

SUMMER 2022

# KENTUCKY

## RESTAURANT JOURNAL

The Official Publication of the Kentucky Restaurant Association

### JUMP IN!:

Kentucky Tip Pools Just Got a  
Little Warmer for Restaurant-Employers

**PAGE 8**

### CHEFS THAT SIZZLE

**PAGE 14**

### BUY LOCAL:

Kentucky Proud

**PAGE 16**

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# SAVE THE DATES

**October 3rd - Golftoberfest**

Persimmon Ridge Golf Club

**November 17th - Tradeshow**

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**January 23, 2023 - Restaurateur's Gala**

Savor at River House, Louisville



Hello Friends,

My name is Amy Shankle, the new Director of Training for the Kentucky Restaurant Association. I am your new contact person for ServSafe classes. I was in the hospitality industry for 30 years, spending my last 10 years as a General Manager for a Casual Dining restaurant company. During my time in the hospitality industry, I worked in all management positions and have dealt with countless restaurant scenarios. I am very excited to train on the ServSafe material to ensure that all individuals feel confident in their knowledge and sharing that knowledge with their team members. I will also assist in any way I can to help our members execute their positions at the highest level possible.

ServSafe class dates are posted on the KRA website under Training Seminars: [www.kyra.org](http://www.kyra.org).

Please reach out if you have any questions.

I look forward to working with you all.

Sincerely,

Amy R Shankle

Director of Training

Kentucky Restaurant Association



# INSIDE THIS ISSUE

## FEATURED FARE

### JUMP IN!



8

### CHEFS THAT SIZZLE



14

### BUY LOCAL. KENTUCKY PROUD.



16

## TAKEOUT

- 5 **A Word from our President**
- 7 **Front Burner**
- 20 **So You Want to be in The Movies?**
- 22 **2022 Sporting Clays**
- 28 **Welcome New Members**

## SIDE DISHES

- 10 **Kentucky Pro Start**
- 12 **Calendar of Events**
- 13 **Q & A - Ask the KRA**
- 18 **Kentucky Proud Tips**
- 23 **Golftoberfest**

Do you know a chef in your area who is creating a buzz with innovative cuisine, exceptional presentation or fresh new ideas? KRA wants to tell the state about them in a quarterly feature in the Kentucky Restaurant Journal. Submit your favorite chef du jour to [stacy@kyra.org](mailto:stacy@kyra.org). Please include restaurant and contact information. Selected submissions will be featured in the magazine as Chefs That Sizzle.

Chefs That  
**Sizzle**



# A WORD FROM OUR PRESIDENT

It has been a pretty action packed few months, and it's hard to believe we're into summer. This issue is about Kentucky products – one article is about our biggest product, the state itself. The movie industry loves to film in our state, and filmmaker Stu Pollard writes about how to respond if approached as a film spot. We're fortunate to have a great partner in the Kentucky Department of Agriculture and the Kentucky Proud program, so I hope you take time to read their article as well.

In just a couple of weeks, two bills we worked hard on in this year's General Assembly will take effect: the server age going from 20 to 18, and the prohibition on tip pooling being lifted. With unemployment reforms that will take place January 1, 2023 we're hopeful these measures will increase our workforce. I hear from restaurateurs regularly that if their staffing could increase they would be able to meet their customers'

demand better without having to turn away catering, carry out or third party delivery orders. Please take a minute to flip a few pages and read more about the legislative changes KRA pushed for. It is very time consuming, but necessary, work. If you are confused about how any changes may effect your business, give us a call. If it's really technical you can talk with an expert at no charge – one of many member benefits.

On the event front our KRA Educational Foundation had a very successful Chefs for Hope dinner benefitting Kentucky ProStart led by lead Chef Josh Moore. I feel like the momentum we had going into 2020 pre-COVID is back and our events will continue to get better and better! We'll be working on Golftoberfest and Expo events this Fall, and before you know it January's Gala will be here. Along the way we'll have Chapter socials and golf, and the Taste of Louisville will return in October. When we're together

it is evident that we missed gathering, celebrating and hugging! I am traveling a bit more, getting out and about and visiting with restaurateurs throughout Kentucky. If you're not yet a KRA member, I look forward to answering any questions you may have face to face. Please remember that dues are voluntary, they're tax deductible, and most members save more than they pay in dues do to a program or two they participate in. I like to say membership doesn't cost, it pays. From Associate member referrals to answers to legal questions, best practices from fellow restaurant owners to trends, community events to mentoring the next wave of hospitality professionals – KRA connects you with those in the know. I value your input, thank you for reading and hope to see you soon. Call or email me any time!

*- Stacy Roof*

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# FRONT BURNER

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by STACY ROOF

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The 2022 legislative session of the Kentucky General Assembly concluded its 60-day session on April 14, crafting a budget, tax changes, and many other issues impacting restaurants. This session was long – just like its informal name – the long session. One of the first notable differences this session was returning to the Capitol in person for the first time in nearly two years. Next, the House changed the rules of the chamber allowing bills to stay in the committee on committees until Sine Die. This let House leadership have control over what issues would be heard by committees.

For restaurants, it was a very successful legislative session, that included the passage of HB 252 which allows restaurants to employ persons 18 years of age or older to serve and sell alcohol, and legislation passed allowing for employer-established tip pooling (SB 180). Additionally, legislation passed which reforms the unemployment insurance program to hold beneficiaries accountable and get them back to work more quickly. Restaurants have struggled over the last few years with economic effects of COVID-19 shutdowns, but this legislation that passed

this session should help ease those negative effects. As we near the effective dates of July 14, 2022 and January 1, 2023 members will receive further guidance on these measures.

