

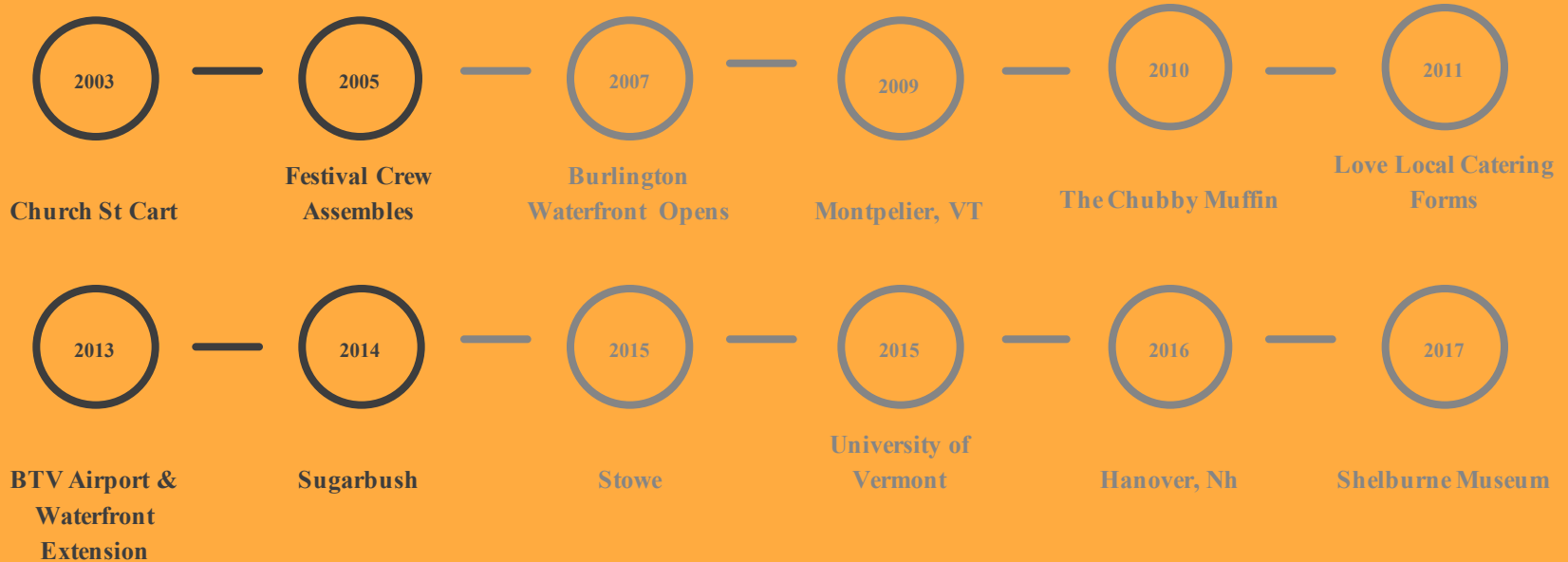


Business Strategies for Organics Diversion:
A Restaurant's Experience

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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.



Why buy local?

To protect the local food SCENE

Security

Community

Economy

Nutrition

Environment



How the Universal Recycling Law Applies to SP

- It is our mission to protect the environment and our responsibility to the food system which supports our business to actively divert all waste from landfill and return nutrients to the soil
- 2015: collectively cross the threshold of 52 tons/year (1 ton/week) + operate within 20 miles of a certified facility - legally required to cooperate with ACT 148
 - BTV - 0.4 tons / week
 - Lake St 0.6 tons / week
 - Chubby Muffin 0.6 tons / week



In a perfect world...

