Resource: K12





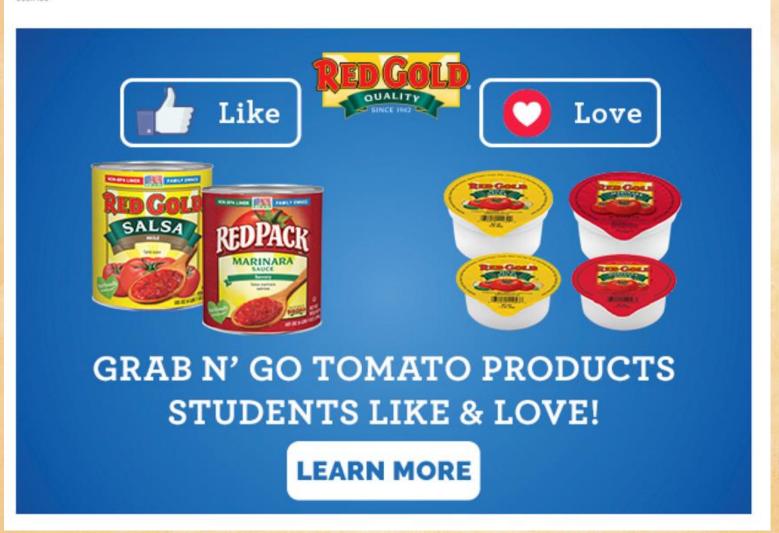
Salsa & Marinara Dipping Cups
For Grab N Go Meal Kits
(Including School District Examples)



Easy Winners: Salsa & Marinara Sauce



600x400





Pizza Meal Kit Reimbursable



Grab N Go
Reimbursable
Meal Solutions

Salsa & Marinara Sauce Red/Orange Veggies That Kids Love to Eat!



PRETZEL Dipper Meal Kit - Reimbursable

Our COVID-19 K12 Update . . .





Successfully
Helping K12 Customers
Across the Nation
Move from the Serving in
Cafeteria to the Car Line to
the Classroom (CCC)...





Grab N Go Reimbursable Meal Solutions





Salsa & Marinara Sauce

Red/Orange Veggies
That Kids Love to Eat!



Breakfast Taco with Salsa Cup

COVID-19 Sales Winners

- Salsa Cups
- Marinara Cups





Red/Orange Veggie Cup Options: Product Info. With SY2021 PTV



GTIN	Red Gold Item Number	Brand/ Product Description	Cups/ Case	Red/ Orange Vegetable Credit	Sodium/ Smart Snacks Compliant	Estimated Portion Cost (Commercial)	SY2021 Commodity PTV Discount/ Case	
8-00-72940-11139-5	REDSC2ZC84	Red Gold Salsa Dipping Cup 3 oz	84	1/2 cup	195 mg	\$0.37	\$1.11	
4-00-72940-11139-7	REDSC2ZC168	Red Gold Salsa Dipping Cup 3 oz - Double Pack	168	1/2 cup	195 mg	\$0.35	\$2.21	
6-00-72940-11057-8	REDSCHZC264	Red Gold Salsa Dipping Cup 1.5 oz	264	1/4 cup	100 mg	\$0.26	\$1.74	
8-00-72940-82207-9	REDNA2ZC84	Red Gold Marinara Sauce Dipping Cup 2.5 oz	84	1/2 cup	200 mg	\$0.29	\$1.72	
4-00-72940-82207-3	REDNA2ZC168	Red Gold Marinara Sauce Dipping Cup 2.5 oz - Double Pack	168	1/2 cup	200 mg	\$0.28	\$3.43	
6-00-72940-11058-5	REDNAHZC264	Red Gold Marinara Sauce Dipping Cup 1.25 oz	264	1/4 cup	100 mg	\$0.23	\$2.70	
8-00-72940-11135-7	REDNA1Z	Red Gold Marinara Sauce Dunk Cup 1.0 oz	250	1/8 cup	120 mg	\$0.11	\$1.87	





Salsa Dipping Cup Products





ENHANCED Low Sodium – Unique Formula = Great Taste

Creditable Red/Orange Vegetables

- 3 oz. Cup Credits as ½ cup
 - 195 mg sodium)
- 1.5 oz. Cup Credits as ¼ cup
 - 100 mg sodium)

