

# FRESH BITES NEWSLETTER

Back-to-School 2019

Featured: No Risk. Plenty of Rewards.



**Now with a “Love it or it’s free”  
guarantee!**

Many foodservice directors are looking for ways to work smarter, not harder, in 2019-2020. Let NutriStudents K-12 help. We’ve got great-tasting, USDA-compliant, easy-to-use menus that your students will love, and a toolbox full of time-saving resources that you and your staff will appreciate. Seriously. If not, we’ll refund your money!

With NutriStudents K-12 new money-back guarantee\*, there’s no risk and plenty of rewards! Now is the perfect time to sign up to access all the ways in which the system can help you succeed in 2019-2020.

We are so confident NutriStudents K-12 will more than pay for itself through increased participation and revenues, and reduced waste and food costs, that if you use the program for one school year and don’t love it, we’ll refund your money. That’s a 100% Satisfaction Guarantee!

**Intrigued, but want to know more? [Schedule a demo today.](#)**

[Continued on page 3...](#)

## Editor’s Note

### Ready? We Are!

After a busy summer of system enhancements and a whirlwind of trade shows, we’re ready to make 2019-2020 the best year ever for you and all hard-working foodservice directors! This month’s newsletter shares all our latest developments to help school foodservice directors succeed.

[Schedule a demo today.](#)

## In this issue

No Risk. Plenty of Rewards. [Page 1](#)

NutriStudents 2.0 [Page 2](#)

NutriStudents K-12 Adds 3 to Team  
[Page 3](#)

30-Week Menu Rotation [Page 4](#)

CookBook Instantly Scales Recipes  
[Pages 5](#)

Make This: Cuban Sandwich  
[Page 6](#)

Gallery: Summer Encounters [Page 7](#)

# It's Here! NutriStudents 2.0

After many hours of collaboration and development, our refreshed client portal has launched! It's one of our latest efforts in our continual quest to deliver the best-possible user experience.

Users will notice changes throughout the portal, starting with the simplified navigation and redesigned landing pages. The fly-out menus have been nearly eliminated.

## Client Home

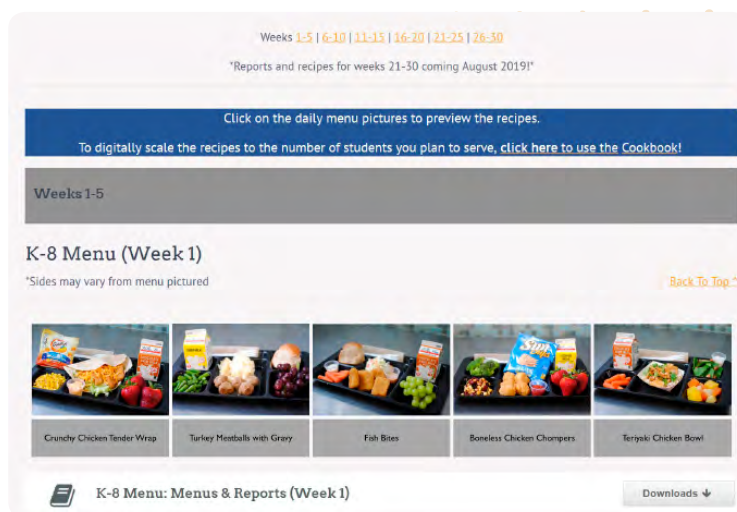
We added pertinent information that could easily have been missed by clients who log into the system on autopilot. We'll highlight one of our newest resources and now you can find a feed of our latest blog posts and "Food News" headlines. There's also a new search box for quickly finding content on the portal.

## Lunch Landing Page

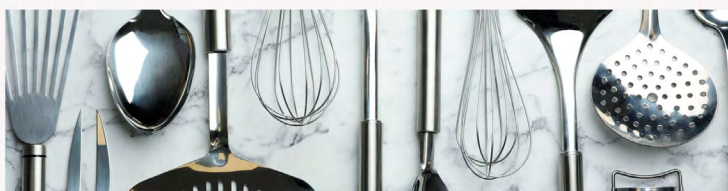
Now you can access all K-12 NSLP lunch menus from a single landing page, whether for 4-day, 5-day or 7-day programs or varying age groups. They're also segmented based on planned vegetables or fruit and vegetable bar. How simple is that!?

Once you click on your desired age group menu, you'll be taken to the menu pages. These look a little different too -- and include some helpful shortcuts not previously available. Click on the links at the top or bottom of the page to quickly jump to your desired block of 5 menu weeks. No more scrolling the length of the page to get to later weeks.

By clicking on the photo of the individual menu day, you can easily access the recipes for the day. Recipes are scaled to a meal count of 100 but if you want to easily scale the recipes to your specific student population, tap into our handy new [CookBook](#). All the weekly reports, including posters featuring color images of the actual meal, are accessible by clicking on the "downloads" button for the menu week.



## Toolbox



### Time-Saving Tools, All in One Place

Welcome to your toolbox, where you will find all our helpful tools and calculators that will save you time on weekly distributor orders, commodities allocations, building a promotional calendar and scaling your recipes to size. Bookmark this page for even faster access!

