

Head of the Table Ep 20 Kathy Papineau

Guest Interviewee, MalamaDoe

Page 1

LONG Hello, everybody. Welcome to the Head of the Table Podcast. My name is Sheila and I am your host for today's show. Such an exciting day here. We're in the throes of COVID-19 but our business owners at MalamaDoe, we are still going strong. So I am thrilled today to bring you our member Kathy Papineau. Kathy, can you say hi to everybody.

PAPINEAU Hi, everyone. I hope you're doing well in COVID-19.

LONG We're surviving, right.

PAPINEAU Yes, ma'am. We sure are.

LONG So Kathy has been a member of MalamaDoe for a while now in different - what happens at MalamaDoe is a lot of people, they kind of move to different levels. We go month to month pretty much. So I've known Kathy for a long time and have seen her business change and grow and adapt and no one is better to take on this COVID-19 pandemic better than Kathy because she has just been doing this forever, just adapting and really remaining agile and really being able to just move her business along. So why don't you tell us about your position, like what is the company that you run or companies.

PAPINEAU So I run MKE Kitchen which is the shared commercial kitchen for other small businesses. So like MalamaDoe, we have shared things that are available to other people so that the cost of the kitchen gets shared over a large number of people. I also operate a small catering company and I had gone to recently, not doing a ton of events, and it pivoted one direction and now we're cooking daily so -

Other people meaning the people at Restaurant Depot or wherever we're getting our groceries from.

LONG That is really good to hear. That just makes me feel just wonderful about eating out, just know that all of the different precautions people are taking.

PAPINEAU Yeah, and people are really conscious in the kitchen about what they're touching, whether they're touching it with gloves on, whether it needs to be sterilized because they forgot and just touched it with a bare hand, you know. And then abiding by all the normal food safety codes.

LONG Okay.

PAPINEAU So it's an extra set of, an extra set of precautions that we're taking.

LONG Okay, are you finding like a lot of people interested in opening, like going into the food industry right now or is it more just people trying to stay afloat?

PAPINEAU I have not received any new requests to use my kitchen. In the food industry, you've got to be inspected by the health department and file all your paperwork. So it's a little harder to open up shop on the fly here.

LONG Okay, yeah. It's an interesting time. I think people are just really kind of sitting back, assessing the situation and determining next steps.

PAPINEAU Yeah, when I was talking to one of my tenants that makes Suki's veggie burgers and I was talking to him, he

Head of the Table Ep 20 Kathy Papineau

Guest Interviewee, MalamaDoe

Page 5

least twice. So she's been selling a lot of elderberry syrup.

LONG That is the hot item.

PAPINEAU Hmm-hmm.

LONG I remember you telling me about her. What's the name of her business again? It cut out a little.

PAPINEAU Kathy's Natural Living, I believe it's called.

LONG Okay. Yeah, I was telling my daughter about it because elderberry is kind of like the hot item right now.

PAPINEAU Yeah.

LONG And just how she just had an idea. She took a risk. She rented space from you.

PAPINEAU Yeah.

LONG She built a business and you just never know.

PAPINEAU Yeah, yeah, and it's funny. She had, you know, been starting doing it with friends and family for a long time last year. And before this hit, she knew that elderberries were going to be hard to get during the winter. So she had actually started to create herself an inventory. And that's pretty fabulous because she got enough to get, she thinks she's got enough to get through this craziness that we've got going on.

LONG Yeah, and it's just so awesome that you built your business and you're able to help her grow.

PAPINEAU Yeah.

necessary precautions to keep the food safe.

PAPINEAU

Yeah.

LONG

And you for keeping your space like clean so that all those people can work. So thanks for doing that.