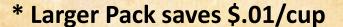


Meal Solutions

- Breakfast
- Lunch
- Supper

Dipping Cup Options

- REDSC2ZC84 84 / 3.0 oz. cups
- REDSC2ZC168 168 / 3.0 oz. cups*
- REDSCHZC264 264 / 1.5 oz. cups









Marinara Dipping Cup Products





ENHANCED Low Sodium – Unique Formula = Great Taste

Creditable Red/Orange Vegetables

- 2.5 oz. Cup credits as ½ Cup
- 1.25 oz. Cup Credits as ¼ cup
- 1.0 oz. Cup credits as 1/8th cup

Meal Solutions

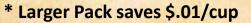
- Breakfast
- Lunch
- Supper

Dipping Cup Options

- REDNA2ZC84 84 / 2.5 oz. cups
- REDNA2ZC168 168 / 2.5 oz. cups
- REDNAHZC264 264 / 1.25 oz. cups
- REDNA1Z 250 / 1.0 oz. dunk cups









Portion from Bulk (#10 Cans)



Serve a Nutritious, Creditable, POPULAR Vegetable – only 3 oz. of Marinara or Salsa!









6/#10 Can (630 oz.) "Make Your Own Dipping Cups"

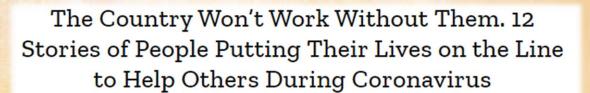
38 cups (3 oz.) = ½ cup Veggie = .15/ each (\$.12/serving - Sauce Only)

Case Studies Dallas ISD













Case Studies Dallas ISD







Breakfast To Go Mini Bagel with Strawberry Cream Cheese Juice

Lunchable Bag Turkey Ham & Cheese Meal Vegetable of the Day Fruit of the Day

Pinwheel Supper Bag Pinwheel Pocket Vegetable of the Day Fruit of the Day

Breakfast To Go Cereal Bowl 1 oz. Cheese

Nacho Lunch Bag Tortilla Chips Cheddar Cheese Cup Bean Dip Salsa Cup Fruit of the Day

DAY 5

Breakfast To Go Cereal Bar 1 oz. Cheese Juice

Grilled Cheese Lunch Bag Grilled Cheese Sandwich Vegetable of the Day Fruit of the Day

Breakfast To Go Banana Bread Slice Juice

PB&J Lunch Bag Strawberry PB&J Sandwich

Sunflower Seeds Shortbread Coin Vegetable of the Day Fruit of the Day

DAY 6

Breakfast To Go Mini Bagel with Strawberry Cream Cheese Juice

Burrito Lunch Bag Bean & Cheese Burrito Vegetable of the Day Fruit of the Day

Breakfast To Go Mini Waffles Juice

Chicken Slider Lunch Bag

Grilled Chicken Sliders Fava Beans Vegetable of the Day Fruit of the Day

DAY 7

Breakfast To Go Cereal Bowl 1 oz. Cheese Juice

Cheese Breadstick Lunch Bag

Mozzarella Cheese-filled Breadsticks Turkey Meatstick Vegetable of the Day Fruit of the Day

Menu is subject to change. Read carefully and prepare each item according to proper instructions For a complete list of preparation instructions and nutrition information, please visit www.dallasisd.org/grabandgomeals. Each student will receive one milk per day. Choices include 1% White Milk or Fat Free Chocolate Milk. This Institution is an Equal Opportunity Provider.



NBC 5 News Story with Salsa cup - Video

https://www.nbcdfw.com/news/local/carter-in-theclassroom/dallas-cafeteria-workers-honored-by-timemagazine/2351359/

Case Studies North East ISD





CORONAVIRUS

NEISD Brings Meals to Students Via Wheels



MORE MEALS!!

- Multi-Day Meal Packs for children available curbside on Mondays and Thursdays during school closure.
- Effective April 27,
 2020 meal packs will
 contain breakfast,
 lunch and supper;
 including provisions
 for weekends

Using Red Gold Salsa Cups & Marinara Cups

https://spectrumlocalnews.com/tx/san-antonio/news/2020/03/30/neisd-bring-meals-to-students-via-wheels-



The School District of Lee County







School District of Lee County - Food &
Nutrition Services ▶ School Nutrition Industry
Professionals

4 hrs • 🙉

Math lesson of the day: Rich Products + Red Gold Tomatoes = 1 POPULAR Pizza Kit for our summer "Grab & Go" meal service.