Life Cycle of a Lumberjack

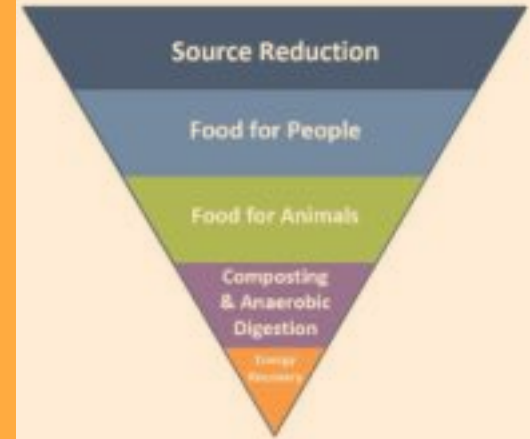
Procurement: local, sustainable, trackable,
just enough

Sale: accessible, affordable, safe, delicious,
knowledgeable

Clean Up: veggie scraps to animals, meat
scraps to compost, excess product to food
shelf



Vermont Food Recovery Hierarchy



Front of House

CHALLENGES

- Nature of clientele
- Proper signage for trash, recycling, compost
- Existing within larger institutions
- Haulers and composting facilities
- Priorities on the Front of House
 - Focused on the guest and sales, not sorting
 - Training staff - creating culture
- Scale
 - more guests, more food sold, more waste

SOLUTIONS

- Bussing tables & sorting rubbish for guests
- Compostable to go materials with incentives
 - Mug club, staff cups
- Clear and consistent signage on trash, recycling, compost receptacles
- Engaging CSWD & ANR resources; calling the haulers
- Working with institutions on creating solutions



Back of House

CHALLENGES

- Scale of business and production
 - Large menu offerings, difficult to predict business levels, many opportunities for excess food
- Plate scrape cannot be diverted for animal use
 - [Feeding Garbage to Swine Law](#)
- Speed of business
 - Opportunity for error, taking shortcuts, focus on ticket times
- F.O.G.
- Staff training
 - many hands, language barriers, creating culture

SOLUTIONS

- Tracking
 - Volume of food ordered daily & net sales
 - Haulers provide weight - organics, trash, recycling
- Efforts to repurpose excess food
 - processed and frozen, made into new products such as soup, or donated to the foodshelf if the issue was anticipated*LLC
- Follow the food recovery hierarchy
 - Donations, food scraps for farmers and animals, plate scrape for compost/soils
- Plastics (milk jugs, cans, and cartons) are rinsed and recycled, containers often saved for storage, cambros
- FOG is picked up via Black Bear

The Skinny Pancake - Burlington Waterfront

- Opened 2007 - 60k square foot LEED certified building
- Compost program began 2009
- Started working with Ron Hernandez
- Use a large scale hauler and compost at CSWD/Green Mountain Compost
- We offer food scraps from prep stations to farmers
- Majority of compost is plate scrape and cannot go to animals
- 2016 - diverted 10% to local chicken farmer
 - Slaughtered before winter
 - Staff morale, high interest



2016 -- 133,056 lbs or 66.5 tons

2017 --135, 68 lbs or 70 tons

The Chubby Muffin - ONE Burlington

- Opened 2009 - Bakery, commissary, food hub, prep kitchen
 - Batter, cheese, meats, baked items, process produce, sandwiches, sauces, soups, dressings
- Food scraps are “clean” scraps, good for animals - especially chickens & pigs
- Daily food deliveries to outlets in Burlington, 2x per week to outlets in Hanover, Stowe, Sugarbush
 - System of picking up leftovers/day old bakery goods & bringing to food shelf
- 2016 tried to work with Bread & Butter Farm
 - Feedback from B&B - needed MORE compost to make it worthwhile, considered growing business out of it



2016 -- 186,368 lbs or 93.2 tons

2017 -- 174,818 lbs or 87.4

The Skinny Pancake - Downtown Montpelier

- Opened 2009
- Experiment working with local farmer in 2016
 - Farmer was trying to break down compostable to go products i.e. coffee cups/to go boxes etc
- Began working with Grow Compost late 2016 (Food scraps only)

- Ability to control procurement and reduce waste at the source
 - Purchase at farmers market
 - Smaller menu, less options

2016: 17,800 lbs or 8.9 tons

2017: 9200 lbs or 4.6 tons



The Skinny Pancake - Hanover, NH

- Opened 2016
- All organics diversion directly to a farmer
- Tigertown Farm
- Cannot accept compostables
- No tipping fee - free meal x2 per pickup
- Pickup 1-2x per week
- No facilities within 20 miles of Hanover/Lebanon

2016: 19,320 lbs or 9.5 tons

2017: 16,700 lbs or 8.3 tons





Questions?