

FRESH BITES NEWSLETTER

January 2019

Featured: K-12 Expert Named Vice President of Sales

NutriStudents K-12 is thrilled to have Steve Munch, R.D., join the company in the newly established position of Vice President of Sales. Steve's breadth and depth of experience in every facet of school foodservice and intimate knowledge of USDA regulations governing child nutrition programs will benefit our clients significantly.



Munch was previously a School Specialist for one of our distribution partners, Cash-Wa Distributing. There he managed all aspects of the distributor's K-12 program in 10 states in the central U.S. He regularly consulted with school foodservice directors and combined his expertise in school foodservice and procurement to help them comply with federal regulations.

From 2012-2013, he was a Program Specialist II in Nutrition Services for the Nebraska Department of Education, a position in which he provided technical assistance and training to school foodservice programs on USDA school meal programs. He conducted onsite reviews at districts operating under the National School Lunch Program (NSLP) and School Breakfast Program (SBP) and acted as a consultant to districts.

Munch knows first-hand the demands facing school foodservice directors because he served as the foodservice director for

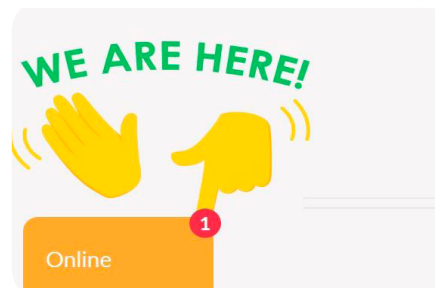
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Do you sometimes have a quick question when you're on our website? Use our chatbot! Look for the "We are here!" waving hands in the lower left of your screen and click on it to ask us your question or even reset your password.

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Breakfast Menu Builder 2.0 Launches

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. Version 2.0 recently launched, offering enhancements that 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 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.

In addition to overall improved functionality, Breakfast Menu Builder 2.0 includes the following enhancements:

- Capability for 4-day and 7-day programs to use (previous version only applicable to 5-day programs).
- Ability to build and verify for compliance complete menu weeks that fall into two separate months.
- Ability to verify compliance for weeks when there's one or more days of no school.
- Option to upload school/district logo to printable FPRs.
- Inclusion of PreK parameters.

Need help? Written and video instructions will be posted in the portal soon. You can also contact us at: Contact us at CustomerService@NutriStudentsK-12.com.

