Bryan Schaaf:
Back here on the Meat Speak podcast, Bryan Schaaf, Chef Tony Biggs. Joining us here in the studio, all the way from Johnson & Wales in Charlotte, it's Jerry Lanuzza. Now Jerry, your title at Johnson & Wales is Dean of Culinary Education.

Jerry Lanuzza:
That is correct.

Bryan Schaaf:
Do you prefer Chef, or do you prefer ... because when I hear people referred to as Dean, I think of every eighties movie I've ever seen. Dean ... And it has like a negative con ... like you're the-

Jerry Lanuzza:
Dean [inaudible 00:00:34]. Yeah. Yeah. Yeah.

Bryan Schaaf:
Yeah. Right? Exactly. So do you prefer chef?

Jerry Lanuzza:
I generally go by chef. The first year, almost, that I was the Dean, I'd be walking down the hall and people would say, "Dean, Dean, Dean, Dean," and I'd keep walking, because who's Dean? I'm Chef Lanuzza.

Bryan Schaaf:
That's right. That's right. Dean fearing, right? So Johnson & Wales, if you're not aware, Johnson & Wales has four campuses, I believe-

Jerry Lanuzza:
Four campuses.

Bryan Schaaf:
... across the country, right?

Jerry Lanuzza:
Correct.

Bryan Schaaf:
Yeah. So Providence, Rhode Island, Charlotte, Denver, and North Miami.

Jerry Lanuzza:
North Miami.

Bryan Schaaf:
And it is one of the largest culinary schools in the country. Can you tell us a little bit about your background and how ultimately you, I guess, got led to where you're at right now as the Dean of Culinary Education in Charlotte?

Jerry Lanuzza:
Yeah, actually it's kind of a funny story. When I graduated from the Charleston campus in 19 [inaudible 00:01:29], and then went to Providence, Rhode Island and got my bachelor's degree in food service education, which was the one piece of forethought that I had in my life. And after graduation, I started working and ended up at a private, member-owned country club in Williamsburg, Virginia. It was a great place, The Club at Governor's Land, Two Rivers Country Club at Governor's Land. It was a fantastic facility built on the confluence of the James and Chickahominy River. Beautiful.

Jerry Lanuzza:
And I got a call from a colleague that I used to work with when I was a teaching assistant in Rhode Island. And she said that the Norfolk campus was looking for instructors, could she give them my name? And I said yeah. I'd been working about 110 hours a week at the club, and that was not a lot of fun.

Jerry Lanuzza:
And so I got a call for an interview, and I went down there. And I lived in Williamsburg, and Norfolk was about an hour's drive. And when I got there, I did the interview, and drove back, and got a call on my machine. There was a message on my answering machine because we didn't have cell phones way back then. And it said, "Come on back. We want to do a second interview." So back in the car I went and drove down, did a second interview with the president of the campus, went back home. It was a call my machine, "We want to offer you a position." I said, "Score." And here I am.

Jerry Lanuzza:
And oddly enough my colleagues, my classmates, voted me most likely to become an instructor at Johnson & Wales when I was in my associates degree because I helped tutor them through cost control. And I was like, "Yeah, y'all are crazy." But here we are 25 years later. So I've been with the university for 25 years now, and it's been a fantastic ride.

Bryan Schaaf:
As you look at Johnson & Wales and some of the changes that it's undergone, specifically probably over the last decade or so, you went to the Charleston campus, as did a lot of people who I know, which is no longer in existence. How has it been for you to sort of ride that wave and see it come to the point where it is now, where obviously you're held in such high regard in the culinary community? I guess what has it meant for you to ... Did you have a little bit of sadness when the Charleston campus closed?

Jerry Lanuzza:
Well, at the time I was working at the Norfolk campus. And being a graduate of the Charleston campus, yes, I was sad to see it go because Charleston is a fantastic city, and the university had a ton of influence

on the food scene there. In Norfolk, we were starting to generate a lot of stimulation on the food scene there, but it was probably less traumatic for the city of Norfolk to see Johnson & Wales go, than it was Charleston to see Johnson & Wales go.

Jerry Lanuzza:
And so when we closed, I think that was '06, the Charlotte campus actually opened in '04. And so we had three different populations. You had the Norfolk people that were moving to Charlotte. Then you had the South Carolina people that were moving to Charlotte, because Norfolk and Charleston close to consolidate into Charlotte. And then you had that third group, which was they had not worked at Johnson & Wales before.