School District of Lee County - Food & Nutrition Services



4 hrs • 3

Thanks to our industry partners Rich Products and Red Gold Tomatoes, Veterans Park Academy For The Arts has taken Grab & Go meals to the next level wi... See More





Florida

120 Schools



Case Studies

Moore Public Schools (OK)



Tuesday, April 7

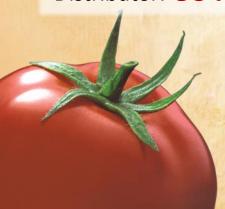
Crispy Taco w/rice-Pizza Lunchable-Chef Salad

Pinto beans-Lettuce, tomatoes, salsa Mixed Fruit-banana- Juice (Apple, Orange)

Assorted Milk

Enrollment: 25,000

Distributor: **US Foods**





Case Studies Palatine ISD (IL)





"Pizza Parfait"

Pizza Kit in a Cup





Case Studies

Robbinsdale Schools (MN)





Individual focus. Infinite potential.

Salsa Cups

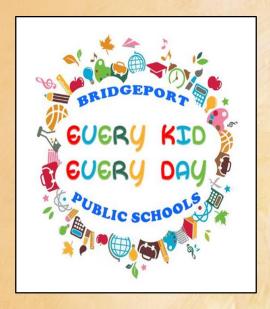
Part of Nacho Kit





Case Studies Bridgeport Connecticut – Curbside





Pizza Kit
with
Individually
Wrapped Pizza
&
Marinara Dipping Cup
for
(1/2 cup Veg)



Snapshot from Social Media



Utilizing Bulk Salsa with Cups to Make Meal Kits

Reimbursable Meal (Bulk Portioning)

- 1 oz. Cheese Sauce
- 2 oz. Beans
- 3 oz. Salsa
- 2 oz. Chips
- Condiments: Sour Cream + ??







Case Studies

Birmingham Public Schools (MI)









TIPS for School Meals...



So proud of what we're doing everyday Happy and healthy



Birmingham Public Schools Food Service is at Birmingham Public Schools.



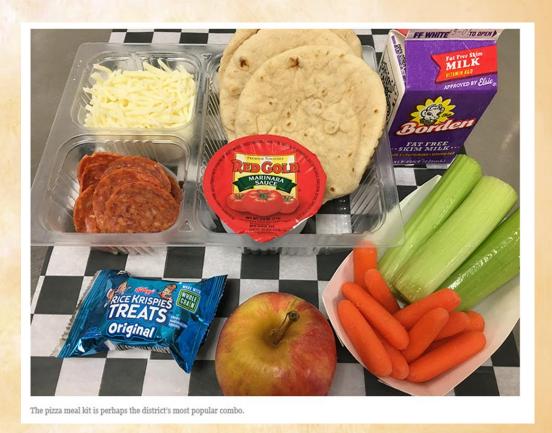
Apr 23 at 9:44 PM • 3



Schools Sharing Pizza Kit Ideas







Charleston South Carolina Schools 2019

Other Schools Sharing Ideas . . .

WHAT'S FOR LUNCHS



The All American

MINI HOT DOG BUN
MINI BEEF FRANK
TORTILLA CHIPS
CHERRY TOMATOES
RANCH DRESSING
APPLE SLICES
FRUIT ROLL-UP

JALAPENO ROLL
TURKEY HAM
CHEESE
CHEEZ-IT
SANDWICH SALA

SANDWICH SALAD APPLE SLICES

FRUIT ROLL-UP



The Comfort



The Ole

TORTILLA CHICKEN STRIPS

CHEESE

SALSA

CRAISINS

CUCUMBERS

FRUIT ROLL-UP

PIZZA CRUST

MARINARA SAUCE

CHEESE

PEPPERONI SLICES

CRAISINS

BABY CARROTS

FRUIT ROLL-UP



The Pizza

The Lunchbox

Courtesy of Aldine ISD

Customized Meal Kit Menu Template Example: GFS -Houston



Work with local broker and distributor to create meal kits using eligible and stock items