Menu for January 07 2019

How many grains do you want to serve today?
☐ 1 ☒ 2

How many offerings are you providing today?
☒ 1 ☐ 2

> Grains

1 oz Grain Items ✕ CLEAR

2 oz Grain Items ✕ CLEAR

You must select 2 ounces of grain offerings

> Fruit ✕ CLEAR

You must select 2 fruit offerings

✓ Milk

☒ 1% Flavored

☒ 1% White

☒ Skim Flavored

☒ Skim White

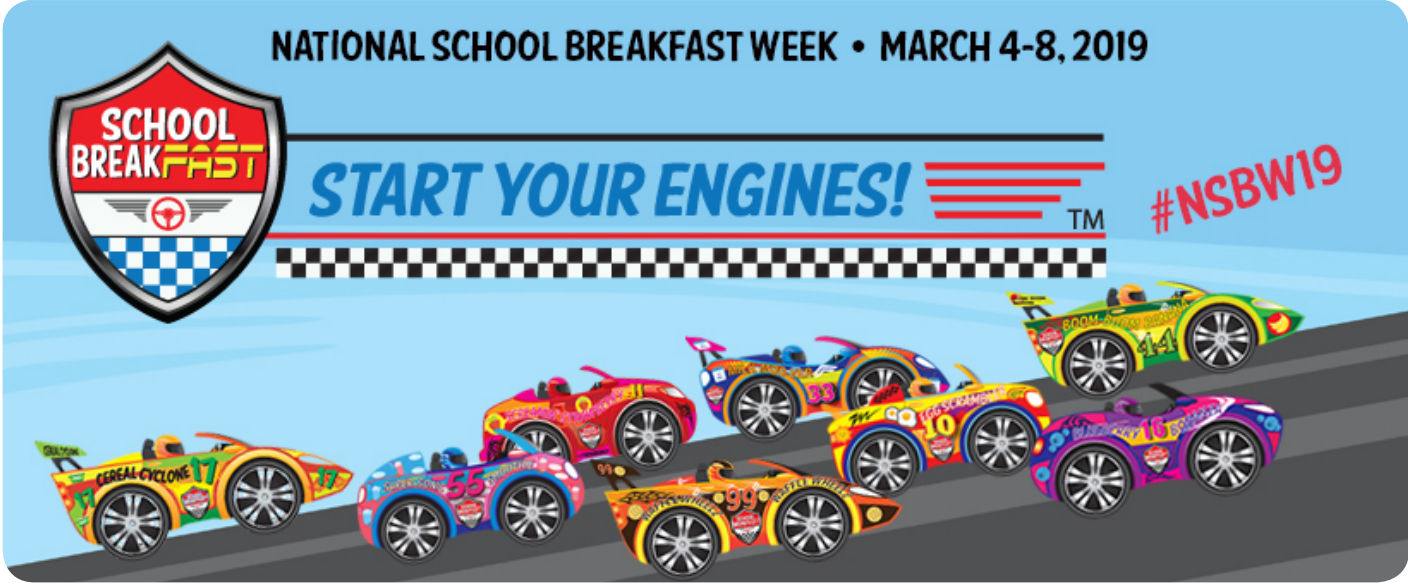
You must select 2 milk offerings

ⓘ SAVE ✕ CANCEL

Get a Demo!

Would you like a demo of the Breakfast Menu Builder? Contact Rebecca at 651.333.4295 or customerservice@NutriStudentsK-12.com today!

Start Your Engines for #NSBW19



Did you know that National School Breakfast Week was established by an Act of Congress in 1975? If Congress recognizes it, your district should too!

The annual commemoration, to be celebrated March 4-8, 2019, is a great time to raise awareness for your school breakfast program and increase participation. Nationally, more than 14 million students participate in school breakfasts because school breakfast is easy, convenient and nutritious. Those students are better off than those who skip breakfast because research shows that students who eat breakfast:

- Reach higher levels of achievement in reading and math
- Score higher on standardized tests
- Have better concentration and memory
- Are more alert and maintain a healthy weight

The School Nutrition Association has many resources for you to make the most of [National School Breakfast Week](#), including a toolkit with many suggestions for leveraging social media and news media, and graphics to use on websites and in-school displays. This year's theme is "Start Your Engines with School Breakfast." If you incorporate School Breakfast Week into your social media posts, remember to mark them with #NSBW19!

Also, share your plans for National School Breakfast Week with the School Nutrition Association. It's currently seeking entries in a contest in which you could win a gift certificate to the SNA Emporium. Deadline to enter is Monday, February 4. You can also share your photos and comments with snmagazine@schoolnutrition.org after NSBW to be considered for a future issue of *School Nutrition*.

If you're seeking ways to improve and simplify your breakfast program, we recommend starting with our Breakfast Menu Builder. This tool allows you to create a month or more of USDA-compliant breakfast menus in a matter of minutes. With our market basket synced to your distributor, the menu planning process is completely in-step with your distributor orders.

Breakfast Market Basket Updated

Our updated breakfast market basket now mirrors the look of our lunch market baskets and is synced to clients' distributors. Quickly download the market baskets from the reformatted Market Baskets page in the client portal.

Make This! Breakfast Parfait

A breakfast parfait with yogurt, fruit and granola is an easy, student-pleasing offering!



Photo: Alisha Hieb on Unsplash

Ingredients:

- 1/2 c. fresh or frozen fruit
- 1/2 c. regular or Greek yogurt
- 1 oz. cereal or granola

This simple recipe provides the following components: 1 meat / meat alternate, ½ c. fruit and 1 oz. grain.

In the Breakfast Menu Builder, choose the following options for a single daily offering:

- 2 grains: granola and yogurt
- Fruit: your choice of 2, such as strawberries and pineapple
- Dairy: choose the milks you will offer
- Click save

Your parfait is complete!

Featured Resources

- Tip Sheet: [Building Breakfast Participation is as Easy as 1-2-3](#)
- Cafeteria Connection (our customizable newsletter for your district to send to parents): [School Breakfast: A time-saving, nutritious choice](#)
- YouTube Video: [School Breakfast: a convenient, inexpensive, time-saving option](#)

Of course, we're always available to consult on challenges you're facing. Contact us for whatever foodservice support you need!

K-12 Expert Named VP of Sales

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Kearney Public Schools in Kearney, Neb., for 9 years. He directed all foodservice operations for 17 schools, managed a \$1.8 million annual budget and supervised a staff of 50. He was recognized as Outstanding Support Staff for the 2006-2007 school year.

Outside of the K-12 environment, Munch held management and catering positions for the Good Samaritan Health Systems, and foodservice management companies operating the University of Nebraska at Kearney restaurants, cafeterias and events catering. He also worked in sales for AmerisourceBergen and Ecolab.

Munch has a bachelor's degree in dietetics from the University of Nebraska at Kearney and completed his dietetic internship at the Medical College of Virginia Hospitals in Richmond, Va. He is a Registered Dietitian, and a member of the Academy of Nutrition & Dietetics, the Nebraska Academy of Nutrition & Dietetics and the School Nutrition Association.

Get In Touch!

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