

Hi Karen,

I'm sorry to be slow in responding, but as I mentioned, we've had an extremely busy and successful past two weeks, launching NutriStudents K-12 in Pennsylvania and Alabama.

It was good talking with you last week regarding KidsPeace Mesabi Academy's foodservice. Thanks for sending the specific section of the USDA Healthy Meals publication we discussed.

As you know, that USDA directive guides state agencies in selecting nutrient analysis software they use to verify USDA compliance of menus offered by schools they audit. State agencies are required to use one of these programs when conducting an Administrative Review/audit.

While not required, many FSDs also use one of these software programs when developing their menus. In fact, NutriStudents K-12 uses NutriKids nutrient analysis software to validate compliance of our chef-created menus to federal guidelines.

This highlights the fact that NutriStudents K-12 is not a nutrient analysis or menu planning software. We are a web-based service providing more than 100 weeks of certified menus as well as training resources and simplified purchasing. Our menus are all ready to go with as little menu planning as you'd like. We've already used our nutrient analysis software to confirm weekly totals for components, sodium, calories, etc., for you. Schools following NutriStudents K-12 menus (which are certified by our Registered Dietitian as being 100% compliant) can be absolutely certain of complete compliance with all USDA nutritional requirements, whether or not they use any nutrient analysis software. NutriStudents K-12 alone is all you need to meet the federal nutritional guidelines.

Because we use a nutrient analysis software and provide food production reports, verification reports, HHFKA checklists and other supporting documentation to our clients for their compliance audits, nearly all forego licensing nutrient analysis software. We've done the work for them. About 42 of our client schools successfully passed MDE audits the last two years, most relying the menus and reports we provide. Every one of our eligible schools has been certified as compliant, approved for the additional six cent reimbursement.

Our clients aren't unique in operating without a nutrient analysis program. A large number of school foodservice programs throughout the nation (whether self-operated food, catered, or under a foodservice management company) do not use any nutrient analysis or menu planning software. I've attached the USDA memo that indicates it's permissible to operate a NSLP foodservice program without such software. You may present this to your schoolboard if they need convincing on this matter.

I'm copying our CEO Nancy and Laurie, our General Manager, on this email. Both have years of successful school foodservice leadership and a solid understanding of both USDA and MDE regulations that clients have come to trust and call upon daily. If you have further questions or concerns, they would also be pleased to discuss this with you.

Please let us know if there is anything more you need from us as you consider NutriStudents K-12 for KidsPeace Mesabi Academy's foodservice program. We would be very pleased to partner with you!

Best, Eldon