We've moved all our helpful tools into the "Toolbox" on the navigation menu. Here you'll find DataBites™, the Promotional Calendar Creator, the CookBook, the Digitally Editable FPR, Market Baskets and the USDA Commodity Calculator. Everything you need to streamline many of your administrative tasks!

We're always open to suggestions for making NutriStudents K-12 more user-friendly. Have an idea? Drop us a note at [CustomerService@NutriStudentsK-12.com](mailto:CustomerService@NutriStudentsK-12.com).

[Schedule a Demo](#)



NutriStudents K-12 is pleased to welcome three to our growing team. These seasoned professionals will help us serve our growing client base, further enhance our user experience and support product development. They are:

**Shelly Miller, Client Relations Director**

Shelly (pictured right) has worked in the foodservice industry for nearly 30 years, most recently as the Foodservice Director for the Staples-Motley (Minnesota) School District. While at the district, she maximized the use of NutriStudents K-12 to increase participation, decrease waste and achieve a dramatic financial turnaround. Unlike the years prior to NutriStudents K-12, she had a budget surplus nearly every year she used NutriStudents K-12, which helped her fund equipment purchases and maintenance. Prior to working for the district, Shelly was Kitchen Manager for an assisted living facility for 9 years.

Eldon Brustuen, President and Co-Founder of NutriStudents K-12, said, "As Foodservice Director for Staples-Motley, Shelly has been one of the most influential leaders nationally in helping our team develop and enhance NutriStudents K-12, taking it from a rowboat to a rocket ship! She has consistently led other foodservice professionals to more fully take advantage of the many benefits provided by NutriStudents K-12, and is recognized throughout Minnesota and the region as a leader in the K-12 foodservice profession.

**Amanda Craig, Sales Director**

A California-native, Amanda (pictured left) comes to NutriStudents K-12 with a heart for helping kids establish a healthy lifestyle and appreciation for good nutrition. She has consistently demonstrated a commitment to addressing clients' needs and excellent client service throughout her 16-year sales career. After moving to the Minneapolis-St. Paul area, Amanda was Strategic Account Manager for a computer learning center franchise, where she successfully met and exceed sales goals by expanding the client base and growing business from existing clients. She previously called on school districts and nonprofit organizations as a sales executive with Trident Case.

"Amanda has achieved a winning track record as an exceptional sales pro," Eldon said. "Now, she has made a major decision to sell something she's fervently passionate about and something she believes will positively change lives. NutriStudents K-12! We couldn't be happier to have her on our team."

**Sonya Messer, Executive Assistant**

Sonya is a highly skilled, well-educated assistant bringing a solid corporate administration background to the NutriStudents K-12 team. An entrepreneur at heart, Sonya successfully founded and sold three companies before seeking a more manageable and predictable career as an executive assistant. Her familiarity with start-ups will be invaluable to the team.



# 30-Week Menu Rotation Cures Fatigue

## Say Goodbye to Menu Fatigue and Extensive Menu Planning



School lunch menu planning is often one of the most daunting tasks foodservice directors face, particularly foodservice directors who may not have a background in nutrition and dietetics. USDA nutritional guidelines for the National School Lunch Program, the School Breakfast Program and other federal nutrition programs are quite complicated. Required vegetable subgroups, whole grains, fruit, meat/meat alternatives, paired with limits on calories, fat and sodium, make planning menus a complicated undertaking.

Even foodservice directors who have successfully built out a 4, 5 or 6-week

rotation of lunch menus may still struggle with declining participation as the school year progresses.

Just in time for the 2019-2020 school year, NutriStudents K-12 is pleased to launch 10 new lunch menu weeks, bringing our rotation for every K-12 age group to 30 complete, USDA-compliant weeks! Whether a 4-day, 5-day or 7-day per week program, we have you covered. Use our menu weeks exclusively or to supplement your own. Every entrée has been tested and approved by kids of varying ages. The new menu weeks incorporate a wide variety of entrées, from perennial student favorites to some that tap into the latest food trends and others that represent traditional dishes of diverse student populations. These are not your run-of-the-mill meals! Weeks 21-30 entrées such as:

- Beef Pad Thai
- Mongolian Chicken
- Rosy Chicken Pasta
- Spaghetti Bolognese
- Verde Pork Tacos
- Meatball Sub Sandwich
- Beef Stroganoff
- Cuban Sandwich
- Beef Curry (pictured above)
- Chicken Satay

Want to see the full 30-week rotation? [Download our pictorial menu now.](#)

Soon, we will also complete the 30-week rotation for childcare centers operating under the Child and Adult Care Food Program.

Get In Touch!  
NutriStudents K-12

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[Fresh Bites Blog](#)



[@MenuFreedom](#)



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# NutriStudents K-12 New CookBook Instantly Scales Recipes

Standardized recipes and pre-planned menu weeks are great but to make them even more convenient, they need to be easily scalable to your daily meal counts. Enter our crack product development team!

