

# FRESH BITES NEWSLETTER

December 2017

## Featured

### NutriStudents K-12 promotes three

There's a hard-working team behind the scenes at NutriStudents K-12 that continually strives to improve the system and add value for our clients. Whether helping clients prepare for their USDA Administrative Review, building proprietary calculators and tools to further streamline the foodservice work flow or envisioning how to more efficiently deliver our system and service clients, our team is committed to success. That's why we're pleased to announce the promotion of three individuals to new positions:

- Nick Johannes to Chief Operating Officer
- James Hanold to Menu Development and Training Director
- Andrew Behrman to Product Development & Technical Support Director

Eldon Brustuen, Co-Founder and President of NutriStudents K-12, said, "I would be lost without these three key players on my team. They have incredible insight, valuable front-line experience and skills that amaze me daily. NutriStudents K-12 continues to get better every day because of their efforts."

[Continued on page 2](#)



**Nick Johannes, Chief Operating Officer**

## In this issue

NutriStudents K-12 promotions

[Page 1, 2](#)

Digital display menu images

[Page 2](#)

Commodities resources

[Page 3](#)

In case you missed it (ICYMI)

[Page 4](#)

SEASON  
*Greetings*

## Featured Testimonial:

*"James and Andrew are super! Simply amazing. The way they turned us around with that audit stuff - we couldn't have done it without them. I couldn't believe how they put this together so easily for us."*

Terry Schane  
Business Manager  
Saint Clair (PA) Public Schools



# NutriStudents K-12 promotes three

## Nick Johannes, Chief Operating Officer

In his new position, Nick will lead the day-to-day operations of NutriStudents K-12, implementing new processes and tools to help the company run more efficiently while continuing to service clients well. He draws on 10+ years of experience at a variety of restaurants and foodservice companies to help him juggle the many demands and details that arise each day. He was the senior logistics and IT manager for NutriStudents K-12. Prior to joining the company, he worked for Grand Central restaurant in St. Paul, Minn.; the Mediterranean Café in Colorado Springs, Colo., and the Agnes' Portuguese Bakery in Kailua, Hawaii; as well as a country club, the Mayo clinic, a casino and an upscale catering company. Nick is a music aficionado who collects records and can beat most anyone at music trivia. He has learned to play several musical instruments by ear.

## James Hanold, Director, Menu Development & Training



James has parlayed his extensive front-line foodservice experience into a training and customer service, and menu/database development role with NutriStudents K-12. He began working for CKC Good Food, the sister company to NutriStudents K-12, in 2008, and has held roles including foodservice manager at two different client locations, chef, server, procurement representative, chef trainer and menu planner. He got his start in foodservice during high school, serving meals to residents of a senior living facility. James is ServSafe Certified and has a certificate of completion for the NUTRIKIDS Advanced 101 Program.

## Andrew Behrman, Director, Product Development & Technical Support



Andrew brings vast industry experience and a client-centered approach to his responsibilities with NutriStudents K-12. Always seeking to simplify tasks for clients, he is currently developing a complex new tool to automate menu selection and purchasing for our clients. He's also the creator of our proprietary Commodity Forecasting Tool and other analytical tools that support our value to clients. He has worked in foodservice since 2011 as a prep cook, kitchen manager and portion coordinator. Andrew is ServSafe certified, and has studied accounting, business management and music education.

## Get In Touch!

NutriStudents K-12

844-204-2847

[info@NutriStudentsK-12.com](mailto:info@NutriStudentsK-12.com)

[NutriStudentsK-12.com](http://NutriStudentsK-12.com)

[NutriStudentsK-12.com/Blog](http://NutriStudentsK-12.com/Blog)



@MenuFreedom



NutriStudentsK12



NutriStudents K-12

# Tools to simplify commodities allocations

**NutriStudents K-12**  
Menu Freedom. Over 100 Certified Weeks.

**2018-19 SY**

Average Student Count:

Weeks/School Year:

Enter in your average student count here!

Enter the amount of weeks in your school year here!

