



A Restaurant's Experience Buying Local

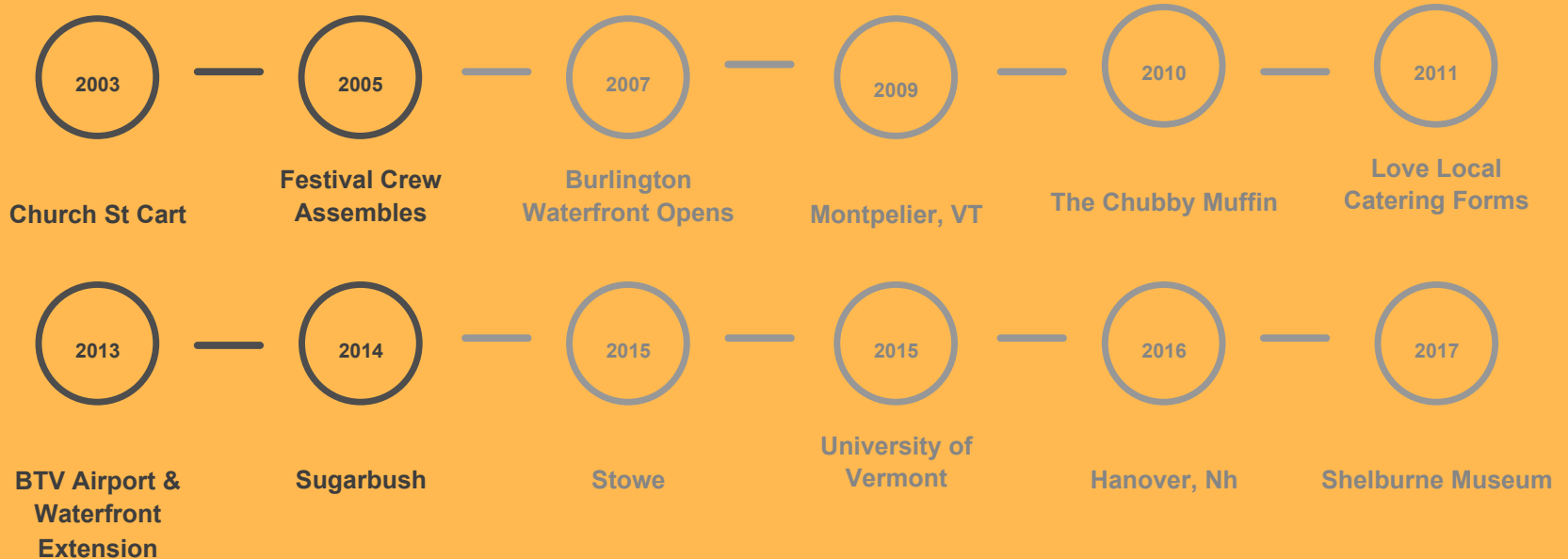
Brittany Sperber

Community Engagement Manager

The Skinny Pancake

...is on a mission to change the world by building a safer, healthier and more delicious food shed while creating everyday enjoyment that is fun and affordable.

Please join us.



Why buy local?

To protect the local food SCENE

Security

Community

Economy

Nutrition

Environment



Challenges of Buying Local

- **Seasonality**
 - Vermont climate
 - Short growing season
- **Taste**
 - Flush varieties in summer, storage crops all winter
- **Familiarity**
 - Shape, size, color, varieties
- **Price**
 - Family owned/financed
 - Certification costs
- **Scale**
 - Small farms, small volumes
 - Distribution



The Skinny Pancake - Burlington Waterfront

- Opened 2007 - 60k square foot LEED certified building, 150+ seats
- Major broadline: Sysco
- Mid-size Broadline Distributor: Black River Produce - meat, cheese, dairy
- Local Purchasing mainly for product in the summer: mixed greens, tomatoes, carrots, beets, peppers
- 3 major farms, diverse offerings, within 30 miles



The Chubby Muffin - ONE Burlington

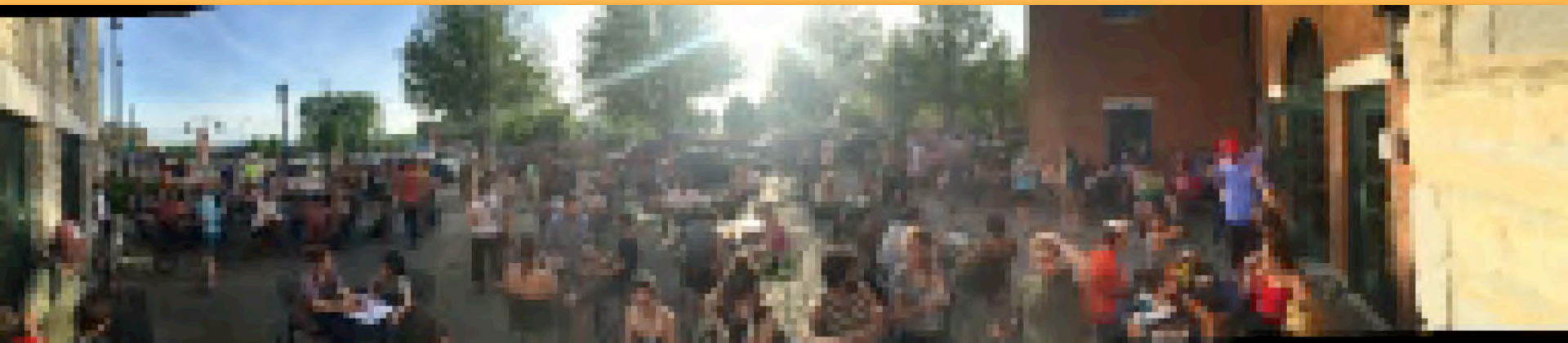
- Opened 2010 - Bakery, commissary/food hub, prep kitchen
 - Batter, cheese, meats, baked items, processed produce, sauces, soups
- Cafe less than 20 seats
- Daily food deliveries to outlets in Burlington, 2x per week elsewhere
- Broadline: Sysco
- Mid-Size Broadline: Black River Produce
- Direct: produce from 3 major farms, milk, cheeses
- forager relationships: wild leeks, fiddleheads, mushrooms



The Skinny Pancake - Downtown Montpelier

- Opened 2009
- “Mini-Skinny” - about 50+ seats
 - Smaller menu, less options
- Sysco // BRP // Chubby
- Buys from 1 major diverse farm
 - Purchase at farmers market





Questions?