A successful legislative session can also be measured in legislation that KRA worked to ensure did not pass that would have had negative consequences for the industry. House Bill 260 would have required that the valuation of restaurant locations include the value of the tenant in the building. Rep. Patrick Flannery (R-Olive Hill) tried to pass floor amendments that would make it clear that the property in Kentucky is assessed based on the bricks, sticks and dirt, and not the stock price of the tenant. Also, local government groups again tried to push a proposed constitutional change allowing the legislature to grant local governments authority to do any tax not in conflict with the Constitution, while simultaneously removing all local government tax conflicts in the Constitution. The bill passed the House, and in the final days it started to inch forward in the Senate, but it was never called for a committee vote and the bill died.

Other legislation that will impact restaurants includes HB 8 that made significant tax changes, including lowering the personal income tax .5% and expanding the sales tax to services including services used by businesses, such as telemarketing, prewritten computer software, marketing services, website design and hosting services, and employee recruitment services. The sales tax expansion takes effect Jan. 1, 2023. Another tax change included in HB 8 was to exclude the treatment of Restaurant Revitalization Funds from conforming with the Internal Revenue Code, which would allow for income tax deductions for expenses paid for with these funds. The General Assembly tried to correct this through passing additional language to allow these funds to conform with Internal Revenue Code, but it was not clear. The government affairs team continues to work with the Beshear administration to get this corrected. Legislation without an emergency clause or a specified enactment date, takes effect July 14, 2022. If the bill included an emergency clause it took effect upon the governor's signature.





# JUMP IN!

## KENTUCKY TIP POOLS JUST GOT A LITTLE WARMER FOR RESTAURANT-EMPLOYERS

by EMILY N. LITZINGER & CHAD M. ZIMLICH  
FISHER PHILLIPS LLP

For years, Kentucky has been one of the few outlier states that further complicated tip pooling by requiring that all tip pools be voluntary. While Federal regulations have flipped and flopped with the tide of the changing presidential administration, most states and federal law allow employers to mandate tip pools with a few restrictions. But starting July 14, 2022, Kentucky employers can breathe a sigh of relief as Kentucky law has been amended to allow employers to mandate tip pools under certain circumstances.

### What's The Skinny?

#### 1. Using The Tip Credit: No Mixed Pools!

The Fair Labor Standards Act (“FLSA”)

permits employers to take a “tip credit” and pay traditionally tipped employees less than the federal minimum wage, so long as employees make up the difference in tips and the employer follows certain other requirements. The FLSA defines a “tipped employee” as “any employee engaged in an occupation in which they customarily and regularly receives more than \$30 a month in tips.”

If an employer takes a tip credit for its tipped employees, the employer cannot allow those tipped employees to participate in a mixed pool with the non-tipped employees (i.e., back-of-house employees like cook, dishwasher, etc.) On the flip side, employers have more flexibility to pool tips when they pay at least the standard minimum

wage. The Department of Labor states “[a]n employer that pays its tipped employees the full minimum wage and does not take a tip credit may impose a tip-pooling arrangement that includes dishwashers, cooks or other employees in the establishment who are not employed in an occupation in which employees customarily and regularly receive tips.” Put simply—no mixed pools when you take a tip credit.

#### 2. Keep Supervisors, Managers and Owners Out of the Pool.

Employers—including managers and supervisors—are prohibited from participating in a tip pool or otherwise keeping employees’ tips, regardless of whether the employer takes a tip credit.



While managers and supervisors may contribute tips to a pool, they cannot receive those tips. Managers and supervisors are, however, permitted to keep tips they receive directly from customers for services they “directly” and “solely” provide. For example, if the manager receives a tip for serving a customer along with an employee, they did not “solely” provide the service. As a word of caution, a recent Dallas-area restaurant chain found themselves on the receiving end of an FLSA violation by allowing hourly managers to participate in their tip pool. The price tag for this mistake? The USDOL announced the restaurant owed about \$867,500 in unpaid tips and overtime premiums.

Keeping this prohibition in mind, employers need to ensure they properly exclude employees in tip pools that would consider to be managers. Although the Department of Labor uses the “duties test” in the FLSA’s executive exemption to determine who is a manager or supervisor, the tip-sharing rules do not require an employee be paid on a salary basis to be considered a manager. This means that assistant managers, team leaders, and shift runners could still be considered managers, even without a salary. Instead, “manager” can include an employee who has such duties as: interviewing, selecting, and training of employees; setting and adjusting their rates of pay and hours of work; directing the work of employees; disciplining employees; and planning the work.

### 3. Beware of the 80/20 Rule.

Employers taking a tip credit must also be aware of the FLSA’s 80/20 rule, which provides that an employer is at risk for losing the tip credit for any time spent performing non-tipped side work such as rolling silverware, cleaning and setting tables, or making coffee, in

excess of 20% of hours worked. While the Trump administration attempted to revoke the 80/20 rule through new regulation, the Biden administration withdrew this regulation prior to its effective date. In addition to the withdrawal, the Biden administration implemented an additional requirement in December 2021 that employers pay tipped employees the full minimum wage when they spend at least 30 continuous minutes on secondary duties that do not generate gratuities.



