# NutriStudents K-12®

## Menu Freedom. Over 100 Certified Weeks.

Simplifying school foodservice from menu selection and promotion to implementation and service.

# FRESH BITES NEWSLETTER

## February 2018

## In this issue

## Featured Testimonial:

*"As a smaller district, our director also has a lot of day-to-day responsibilities, including assisting with cooking. NutriStudents K-12 relieves her of the burden of having to key in each ingredient in every recipe in every menu week. She can use the menus in NutriStudents K-12 and forego entering all that information. It's all done for her."*

Troy Wentz
Business Manager
Hanover (Penn.) Public Schools

## Featured

### What's the Difference?
### NutriStudents K-12 vs. Nutritional Analysis Software



| Chicken Patty Sandwich Fresh Broccoli w/ Dressing Assorted Chips/Crackers Assorted Fruit | Pollo Verde w/ Cilantro, Green Onions & Brown Rice Spinach Salad w/Dressing Fresh Red Bell Pepper Slices Assorted Fruit | Beef & Potato Wrap Shredded Cheese Spinach & Romaine Salad w/ Corn & Dressing Assorted Fruit | Sesame Popcorn Chicken Cilantro Brown Rice Teriyaki Bean Salad Shredded Lettuce Assorted Fruit | Spaghetti Meal w/ Shredded Mozzarella Lettuce Salad w/ Peas, Diced Tomatoes & Dressing Assorted Fruit |

Some of the most common questions we are asked are related to how NutriStudents K-12 is different from nutritional analysis / meal planning software such as NUTRIKIDS, PrimeroEdge, MealsPlus, etc. Simply put, with nutritional analysis or menu planning software you do all the work. With NutriStudents we've done it already! No menu planning required.

### Featured Video:
### Making our menus and recipes work for your students



A small tweak may be all that's needed to make a menu day and week work for you.

0:37 / 1:12

Click image to view video

# Breakfast: the most important meal … for your budget

We all know that breakfast provides an important start for students' days, helping them do better academically and curbing challenging behaviors, in some cases. It's also an economical and convenient option for busy parents. But did you know breakfast has the potential to be even more profitable than lunch for your district? It's true. And with NutriStudents K-12 help, your district could achieve participation rates of 80% or higher in a few short years.

National School Breakfast Week, March 5-9, is a great opportunity to highlight the many benefits of your breakfast program with parents, staff and students. The School Nutrition Association, USDA and many other organizations offer posters, curricula and suggested activities to make it easy to promote your healthy menus and increase breakfast participation. We've provided links to a few below.

Our tip sheet, "Building Breakfast Participation (and Revenues) is as Easy as 1-2-3!" may also help spur participation in breakfast. It walks you through setting up a successful breakfast program:

1. Choose Your Service Style:
   - Grab-and-go
   - In-the-classroom
   - Cafeteria service

2. Choose Your Components:
   - 1 and 2 whole-grain-rich equivalent items
   - Fruit
   - Milk
   - Protein items

3. Present Foods Well:
   - Hallways provide easy access
   - Use racks and serving bowls to present variety of items in a visually appealing manner
   - Salad bars make great breakfast bars!
   - Change up your offering on a monthly or quarterly basis to keep participation growing and enticing

## Breakfast Menu Builder
This online tool expedites the creation of customized, USDA-compliant, monthly breakfast menus. Simply input the answers to a few questions and choose options from a series of dropdown menus, and the tool will auto-populate the day's menu on the monthly calendar, ensure the proper number of grains are offered each week and build out a downloadable Food Production Report for each day.

The Breakfast Menu Builder can be customized based on:
- District - add your district's or school's logo at the top right of the monthly calendar
- School - create a different menu for each building in your district, if you'd like
- Grade - choose from preK, K-5, K-8, 6-8, 9-12
- 1 or 2 offerings per day
- 1 or 2 whole-grain-rich-equivalent items
- 2 fruit options for each offering every day

Milk is included in each offering every day. The dropdown menus for the fruit and whole-grain-rich-equivalent items are populated with the NutriStudents K-12 breakfast market basket.

You can access the tool in the client portal under the "Breakfast" dropdown menu. Step-by-step, written instructions and a tutorial video will help acclimate you to the tool.

