 Canadian agencies were in compliance with contract terms and federal regulations, resulting in the avoidance of possible contract and statutory violations.

**THE PEPSI BEVERAGES COMPANY** – Canton, MA

2002 – 2008

*Beverage bottling and distribution subsidiary of PepsiCo. with \$34B in revenue and over 70,000 employees throughout the United States, Canada, and Mexico. (NYSE:PEP)*

**FOOD SERVICE SALES MANAGER (2006 – 2008)**

Supervised, coached, and trained nine sales representatives throughout Massachusetts and Rhode Island to achieve a revenue goal of over \$5M, resulting in a ranking of second out of thirty in the company. Drafted and negotiated local and regional contracts. Lead business presentations both internally to senior management and externally to customers. Acted as a liaison between the local food service team and national headquarters. Received the Chairman's Award, the second most prestigious sales award in Pepsi.

**TERRITORY SALES MANAGER (2004 – 2006)**

Managed, coached, and trained eight sales representatives to achieve sales objectives leading to a ranking of first out of forty in the Northeast and second out of 250 in the company. Facilitated sales training and weekly sales meetings. Awarded PepsiCo's President Ring of Honor, the most prestigious award in Pepsi.

**PRE-SELL SALES REPRESENTATIVE (2002 – 2004)**

Executed and negotiated the sale of over 200 products to secure floor space in over 140 retail customers leading to a ranking in the top 1/3 in the Northeast for volume and revenue.

**EDUCATION AND LICENSES**

**BAR ADMITTANCE:** Massachusetts, Rhode Island, the U.S. District Court of Massachusetts, the U.S. District Court of Rhode Island, the First Circuit Court of Appeals, and the Supreme Court of the United States

**Juris Doctor, ROGER WILLIAMS UNIVERSITY SCHOOL OF LAW** 2012

**Master of Marine Affairs, UNIVERSITY OF RHODE ISLAND** 2012

**Bachelor of Arts, Economics, UNIVERSITY OF MASSACHUSETTS, AMHERST** 2002

**COMMUNITY SERVICE**

**NEW BEDFORD TEAMBUILDERS, INC.** – New Bedford, MA 2004 – 2015  
Draft grant applications and participate in fundraising and volunteer events to benefit the youth of New Bedford.

**CENTER FOR SUSTAINABLE FISHERIES, INC.** – New Bedford, MA 2015 – present  
Serves as Secretary of the Board of Director and as a Director of the Board.

**PUBLICATIONS**

Davis, Jennifer L., Catherine B. Kramer and Scott W. Lang, "Workers' Compensation Issues and the Interplay of Other Leave and Accommodations Laws," Employee Leave and Accommodations Law in Massachusetts, 25-26, 156-178, Massachusetts Continuing Legal Education, 2018.

"Coastal Preservation and Transferred Development Rights," paper and policy recommendations published by the National Oceanic and Atmospheric Administration on the National Sea Grant website, December 2010.