Mark Fabrizio

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**Summary** I am a proven manager in a highly complex, technology driven, rapidly changing industry with particular focus on safety, quality and productivity improvement. I have demonstrated the ability to react quickly developing and delivering new products to market rapidly. Self-motivated, results oriented manager with excellent interpersonal skills looking for a challenging leadership position in the Beer industry.

**Leadership**

* + Ventura Coastal led the simultaneous restart of an idle plant and implementation of a new fruit delivery system, delivering the most successful performance year for the company. Improved performance included safety, quality, throughput, and financial performance. Also included was the successful restart of a 6 million gallon aseptic juice storage system.
  + Samuel Adams Brewing Manager led new product development and execution including beer, cider and FMBs, introducing 45+ new products to the portfolio in 3 years.
  + AB Assistant Brewmaster (Chips/Finishing) led an operating area with 95 employees producing a brewery record 15.8 million barrels of final product.
  + AB Assistant Brewmaster (Chips/Finishing) led integration of the lagering (chips) group into the Cold block (finishing) group effectively reducing the management staff required to operate the brewing department.
  + AB Assistant Brewmaster (Newark Brewery) led cross-functional teams in the start-up of numerous capital projects focused on productivity improvement, cost savings, or quality improvement.

**Productivity Improvement**

* + Led process improvement efforts focused on improving efficiency, reducing process downtime and eliminating product loss.
  + Assistant Brewmaster (Process Support) led the reform of maintenance processes reducing spending on Labor (19%), Contract Maintenance (38%) and Parts (28%) over 2 years through critical assessment of PM/PdM frequencies, elimination of low value work, assessment of run to failure costs and implementation of valve monitoring system.
  + Assistant Brewmaster (Chips/Finishing) led the cross functional process improvement effort reducing process loss and packaging downtime by 30% through improved communication, enhanced planning and modified procedures.
  + Assistant Brewmaster (Brewing Lead Engineer) led the development, approval, and execution of numerous capital projects including the Fermenting Modernization project providing a 12% ROI on a $28 MM capital investment.

**Financial Management**

* + Samuel Adams Brewing Manager constructed the department budget and then led the brewing department to meet challenging annual production commitments, with particular focus on capacity increases, process loss, materials usage, and labor costs.
  + Assistant Brewmaster (Process Support) led the Brewing Maintenance group insuring system and equipment reliability and meeting challenging budget commitments each year.
  + Assistant Brewmaster (Brewing Lead Engineer) led the implementation of control system recovery technology to insure a functional disaster recovery procedure was in place.

**Innovation - New Product Development**

* + As the Samuel Adams Brewing Manager led the implementation of a new Angry Orchard Cider process at the PA brewery, producing more than 1.2M cases in the first year and growing the volume produced by 400+% the second year.
  + As the Assistant Brewmaster (chips/finishing) led the rapid development and implementation of several new products in the St. Louis brewery including the process development, procedures, training and operating rules. One key success was the development of Chelada ramping up from initial annual volume of 25K bbl to over 600K bbl per year in 2 years.

**Employment Experience**

**North American Breweries**  10/15-Current

Director of Project Management and Continuous Improvement, Rochester NY

Director of PM and CI is responsible for the company capital plan and the primary lead for the Rochester Brewery modernization. In addition, the director is responsible for developing a culture of continuous improvement and leads a small group of specialist to support CI across the company.

**Ventura Coastal LLC** 7/14-10/15

Plant Manager, Tipton CA

Plant manager is responsible for all plant operations Safety, quality, leadership development, budgeting, labor including hiring and discipline, operational planning, efficiency, and costs. I lead a team of 11 salaried and 125 hourly employees to take incoming citrus fruit and efficiently convert it into juice, citrus oils, and other fruit by-products.

