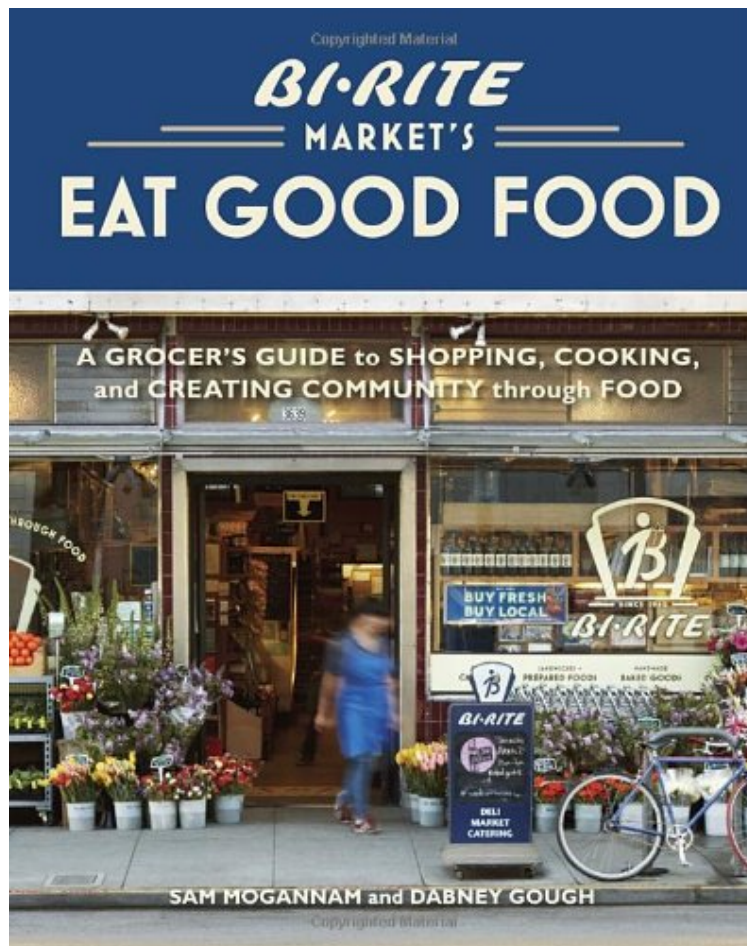


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Bi-Rite Market's Eat Good Food: A Grocer's Guide to Shopping, Cooking Creating Community Through Food

Sam Mogannam, Dabney Gough
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Sam Mogannam, Dabney Gough : Bi-Rite Market's Eat Good Food: A Grocer's Guide to Shopping, Cooking Creating Community Through Food before purchasing it in order to gauge whether or not it would be worth my time, and all praised Bi-Rite Market's Eat Good Food: A Grocer's Guide to Shopping, Cooking Creating Community Through Food:

0 of 0 people found the following review helpful. One of the BEST Books on real nutrition! By Janet GSWe LOVE this book! We found it at an Air BnB and couldn't put it down so I bought it. It goes into a lot of detail about different ingredients, how to purchase and store them and more delicious information you probably wouldn't think of concerning nutrition. 0 of 0 people found the following review helpful. Good resource! By RDawnThis book is an absolutely wonderful resource. There are explanations of how to buy, store, cook, and use each food product (beans,

citrus, meat, everything!). I love all the information the authors give. They don't also give a ton of detail at times, but enough for you to understand. For example, they don't fully break down the different cocoa percentages in chocolate and they names those percentages correspond to, but they do explain enough that the reader can pay attention when shopping. I am trying to buy new foods/produce I haven't before, so this book gives me ideas of what to try and how to the best grapefruit, etc. Exactly what I wanted! There are also many recipes throughout the book located at the end of each section, so that the recipes are related to the topics just discussed. The Produce section is broken down into seasons, and Butcher Counter (meat) section is broken down into animals, etc. Some recipe examples: white bean puree with prosciutto crespelle, delfina's spaghetti, chocolate sour cream bundt cake with chocolate glaze, butternut squash latkes, delicata squash salad with fingerling potatoes and pomegranate seeds, etc. I have yet to make any of the recipes, but I have starred many. I mainly bought the book as a shopping resource. There is a helpful index for looking for recipes. Overall AMAZING purchase! I highly recommend the book. 0 of 0 people found the following review helpful. I Would Love To Eat My Way Through This Book By CANTHESPAMI love Bi-Rite Market and so I totally expected to love the book too. It is beautifully presented and well written and a pleasure to read. with comments on food and and 90 recipes. It is a very useful book no matter how or where you shop. Hints and pointers on fruit, veggies, sandwiches, desserts, dairy, meat