Jerry Lanuzza:
And amazingly, we all came together hand in glove, and it was fantastic. There was no fighting over, "I'm from Norfolk." "I'm in Charleston. We did this, this way. You guys do that, that way." There was none of that kind of turf war, if you will. The other great thing about it is because it was a relocation, my colleagues and friends moved with you. So we automatically had a support system in place. The Charleston people had their support system, and the Norfolk people had their support system, and the new people just fit into the fold. So, yeah.

Bryan Schaaf:
Excellent.

Jerry Lanuzza:
That's how that worked.

Bryan Schaaf:
Excellent. When you talk about some of those personalities and new people, not every employee, not every professor at Johnson & Wales is a Johnson & Wales graduate. Believe it or not, you let some CIA folks in as well, of which our own Chef Tony is a proud graduate from Hyde Park.

Tony Biggs:
And this is where it becomes friendly, because I don't want after this podcast, Chef, a [inaudible 00:06:04] of Johnson & Wales students calling me up and going, "Wait a minute, you're so mean. You're so ugly. You're so prejudice." No. Chef and I are going to have a friendly banter because you know what? I have hired ... But I have to say, when I had cooks and chefs apply for jobs with me, the first thing I would say, "Where did you graduate?" And they'd go, "Johnson & Wales." I'd go, "Okay, I'm not going to hold that against you." All right? I'm not going to hold that against you." And I've had some of the greatest cooks and chefs that I've hired from Johnny Wales, we called it, not the outlaw, Josie Wales. Okay? But Johnson & Wales. And I have to tell you, you have spit out a number of great hospitality veterans, and hats off to you guys because it's amazing.

Jerry Lanuzza:

And I can say the exact same thing about that other cooking school from Johnson & Wales.

Tony Biggs:
Ouch. That hurt.

Jerry Lanuzza:
About half of my faculty are CIA grads, and they are fantastic, and I wouldn't trade them for anything. My department chair is a CIA grad, and she is absolutely the most hardworking woman in culinary education.

Tony Biggs:
You know why? Because those CIA grads are crazy, Chef. I want to ask you a couple of questions here.

Jerry Lanuzza:
Go ahead.

Tony Biggs:
Do you have a Human Resources Department there now? Because back at CIA-

Jerry Lanuzza:
Yes. Yes. Yes, we do.

Tony Biggs:
Back in '89 or '78, they ... I remember cutting my hand, and see those scars right there?

Jerry Lanuzza:
Yeah. Oh, yeah.

Tony Biggs:
12 stitches. I tried to put a notch in my belt before I went to Chef Roland Henin's class. Have you ever heard of that name?

Jerry Lanuzza:
Oh yeah.

Tony Biggs:
Oh yeah. Tough guy. You know what he said to me at first? He said, "Anybody who misses my class is going to fail automatically." I cut my hand. You see those stitches, 12 stitches. But I didn't tell Roland. I just wrapped it up and I went to school. And I'm bleeding, and I'm bleeding. I'm in Fish Kitchen. Now, do you allow this to happen? A guy bleeding in the class and he finishes the class? Chef, come on. Times have changed, right?

Jerry Lanuzza:
Yes and no. Yes and no. Times have changed. And certainly with the millennial group, things are kinder and gentler these days, for certain. And we have health services now on campus that we never really had before, so they can go see the nurse and get wrapped up and come back to class. But we never really had that. And it was always, "Pack it with cornstarch. Wrap it, and tape it, and keep on moving."

Tony Biggs:
I'm seeing another trend. I'm glad you brought up millennials, because now I'm seeing a trend that everybody ... Okay, so when I went to CIA, you had to have at least a year experience to get into the school. Now I'm seeing everybody who wants to go to culinary school has tattoos. Is this a prerequisite to be a chef these days?

Jerry Lanuzza:
You would think so seeing some ... If it's not tattoos, it's probably gauges in the earlobes, or other forms of facial jewelry. But in all seriousness, no, it's not a requirement. Although, the hipster chef is still alive and doing well in the industry. And thankfully for us, that still keeps people knocking at our doors to say, "Yeah, I want to ... He's a cool chef. I want to be like him," or "She's a cool chef. I want to be like her."

Tony Biggs:
I love it. I love it.

Bryan Schaaf:
Yeah. When you look at some of those chefs who've come through Johnson & Wales, what a laundry list it is. Of course, Emeril is a proud-

Tony Biggs:
Emeril Lagasse.

