



Successfully Addressing Schools' Foodservice Needs Nationally



The National School Lunch Program is severely challenged.

80% of schools dependent on USDA reimbursements lack the resources to meet the federal government's strict requirements, resulting in increased costs, reduced participation/revenue and increased staff time requirements to remain compliant. (National Center for Education Statistics)



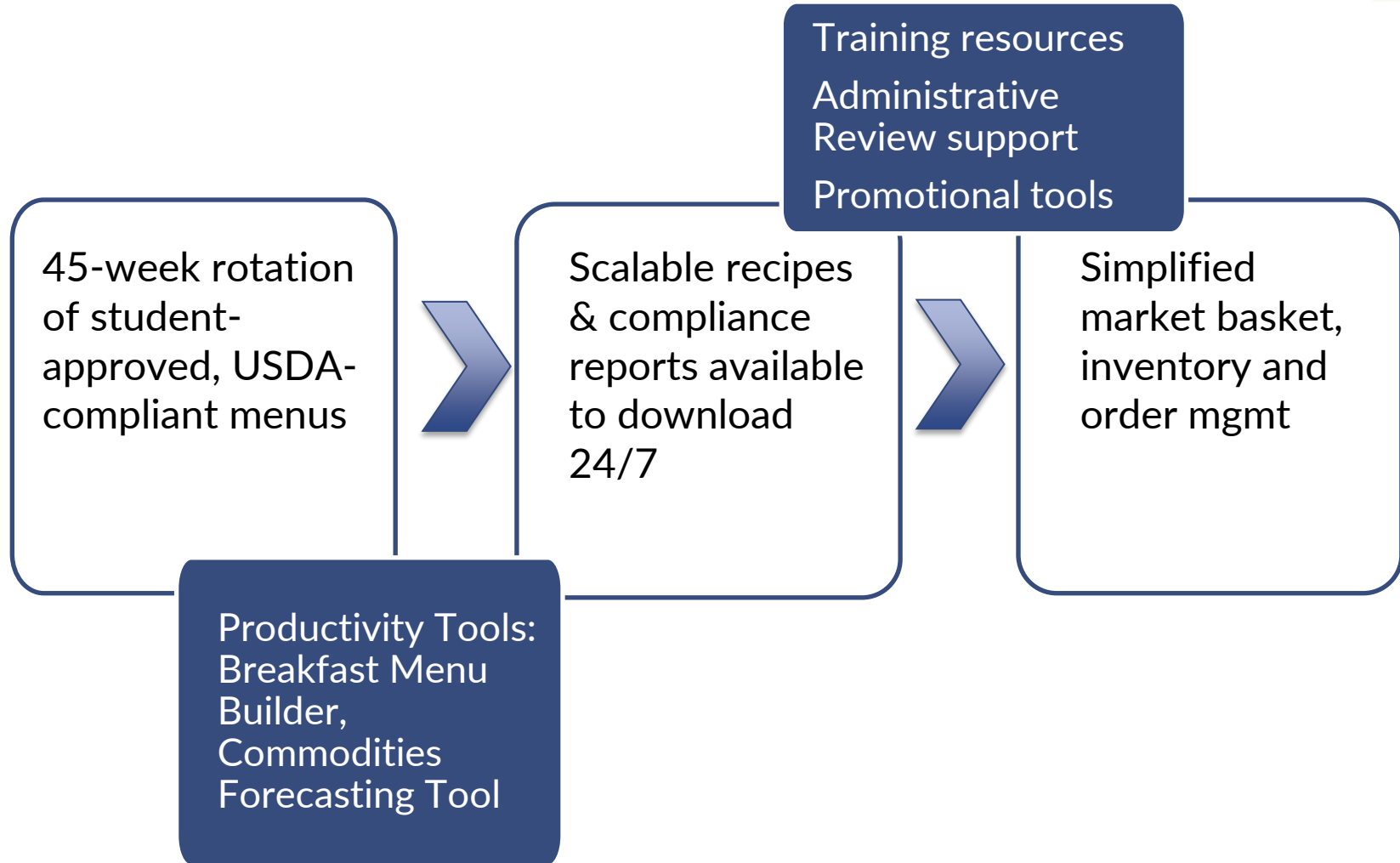
Your Foodservice Can Be A Profit Center

Only one company guarantees:

- Increased revenue
- Reduced cost
- Reduced waste
- Reduced administrative time
- Ensured RD-certified, USDA compliance



NutriStudents K-12: A robust plug-and-play, self-operated foodservice platform helping foodservice directors run profitable and efficient, USDA-compliant child nutrition programs with a 45-week rotation of student-approved menus and behind-the-lines support.