etc.. I learned many new things just thumbing through it as soon as it arrived. It is an encyclopedia of food. You will be referring to it again and again as I do, or just pursuing it for new information and the sheer delight of reading about good food. The recipes have pictures and very clear instructions and an explanation of the ingredients. I like that it also includes information on farmers and the origin of some of their products. It contains many clear and beautiful pictures. This is a heavy book - that's how much excellent information is in it. It would make a much appreciated gift and I intend to buy several more for friends. If you ever are in San Francisco, make an effort to visit the market ... hard parking and always crowded and can be expensive, but hey it's only money - what better way to spend it than on fabulous food and the best smoked salmon this side of New York. We think it surpasses Zabar's.

A cookbook and market guide from the nation's premier neighborhood grocery store, featuring expert advice on how to identify the top ingredients in any supermarket and 90 vibrant recipes that make optimal use of the goods. San Francisco's Bi-Rite Market has a following akin to a hot restaurant; its grocery goods and prepared foods have made it a destination for lovers of great food. In *Eat Good Food*, former chef turned market owner Sam Mogannam explains how to source and use the finest farm-fresh ingredients and artisanal food products, decipher labels and terms, and build a great pantry. *Eat Good Food* gives you a new way to look at food, not only the ingredients you buy but also how to prepare them. Featuring ninety recipes for the dishes that have made Bi-Rite Markets in-house kitchen a destination for food lovers, combined with Sam's favorite recipes, you'll discover exactly how to get the best flavor from each ingredient. Dishes such as Summer Corn and Tomato Salad, Spicy String Beans with Sesame Seeds, Roasted Beet Salad with Pickled Onions and Feta, Ginger-Lemongrass Chicken Skewers with Spicy Peanut Dipping Sauce, Apricot-Ginger Scones, and Chocolate Pots de Crème will delight throughout the year. No matter where you live or shop, Sam provides new insight on ingredients familiar as well as unique, including: Why spinach from open bins is better than prepackaged greens What the material used to wrap cheese can tell you about the quality of the cheese itself How to tell where an olive oil is really from and why it matters What never ever programs are, and why you should look for them when buying meat More engaging than a field guide and more informative than a standard cookbook, and with primers on cooking techniques and anecdotes that will entertain, enlighten, and inspire, *Eat Good Food* will revolutionize the way home cooks shop and eat.

