A Restaurant’s Experience Buying Local

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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.

- Church St Cart (2003)
- Festival Crew Assembles (2005)
- Burlington Waterfront Opens (2007)
- Montpelier, VT (2009)
- The Chubby Muffin (2010)
- Love Local Catering Forms (2011)
- BTV Airport & Waterfront Extension (2013)
- Sugarbush (2014)
- Stowe (2015)
- University of Vermont (2015)
- Hanover, Nh (2016)
- Shelburne Museum (2017)
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?