Tip-producing work is defined as “any work performed by a tipped employee that provides service to customers for which the tipped employee receives tips.” Work that directly supports tip-producing work is defined as “work that assists a tipped employee to perform the work for which the employee receives tips.” Both of the foregoing time limitations apply to those hours for which the tip credit is taken. Hours paid at minimum wage (or higher) are excluded when making the 20% and 30-minute determinations.

### 4. Consider Whether Service Charges Are the Solution.

A recent decision from the U.S. Court of Appeals for the Eleventh Circuit has many restaurants considering whether implementing a mandatory service charge is an alternative to the tip credit dilemma. The Court held that

mandatory service charges payments were not considered “tips” under the FLSA, and thus, not subject to the tip regulations. Because the mandatory service charge leaves the customer with no discretion, the employer can distribute the funds to whom and how it wishes. Unlike tip credit regulations, the 80/20 rule does not apply and a server who is paid with a service charge can perform duties that would otherwise fall under the “directly supporting work” label – like rolling

silverware – for time in excess of 20% of their working hours for the week or for more than 30 continuous minutes. The only drawback to this model is that it impacts the employees’ regular rate of pay for overtime purposes. Consult with legal counsel to determine whether this option works for your business.

*Emily N. Litzinger is an attorney in the Louisville office of Fisher Phillips, a national labor and employment law firm representing employers, including restaurants, bars and other businesses. Emily has experience advising and defending employers in all phases of labor and employment matters. If you need specific advice on employment issues, please contact her at [elitzinger@fisherphillips.com](mailto:elitzinger@fisherphillips.com) or 502-561-3978. The foregoing provides an overview of certain legal issues. It is not intended, and cannot be construed, as legal advice for any purpose.*



# KENTUCKY ProStart

by JIM LYON

Two ProStart high schools proudly represented Kentucky at the National ProStart Invitational (NPSI) in Washington, DC May 6 – 8. We had Marion C. Moore representing us in the Management competition and Hardin County's Early College and Career Center (EC3) representing us in the Culinary competition.

Marion C. Moore - Management



L-R: Chef Garrett Sanborn, Aaron Clay, Evan Embry & Errion Walker

Hardin County's EC3 - Culinary



L-R: Chef Linda Lowe, Jeremias Green, Leia Reynolds, Michael Nagao-Summers, Desmond Washington, Trey Goodman & Chef Roger Ramsey

NPSI is the yearly national competition, where teams from across the United States come together and test themselves and their skills against other ProStart schools. This year, 42 states competed.

As you can imagine, it takes a lot of hard work and dedication to get ready for an event such as this. The instructors and students met many times after school to practice. Then, for them to step up in front of hundreds of spectators from across the country and perform takes a huge amount of courage. We are so very proud of them!



It wasn't all hard work and stress, though! While in Washington, they were able to get out, relax, and enjoy the sites of the Capital. I want to give a huge thank you to this year's sponsors, which made the trip possible for the teams. They were:

**Bluegrass Hospitality Group : Kentucky Livestock Coalition : Gordon Food Service : Ecolab : Chefwear**

Immediately following the trip to Washington for NPSI, the Kentucky Restaurant Association's Educational Foundation was back to work getting ready for the annual Chefs for Hope fundraising dinner, presented by US Foods. We held the event on May 19th at Savor at River House again this year, and it was a great event!

There were nearly 130 people in attendance this year, and we had some really exciting items up for bid in our silent auction. It is safe to say it was a very fun night with great food and smiles all around. All of this would not have been possible without the help of the awesome supporters of Kentucky ProStart, starting with the chefs who volunteered their time and skills to make this a success:

**Lead Chef Josh Moore - Volare • John Varanese - Varanese, River House • Josh Hillyard - Chef & Jeff • David Danielson - Dant Crossing • Ming Pu - Brooklyn and The Butcher • Henry Wesley - 8Up**

One of the best parts of the Chefs for Hope event is that we are able to bring in students that are currently enrolled in the ProStart curriculum in one of our many schools and they are able to work side-by-side with the chefs. This is a great learning experience for the students, where they get to move outside their comfort zone in a safe environment and learn new skills and techniques from these extremely talented local chefs.

I want to say a huge thank you to all those involved in this year's event. There is simply no way we could put this on and be successful without the help of so many partners and volunteers! If you are interested in learning more about the ProStart program, or would like to talk about becoming involved in future events, please contact Jim Lyon at 502-400-3736, or email at [jim@kyra.org](mailto:jim@kyra.org).





# Calendar of Events



## JULY

- July 4** Independence Day
- July 5** ServSafe class - KRA office in Louisville
- July 13** Louisville Chapter Summer Bourbon Cruise
- July 19** Northern Kentucky Chapter Board meeting
- July 20** ServSafe class - KRA office in Louisville
- July 21** ServSafe class - KRA office in London
- July 25** ServSafe class - KRA office in Louisville



## AUGUST

- August 9** ServSafe class - KRA office in Louisville
- August 9** Louisville Chapter Board meeting
- August 14** Northern Kentucky Chapter golf outing
- August 22** KRA State Board of Directors meeting
- August 23** ServSafe class - KRA office in Louisville



## SEPTEMBER

- Sept. 6** ServSafe class - KRA office in Louisville
- Sept. 9** ServSafe class - KRA office in Louisville
- Sept. 21** ServSafe class - Lake Cumberland State Resort Park





**Q:** If my business has a voluntary tip pool according to the previous Kentucky statute, do I need to change anything or can it stay in place?