Bryan Schaaf:
... proud graduate of John ... Some others who have, I'm sure folks have heard of, including Tyler Florence, Sean Brock, Chris Cosentino, Graham Elliot, Andy Husbands, Chris Santos, Michelle Bernstein, and our dear, dear friend, Chef Craig Deihl, the master salumi Yoda, as we would refer to him here within our walls here at the office. There's so much going on in the industry at the restaurant level. And there's a lot of chefs who have been through and gone through the rigors.

Bryan Schaaf:
And the first thing they'll tell you is one, there's not enough kitchen help. Two, the kitchen help that is available, these kids come out of culinary school and they expect their own Food Network show and an executive chef job. And then on the flip side, there are students who are saying, "Well, I can't go to culinary school because I graduate and then I'm looking at a line cook job that at best is going to pay $15 an hour," I guess. Can you talk us through how you guys have been able to and continue to navigate some of those dynamics with students, with the expectations, and with what some of those programs

are to find students homes that ultimately will hopefully launch them into the careers that they're expecting when they come out?

Jerry Lanuzza:
I will speak for Johnson & Wales on this, but I think it's probably the same at the Culinary Institute as well. We are both premium offerings in the market. And when you apply to Johnson ... Well, I've always said you could go to Bob's Cooking School and get a good education if Bob is a great teacher. And you can even go to the school of hard knocks and still get a great culinary education if you're very strategic about where you work and who you work for. Going to a school such as Johnson & Wales hopefully allows you to move up the ladder of success faster than the school of hard knocks.

Jerry Lanuzza:
But also, part of coming to Johnson & Wales is not just the culinary education, but it's the networking. It's the facilities. It's the contacts. It's the 95,000-100,000 alumni that you can rely on to help you get to those better earning potential jobs. But regardless of what you do, everybody has to pay their dues. And if you come out of cooking school thinking that you're going to be the best thing since melted butter, you've probably got another thing coming, and the chef that you told that to is going to have no problem telling you why you're wrong.

Jerry Lanuzza:
I've always told students, I said, "God forbid I'm crossing the street and get hit by a bus. And I go to the emergency room and there's two doctors in there that I can choose from: the guy who graduated medical school last week, or the guy who's been coming in every day for the last 20 years to do my surgery. Who am I going to pick? I'm picking the guy with the experience. I'm not picking the kid that just came out of school."

Tony Biggs:
Exactly, Chef. You and I both know that when we submit a resume, and I've met a lot of guys from the school of hard knocks, and they're fantastic. But to your point, the cream rises to the top. And who are they going to look at? They're going to look at somebody that graduated CIA, or Johnson & Wales, or other culinary schools around the world. And you're going to get first shot. Let's face it.

Bryan Schaaf:
Yeah. Is there a general understanding, do you sense, among your students, where they kind of start to see that, they start to understand that, "You know what? This is a degree. At the end of the day, even when I come out of here though, I'm still going to have to get through ... "

Tony Biggs:
Pay your dues. Pay your dues.

Bryan Schaaf:
Yeah. There is still that ... We're not talking about a kid graduating from the London School of Economics

just going into $100,000 a year job. If you are in this for, I guess, the right motivations as why you actually want to be a chef, is there a general understanding among those kids, maybe even more so now than there were five, 10 years ago?

Jerry Lanuzza:
If there isn't when they come in, there is by the time they graduate. Again, I'll say that we do a fair share of dream crushing on the front end, because someone will come-

Tony Biggs:
I like that.

Jerry Lanuzza:
Someone will come in and say, "Okay, when I graduate in two years, I'm going to open my own restaurant." And it's like, "Well, that's probably not going to happen. Can you open your own restaurant someday? Absolutely, but it's going to take a lot of work. And by the way, you have to take math and English." they're like, "What do you mean? I came here to culinary school?" "Well, math counts-"

Bryan Schaaf:
That's funny.

Jerry Lanuzza:
... when you're trying to get some money from someone to invest in an operation.

Bryan Schaaf:
Chef, speaking of math, you mentioned something earlier that a lot of folks and a lot of kids just overlook and breeze over, but it's food cost. And I'm glad you said what you said. It sounds like your background is really food cost, food costing.

Jerry Lanuzza:
Oh, yeah.

Bryan Schaaf:
And chefs, they believe the food world is art, but if you're not making the money on that plate, and you're going out, and you don't know what you're putting on that plate and how much it costs, these are times where you have to pay attention to that. Right, Chef?