Finalist, IACP Awards 2012, First Book Category The fat, photograph-rich book is part culinary manifesto, part recipe collection, [and part] insider's buyer's guide full of advice and tips for sustainable grocery shopping anywhere.... At a time when the farm-to-restaurant movement has all but become a cliché, Mogannam is a pioneer in what might be called the farm-to-grocery store movement. Barry Estabrook, *The Atlantic*, 11/21/11 *Eat Good Food* makes a convincing case that sustainable grocery shopping is good for both customers and the community as a whole -- a concept that could work anywhere. *The Atlantic*, 11/21/11 One of the most comprehensive guides to grocery shopping and choosing ingredients. *SF Chronicle*, Holiday Gift Guide, 11/20/11 The recipes are well-tested, well-written and yield fantastic results. If only all my textbooks in high school had been this useful... Caroline Ford, author of *FoodShed*, 11/16/11 An accessible, concise, and beautifully photographed primer for the home cook. Lena Brooks, author of *A Happier Meal*, 11/15/11 A handy manual for inspired eating. *Tasting Table* San Francisco, 11/7/11 If you want to eat like we eat in the Bay Area, this is your book. Amy Sherman, *Cooking with Amy*, 11/1/11 For the food shopper who thinks, the positively indispensable Bi-Rite Markets *Eat Good Food* is the holy reference guide/blue book that clues consumers in to the real value of what's on the grocery shelf. At a time when so much is being written about atrocities in our broken food system, consumers looking for sound, actionable advice on making grocery store purchasing decisions will appreciate this neatly compiled background check on everything from canned tuna to flour, fresh meat, fish and milk, and every manner of produce under the sun. *Bay Area Bites*, KQED blog, 10/31/11 I am of the mind that the process of

learning how to cook should always begin with learning how to shop. Chocolate Zucchini, 10/25/11 If it came from Bi-Rite, it was going to be good. This book captures that spirit and takes it out into the larger world and, hopefully, it will find its way into your kitchen where it will inform, encourage and inspire you to Eat Good Food. The Kitchn.com, 10/21/11 Throughout this book, Mogannam illustrates the connection between store, shopper, producer, and environment - bringing into practical focus Bi-Rite's ethos of 'creating community through food.' Joseph Tarnowski, Progressive Grocer, 10/20/11 A yummy, practical book that invites readers to dig in. San Jose Mercury News, 10/19/11 What makes the book particularly valuable is its comprehensive guide to ingredients found in the aisles of Bi-Rite - and in other stores like it - that helps readers become better-informed shoppers. The approach is a natural extension of a store that has built a business, and a community, around doing the same thing. San Francisco Chronicle, 10/16/11 For the home cook who is flummoxed by meal planning, cooking in season, and buying the right groceries, this book is a road map. For the more practiced cook who wants to refine and improve his or her ability to buy the best possible ingredients, this book is a practical translation of all the high-gloss mediated food language like "locavore", turning such concepts into something that can make an actual difference on your dinner table and food budget. The City Cook, Fall's New Cookbooks, 10/13/11 San Franciscans, with their city's well-earned reputation as a culinary paradise, have no shortage of world-class restaurants and shops. At the apex stands Bi-Rite Market. . . . The shop's owner, Sam Mogannam has put together Bi-Rite Markets Eat Good Food, an intelligent and useful guide and cookbook framed by Mogannam's accomplished approach to cooking and shopping. Filled with practical tips and tasty recipes (and crammed with color photos and a vibrant layout), the book is the embodiment of the Bi-Rite experience. Even if you live far from San Francisco, Eat Good Food will make you feel like a shop regular. And that's a very good feeling indeed. Modern Tonic, 10/13/11 Not only provides recipes for the kind of comfort food you'll find behind their glass case, but more importantly, the book functions as a guide to intelligent grocery shopping from the man who's spent years learning the art of buying. 7x7 San Francisco, Fall's Best Local Cookbooks, 10/6/11 A beloved West Coast institution is celebrated between the covers of this inspiring cookbook. Publishers Weekly, 7/11/11 Like a trip to Bi-Rite Market, this book is super helpful, incredibly informative, fun, and full of great ways to use all the food that's in it. Spend twenty minutes shopping at Bi-Rite Market and you're pretty much guaranteed to leave with a basketful of well-made, great tasting, sustainably produced food, a lot of informative insights about what you bought, recipe ideas for how to serve it, and a big smile. With this book, you'll experience all of that aside from the actual food and will likely want to start putting what you've learned about smart, sustainable shopping to work right away at your local market and then later in your kitchen. If you live in the Mission, you probably already shop at Bi-Rite. If you live further afield, buy the book and visit the shop (as I do) every time you're in town. Ari Weinzwieg, co-founder of Zingermans Community of Businesses and author of Zingermans Guide to Good Eating Eat Good Food is a lot more useful than your typical coffee-table cookbook. It's a