**A:** Please read Attorney Emily Litzinger's article in this issue for all the specifics on the tip pooling change in Kentucky. You must follow federal tip pooling guidelines. If you still have questions consult your CPA or we can put you in touch with Emily.

**Q:** I have a team made up of mostly new staff members and I'd like to get them on the same page with alcohol service responsibility training. What is offered?

**A:** We recommend ServSafe Alcohol and we will conduct that class in person for your group. The benefit of training your group together is huge – they can openly discuss policies and ways to communicate when serving guests. They'll receive a book, a few hour review and discussion session, then test and certification. Contact Amy Shankle (amy@kyra.org, 502-400-3736) in the KRA office and she'll work with you to accommodate your group. The state also offers STAR training online for individuals.

**Q:** To address increased costs our restaurant, like many, is considering adding a fee or charging for items we haven't charged for before. What should we do?

**A:** Put some thought into how you proceed, considering taxes and customer perception. If you add a fee or charge, it is considered a service charge and sales tax will apply. If you, for example, charge a small amount for water, sauces or bread or other previously complimentary items the guest will order you should print that on menus and have service staff address it. Talk with your CPA before finalizing your plan just to be sure!

**How may we be of assistance?**

**Call the Kentucky Restaurant Association at 502-400-3736 or email [stacy@kyra.org](mailto:stacy@kyra.org) with your question.**



HOLLY  
HILL

# Chefs That Sizzle

At Holly Hill, food reflects who we are. It's a story told one dish, one memory at a time; growing richer in flavor along the way.

Our story began in Midway, Ky. in May 2001 when Chef Ouita Michel and her husband Chris Michel opened Holly Hill Inn. From the very start, they dreamed of a different sort of restaurant.

We wanted locally-raised foods prepared in new and creative ways, hoping to define a new kind of Kentucky cooking. We wanted to celebrate history, agriculture, family, poetry and art.

Chef Ouita describes our early days: "In central Kentucky, we see the south of France all around us with our small family farms. When we opened Holly Hill Inn, it was a very vibrant time of change with lots of experimentation going on. This interplay between Southern cooking and European cooking has really influenced our cuisine."

It goes without saying that "our cuisine" depends on seasonal menu writing and dishes made with local ingredients. By

the time Holly Hill Inn had been open ten years, we'd spent over \$1 million in farm gate receipts.

Back in 2001, it was no big deal to drive down the road to Happy Jack's Farm, or in the other direction to Weisenberger Mill. And we were lucky enough to have several growers who delivered straight to the back door of Holly Hill Inn.

Campbell Graddy brought asparagus, Lucy Breathitt supplied sorghum, then-sous chef Nat Henton harvested pond-raised shrimp for us. David Wagoner and Arwen Donahue, owners of Three Springs Farm in Nicholas County, put us on their very first community supported agriculture (CSA) roster.

Then Wallace Station opened in 2003, soon followed by the Midway Bakery, Windy Corner and more. Today our eight restaurants and an events business are united under the Holly Hill banner, and former Holly Hill Inn Executive Chef Tyler McNabb oversees their kitchens as our culinary director.

And whether it's a Wallace Station Wally



Burger, a Kentucky Po' Boy from Windy Corner, Honeywood's weekend special or the prix fixe dinner at Holly Hill Inn, we make sure Kentucky ingredients are front and center.

To keep all those good Kentucky foodstuffs flowing into our kitchens, Tyler works with staff farmer David Wagoner of Three Springs Farm and a local food aggregator to manage sourcing, ordering and distribution.

According to Tyler, the food aggregator is "responsible for ensuring a constant flow of seasonal local produce into each of our locations. This includes bushels and bushels of staple items such as tomatoes, corn, potatoes, squash, zucchini, melons, okra, peaches, berries, apples, peppers, beans, etc. as well as more niche items such as gooseberries, greasy beans, field peas, sorrel, mache, claytonia and other delicate greens and herbs."

Tyler continues, "At least once a week each restaurant receives a large delivery of mixed salad greens from Salad Days and Three Springs farms along with



25 to 50 pounds of seasonal fruits and vegetables to use for specials. We created this position to ease a bit of pressure on our chefs who have so many orders to place on a weekly basis, but more importantly the aggregator bolsters our commitment to supporting Kentucky farmers.”

This concept of local sourcing and sustainability, at the heart of Holly Hill’s mission, speaks to Tyler. “I like how Ouita supports local farmers and artists, and her restaurants are Kentucky Proud. I love my job. I could not have picked a better restaurant group to work for.”

For his part, David designed and

developed our gardens at Holly Hill Inn, and works with our local food aggregator on planning and logistics. David’s gardening expertise helps inform our seasonal approach to menu planning and gives our chefs the opportunity to experiment with different herbs and vegetable varieties.

David says his work at Holly Hill Inn “has become foundational to my life as a farmer. For the last 20 years, I’ve found it so satisfying to have the fruits and vegetables of my labor find their way into the kitchen, season after season.” Each season in Kentucky has its own special flavor but there’s no question

that we all look forward to summer’s sun-ripened fruits and vegetables. To celebrate that goodness, Tyler has shared a recipe that’s easily prepared and endlessly adaptable. And in keeping with our philosophy of intuitive cooking, he explains how to make the most of what’s at hand or in the garden.