PAPINEAU

Oh, thank you. It's just, it's just an interesting time. I'm, when it first hit, I didn't know what the regulations were going to be. I didn't know if any of my tenants would be able to use my kitchen to generate income for themselves. I didn't know if they'd be able to adhere to their leases. I didn't know if they'd be able to feed their families with other sources of money. And I feel very lucky because they can generate income, they can pay me, and I can turn around and pay my landlord. And they're purchasing foods from all over, you know, a bunch of different suppliers. So in a way, you know, we do have a nice little hub of keeping, call it directly, probably 20 people with all the different businesses that operate out of my kitchen working, you know. And maybe it's not the type of work or as profitable as work as we'd like but that's something I think we'll all be grateful for too. I mean, again, to be able to pivot is a blessing. I'm very fortunate that I've been able to pivot.

LONG

Yeah, and you've done it by like being decent and by just being, like all of those business owners and people who are in the food service industry, you just have to be like decent. And if you really are just treating people fairly from the get-go then, okay, you might have to do some pivoting and some

changing. But really it all just comes down to just decency and how you treat the person working right next to you, right, or just standing right next to you nowadays.

PAPINEAU

Yeah, and, yeah, you know, to be real, I mean, dealing with fear that what's going on is going to work out, you know. And not reacting to situations where fear is taking over, you know, the flight, fight, freeze type thing. You got to keep it in balance and in check and that's what I think a lot of people to be decent human beings is keeping that balance where it should be. Things are going to be okay. We're all in this together. No need to hoard and, you know, no need to really short yourself either. Just, as you said, be a decent human being.

LONG

Yep, and the reason why you were at our co-working space, actually, was to do some mindfulness. That's probably been stopped.

PAPINEAU

Oh, actually, tonight, I didn't do it last week, but this, they did a Zoom last week.

LONG

Hmm-hmm.

PAPINEAU

The mindfulness. And this evening we're going to do a Zoom and now that I kind of figured out how to participate, I'll do it this evening too. Yeah, it's funny, it's, when you feel like you can be all in it together, it's so healthy for other people. Once you feel like you're isolated, you know, the dark curtain gets pulled over the window and that's not a good place to be. So, yeah, being able to meditate in the space has been fabulous and people love

MalamaDoe, the space that's provided, divide that there. It's worked really well for our group.

LONG It's been great, yeah. I've been lighting candles. We come in in the morning. We see the candles -

PAPINEAU [indiscernible]

LONG - still the lingering smell. It's great though.

PAPINEAU I didn't know, you sown the candle in me, I don't know. Is this okay to talk about? What does your business insurance say about lit [indiscernible] -

LONG We got insurance. We've got a lot of insurance. But it's fine. It's peace and love. Okay, moving on, anything you wish you would have known when you started out? I know there's a million things but anything that stands out?

PAPINEAU How hard everything is. Everything takes a lot longer than one would have imagined, you know. You try to think of everything you possibly can ahead of time. And then a whole different group of things that you couldn't anticipate or you didn't know how to anticipate, you didn't ask the right people, would pop up. So what do I wish I knew? What I wish I knew is that things will always require a pivot. That's what I wish I knew, you know. And whether it's a full-blown 180 or just a 45-degree pivot, that can be done and you're still going to be okay.

LONG Could not agree more. Things will always require a pivot, especially every year that goes on in your life,

things will happen and you're going to have to pivot.

PAPINEAU

Yeah.

LONG

And you just have to adapt. What a great reminder, thank you for teaching, for just telling us that and sharing, sharing your learnings from all the pivots -

PAPINEAU

Don't freak out.

LONG

- that you had to do, right.

PAPINEAU

Yeah.

LONG

Okay.

PAPINEAU

Don't freak out. Freaking out doesn't help.

LONG

It doesn't freak out, you just got to pivot. You'll be, that's what I really love about our business when I give tours and I -

PAPINEAU

Hmm-hmm.

LONG

We have all of the members on our website and people who use the space have their photos. And then people who have desks, I take people to their desk and then I just tell the stories of every member. And everyone has pretty much pivoted. And the people touring are debating if they should pivot. I'm like, well, you're surrounded by all kinds of women who've had to pivot here. So this is like the norm.

PAPINEAU

Yeah.

LONG

Right, and -

PAPINEAU

Yeah.

PAPINEAU Because that's how clean and organized the house was.

LONG That is amazing. That is just really inspirational to just to keep it together. But sometimes you just need that for your sanity and just be able to find things.

