

ALEX W. LOWE**PROFESSIONAL EXPERIENCE AND ACHIEVEMENTS****ARTÍS COFFEE** | Trend-Setting Retail, Wholesale and eCommerce Coffee Company | San Francisco Bay Area, CA 2013-2016
Co-founder

Conceptualized and launched Artís Coffee concurrently with MBA, expanding from business plan to three retail locations, wholesale distribution, ecommerce and 38 employees in less than three years. First location in U.S. to offer "live", on demand coffee roasting by the pound, in a premium and highly differentiated retail coffee experience. Transitioned from U.S. Naval Officer to civilian entrepreneur, becoming business development expert while applying fundamentals of leadership and management.

- Generated 3X the revenue of the average SF Bay Area coffee shop in the company's first year of operations, with 25% same-store sales growth in the second year.
- Designed, planned and constructed two additional retail locations in San Francisco in the company's second year. Launched ecommerce and wholesale revenue streams and opened a distribution center/corporate office.
- Conceptualized and created the Artís brand from scratch, developing brand standards, look and feel, training program and marketing plan to achieve consistent and differentiated experience across all customer touch points.
- Recruited, hired and trained and lead baristas, managers and executive team members to a peak total payroll of 38 full and part-time employees.

UNITED STATES NAVAL OFFICER

2004-2012

UNITED STATES CONSULATE, Rio de Janeiro, Brazil
Personnel Exchange Officer

2009-2012

- Promoted bi-lateral engagement with the Brazilian Navy, fully immersed in Brazilian language and culture, by serving as Assistant Weapons Department Officer aboard Brazilian Warship BNS Fragata Constituição.
- Served as the sole U.S. Diplomatic Representative aboard Brazilian warship during six major at-sea operations and theater security cooperation events while deployed to Brazil, Uruguay and Argentina.

NAVAL BEACH GROUP ONE, Coronado, CA

2007-2009

Beach Landing Detachment Officer-in-Charge

- Planned and executed ship-to-shore operations and coordinated training for amphibious warfare detachment. Lead and managed 112 personnel and \$200m in equipment, including three \$40m hover-craft, three conventional landing craft and six amphibious tactical vehicles.
- Balancing leadership, maintenance, and the demands of multiple entities, conducted 10 beach landing operations for 2200 Marines and their equipment, including landings in Jordan and Kuwait during a six-month deployment to the Middle East.
- Awarded Navy Meritorious Service Medal for exceptional leadership and operational readiness of detachment.

USS John S. McCain, Yokosuka, Japan

2004-2007

Gunnery Officer

- Led and managed a team of 14 sailors in the maintenance and repair of \$50m in shipboard gun weapon systems.
- Demonstrated combat-ready leadership as Officer of the Deck. Stood 2000+ hours of watch during over two years of deployment to the Western Pacific region. Responsible for the management of a six-person team in the safe navigation of a \$1b warship and her 300+ crewmembers.
- Led an eight-person Vessel Boarding Search team through an eight-week advanced combat training course, resulting in successful qualification and deployment in support of anti-terrorism operations.

EDUCATION**A.A. Culinary Management 16' – Present**, The Art Institute of California San Francisco, San Francisco, CA**M.B.A. 14'**, Babson College Graduate School Of Business, Wellesley, MA**B.A. 04' Environmental Studies**, The University Of Colorado, Boulder, CO**PERSONAL**

Professionally fluent in Portuguese. Folk singer/songwriter. Classically trained Pianist. Avid rock climber, kite-surfer, skier and trail-runner.

Grill Cooks Test

Score **37/40**

Multiple Choice Test (1 point each)

b 1) How much time should you take to wash your hands with soap? **-3**

- a) 1 minute
- b) 20 seconds
- c) Time does not matter, water temperature does
- d) 5 minutes

C 2) The recommended temperature for your refrigerator is...

- a) 45°F
- b) 50°F
- c) 40°F
- d) 20°F

d 3) Food handlers must always wash their hands

- a) Before starting work
- b) Switching between handling raw and ready-to-eat food
- c) After going to the restrooms
- d) All of the above

B d 4) The most important reason for having food handlers wear hair restraints is to

- a) Prevent food from getting into food handlers' hair
- b) Prevent food handlers from contaminating their hands by touching their hair
- c) Keep the food handlers' hair in place
- d) None of the above

C 5) Which of these conditions requires immediate corrective action?

- a) Packaged food items are stored at least 6 inches above the floor
- b) Ice is being used to cool beef stew in a shallow pan
- c) Raw meats are stored on a shelf above ready-to-eat egg salad in the walk-in cooler
- d) Raw fish is stored above raw chicken in the walk-in freezer

C 6) Bacteria grow best in the temperature "danger zone" which includes temperatures between?