## Introducing our new CookBook!

Located in our new Toolbox, the CookBook instantaneously scales our recipes to your specific student population. Simply enter a few variables on the service location and indicate the NutriStudents K-12 menu week you're serving, and voila! Standardized recipes are now tailored to your specific site. You can view (and print) all the recipes for the week in the "multiple recipes" tab or view each recipe individually.

Recipe # :		3278	Student Count :		75
Chicken Patty Sandwich : NutriStudents K-12			Serving Size : 1 EACH		
Ingredient Name		QTY & Measurement	Cooking Instructions		
SELECT ONE BELOW			COOKING METHOD:		
CHICKEN PATTY - ADVANCE PIERRE - 68024		75 QTY	STANDARD OVEN: 4" DEEP FULL HOTEL PAN		
CHICKEN PATTY - TYSON - 70304-928		75 QTY	STANDARD OVEN: SHEET PAN		
CHICKEN PATTY SPICY - TYSON - 5567-928		75 QTY	STEPS:		
CHICKEN PATTY SPICY - TYSON - 70314-928		75 QTY	1. PLACE THAWED CHICKEN INTO OR ONTO THE PAN/SHEET PAN.		
			2. WRAP PAN WITH PLASTIC WRAP & TINFOIL.		
			HACCP: KEEP COOLED BELOW 41° UNTIL READY TO COOK.		
			TEMP:		
			* IF USING A CONVECTION OVEN, DECREASE TEMP BY 25° to 50°*		
			3. PREHEAT OVEN TO 325°		
			HEAT UNTIL ENTRÉE REACHES 165° OR ABOVE, HOLD ABOVE 135° UNTIL END OF SERVICE.		
			SERVICE:		
			4. SERVE EACH STUDENT 1 EACH.		
			CREDITABLE PRODUCTS:		
			PRODUCT#: ADVANCE PIERRE 68024		
			1 EACH, CREDITS AS 2 MEAT/MEAT ALTERNATIVE 1 WHOLE GRAIN RICH EQUIVALENT		
			PRODUCT#: TYSON 70304-928		
			1 EACH, CREDITS AS 2 MEAT/MEAT ALTERNATIVE 1 WHOLE GRAIN RICH EQUIVALENT		
			PRODUCT#: TYSON 5567-928		
			1 EACH, CREDITS AS 2 MEAT/MEAT ALTERNATIVE .75 WHOLE GRAIN RICH EQUIVALENT		

The recipes are tailored by drop-down menus for:

- 4-day, 5-day or 7-day service schedule
- The age group being served
- Whether a vegetable/fruit bar is offered
- Meal counts

Each recipe will provide specific proportions for each ingredient and step-by-step preparation instructions, HACCP details, serving instructions and creditable ingredients.

[Click to schedule a demo of our latest time-saving tool today!](#)

Featured: No Risk. Plenty of Rewards.

[...continued from page 1](#)

\*The fine print:

100% SATISFACTION GUARANTEE. At the conclusion of the first year of service, if we confirm that you, the subscriber, have consistently used a minimum of a five-week rotation of NutriStudents K-12 lunch menus, the Breakfast Menu Builder, pictorial Daily Menu posting, monthly Cafeteria Connection newsletters, the USDA Commodity Calculator, and DataBites™, and is not satisfied with NutriStudents K-12 at that time, the entire setup/installation and subscription fee paid for that first year will immediately be refunded by NutriStudents K-12 upon Subscriber's request.

## Make This! Cuban Sandwich



Trendy Cuban Sandwiches aren't limited to restaurant menus. Now you can add it to your NSLP school lunch menus! It's included on week 28 of our 7-day menu. Since many of you use only our 5-day menus, we thought you might like to know what other recipes are available to you.

Servings: 100

Serving size: 1 sandwich (1/4 cup pork, 3 slices ham, 1 slice cheese, 1 bun)

1 serving provides 2 oz equivalent meat/meat alternate and 2 oz WG equivalent.

### Ingredients

15.25 lbs Pork shoulder/leg of your choice

1 T Black pepper ground

1 T Garlic granulated

1 T Salt kosher

2-1/4 c + 1 T + 2 t Water

300 pieces Deli Ham (no cook)

100 pieces Swiss Cheese (no cook)

100 Hamburger Buns (no cook)

### Instructions

Cooking method: standard oven, 4" deep full hotel pan

1. Place thawed pork into the pan.
2. Add spices, water and mix well.
3. Wrap pan with plastic wrap & tinfoil. HACCP: Keep pork cooled below 41° until ready to cook. Keep ham and cheese cooled below 41° until ready to serve.
4. Preheat oven to 325° (\*if using a convection oven, decrease temp by 25° to 50°\*). Heat pork until it reaches 165° or above, hold above 135° until end of service.
5. Serve each student: 1 bun, 1/4 cup pork, 3 slices ham, 1 slice cheese.

[Download recipe and nutritional detail.](#)



# Gallery: Summer Encounters

The NutriStudents K-12 team had a whirlwind of trade shows and users' sessions that got us out of the office this summer. We enjoyed catching up with many of you.