Jerry Lanuzza:
Absolutely. I used to teach a purchasing and product identification. And the purchasing class ... Every chef instructor at every culinary school teaches the most important class in the curriculum. Just ask them. Nobody can graduate without taking my course. And to a certain extent that's true because they're all important. But in the purchasing class, we had to understand that first of all, this is a tomato, not an apple, or this is a tomato and not a tomatillo, or whatever the case may be. But not only that, it's

money. You had to spend money to get that thing on your table, and now you need to turn that thing into something that's worth three times what you paid for it. And that's when people go, "Oh. Yeah."

Jerry Lanuzza:
And when something leaves without being sold, whether it was stolen, whether it was spoiled, whether it fell on the floor, and you have to throw it away, you've got to replace that thing three times, or you lose money three times. You have the cost of the product itself. Then you have the cost of the replacement, because you can't not serve that item. And then you have the revenue that you never saw from the first one that fell on the floor. So by that one thing going away without being paid for, then it's a no win scenario. And I think there's ... This is not empirical data, but I would say that I think a lot of restaurants, there's very few restaurants that have failed because the food wasn't good. There's a ton of restaurants that have failed because people didn't do the numbers.

Bryan Schaaf:
Yeah. Yeah.

Tony Biggs:
Chef would be good at our CAB yield testing. We should ... My gosh, right?

Bryan Schaaf:
So, wow. Excellent.

Tony Biggs:
We teach that here, Chef, from box, to purge, to plastic. We teach them how much is that steak going to cost on a plate after you've weighed, purged, the box, the whole thing?

Jerry Lanuzza:
Absolutely.

Tony Biggs:
And that's what we do here with a lot of our groups. So kudos to you, Chef.

Jerry Lanuzza:
AP versus EP. Yeah, unbelievable.

Bryan Schaaf:
Excellent. Since we do have a rare opportunity where we have a professor and graduate from Johnson & Wales in the room, we have a proud graduate of the Culinary Institute of America in the room, and not one punch has been thrown yet, so I'm very proud of you both.

Jerry Lanuzza:
Aw.

Tony Biggs:
Thanks, Chef.

Bryan Schaaf:
Right? But there has to be some level of competition, I think, that we have to make sure we settle. So I hope if you guys are willing to participate, I have pulled some questions that I would like to pose. And we'll just figure out who's-

Tony Biggs:
Chef, referees are really in trouble in the NFL these days.

Jerry Lanuzza:
Oh yeah.

Tony Biggs:
If Bryan's going to be the referee, then we can have carte blanche to mug him in the studio. All right? Okay?

Jerry Lanuzza:
I'm down. I'm down.

Bryan Schaaf:
All right. I don't even know how many questions there are.

Tony Biggs:
He's hiding the questions too.

Bryan Schaaf:
That's right.

Tony Biggs:
Oh my gosh. We're in trouble.

Bryan Schaaf:
I didn't want anybody to peek. Right? All right, first, 1996 there was a milk-based product the USDA Ag Department proposed as a substitute for meat in school lunches. What was it?

Jerry Lanuzza:
Yogurt.

Tony Biggs:

Well, it was a protein. Yeah, that could of ... Yeah. Protein? Yeah. Yogurt's a protein.

Bryan Schaaf:
Yep. Next, black-eyed peas are not peas. What are they?

Jerry Lanuzza:
Beans.

Tony Biggs:
Well, they're legumes.

Jerry Lanuzza:
Well, peas are legumes.

Tony Biggs:
Legumes.

Bryan Schaaf:
Next, what part of the banana is used to make banana oil?

Tony Biggs:
The skin?

Jerry Lanuzza:
I would agree.

Bryan Schaaf:
What was margarine called when it was first marketed in England?

Tony Biggs:
[inaudible 00:19:11]?

Jerry Lanuzza:
Oleum.

Tony Biggs:
Oleum. Yes.

Bryan Schaaf:
Okay. What are the two top selling spices in the world?

Tony Biggs:

Salt and pepper. Is that considered a spice?

Bryan Schaaf:
Okay.

Jerry Lanuzza:
Pepper and cinnamon.

Tony Biggs:
Cinnamon.

Bryan Schaaf:
Okay. What is the most widely eaten fish in the world?

Jerry Lanuzza:
Cod.

Tony Biggs:
Wow. I was going to say salmon, but he got me on cod. I've got to think. I'm from New England. We eat a lot of cod up there, chef.

Bryan Schaaf:
Scrod.

Tony Biggs:
Boston scrod, right?

Jerry Lanuzza:
Scrod.

Tony Biggs:
Okay. He said cod, but I'm going to go with salmon.

Bryan Schaaf:
Okay. I thought the answer was sticks, by the way.