Student-Approved, USDA-Compliant Menus

NSLP Menu

Week 16



Tejas Meatballs



Creamy Chicken Sabzi



Beef Hot Dog



BBQ Chicken Carnitas
Sandwich



Beef Pho

- Full 45-week rotation for all K-12 NSLP and CACFP age groups
- Taste-tested and widely accepted by students
- Certified by Registered Dietitian to all USDA requirements



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NSLP Menu

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Each week includes:

- Daily Food Production Reports
- Compliance reports
- Step-by-step, scalable recipes with HACCP procedures
- Daily promotional posters



Kids Eat With Their Eyes

March 2020 Staples High/Middle School — Grades 9-12				
Monday	Tuesday	Wednesday	Thursday	Friday
2 	3 	4 	5 	6
9 	10 	11 	12 	13 No School
16 	17 	18 	19 	20
23 	24 	25 	26 	27
30 	31 			

Today's Lunch

INSERT DAY, DATE



Marinated Chicken Fajita

14-1

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Daily, weekly or monthly pictorial menus increase student participation while inspiring and enhancing cooks' meal preparation and meal presentation for service.



Semi-Automated Preparation, Reporting and Purchasing

What would you and your staff do with an extra hour per day?

- Semi-automated Food Production Reports save 4-5 hours per week.
- Automated order management system saves 1-2 hours per week.
- Automated USDA compliance reports.
- All recipes are instantly sized to the number of students served, saving 2-3 hours per week.

9-12 5DAY MENU WEEK:1 DAY:1
DATE: _____

NutriStudents K-12 DAILY PRODUCTION RECORD

Students(0) _____ Adults(0) _____ Total(0) _____

Site # 001 Nutristudents K-12

recipe no.	recipe descriptions	portion size	MMA	GRAIN	FRUIT	VEGETABLE	MILK	PLANNED	PREPARED	ADDED OR LEFT OVER
000009	WEEK 1	-								
001299	----- ENTREE -----	-----								
001256	NS CHX BREAD TENDERS 2	3 EACH	2	1						
001371	NS CHZ SHRED CHD .5ozwt	1/8 CUP	1/2							
001467	----- GRAIN -----	-----								
000373	NS GRAIN TORTILLA 9" 2G	1 EACH	2							
001464	----- SIDE -----	-----								
000795	NS SAUCE RANCHABOOM	1 TBSP								
001217	----- VEGETABLES -----	-----								
001123	VSOB CABBAGE 1/2C = 1/2C	1/2 CUP			1/2					
	VEGETABLE SUB OTHER				1/2					
000993	VSSC CORN 1/2C = 1/2C	1/2 CUP			1/2					
	VEGETABLE SUB STARCHY				1/2					
000497	----- OR -----	-----								
000988	VSSZ CORN 1/2C = 1/2C	1/2 CUP			1/2					
	VEGETABLE SUB STARCHY				1/2					
000878	----- FRUIT -----	-----								
001181	FRUIT APPLE 1EA = 1/2C	1 EACH			1/2					
900013	FRUIT - ASSORTED 1/2 CUP	1/2 Cup Equival			1/2					



Simplify Commodity Ordering and Reduce Food Waste

Our “commodities first” menus ensure maximum use of your USDA Foods (Commodities) and the financial success of your foodservice program.

Our **USDA Commodity Calculator** accurately predicts commodities use in 15 minutes – a job foodservice directors often spend 30 or more hours doing!

