

PETER STEARNS

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Qualifications: Intelligent hardworking employee with eight plus years experience in Research and Development, Recipe & Product Development, Production management, Scale-up, and Quality Assurance. Over 15 years experience in the restaurant and natural foods industry. Manufacturing and corporate management experience. Industrious, analytical, and flexible. Equally comfortable working as an independent contributor, or as a manager of a results-focused team. Able to complete multiple tasks accurately and on time.

EXPERIENCE

Homegrown Natural Foods, Napa, CA. – Recipe Development Manager 2002- 2006
Makers of Annie’s Homegrown, Fantastic Foods, Annie’s Naturals, Consorzio, Simply Organic, Tamarind Tree, Napa Valley Kitchens, and other Private Label brands.

- New Product Development, Reformulation, and Management of All Annie’s Homegrown, Annie’s Naturals, Fantastic Foods, Consorzio, Tamarind Tree, Simply Organic, and Private Label Lines. Snack Foods, Fortified Beverages, Children’s foods, Dressings, Flavored Oils, Cereals, Marinades, Soups, Retort- Shelf Stable Meals, Dehydrated Soups, Side Dishes, All Natural, Organic, Fat Free, Vegetarian, and Vegan foods, baked goods, frozen meals, Entrée kits, Functional Foods, nutrition bars, high-protein bars, and desserts.
- Full concept, recipe, and new product development from start to finish: create bench top samples and present to taste panel (Marketing, V.P of Operations, C.E.O, and Sales) multiple times until product is market ready. Create formula to meet guidelines for taste, and nutritional target. Source ingredients, develop nutritional information, and price cost analysis. Send out for lab analysis and evaluate results. Creator of all FDA packaging information i.e.-ingredient legend, Serving & Reference amounts, Nutrition Facts, Dietary health claims, and food allergens. Work with co-packer’s QA/QC department to develop Weight Control charts, and scale-up test. Keep Manufacturing Specifications for all products current. Daily monitoring of finished goods and C.O.A’s for all current and new products.
- Manage COGS for current and new products with multiple co-manufacturers across the U.S. and Abroad.
- Manage R&D and production staff. Work with Plant Managers, Quality department, Mixing room supervisor, and Line leads to monitor entire product line current and new. Daily evaluation of supplier inconsistencies, incoming raw ingredient issues, allergens, ingredient substitution requests, and finished goods.
- Keep all certifications current with appropriate certifying agencies for: Organic certifications for 100%, 95%, and 70% organic sku’s (in accordance with the NOP), Kosher certifications, B.O.M. and ingredient reconciliation, Keep QMS & HACCP plans current for all manufacturing lines. Review of CFR (Code of Federal Regulations), NIST (National Institute of Standards & Technology) for QA/QC department.
- Manage Consumer Relations department. Answer daily technical questions for Annie’s Homegrown, Annie’s Naturals, Fantastic Foods, and Consorzio consumers.
- On-call travel to co-manufacturers to conduct scale-up tests and facilitate development of new products.

- Trade show coordinator and technical representative at Expo West, Expo East, Fancy Food shows, Vegetarian Food Fairs, Vegan Food fairs. Organize food prep and presentation, manage demo employees, answer consumer technical questions, and help to promote products to attendees.
- Manage new product photo shoots, Manage food style photography shoots, and recipe development, Website reconstruction, perform Executive Chef Demonstrations
- Assisted with Fantastic World Foods Multi-Million Dollar restage project from start to finish. Stage I & II packaging brainstorm, packaging re-design, new product concepts, engineering design, graphic & mechanical layout. All new photography and recipe development.

Santa Barbara Cottage Hospital, Santa Barbara, CA – Nutritional Department 2002

- Specialty Meal Prep, Line Cook, Sauce, Soup, Lunch Prep
- Dinner Theatre Events, Board & Fundraiser Catering Functions

Envie, Boulder, CO. - Executive Chef 2002

- Management of Kitchen Staff for Elegant 150-seat restaurant located downtown Boulder
- Developed New Breakfast & Dinner menu from top to bottom with daily specials
- All Organic Produce, and healthy vegetarian menu options
- On-site and off-site catering events (corporate parties, dinner theatre, and weddings)

New Life Bakery Inc., Carson City, NV – R&D Supervisor 2001-2000

- Formulated, reverse engineered & extended product lines for the following: Protein bars, high protein-low carb bars, 100% whey products, soy protein products, cereals, cold extruded products, slabbed products, enrobed products, coatings, cookies, NON-GMO foods, children's snack foods, liqueur cakes, high-fiber low-fat foods, flax products, pet treats, organic foods, European snack foods and bars
- Worked directly with Plant Manager on weekly assignments in development lab, scale-up, in 150,000sq/ft manufacturing facility
- Managed six existing product lines of high protein products, filled cereal bars, baked goods, dipped fruit bars, and category leading energy bar

Balance Bar Company, Carpinteria, CA – Quality Assurance Tech 1999

- Worked directly with category managers for the following lines: High protein bar, fruit juice sweetened energy bars, layered protein bars, meal-replacement bars, baked bars, powdered drink mix, RTD
- Created manufacturer profiles for all current co-packers, built shelf-life room, and internal audit system from ground up
- Worked with R&D managers and Quality personnel at manufacturing plants

- Ran daily taste panel, COA evaluation system, performed warehouse audits for dry & cold storage facilities, and helped implement QMS (Quality Monitoring Scheme) w/ co-packers

Palazzo Restaurant, Santa Barbara, CA – **Kitchen & Catering Manager** 1999

McPhee's Grill, Templeton, CA – **Line Cook, & Caterer** 1997-1998

- Salad, Pastry, Appetizer, and Oak Grill prep and line cook duties for upscale 350-seat restaurant in the wine country
- Catering for events in Cambria, and Templeton and local dinner/wine theatres

Spice Hunter Inc., San Luis Obispo, CA – **Product Development Internship** 1998

- Worked under head of R&D on all product lines: Instant foods, hot and cold cereals, spice blends, soup & sauces, children's pasta products
- Sourced ingredients and ran cost analysis reports
- Worked directly with Marketing department

EDUCATION California Polytechnic State University, San Luis Obispo 1995-1999
Bachelor of Science, **Food Science and Nutrition, GPA 3.6**

ADDITIONAL SKILLS Microsoft Word, Excel, Power Point, XP, Adobe Illustrator, Adobe Photoshop, Standards and Processing Control Certificate, MICROS, Food Processors Institute: Principles of Thermal Process Control Certificate

LANGUAGE Spanish

VOLUNTEER/ACTIVITIES IFT Member, Traditional Support Caravan, Counsel of Christmas Cheer, Special Olympic Referee, Youth Sports Coach, New Mexico Fish & Wildlife Study, Surfing instructor, Piano, Triathlons, Nutritional Counseling.

REFERENCES Jack and Emily Sears - Café Del Sol, Montecito, CA 805.969.0448
Pete Clements – Professional Chef, Santa Barbara, CA 805.637.8706
Dina Khashoggi – San Francisco, CA 805.637.8695
John Foraker – CEO, Homegrown Naturals, Napa, CA 707.254.3700
Maria & Tony Arroyo – Los Arroyos Restaurants, Santa Barbara, CA 805.886.1625
Carlo Mondavi – Entrepreneur, Wine Maker, Los Angeles, CA 310.205.9907