

FRESH BITES NEWSLETTER

November 2018

Featured

Enhanced Breakfast Menu Builder Coming Soon

Our Breakfast Menu Builder has been a helpful tool for many of our clients to quickly and easily build out an entire year of breakfast menus in a fraction of the time required to manually plan menus. We're pleased to tell you we'll soon be introducing version 2.0, featuring enhancements that will make it even more user-friendly and applicable to preK-12 foodservice programs operating 4-day and 7-day weeks under the School Breakfast Program.

Using a series of intuitive drop-down menus and customizable fields, you can select one or two offerings each day and the required components of each offering, including one or two whole-grain-equivalent (WGE) components. The tool will only allow you to save a day if you've properly chosen all the components for a USDA reimbursable meal, according to federal guidelines. As you choose your components for each day, a

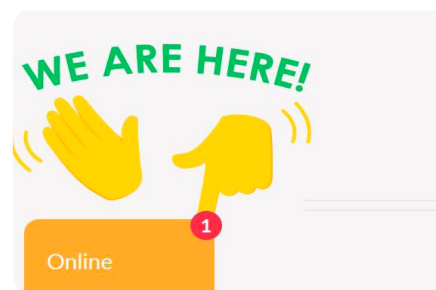
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Do you sometimes have a quick question when you're on our website? Then you'll love our new chat feature. Just look for the "We are here!" waving hands in the lower left of your screen and click on it to ask us your question.

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Shore up your Buy American practices

Remember, as much as possible, you need to “Buy American” for your foodservice program. The William F. Goodling Child Nutrition Reauthorization Act of 1998 added a provision requiring school food authorities (SFAs) to purchase, “to the maximum extent practicable,” domestic commodities or products. This Buy American provision supports the mission of the USDA’s Child Nutrition Programs “to serve children nutritious meals and support American agriculture.” When you have your USDA Administrative Review, your reviewer will evaluate your compliance with the Buy American provision.

The provision leaves a little room for subjectivity with the language “maximum extent practicable.” The USDA does offer exemptions for when foods of US origins are not available and a suitable substitution cannot be made or the cost of American-produced foods are priced significantly higher than the same product from a foreign source. If you use foods that are non-compliant, you must have a documented explanation for the exception. The USDA Policy Memo states, “FNS has not defined a dollar amount or percentage triggering an exception requiring consideration of alternatives. Before utilizing an exception, alternatives to purchasing non-domestic food products should be considered.”

Many districts rely on their distributors to inventory and supply products needed for menus and trust they are supplying American goods whenever possible. In some cases, you may not easily know the origins of the food you receive or have the opportunity to substitute one ingredient for another based on origin. The USDA advises SFAs to include the Buy American provision in procurement contracts and to confirm receipt of American-grown and processed foods. If you take receipt of non-domestic foods, ask your distributor for an explanation in writing that can be used as documentation for an exception. Ultimately, it is your responsibility to ensure compliance with the Buy American provision.

Let’s look more closely...We know kids love pineapple and bananas. But domestic sources for these perennial favorites are not sufficient to meet the demand from schools in the contiguous 48 states. According to the provision, schools either need to offer a suitable substitute from American sources or document the inability to buy the produce domestically. In the case of tropical fruits, the USDA may look for SFAs to substitute American-grown apples or oranges, or fruit canned/processed in the United States, before purchasing imported bananas or pineapple.

During either your procurement review or your USDA Administrative Review, your reviewer will verify your compliance with the Buy American provision by:

- reviewing your distributor contract for language specifying the provision
- reviewing distributors’ bill of goods/delivery receipts and invoices to determine if domestic foods were ordered and delivered
- inspecting labels on a variety of food products in your storage facilities to confirm domestic purchasing and identify any that require exemption documentation

If a reviewer finds you’re not in compliance with the Buy American provision, you and your distributor will be required to take corrective action. Repeat offenses could result in fines.

Official Source: [USDA Policy Memo SP38-2017](#)

Available Grants

GameTime 2018 playground grants (Deadline Extended: Nov. 21)

Good Sports grants for sporting equipment (Deadline: Dec. 1)

USDA FY2019 Farm to School Grants
(Deadline: Dec. 4)

Enhanced Breakfast Menu Builder Coming Soon

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monthly calendar menu is automatically populated as are your daily Food Production Report templates for downloading, printing and completing the quantities served and amounts leftover. The monthly calendar menu tallies your WGE offerings for the week to ensure you're adhering to the USDA guidelines. You can copy and paste a daily menu to another day and repeat one month's menus to future months by simply clicking a button.

Demo the BMB today!

Would you like a demo of the Breakfast Menu Builder?

Contact Rebecca at 651.333.4295 or customerservice@NutriStudentsK-12.com today!

In addition to overall improved functionality, version 2.0 will include the following enhancements:

- Capability for 4-day and 7-day programs to use.
- Inclusion of PreK parameters.
- Ability to build complete menu weeks verified to USDA guidelines when the week falls into two separate months. Version 1.0 isolated menu weeks within a calendar month and did not confirm compliance when 3 days falls into one month and the remaining 2 day into the next month, for example.
- Compliance verification of weeks when there's one or more days of no school.
- Option to upload school/district logo to the printable FPRs prior to downloading.

And the winner is...

DataBitesTM

The winning name in our recent naming contest for our forthcoming inventory and order management tool is DataBites™! Congratulations to Jodi Nickell, FSD of Richfield (MN) Public Schools, who has won a \$100 gift card for her submission. Among our 10 finalists, DataBites received 80% of the votes in our crowd-source voting. Thank you to everyone who submitted suggestions and voted. We had nearly 150 names from which to choose.

DataBites will become your centralized tool for tracking menu cycles, meal counts and inventory; creating monthly calendar menus; and simplifying and submitting your weekly distributor orders. It will launch to all NutriStudents K-12 licensees based on distributor after successful beta testing.

NutriStudents K-12 featured in District Administration Magazine:

[Minnesota District Receives More Food Supplies for Significantly Less Effort; Sourcewell's co-op purchasing contract connects Wadena-Deer Creek Public Schools with the right dining vendors and products](#)

You can find more relevant news stories on our [Food News](#) page.

Partner Profile: UniPro Foodservice



NutriStudents K-12 is proud to partner with UniPro Foodservice, the largest foodservice distribution cooperative in the world, to bring our value-added platform to school districts nationwide. With 850 member locations, UniPro has unparalleled buying power that enables its preeminent independent distributors to provide nationwide access to exclusive purchasing opportunities. Learn more about UniPro on [its website](#).

"NutriStudents K-12 enables UniPro Foodservice members to help their school district customers by increasing the number of students eating school meals, and through the streamlined market basket that gives distributors greater purchasing power and requires less warehouse space. NutriStudents K-12 delivers a win-win for school districts and our distributors."

- Bob Stewart, CEO of UniPro Foodservice

Featured Testimonial

"Since we began our partnership with NutriStudents K-12, my experience has been only positive. The team has always been helpful and attentive to customers' needs. Personally, I have 40 years of experience in foodservice distribution, and working with a company that possesses strong values, just like my company, is refreshing in today's business climate."

Denny Layton
Director of Multi-Unit &
Major Accounts
Feeser's Food Distributors

[MORE TESTIMONIALS](#)



Get In Touch!

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