teaching tool that's sure to change the way you shop, source, and cook good food. Charles Phan, James Beard Award-winning chef-owner of The Slanted Door About the Author Sam Mogannam is the second-generation owner of Bi-Rite Market and founder of the Bi-Rite family of businesses, which includes Bi-Rite Creamery, 18 Reasons, and Bi-Rite Farms. He also serves on the board of the National Association for the Specialty Food Trade. Sam has been featured in Food Wine, Bon Appetit, Sunset, and the San Francisco Chronicle, and programs such as Foodcrafters. Sam stepped into the family grocery business in 1997, after working as a chef at his own restaurant, and transformed the market into a culinary landmark. Dabney Gough is a graduate of California Culinary Academy, a former columnist with the San Francisco Chronicle, and a contributor to Fine Cooking and the Honolulu Weekly. She is the co-author of the forthcoming Bi-Rite Creamery's Sweet Cream and Sugar Cones and lives in Honolulu, Hawaii. France Ruffenach's photography has appeared in countless books, magazines, and commercial campaigns. She has been twice nominated for the James Beard Award for best photography, and won in 2008 for her work on The Country Cooking of France. She lives in San Francisco. Excerpt. Reprinted by permission. All rights reserved. Creating Community through Food I never wanted to be a grocery guy, but here I am. My dad and uncle had owned San Francisco's Bi-Rite Market since the 1960s, which for me meant a childhood spent stocking shelves, helping out, and generally serving as free labor. Starting at the young age of six, I would go home after school every day, pick up the dinner that my mom had prepared for me and my dad, and head over to the market, where I would work until the store closed at 9 p.m. The grocery business was hardly my idea of fun, and as soon as I left home I didn't look back. I found my calling in the restaurant world. I went to culinary school, cooked in Switzerland for a year, and continued to cook once I returned to San Francisco. I loved cooking, and I didn't miss the grocery business at all. So in 1997, when my dad gave me the opportunity to take over the family grocery business, I initially said, No way. At the very least, I was hell-bent on doing something anything other than running a market. Still, Dad's offer piqued my interest. Just like him, I had entrepreneurial blood running through my veins, and at the age of twenty-nine was coming off of six years of owning and operating my own restaurant. With his offer, I immediately started visualizing the store's potential as a restaurant space. I fantasized about gutting the store to put in a large kitchen and a spacious dining room. Dad nipped that in the bud, though. He knew how hard I had been working at my restaurant the long hours, the less-than-healthy lifestyle and he denied me flat out. You'll never have a family if you stay in that business, he warned. (Like many fathers of childbearing-age adults, he was pushing hard for grandchildren. Which he eventually

got.) So no restaurant. I still refused to do a grocery store, so we began to think about other ways to use the space. We entertained all kinds of ideas; someone even suggested to Dad that we open a pet food store, so we kicked that around for about a week. After much debate and no ideas that really excited me, I caved. I agreed to take over the market and continue to run it as such, but under one condition: I had to do it my way. The odds were against us. At that time, the neighborhood was hardly the trendy, vivacious, bursting-with-energy place it is today. The Mission has always been lively, but for a long time it was the wrong kind of liveliness. Dolores Park, just half a block from the Market, was home to junkies. Stabbings and shootings happened regularly. By the time I was twelve, I had been mugged twice on my way to and from the store. Still, when we started our renovations in November 1997, one of the first things we did was take down the metal bars that covered the windows. What a drama that was! All these old-timer people we hadn't seen in years came around and asked, What are you doing? Are you crazy? To me, those bars made the store feel like a fortress. I wanted the store to look inviting and welcoming, so I told myself (and those questioning bystanders), I'm taking the bars off, and I'm just going to deal with it. The renovated store reopened on June 8, 1998. And it was crazy. My brother Raphael and I were partners in the business (he is no longer a partner but still works at the store), supported by six staff from my old restaurant and all the family members we could corral. I wore many hats in those days: I would go to the produce market in the morning, come back and cook for the deli, stock the shelves, and ring on the register. In the beginning, we had no idea what we were doing. We made it up as we went along, running it like a restaurant, which turned out to be a huge advantage. And, it turns out, we reinvented the grocery store in the process. I did know one thing from the very beginning. Coming from the restaurant world, I understood the importance of making things entertaining and treating the market as a theater of sorts. The flattering lighting, the upbeat music, the open kitchen and exuberant signage are all designed to create an energetic, fun vibe. I also knew that having friendly, informed staff would be key. So we hired former waiters for our front of house staff, and we expected