## Featured Resources:

Make the most of your breakfast program with these resources:

National School Breakfast Week Toolkit from the School Nutrition Association

Cafeteria Connection, our newsletter for you to use for parent communications, includes an issue on school breakfast.

Our Breakfast Tips Sheet for setting up or enhancing a breakfast program

NutriStudents K-12 Breakfast Menu Builder, accessible from the breakfast dropdown menu in the client portal.

You can find more tools in the "resources" section of the NutriStudents K-12 client portal.

Making full use of your USDA Foods (Commodities) is one way to ensure the financial success of your foodservice program. Generally, it's difficult to determine which and how much of various commodity foods to order six months to a year in advance. NutriStudents K-12 takes the guesswork out of ordering commodities with our proprietary Commodities Forecasting Tool.

## Commodities Forecasting Tool

The forecasting tool allows you to enter your student headcount, the number of weeks in your school year and the number of times you project using each NutriStudents K-12 menu, and it automatically computes the precise quantities of various commodities to order. Download it from our Resources section today! Once you download it, click "Enable Editing" and begin filling in the fields to be completed, according to the instructions built into the tool.

**USDA Commodity Forecast Calculator**

## General Guidance

If you don't know which NutriStudents K-12 menu weeks you want to use in 2018-2019, the general guidelines below will help you maximize your commodities use with NutriStudents K-12 menus.

1. Maximize your use of the DoD Fresh Fruits and Vegetables Program or a similar program that may be offered in your state. Some schools or districts may choose to allocate 100% of their USDA Food Entitlements to fresh produce since it is used frequently in our menus.

   If you have entitlements remaining after ordering fresh fruits and vegetables, split the remainder 50-50 between USDA Chicken Fajita or USDA Diced Chicken and another USDA Food such as beef crumble or shredded cheese.

2. If a fresh fruits and vegetables program is not available to you, NutriStudents K-12 menus incorporate the following USDA commodity foods:
   1. USDA Frozen Beef Crumble
   2. USDA Frozen Raw Ground Beef
   3. USDA Chicken Fajita
   4. USDA Diced Chicken
   5. USDA Canned Fruit #10 cans
   6. USDA Frozen Vegetables (Beans, Corn, Carrots, Broccoli)
   7. USDA Canned Legumes (Garbanzo Beans, Black Beans, Pinto Beans, Navy Beans)
   8. USDA Applesauce Cups
   9. USDA Reduced Fat Shredded Mozzarella and Cheddar Cheese

To further simplify your USDA commodities orders, you could simply allocate your USDA Food Entitlements 50% USDA Chicken, 25% USDA Beef Crumble or Raw Beef, 12.5% USDA Canned Fruits and 12.5% USDA Frozen Vegetables.

# What's the difference? NutriStudents K–12 vs. nutritional analysis software

NutriStudents K-12 provides 100% complete, USDA-compliant menu weeks, with corresponding recipes and reports, as well as audit support, training resources, and tools to save time and money on ongoing and commodity food orders. We save foodservice directors countless hours spent on menu development and verifying adherence of those menus to federal guidelines by providing plug-and-play, chef-created menus tested and approved by kids.

Just like districts that create their own menus, NutriStudents K-12 uses a nutritional analysis software to confirm our menus comply with the USDA guidelines. Our registered dietitian then further verifies the menus and the corresponding reports needed for administrative reviews/audits before we add them to the client portal. Because we provide all the reports and go to great lengths to confirm compliance, you may choose to forego loading our menus into your nutritional software.

Because we are not a nutritional analysis / meal planning software, NutriStudents K-12 is not required to be approved or certified by the USDA or state departments of education.

## Advantages over nutritional analysis software

- No menu planning required
- Over 100 weeks of plug & play, chef-created, kid-tested menus
- Complete menu weeks guaranteed 100% USDA-compliant by Registered Dietitian
- Increased revenue from greater student participation
- Less wasted food
- Maximized commodities use with proprietary Commodity Forecasting Tool
- Food-cost savings through market basket of increased volume of fewer specific items
- Automated reports quickly and easily generated, saving hours per week
- Save internal time and outside training costs with built-in training resources
- Positive ROI within one year
- Hands-on, personal coaching and support through USDA administrative review