- a) 0°F and 100°F
- b) 32°F and 220°F
- c) 41°F and 135°F
- d) 39°F and 178°F

d 7) After cutting raw chicken, what should be done before the cutting board is used for slicing onions for salad?

- a) Clean the cutting board with a wet wiping cloth
- b) Turn the board over and use the other side
- c) Rinse the board with running water
- d) Wash, rinse, and sanitize the board prior to slicing the onions

d 8) Which of the following is NOT an approved method to thaw potentially hazardous foods?

- a) In a microwave oven
- b) During the cooking process
- c) Under cool running water
- d) On a clean counter, at room temperature

A C 9) Wiping cloths stored submerged in a bucket of sanitizing solution are for:

- a) Wiping spills only
- b) Washing hands if the hand sinks are too far away
- c) Sanitizing the blade of utensils such as knives
- d) Maintaining moisture on the wiping cloth

Grill Cooks Test

b 19) Which of the following best describes the process of Caramelization?

- a) To cook quickly in a pan on top of the stove until food is browned
- b) Process through which natural sugars in food become browned and flavorful while cooking
- c) Cooking method by which food is browned in fat, then cooked, tightly covered, in liquid at low heat
- d) To plunge food into boiling water briefly, then into cold water to stop the cooking process

C 20) What temperature should chicken be cooked to?

- a) 145°F
- b) 155°F
- c) 165°F
- d) 175°F

B C 21) What temperature should ALL ground meat be cooked to?

- a) 145°F
- b) 155°F
- c) 165°F
- d) 175°F

a 22) What temperature should fish be cooked to?

- a) 145°F
- b) 155°F
- c) 165°F
- d) 175°F

23) What is a roux and what is it used for? (2 points)

Equal parts flour + butter, used to thicken sauces and soups. Cooked flour.

24) What is the process of making clarified butter, and why is clarified butter used? (3 points)

Gently over low heat ~~but~~ simmer away water and allow milk solids to sink, then retain pure milk fat oil. Does not change color when cooked + has higher smoke point.

25) What are the 5 mother sauces? (5 points)

1. bechamel
2. espagnole
3. tomato
4. veloute
5. hollandaise

26) What does it mean to season a grill and why is this process important? (3 points)

Rub with potato, helps avoid food sticking to it.

27) What are the ingredients in Hollandaise sauce? (5 points)

Egg yolk, clarified butter, salt, cider vinegar, pepper, lemon juice, pepper ~~white~~

Prep Cooks Test

Score 19 / 20

Multiple Choice (1 point each)

d

1) A gallon is equal to ____ ounces

- a. 56
- b. 145
- c. 32
- d. 128

C

2) Mesclun are what type of vegetable?

- a. Roots
- b. Beans
- c. Salad Greens
- d. Spices

g5

3) What does the term braise mean?

- a. Sear quickly on both sides
- b. Slowly cook in covered pan with little liquid
- c. Cook on high heat and quickly
- d. Slowly cook in simmering water

b

4) At what internal temperature must chicken be cooked so that it is safe to eat?

- a. 155 degrees F
- b. 165 degrees F
- c. 175 degrees F
- d. 185 degrees F

a

5) How do you blanche vegetables?

- a. Immerse for a short time in boiling water
- b. Cook lightly in butter over med heat
- c. Soak in cold water overnight
- d. Rub with salt before cooking

c

6) Which of the following ingredients would you pack before measuring?

- a. Olive Oil
- b. Salt
- c. Brown Sugar
- d. White Sugar

a

7) What is Al Dente?

- a. Firm but not hard
- b. Soft to the touch
- c. Very hard
- d. Very soft

C d

8) Food should be left out no more than

- a. 2 hours
- b. 3 hours
- c. 4 hours
- d. 5 hours

- depends if hot or cold

Prep Cooks Test

a

17) What is a Julien cut?

- a. Food cut into long thin strips, matchstick
- b. Food cut into long thin strips then turned and cut into a 1/8' dice
- c. Food diced into finely chopped and uniform pieces
- d. Cutting and peeling into oblong seven sided football like shapes

a

18) To cook a food in a pan without browning over low heat until the item softens and releases moisture.

- a. Sweat
- b. Boil
- c. Roast
- d. Grill

Fill-in the Blank (1 point each)

19) Salt & pepper are the basic seasoning ingredients for all savory recipes.

20) Mince: to cut into very small pieces when uniformity of size and shape is not important.