them to know our food inside and out, just as they would at a restaurant. Even if they're stocking shelves, their main role is always to inspire customers, put them at ease, and get them excited about good food. All with the overarching goal of making grocery shopping an interactive, fun, and enjoyable experience. The product selection got a makeover, too. We revamped the offerings and got rid of products that my dad and uncle had carried for years—things like cigarettes and forties of malt liquor. It came as a big shock to some folks in the neighborhood. After we reopened, people would come in, take a look around, and eventually ask, Aint you got smokes? We didn't. We filled the shelves with things that I as a chef would want: pantry items like good wine vinegar and panko bread crumbs, farm-direct produce, and sustainably raised meat. Basically, it was a lot of the same ingredients I had used at my restaurant. I preferred these ingredients because they tasted better, not just because they were organic or local. That evolution came over time and happened largely because of the people around me. These were people—mostly our own staff at first, but more and more guests as well—who wanted to make a difference in the world, and they began to push me in ways that nobody had before. Our produce buyer, Simon Richard, had a huge impact on me. A farmer himself, he helped me see farming in a new way, and I gradually understood why organic and sustainably raised produce was so important. I owe him a lot for that. Once I made the connection that where produce is grown, how it's grown, and who is behind it are all just as important as flavor, it was easy to apply that thinking to all our products. It eventually evolved into a rigorous but informal set of criteria for everything we sold: Would we eat this ourselves? Would we feed it to our children? How was this raised, grown, or made? What was the impact on the environment? How are the workers treated? Can we feel good about that? Often, the only way to answer these questions was to talk to the producers themselves. Not many grocers can say they are on a first-name basis with the people behind the products on their shelves, but we can. In addition, since we support so many local products, it's possible to visit the producer and see firsthand how the products are grown or raised. We also taste nearly every product before deciding whether to sell it. Even meat, cheese, or bread with the most pristine provenance will not get very far with us if it doesn't taste good. This process of evaluating and vetting products means everything that's here is here for a reason. The products support each other and enable cooks to achieve their vision. This alone has done a lot to establish a sense of trust between us and our guests, because they know that if we carry it, it's going to be good. When we started making these changes, some guests grumbled about the higher prices that came with these more sustainable foods. We tried to help them understand the factors behind those price tags, including the lower yields (but higher quality) associated with organic farming. We worked hard to instill the idea that every grocery purchase affects the environment, the economy, and the well-being of the people who feed us. We talked about the true cost of food, including the hidden costs of subsidies (paid for by our taxes) and health care. In short, we all have the power to either contribute to the problem or be part of the solution. We all have the opportunity to make an impact every time we eat. We're about more than service with a smile. Although we have always prioritized hiring friendly, personable staff, to me, that's just a small part of our customer service strategy. We treat customers like they're visitors in our own home; in fact, we refer to them as guests. And rather than thinking about customer service as something limited to our frontline staff, we consider our guests in just about every decision we make. We're a customer-directed business. This, again, goes back to the fact that at the beginning, we didn't know what we were doing. We knew we had reincarnated the market into the kind of place where we'd want to shop. But what about everyone else? For this reason, we knew it would be especially important to keep an ear to the ground to listen and respond to guest

requests, whether big or small. Other-wise, wed have no way of knowing that there was demand for gluten-free cookies or additional bicycle parking. Constantly listening to guests, and constantly evolving in response to them, has been the number one key to our success. Theres always more to learn. Education goes hand in hand with great guest service. That means constantly pushing ourselves to learn more and dig deeper about the products we sell. We regularly take our staff on field trips to farms, dairies, slaughterhouses, breweries, and more. The payoff is huge: not only does it give our staff a sense of how good food is produced, but also once theyre back at the store they can say to guests, This is how this is made, and I know because I saw it. Thats pretty unusual in this business, and its also a lot of fun. Educating ourselves also means doing things ourselves. From day one, weve produced our own sausages, smoked salmon, and pts, which we sell out of the deli case. In 2003, my parents bought a farm in the former gold mining town of Placerville; from the orchards fruit, my mom makes jams, jellies, and preserves that we sell at the