We know you’ll enjoy Tyler’s delicious summertime dish; for more recipes and stories about Kentucky food and farmers, we hope you’ll sign up for our Holly Hill newsletter. Finally, as Tyler would say, “Bone Apple Teeth!”

## Charred Baby Carrots and Spring Onions with Preserved Lemon Yogurt, Pistachios, Golden Raisins and Garden Mint.

*From Holly Hill Culinary Director and Chef Tyler McNabb*

### This recipe ticks a LOT of boxes:

1. Super simple and easy to prepare
2. All the ingredients can be switched out for whatever you have on hand
3. Very summery
4. Is a pantry sweeper
5. Great vegetarian grilling dish
6. A perfect light lunch, side dish for a party, or stored in the fridge for later enjoyment

This dish is as much about philosophy as technique. The best thing about (most) local summer vegetables is their intrinsic sweetness, often missing from supermarket produce. This sweetness is highlighted by the smoky-bitter contrast of grilling and the tangy creaminess of the preserved lemon yogurt, then played up again by the pistachios and golden raisins. This template works great with all kinds of seasonal vegetables, especially summer squashes and eggplant.

If you don’t have or can’t find preserved lemon, use fresh lemon zest and juice instead. No yogurt, no problem; use ricotta or fresh goat cheese or even silken tofu to keep it vegan. Sub out hazelnuts, pine nuts, pecans or toasted sesame seeds for the pistachios. Use local honey instead of raisins, or omit the raisins and top the dish with chili crisp or calabrian chili oil.

Cilantro and dill make excellent subs for the mint.

### Ingredients:

- 1 pound baby carrots, tops removed
- 1 medium bulb spring onion (bulb about the size of a golf ball)
- 2 tablespoons cooking oil such as avocado oil or peanut oil
- 1 cup whole fat yogurt

- 1 tablespoon fresh lemon juice
- 2 tablespoons minced preserved lemon rind
- 1/2 cup roasted and salted pistachios, crushed
- 1/2 cup golden raisins
- 1 tablespoon fresh mint

### Directions:

Preheat the grill to 425F. If using a charcoal grill, wait until the coals are completely gray and the flames have died down.

Wash the spring onion and trim off the root end, slice as thin as possible and place in a one-quart saucepan with one tablespoon of oil.

Mix together the yogurt, lemon juice, and preserved lemon. Season with kosher salt and black pepper to taste.

Wash the carrots, dry on paper towels and toss with one tablespoon of oil and a big pinch of kosher salt.

Lay the carrots on the grill, simultaneously place the saucepan on the grill and sweat the spring onion.

Cook carrots until charred on all sides and fork-tender (approximately 10-12 minutes).

Stir the spring onion occasionally; remove from heat when tender and translucent.

Spoon the preserved lemon yogurt on a serving platter, and spread it out to form a base.

Arrange the charred carrots on top of the yogurt, spoon the wilted spring onion over the carrots, garnish with the roasted pistachios, raisins and chopped mint (be sure not to over chop the mint to minimize oxidation and retain freshness.)





At Kentucky Proud®, we like to say that *'the freshest ingredients come from Kentucky farms'*. It's more than just a clever tagline. It's a commitment to bringing local farm-fresh foods from the farm gate to a neighbor's dinner plate. Buying local also ensures more money stays within communities across the Commonwealth, supporting Kentucky farm families and local businesses. And farm-fresh ingredients create tastier food for you and your customers.

As cool spring mornings give way to the dog days of summer, it may be time to update menus and consider purchasing Kentucky's seasonal produce and products. Kentucky Proud farmers' markets are open around the state and provide the perfect opportunity to meet local farmers, purchase the freshest ingredients, and maybe find a new entrée inspiration. Today, there are more than 170 successful, diverse farmers' markets in 112 Kentucky counties, so chances are there is a farmers' market (or two) near you.

*In-season Produce: apples, asparagus, beans, beets, blackberries, blueberries, broccoli, Brussels sprouts, cabbage, cantaloupe, carrots, cauliflower, (sweet) corn, cucumbers, eggplant, garlic, greens, kohlrabi, lettuce, okra, onions (green and white), peaches, peas, peppers, plums, potatoes, radishes, raspberries, rhubarb, strawberries, summer squash, tomatoes, turnips, watermelon, zucchini \**

*\*Proteins, eggs, and dairy are always in season!*

Direct-farm-purchasing is another sustainable option to maximize seasonal ingredients and ensure your access to the best local produce, proteins, eggs, etc., throughout the year. By establishing and maintaining strong relationships with local farmers, you form lasting connections and shape personal stories to share with your customers

New research by the Food Industry Association and NielsenIQ reveals that consumers have an increasing desire for deeper transparency in the food they consume. A survey of 1,035 U.S. adults found that consumers seek



information about ingredient sourcing, manufacturing practices, and more.

We know that sampling the amazing varieties and flavors of a farmers' market on a Saturday morning is idyllic but can also be time consuming. You have a restaurant to operate. Fortunately, a growing number of Kentucky distributors are stocking locally produced proteins, produce, and products from Kentucky farms. If it was grown or raised in Kentucky, a distributor can stock and deliver these local products. Ask your distributor to deliver Kentucky farm products.

We know time and budget constraints can ultimately be the deciding factor in your sourcing decisions. To help encourage and reward restaurants, caterers, schools, and food outlets to buy locally grown foods, we launched the Kentucky Proud Buy Local program. Since 2017, we have been reimbursing participants up to 15% of their food purchases when they buy eligible food items from Kentucky farms. The purpose of this program is to benefit both the participants and the Kentucky producers through a streamlined process to save you time and put money back in your pocket.