NutriStudents K-12® Menu Freedom. Over 100 Certified Weeks.		2018-19 SY		Average Student Count	Weeks/School Year	
Forecasting Range:	Yearly	Enter in your average student count here!		Enter the amount of weeks in your school year here!		
NutriStudents K-12 Menu Week	How many times will you use this menu week this year?	NutriStudents K-12 Menu Week	How many times will you use this menu week this year?	NutriStudents K-12 Menu Week	How many times will you use this menu week this year?	Weeks Left To Use
Week 1		Week 6		Week 11		0
Week 2		Week 7		Week 12		
Week 3		Week 8		Week 13		
Week 4		Week 9		Week 14		
Week 5		Week 10		Week 15		
Product:	Sauce - Tomato	Oil - Soybean	Sauce - Tomato Paste	Salsa		
Qty. to Order (cases):	0	0	0	0		
Product:	Vegetable - Broccoli; Frozen	Vegetable - Carrots; Canned	Vegetable - Carrots Sliced; Frozen	Vegetable - Corn; Canned		
Qty. to Order (cases):	0	0	0	0		
Product:	Vegetable - Green Peas; Frozen	Vegetable - Green Beans; Frozen	Vegetable - Green Beans; Canned	Vegetable - Corn; Frozen		
Qty. to Order (cases):	0	0	0	0		
Product:	Legume - Black Turtle Beans	Legume - Kidney Beans	Legume - Pinto Beans	Legume - Garbanzo Beans	Legume - Refried Beans	
Qty. to Order (cases):	0	0	0	0	0	
Product:	Cheese - Shredded Cheddar	Cheese - American Sliced	Cheese - Shredded Cheddar Red. Fat	Cheese - Shredded Mozzarella		

USDA Commodity Forecasting Tool



Value Adds

- USDA Administrative Review Support ensures nutritional compliance.
- Automated Breakfast Menu Builder saves time & increases revenue.
- CookBook instantly scales recipes for the day or week.
- Inventory and order management capabilities save hours/week.
- USDA Commodity Calculator: plan commodity use in 15 minutes vs. 30 hours.
- Cafeteria posters encourage participation and healthy meal choices.
- Promotional materials: daily menu posters, promotional calendar creator, pictorial menus for 45-week rotation.
- *Cafeteria Connection* newsletter for parents increases participation and community support.

Client Testimonials

"The kids love the food...I haven't had one single complaint!"

- Sue Motzko

"Our food waste was decreased by as much as 30-40% less than last year."

- Tom Marcussen

"NutriStudents K-12 is the best thing that happened to me in my foodservice career."

- Sue Motzko

"The kids are excited about breakfast and lunch. Participation has increased much more than we expected: From 500 to 700 every day."

- Crystal Vang

"This doesn't look or taste like school lunch. It's absolutely awesome!"

- Shelly Miller

"Foodservice directors would have to be out of their mind not to use this program!"

-Crystal Gauss

"I'm so pleased with my lower food cost."

- Shelly Miller

"My whole job is easier...less time doing food prep and cooking..."

- Judy Gertz





Follow the Money: Proven Financial Success

Consistent Profitability

- Student participation/revenue levels increase by up to 25%*.
- USDA commodities used first in all menus, further reducing costs.
- Concise market basket gives distributor greater buying power, reducing cost per plate.
- Plate waste decreases up to 40%*.
- Reduced daily prep and administrative workload saves hours per week.
- Foodservice programs operate profitably*.

* See MenuFreedom.com for validated testimonials and case studies.



Return On Investment

1,000 student district/building

(Assuming 180 days @\$3.60/lunch)

Participation rate	Revenue	Total annual revenue increase	\$64,800
50% participation	\$324,000	Annual revenue increase	
60% participation	\$388,800	per student/year:	\$648

- Expected first year participation/revenue increase: 10%
- At \$648 per student, how much increased revenue will you gain if you increase participation by just 5%?
- Full money back guarantee if not satisfied with first-year results.



Return On Investment

Example first-year results:

- Prairie Seeds Academy: \$112,000 revenue increase
- Park Rapids Area Schools: 30-40% reduction in plate waste
- Hanover (PA) Schools: daily participation increase of 25% in middle school
- Verndale Public Schools: “NutriStudents K-12 makes my whole program a lot less stressful,” Vickie Thompson, FSD



Return On Investment – Staples-Motley Schools

First-year results:

- Increase in daily ave. meal count: 10%
- Plate-waste reduction: approx. 20%
- Increased revenues: \$56,100
- Staff time saved: 90 minutes/day

Ongoing results:

- Annual budget surplus
 - 2017-2018 surplus used to purchase 2 milk coolers and for unplanned equipment maintenance
 - 2018-2019 surplus exceeded previous year



Love It or It's Free. Period.

If you use NutriStudents K-12 for one year as intended and are not fully satisfied for any reason, we will refund 100% of your first-year investment.

(See Subscription Agreement for details.)



Pricing: Transparent, Concise

One-time setup fee and monthly subscription payable over 12 months.

One-Time Setup Fee/District

Four schools or less	\$1,995
Each additional school	\$209

Monthly Subscription

Four schools or less	\$289/month
Each additional school	\$49/month



Questions?

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