PAPINEAU Yeah, absolutely. That's, in fact, that is the right word. That's how she kept her sanity.

LONG Yeah.

PAPINEAU Keeping things in order.

LONG Okay, all right. Well, great. So for all of the parents out there who have kids at home who are like kind of struggling, maybe that's just something we can bring with us, just straighten up a little bit before you go to bed, wake up.

PAPINEAU Yeah.

LONG And then start the day fresh and we'll remember your mom. So thanks for that lesson.

PAPINEAU Yeah. Now, of course, I was a different kind of mom. When I like did projects with my kids, I did let it get messy and out of control a little bit, you know, because I didn't feel comfortable with parameters. So and sometimes I think if you're too focused on cleaning up, that can be a little stressful to people. So you've got to, during the process, you can allow a little bit of a mess. But make sure you clean it up.

LONG Yeah, and that's kind of, I think, you take that into your work now. Like

everyone's there. We have this pandemic. But people are cleaning up after themselves. And it can get a little messy too. But you take and, you know, maybe your house wasn't as clean as you remembered. There may have been some moments, who knows.

PAPINEAU Oh my gosh. Well, the, sump pump went out in the building and it filled a room about four feet high with water. And that took the grease trap off the floor, you know, and that was, that required a pretty good pivot.

LONG It did.

PAPINEAU And that was recently. That was about a week-and-a-half ago.

LONG Okay, well, at least it isn't right now.

PAPINEAU No, no.

LONG Look on the bright side. Things could be worse.

PAPINEAU Well, had we not, you know, that goes back to stuff is going to happen. Don't freak out. Deal with it.

LONG Yeah, okay, all right. Well, thank you so much for being on the show. I'm so glad we got to talk and I get to promote your business. I just think it's really awesome what you're doing.

PAPINEAU Thank you.

LONG And really glad that you're a member.

PAPINEAU Thank you. I enjoy.

LONG Oh good, yeah. I'm always like, oh, Kathy, or like you just add such a, like a fun, cool like vibe and you really help keep it real. And we really appreciate that. All right, how can people get in touch with you online?

PAPINEAU Kathy-localiscious Papineau, I know that's funny. I hope you can spell any of that. But is Kathy with a K and localiscious is in the middle and Papineau, that's on Facebook. Or you can email me at mkekitchen@gmail if you're interested. And as best I can local and organic soups and three cheese stuffed shells. And once in a while I put together these yummy beet stuffed shells with goat cheese and basil and garlic and parm and [indiscernible] and lots of [indiscernible].

LONG That sounds delicious.

PAPINEAU Yeah.

LONG I think that's what you made for me the first time we met. I went to her kitchen. Instead of her coming for a tour, I went on a tour of her kitchen and I -

PAPINEAU Oh, yeah.

LONG Yeah, that wasn't, you know, but it was great. We could have a great partnership as things go on after this pandemic. We can figure it out as the cooks grow and they need somewhere to do their work. Or if they just want to help increase their visibility. We're here for them. And then we can go there and have cooking, go to some of your fun cooking classes that you got put on.

PAPINEAU Well, it's a shame that we do have to be sequestered now, locked down, because getting people together to cook is such a fabulous way to nourish emotions and relieve stress. And maybe after, maybe after this is over, we can do that and talk about our experiences as we make up yummy food together.

LONG Yeah, maybe it can be like a bucket list, like things that you really want to do. One is we're going to go to a cooking class. Or you can have your top ten cooking classes or something, okay.

PAPINEAU There we go.

LONG All right.

PAPINEAU All right.

LONG Thank you -

PAPINEAU [indiscernible]

LONG - for being on the show and thanks to our listeners, really appreciate you tuning in, hearing these stories of these awesome women who are starting businesses and really inspiring the rest of us to take charge of our own destiny. So thank you for being, for listening and let us know if you need anything at info@MalamaDoe.com. Thanks to everybody for listening to the Head of the Table podcast. Please feel free to look for us wherever you find your podcast. Let your friends know as well. Thanks, everyone. {Ends}