**Samuel Adams** 1/11-7/14

Brewing Manager, Breinigsville PA

Brewing manager is responsible for all aspects of brewing operations safety, quality, leadership development, budgeting, labor including hiring and development, capacity planning, throughput efficiencies, operating cost and new product implementation. Lead a team of 11 salaried employees and 58 brewers. Over 3 years, we increased brewery capacity to support business needs by 43% through capital investment and efficiency improvements. We have developed and produced 45 new products in the beer, cider and FMB categories.

**Anheuser-Busch Inc./Anheuser-Busch InBev**  6/95-1/11

Assistant Brewmaster - Chips/Finishing and Process Support, St. Louis MO 11/05-1/11

Assistant Brewmaster Chips/Finishing, responsible for all brewery operations in the Lagering (Chips) process and Cold block (Finishing) process, managing all product from the end of primary fermentation, through secondary fermentations, filtration, and final product release to packaging. Responsibilities also included the production of numerous special products in the Finishing operation (Spykes, Peels, Tilt, Chelada, Chocolate/Cherry/Vanilla Celebrate).

Assistant Brewmaster Process Support, responsible for all preventive and corrective maintenance activities in the Brewing, Pilot brewery and Utilities departments.

Responsibilities included Safety, quality, leadership development, budgeting, labor including hiring and discipline, and maintenance cost (parts, contract maintenance, and maintenance labor).

Assistant Brewmaster – Fermenting/Transition Team, Newark NJ 3/01-11/05

Assistant Brewmaster (Fermenting/Transition Team) had dual responsibilities leading all fermenting operations and the brewery transition team supporting the brewing modernization project. The transition team was charged with developing a group of brewers, maintenance techs and supervisors to create the modernization project commissioning and startup plan. The transition team was also tasked with advanced training and development of the future fermenting team focused on fundamental brewing science and new technology (control system, instrumentation and equipment). Through the integration of these roles led a seamless startup of the fermenting modernization project and developed a model to be applied to the Brewhouse modernization project.

Assistant Brewmaster – Brewing Lead Engineer, Newark NJ

Brewing Lead Engineer led a local engineering and facilities team with a $4-7 MM annual budget and responsibility of maintaining all brewing facilities and delivering critical small capital projects. Addition responsibilities included the primary brewing lead for the corporate engineering team, providing critical brewing understanding to all corporate project design and execution.

Brewing Area Manager – Brewhouse, Newark NJ

Brewhouse Area Manager managed all Brewhouse operations with focus on safety, product quality, production requirements, personnel schedules, and development of new personnel.

Area Manager - Brewhouse - St. Louis, MO 5/00-3/01

Staff Associate – Brewing Director Office - St. Louis, MO

Process Engineer – Brewing Process Technology Group - St. Louis, MO

Brewing Group Manager - Fairfield, CA 3/98-5/00

Brewing Group Manager - Fort Collins, CO 6/95-3/98

**E.I. DuPont de Nemours & Co. Inc.**

Start-up Engineer/Production Supervisor, Tyvek, Richmond VA 6/92-6/95

Startup engineer, I was the technical lead for the new Tyvek plant start-up focused on solution recovery, utilities, and environmental controls. My responsibilities included development of technical and operating procedures, start up test plan development and execution, and operator training.

Fibers Division-Nomex/Kevlar, Richmond VA

New Products/Process Engineer

Led pigmented Nomex product development. Polymerization and spinning technical support.

Project/Process Engineer, Diversified Businesses -Imaging, Rochester NY 6/90-6/92

Led plant improvement team and technical support for business operations.

**Education** Bachelor of Science, Chemical Engineering - GPA: 3.5/4.0

Clarkson University, Potsdam NY

Leadership Development Program - Center for Creative Leadership

Positive Power and Influence – Situation Management Systems, Inc

Managing Motivation for Performance Improvement - HayGroup

# Personal Interests

Camping/backpacking Skiing/snowboarding Coaching Sports

Golf/volleyball/softball Construction/remodeling