***“This program is amazing and is very helpful not only to individual businesses, but to Kentucky as well.”***

*- Stephanie Meeks, Owner of Jack Fry's restaurant in Louisville, Ky.*

The Buy Local program also introduces restaurants and food service operations to Kentucky farmers to build lasting and fruitful relationships (no pun intended). Participants may receive up to \$8,000 reimbursement annually for approved Kentucky farm-impact food purchases with a lifetime cap of \$36,000. Since the grant was launched in 2017, Kentucky Proud has awarded more than \$1,200,000 to participating Kentucky restaurants and food service operations. To date, 23 participants have reached their lifetime cap and graduated from the program. Each Buy Local graduate has demonstrated a commitment to purchasing more than \$250,000 of Kentucky direct farm-impact food.

***“Over the six years I have lived here, it's been amazing to see the Louisville food scene evolve. I am so grateful for the Kentucky Department of Agriculture Buy Local program, making it even easier for us to support local farms.”***

*- Meghan Levins, Chef at Monnik Beer Co.*

There are currently 132 participants from 49 cities across 41 counties enrolled in the Buy Local grant program. In the past six years, participants have recorded more than \$10,300,000 in Kentucky direct farm-impact purchases. Proteins make up the majority of purchases (56%) followed by produce (24%) and dairy (7.4%).

Need help locating local ingredients? Our Kentucky Proud staff maintains a verified product list of more than 325 Kentucky Proud members who have provided Kentucky direct farm-impact items to foodservice operators registered in the Buy Local program.

Chef's Roundtables are another popular outlet for participants to meet and talk about solutions for sustaining local food purchases. These events bring the restaurateurs, farmers, chefs, food distributors, producers, and Kentucky Proud staff together to engage in idea sharing dialogue and provide feedback regarding the Buy Local program. The ultimate goal of The Chef's Roundtable events are to generate open and honest dialogue to help improve these food procurement practices.

In 2021, we partnered with restaurants across Kentucky that participate in our Buy Local program to launch the first ever Kentucky Proud Farm Fresh Days. The restaurant-week style event show-cased delicious dishes made with ingredients from Kentucky farms. We asked chefs to 'get creative' and were not disappointed by the great recipes they crafted with locally sourced ingredients grown on Kentucky farms. From pasture-raised meats to freshly harvested fruits and vegetables, appetizers to desserts, the Farm Fresh Days menus featured ingredients from Kentucky's farm families. The second annual Kentucky Proud Farm Fresh Days is planned for August 13-22 and will build upon the success of the 2021 event with even more restaurants, improved consumer resources, and enhanced marketing opportunities. We are proud of the Buy Local program and the positive impact it has made for restaurants and Kentucky farms in a relatively short time. If you're a restaurant or food service business interested in joining our Buy Local program, we'd love to hear from you! To learn more, visit [kyproud.com/buylocal](http://kyproud.com/buylocal) or send us an email at [agr.kyproud@ky.gov](mailto:agr.kyproud@ky.gov).

*Funding for Kentucky Proud and the Buy Local program is made possible through a grant from the Kentucky Agricultural Development Fund.*

# Produce Storage Tips

When you buy Kentucky Proud, you're not only getting fresh, healthy, flavorful fruits and vegetables grown locally, you're also helping your community and farm families throughout the Commonwealth by keeping your dollars close to home.

*Properly storing your food reduces waste from spoilage, decreases the risk of foodborne illness, and ensures your farm-fresh food tastes great!*

## Place in a Cool, Dark Spot:

Basil, Berries, Cantaloupe, Corn, Eggplants, Garlic, Onions, Peaches, Pears, Potatoes, Plums, Squash, Sweet Potatoes, Tomatoes, Watermelon

### Best Practice:

Use berries on the countertop within 1–2 days.  
If longer, store in the fridge.

## Refrigerate in Crisper Drawer or Container:

Apples, Asparagus, Beans, Beets, Bok Choy, Brussels Sprouts, Cabbage, Carrots, Cauliflower, Celery, Cilantro, Cucumbers, Greens, Kohlrabi, Mushrooms, Okra, Parsley, Peas, Peppers, Radishes, Turnips

### Trim the leafy tops off and then refrigerate:

Don't throw away your leafy tops;  
use them in pesto, soups, and even salads.

## Chef Tips:

01 Only wash your produce when you're ready to eat it! Washing early will cause the produce to spoil faster, especially berries and stone fruit.

02 Be sure to remove any rubber bands from your herbs and leafy greens. These break down the cells and can cause your produce to go bad faster!

03 Blanche and freeze vegetables you can't eat right away to preserve nutrients and enjoy the taste of summer all year long. To blanch, boil the whole or cut pieces of the vegetable for 12 minutes and then immediately place in ice cold water to stop the cooking process. This will keep your vegetables from getting freezer burn. Frozen vegetables will keep for up to a year. Freezing is not recommended for artichokes, Belgian endive, eggplant, lettuce greens, potatoes (other than mashed), radishes, sprouts, or sweet potatoes.



# Seasonal Produce Guide

In Kentucky, there's something wonderful about every season – and that's especially true for our huge variety of locally grown fruits and vegetables. Take a look below to find fresh choices for spring, summer, fall, and winter.