market. We also started growing our own herbs on the roof of the store, and more recently we added a couple of beehives. In 2008, under Simons leadership, we started our own mini-farm in Sonoma, just north of San Francisco, where our staff could actually get their hands in the dirt and grow vegetables. Its fun, but also helps our staff appreciate and understand how much work goes into producing food. Its an ongoing process; the more we learn, the more there is to know. Educating guests is just as important. All that work that we do to research and vet products is lost if we dont communicate it to guests. Telling the story of individual products is important to us. Sometimes we do that by chatting with guests. Signage is also important; we make our signs by hand and include all the key details about that cheese youre considering: not just the kind of milk and where its from, but also what makes it special. In other words, why are we bothering to sell it? Why did we choose it? Why will you love it? Tasting is another form of food education and the easiest and best way for us to share our own excitement about a product. Were constantly putting food into our guests mouths, whether its a slice of American prosciutto or a sip of a great small-batch soda. Were known for our produce sample every day we offer pre-cut samples of nearly every fruit we sell. Its especially popular with our guests kids, who turn out to be some of our most discerning and loyal guests; many are so won over by our fruit that they wont let their parents buy fruit anywhere else! We are community. Nobody is anonymous in our store. Its a lot like the bar in Cheers where the place where everyone knows your name. We encourage our staff to build relationships with our guests to know not just who they are, but also what they like to eat, what theyre looking for, and what kinds of foods are exciting to them. This enables our staff to recommend and share new discoveries and creates an interactive, long-term dialogue. Were serving not only our guests but also the people whose products we carry. Some of our producers, like Ginger Balakian from Balakian Family Farm in Reedley, California, have been providing us with their amazing stone fruits since the very beginning. Others are newer. And when we find someone whos making something that people arent familiar with, well go out of our way to promote it and introduce it passionately to our guests. We often invite the producers to the store to give out tastes and talk about their product. This gives our guests a chance to talk to producers directly, ask questions, and put a face to where their food comes from. We encourage our staff and our guests to think about the connection to the producer, farmer, or rancher every time they eat; we dont take for granted the hard work and dedication those producers have committed to feeding us. Its not just about connecting guests with producers. We have found other ways to support producers, such as our unique arrangement with Soul Food Farm. As a burgeoning farm, they had the best possible problem: they had more demand for their gorgeous eggs than they could supply. To scale up, they needed capital. So we loaned it to them, repayable through a steady supply of eggs and chickens for the next year. Sort of like a community-supported agriculture (CSA, or farm shares) arrangement, but with bigger volume and a single customer us! And everyone benefited from it. Soul Food Farm, our guests, and Bi-Rite. Over the years, we realized how important it was for us to facilitate these relationships between our staff, our vendors, and our guests each one interdependent on the other for success. Our business was, in essence, a collaboration between these groups. We realized we couldnt imagine doing business any other way, so we eventually formalized it as our mission: Creating Community Through Food. Everything changed. Even in the early days, it was clear that we were on to something. The most obvious, easily quantified indicator was our sales. We set a first-year, admittedly ambitious goal of \$1 million in revenue. We ended up exceeding that by 25 percent. By our third year, we did \$3 million. After more than a decade, our business continues to grow by about \$1 million a year. Our staff has grown, too. Our little original crew of six has grown to well over eighty. (First-time visitors, upon seeing the store, are often shocked to hear that we employ that many people. The store really is that busy, and we want to maintain a good work-life balance!) The stores success has made it possible to grow the Market into a whole family of businesses. In December 2006, we opened Bi-Rite Creamery down the street to create a permanent showcase for the sugary talents of my wife, Anne Walker, and our business partner Kris Hoogerhyde. Our salted caramel ice cream an intense blend of sweet, bitter, and salty became an instantaneous hit; the line of guests eager for a cone wrapped around the block. In 2008, we started a neighborhood community center called 18 Reasons, an intimate venue that brings our community together with producers, activists, and innovators in the world of food. In bringing people together, we strengthen our bonds with one another and deepen our relationship to food. 18 Reasons has gained recognition across the city and nationally for its incredibly popular classes, art exhibitions, workshops, tastings, dinners, and lectures. A second

Market and Creamery is slated to open by fall 2011.