Forecasting Range:	Yearly		NutriStudents K-12 Menu Week		NutriStudents K-12 Menu Week		Weeks Left To Use
NutriStudents K-12 Menu Week	How many times will you use this menu week this year?	NutriStudents K-12 Menu Week	How many times will you use this menu week this year?	NutriStudents K-12 Menu Week	How many times will you use this menu week this year?		0
Week 1		Week 6		Week 11			
Week 2		Week 7		Week 12			
Week 3		Week 8		Week 13			
Week 4		Week 9		Week 14			
Week 5		Week 10		Week 15			
Product:	Sauce - Tomato	Oil - Soybean	Sauce - Tomato Paste				
Qty. to Order (cases):	0	0	0				
Product:	Vegetable - Broccoli; Frozen	Vegetable - Carrots; Canned	Vegetable - Carrots Sliced; Frozen	Vegetable - Corn; Canned			
Qty. to Order (cases):	0	0	0	0			
Product:	Vegetable - Green Peas; Frozen	Vegetable - Green Beans; Frozen	Vegetable - Green Beans; Canned	Vegetable - Corn; Frozen			
Qty. to Order (cases):	0	0	0	0			
Product:	Legume - Black Turtle Beans	Legume - Kidney Beans	Legume - Pinto Beans	Legume - Garbanzo Beans	Legume - Refried Beans		
Qty. to Order (cases):	0	0	0	0	0		
Product:	Cheese - Shredded Cheddar	Cheese - American Sliced	Cheese - Shredded Cheddar Red. Fat	Cheese - Shredded Mozzarella			
Qty. to Order (cases):	0	0	0	0			
Product:	Protein - Beef Crumble	Protein - Chicken Breast Fillet	Protein - Beef Hamburger Patty	Protein - Chicken Diced	Protein - Chicken Fajita Strip		
Qty. to Order (cases):	0	0	0	0	0		
Product:	Grain - Macaroni Noodles WW	Grain - Tortilla WW	Grain - Long Grain Brown Rice	Grain - Spaghetti Noodles WW			
Qty. to Order (cases):	0	0	0	0			
Product:	Fruit - Unsweetened Applesauce PC	Fruit - Mixed Fruit Cocktail	Fruit - Peach; Diced	Fruit - Strawberry PC; F	Fruit - Raisin		
Qty. to Order (cases):	0	0	0	0	0		

© 2017 NutriStudents K-12

The time for allocating your 2018-2019 commodities may be around the corner, depending on the state in which you operate. Don't forget, NutriStudents K-12 has helpful resources that take the guesswork out of ordering commodities:

## Commodities Forecasting Tool

The tool precisely calculates how much of each commodity product you will need based on your student population, the weeks in your school year and the number of times you plan to use each NutriStudents K-12 menu week. Plug in your numbers and watch the tool update the quantity of each commodity food you need to order.

## General allocation guidance

If you're not sure which NutriStudents K-12 menu weeks you want to use next year or how often, check out this less specific guidance for ordering commodity foods used frequently in our menus.

You can find both in our client portal under "[Training & Resources - Commodities Allocations.](#)"

## Now on NutriStudents K-12

### Digital display menu images

NutriStudents K-12 is pleased to provide high resolution, labeled images of all 15 weeks of our lunch entrees for use on the digital displays/monitors in your buildings. The images are full-color, high-resolution images of our actual meals - no cheesy stock photos! Every image is labeled with the entree name for your convenience. Simply download the images you need from our client portal and upload them to your digital display system. For select entrees, such as hamburgers, there are even multiple images from which you can choose.

You can [access the images](#) under the "Lunch" drop-down menu on the client portal.

## In case you missed it (ICYMI)...

### Just one week for a successful audit

Is your school/district due for your tri-annual USDA Administrative Review (audit) this year? NutriStudents K-12 can help you pass your audit with flying colors. If you use just a single NutriStudents K-12 menu week each month, you're ensured of having a completely bullet-proof, USDA-compliant menu to provide to the state for your review. Every complete NutriStudents K-12 lunch menu meets all of the nutritional requirements of the Healthy, Hunger-Free Kids Act. Not to mention, each menu week incorporates flavorful entrees and luscious side dishes that your students are bound to enjoy.

In addition to providing you with fully compliant menu weeks, NutriStudents K-12 also supports your successful audit with:

- An Administrative Review Packet to help you know what to expect and thoroughly prepare for your audit. It includes a handy checklist and instructions for compiling the necessary documentation (and examples of each), including:
  - Calendar menus
  - Standardized recipes
  - Food production reports
  - CN labels and product formulation statements
  - Specific manufacturers' online product formulation statements
- Training tools on Offer vs. Serve
- Tutorial videos on service procedures, CN labels, Food Production Reports and more
- On-call support from our staff for your specific needs and questions

Don't go through your audit alone. Menus and support from NutriStudents K-12 are at your fingertips. Visit our Resources section or call us for more information.

### NutriStudents K-12 expands nutrition staff



We are pleased to announce that Registered and Licensed Dietitian Debbie Baker has joined our nutrition team to analyze all menu items and recipes for nutritional content. This includes making sure all our recipes follow the Healthy, Hunger-Free Kids Act nutritional guidelines.

"It is exciting to work for a growing, dynamic company with excellent leadership," Debbie said, "and one that does not settle for meeting the basic standards. NutriStudents K-12 is committed to developing recipes and menus that result in foods that are as pleasing to the palate as they are to the eyes."

Prior to joining our staff, Debbie worked for 20 years as a clinical dietitian in hospitals and nursing homes plus 5 years in public health. Debbie earned her bachelor's degree in nutrition and dietetics from Keene State College in Keene, N.H.