## Mar–May

### SPRING

Asparagus (Apr–Jun)  
Greens (Apr–Nov)  
Kohlrabi (May–Jun)  
Lettuce (May–Jun)  
Maple Syrup (Feb–Mar)  
Green Onions (May–Jun)  
White Onions (Jan–Mar)  
Peas (May–Jun)  
Potatoes (Jul–Oct)  
Radishes (Apr–Jun)  
Strawberries (May–Jun)  
Sweet Potatoes (Oct–Mar)  
Turnips (May–Jun)  
Winter Squash (Jan–Mar)

## Jun–Aug

### SUMMER

Apples (Jul–Dec)  
Beans (Jun–Sep)  
Beets (Jun–Nov)  
Blackberries (Jun–Oct)  
Blueberries (Jun–Jul)  
Broccoli (Jun–Jul)  
Brussels Sprouts (Jul–Nov)  
Cabbage (Jun–Jul)  
Cantaloupe (Jul–Sep)  
Carrots (Jun–Aug)  
Cauliflower (Jun–Jul)  
Sweet Corn (Jul–Sep)  
Cucumbers (Jun–Sep)  
Eggplant (Jun–Sep)  
Garlic (Jun–Aug)  
Grapes (Aug–Sep)  
Greens (Apr–Nov)  
Kohlrabi (May–Jun)  
Okra (Jun–Sep)  
White Onions (Jan–Mar)  
Peaches (Jun–Aug)  
Peppers (Jul–Sep)  
Plums (Jul–Sep)  
Potatoes (Jul–Oct)  
Raspberries (Jun–Sep)  
Rhubarb (Jun–Sep)  
Summer Squash (Jun–Oct)  
Tomatoes (Jul–Oct)  
Watermelons (Jul–Oct)  
Zucchini (Jun–Oct)



## Sep–Nov

### FALL

Apples (Jul–Dec)  
Beans (Jun–Sep)  
Beets (Jun–Nov)  
Blackberries (Jun–Oct)  
Blueberries (Oct–Nov)  
Bok Choy (Aug–Nov)  
Brussels Sprouts (Jul–Nov)  
Cabbage (Oct–Nov)  
Carrots (Oct–Nov)  
Cauliflower (Oct–Nov)  
Greens (Apr–Nov)  
Kohlrabi (Sep–Oct)  
Lettuce (Sep–Oct)  
Nut Crops (Sep–Nov)  
Okra (Jun–Sep)  
Green Onions (Oct–Nov)  
White Onions (Jul–Sep)  
Pawpaws (Aug–Oct)  
Pears (Aug–Nov)  
Peppers (Jul–Sep)  
Plums (Jul–Sep)  
Potatoes (Jan–Mar)  
Pumpkins (Sep–Nov)  
Radishes (Sep–Nov)  
Raspberries (Jun–Sep)  
Rhubarb (Jun–Sep)  
Sorghum (Sep–Nov)  
Summer Squash (Jun–Oct)  
Sweet Potatoes (Oct–Mar)  
Tomatoes (Jul–Oct)  
Watermelons (Jul–Oct)  
Winter Squash (Aug–Nov)  
Zucchini (Jun–Oct)



## Dec–Feb

### WINTER

Apples (Jul–Dec)  
Maple Syrup (Feb–Mar)  
White Onions (Jan–Mar)  
Potatoes (Jan–Mar)  
Sweet Potatoes (Oct–Mar)  
Winter Squash (Jan–Mar)

Greens refer to any number of different plants, including the traditional spinach, mustard, collard, turnip, etc., as well as newer Asian varieties and Swiss chard.

Through the use of season extension methods, many of the availability dates are commonly extended in either direction for many of these crops.



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# SO YOU WANNA BE IN THE MOVIES?

*A new production incentive means more film and TV crews coming to our state. The new Film Friendly Kentucky program is designed to help local businesses, especially restaurants, benefit from this influx of new dollars.*

*by* STU POLLARD,  
LOUISVILLE FILM SOCIETY

No one would blame you for getting excited if a movie or TV producer knocked on your door and said something like, “Your place is amazing, we want to film some scenes here!” You’d likely get some great publicity, it sounds like fun, and - heck - you might even meet someone famous who starts posting on social media about how great your food is.

But talk to anyone who has hosted a production and they’ll likely tell you that it was more work than they were initially expecting. While the prevalence of powerful smart-phones means that just about everyone has a camera at the ready, professional film crews - even smaller ones - often consist of dozens of people, loads of equipment, and a small fleet of vehicles.

These all take up space for long periods of time and require almost constant supervision.

BUT hosting a film shoot can be a great experience for you, your business, and the visiting crew. And a new state-wide program from the Louisville Film Society is here to help make sure all your experiences are positive. Film Friendly Kentucky aims to educate and enlighten our community on all the benefits involved with hosting a production, including ones that generate meaningful revenue. It also provides resources to assist local businesses in becoming savvier partners when Hollywood comes calling.

Here’s just one example: Not all productions are created equal. A small

independent film might promise more exposure than it will ultimately deliver, while a larger production could prove especially disruptive if they need to film at your business for multiple days or weeks. Film shoots of all sizes require at least some degree of infrastructure, including parking, restrooms, equipment staging areas, access to power, and, somewhat ironically for restauranteurs, a place for the cast and crew to eat.

Beyond physical logistics, there’s also a good bit of paperwork involved, including legal agreements, artwork releases, and, of course, fees.