Tony Biggs:
Sticks?

Bryan Schaaf:
Mrs Paul's. Yeah.

Jerry Lanuzza:
All right. Bah-dum-bum.

Bryan Schaaf:
All right. Three more questions, right? What is the name of the evergreen shrub that gives us capers?

Tony Biggs:
Oh, that's a good one, Bryan.

Jerry Lanuzza:
That's the caper bush.

Tony Biggs:
Caper bush?

Bryan Schaaf:
Okay.

Tony Biggs:
You said evergreen. Yeah, caper bush.

Bryan Schaaf:
Okay. Two left. What fruits were crossed to produce a nectarine?

Tony Biggs:
A peach and a ...

Jerry Lanuzza:
Tangerine.

Tony Biggs:
A peach and tangerine. That makes sense because of the color. Yes.

Bryan Schaaf:
Okay. And lastly, what animal's milk is used to make authentic Italian mozzarella?

Jerry Lanuzza:
Water buffalo.

Tony Biggs:
Buffalo.

Bryan Schaaf:
All right. You know what's funny is both of you got the questions correct all the same, and you both missed the exact same questions all the way down through. It's a virtual tie.

Tony Biggs:
Chef!

Jerry Lanuzza:
All right!

Tony Biggs:
Yes! Chef!

Jerry Lanuzza:
Boom!

Bryan Schaaf:
So just so you know, yogurt was correct. Legumes was correct. No part of the banana is actually used to make banana oil. It's a synthetic compound that's named because of its banana-like aroma. Margarine was actually called butterine in England.

Tony Biggs:
Butterine. Okay.

Bryan Schaaf:
The top two selling spices in the world, pepper and mustard.

Jerry Lanuzza:
Ah.

Tony Biggs:
Oh, okay.

Bryan Schaaf:
The most widely eaten fish in the world, it was not Mrs. Paul's. It's actually the herring.

Tony Biggs:
The herring. Oh, wow.

Bryan Schaaf:
All right? Caper bush was correct. What fruits are crossed to produce a nectarine? None. A nectarine is actually a variety of a peach. How about that?

Jerry Lanuzza:
Well, we got peach right.

Bryan Schaaf:
And lastly, y'all nailed fresh, authentic mozzarella comes from water buffalo. So there you go. As unscientific as we can get, dead heat tie between Johnson & Wales, Culinary Institute of America.

Tony Biggs:
Okay! I take it.

Jerry Lanuzza:
It ruins my joke. I can't tell my favorite joke anymore.

Bryan Schaaf:
I'm sorry.

Jerry Lanuzza:
How do you get a CIA grad off your porch?

Bryan Schaaf:
How's that?

Jerry Lanuzza:
Pay him for the pizza. Bah-dum-bum. I tease because I love. Come on.

Tony Biggs:
Hey Chef, I want to ask you a question. This is our new podcast. What messages would you like us to share with the hospitality world? This is what we do. We don't want to always talk about meat. We bring you in from your perspective. We bring chefs in. We're going to Grand Cayman. We're going to do the Cayman Cookout, interview Jose Andres. And what messages do you think this podcast could help hospitality industry leaders moving forward?

Jerry Lanuzza:
As we move into 2020, Johnson & Wales in particular, we are changing the way we do things a little bit, and we are creating the College of Food Innovation and Technology. So we are going to leverage our history and brand recognition on food, and try to push that forward into the next generation of food innovation. So I think that if we can get the message to people that it's beyond just cooking and going to work in a hotel or a club, that there is an interdisciplinary approach to food these days, and there's a great deal that can be done to solve some of the world's hunger problems, agriculture problems. And hopefully that's something that we can impact at Johnson & Wales. So I would say the wish would be to get people to think outside the box and continue the message of be innovative and let's try to help each

other out.

Tony Biggs:
That's beautiful, Chef.

Bryan Schaaf:
Excellent. Well said, Chef. Chef Jerry Lanuzza, Dean of Culinary Education from Johnson & Wales, Charlotte campus. We appreciate you for taking time out of your busy, busy schedule to join us in the studio here today, Sir. Thank y'all.

Tony Biggs:
Chef, hats off. Love you, baby. Even though you're from Johnny Wales, the outlaw, Johnny Wales, we still love you and come back again to see us.

Jerry Lanuzza:
I appreciate it, Chef. And I'm in awe of this facility, and I love certified Angus beef, and the work that you guys do. Thank you very, very much for hosting this.

Tony Biggs:
Thank you, Chef.

Bryan Schaaf:
Thank you, Chef.