Visit **FilmFriendlyKentucky.com** and you’ll immediately be presented with some helpful resources (including



videos and downloadable documents), as well as a simple form you can fill out that allows you to join the program location database. The latter will take less than 5 minutes and will prove especially helpful in preparing you to “talk the talk” should you receive an initial filming inquiry via phone/email or get an informal visit from a location scout. For a limited time, groups can also schedule an in-person presentation and Q&A session with an experienced local production professional. All services provided are free thanks to a grant from the City of Louisville.

Here’s a small sampler of questions the Film Friendly Kentucky program will help you answer::

### **When can I see the finished product?**

Publicity is one of the largest motivations for deciding to appear on screen. Oftentimes, smaller projects have no advanced guarantee of distribution. It’s fair to ask producers when they expect their work to be completed and where/how it will be exhibited.

### **How much should I charge?**

Knowing they can offer you exposure, many producers, big and small, may initially request a location at no charge. It’s perfectly fine to agree to this, but you should also be prepared to counter with a reasonable fee that accounts for the disruption your business may endure. And regardless of fees, be sure to only work with productions if they can provide proof of adequate insurance, as even the finest crews occasionally cause inadvertent damage.

### **Can I observe the filming?**

Another benefit to hosting a film is simply getting to watch the magic of moviemaking. But similar to the etiquette needed to observe at a professional golf tournament, there are similar guidelines to follow on a film set. Following proper “setiquette” is a great way to endear yourselves to filmmakers and earn repeat business.

### **Should I consider catering a film?**

Restaurateurs know that catering for events is a challenging endeavor in the best of circumstances. Film set catering can often mean these challenges

reoccur on a daily basis - and for weeks on end - as some crews switch locations every few days. Get firm handle on the film’s schedule, including the number of locations, taking on such a gig.

These are just a few items to consider before getting involved with a film production. Visit [FilmFriendlyKentucky.com](http://FilmFriendlyKentucky.com) for more.

The goal of our state’s entertainment tax incentive is ultimately to build a thriving content production industry, one that creates thousands of new jobs and generates new revenue streams for our existing local businesses. Food and beverage professionals stand to reap numerous benefits from this influx of creativity, and developing a working knowledge of how to best work with production crews is an easy way to tilt the odds in favor of a positive outcome for all involved.

*For more information on the Film Friendly Kentucky program, visit [FilmFriendlyKentucky.com](http://FilmFriendlyKentucky.com) or email the Louisville Film Society at [info@louisvillefilmsociety.org](mailto:info@louisvillefilmsociety.org).*



*Nice Guys Sleep Alone* filmed this nighttime scene at Louisville’s Jack Fry’s by blacking out the windows during daylight hours on a Sunday when the restaurant was closed. This minimally disruptive approach generated worldwide exposure for the restaurant while allowing it to provide the film a fantastic location for a friendly fee. Photos courtesy Lunacy Unlimited Productions, Inc.

# 2022 SPORTING CLAYS TOURNAMENT

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KENTUCKY RESTAURANT ASSOCIATION  
NORTHERN KENTUCKY CHAPTER  
P.O. BOX 2112  
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# ADVERTISER'S INDEX

- 2 ClearPath Mutual**
- 5 Derby Services**
- 19 Gasket Pro, LLC.**
- 19 Ahead Human Resources**
- 19 Tri-State Platstics**
- 24 Patterson and Company, CPAs**
- 25 Frost Law**
- 29 Creation Gardens**
- 30 ServSafe**
- 31 Teladoc Health**
- 32 Heartland**

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Individual notices may be printed from the US Department of Labor website at [www.dol.gov](http://www.dol.gov) or an all-in-one poster containing these six federal notices may be obtained from the KRA office. Kentucky state law requires all employers post the following notices as well:

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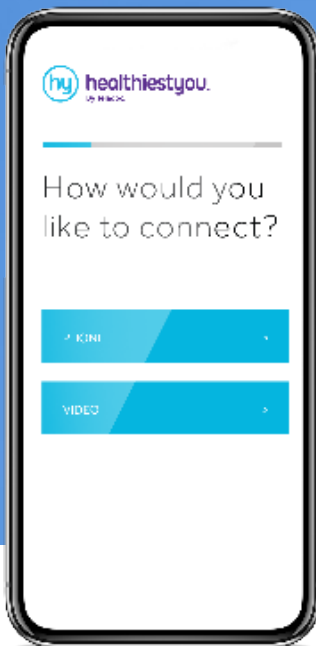


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## Serving your restaurant with amazing business solutions.

With Heartland on your side, we guarantee your restaurant will be equipped with the best payments, payroll, point-of-sale, customer engagement and lending products in the industry.

### Payments

- Contactless Payments: Enhance your diners experience from ordering to checkout with quick, efficient and secure technology.
- Mobile Payments: Accept mobile payments in minutes right on your phone or tablet in two easy steps.
- EMV Speed and Security: Process EMV card payments 4 times faster than the industry average while keeping customer data secure.

### Payroll+HR

Reduce administrative tasks and ensure your business is compliant with Heartland's payroll processing and HR administrative tools.

### Point of Sale

Choose from a full stack of restaurant management platforms allowing you to capture, view, analyze and take action based on your needs.

### Customer Engagement

- Analytics: Leverage your restaurant's data to predict and understand guest behavior with an easy-to-implement and powerful system that efficiently compiles information in a way that's useful to you.
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