Pizza Munchable Meal Kit - Reimbursable

Assemble with Available Components / Options:

- Meat/Meat Alternate (2 oz.)
 - Jennie O Pepperoni (GFS 276662) 21 slices = 1 m/ma. 242 svgs per case
 - Alpha Foods Diced Mozzarella (GFS 332944) 8/5# bags per case
 - Alpha Foods Pepperoni (GFS 621483) 6 slices = .25 m/ma 426 svgs per case
- Grain (2 oz.)-
 - Father's Table Loco Bread (GFS 696831) 144 servings per case
- Vegetable (1/2 Cup Red/Orange)
 - Red Gold Marinara Cup 2.5 oz. (GFS 677721) 84 servings per case
- Fruit (1/2 Cup)
 - Dole Fruit Cups in Juice, 36/4 oz per case (Pineapple 216300) (Tropical Fruit 132000) (Diced Peaches 131970) (Mandarin Oranges 924111)
- Milk Shelf Stable Kikkoman Vanilla Soy Milk GFS 494222 24/8 oz per case



Customized Meal Kit Template Example: USFS - Carolinas



Work with local broker and distributor to create meal kits using eligible and stock items



Nacho Munchable Meal Kit - Reimbursable

Assemble with Available Components / Options:

- Meat/Meat Alternate (2 oz.)
 - Ortega Cheese 4oz cup- USF# 0696419
 - · 72 4oz portions per case
- Grain (2 oz.)-
 - Mission 3oz Bag Tortilla Chips- Man# 10831
 - 48/3oz bags per case
- Vegetable (1/2 Cup Red/Orange)
 - Item: Red Gold Salsa Cup 3.0 oz. USF# 6620343
 - 168-3.0 cups-.29 cents each
- Fruit (1/2 Cup) -
 - Del Monte Diced Pears 4.4oz Fruit cup- Man# 2004529
 - · 48 portions per case
- Milk Shelf Stable Milk Options if available



Customized Meal Kit Template Example: GFS -Houston



Work with local broker and distributor to create meal kits using eligible and stock items

Pretzel Meal Kit – Reimbursable

Assemble with Available Components / Options:

- Meat/Meat Alternate (2 oz.)
 - Cheese Dip Cup (GFS 528690) 140/3 oz per case
 - Soy Butter Cup (GFS 154042) 100/1.12 oz per case
- Grain (2 oz.)-
 - J&J IW Pretzel (GFS 984750) 100/2.2 oz per case needs to be set up in Houston
 - J&J Pretzel roll, bulk (GFS 285422) 108/2.7 oz per case
- Vegetable (1/2 Cup Red/Orange)
 - Red Gold Marinara Cup 2.5 oz. (GFS #677721) 84 servings per case
- Fruit (1/2 Cup) -
 - Dole Fruit Cups in Juice, 36/4 oz per case (Pineapple 216300) (Tropical Fruit 132000) (Diced Peaches 131970) (Mandarin Oranges 924111)
- Milk Shelf Stable Kikkoman Vanilla Soy Milk GFS 494222 24/8 oz per case





Breakfast Taco with Salsa Cup



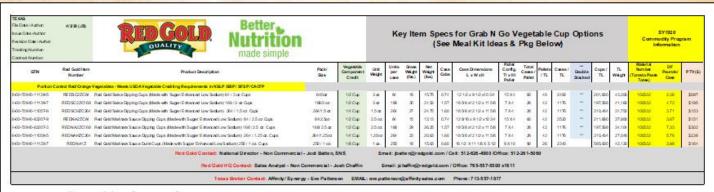
- Meat/ Meat Alternate + Grain
 - Breakfast Taco
- Fruit / Vegetable ½ cup
 - Red Gold Salsa Cup 3 oz.
 - Meets ½ cup F/V requirement
- Fruit / Vegetable ½ cup
 - Juice Box
- Regular / Shelf Stable Milk





Tool: Dipping Cup Cheat Sheet





Portable, Convenient Red/Orange Vegetable **Options for Crediting for K12**

Unlimited K12 Menu Solutions:

Offer these veggies everyday for Breakfast/ Lunch/ Supper For dipping with popular entrees such as pizza, chicken, & burritos!















NACHO Meal Kit - Reimbursable

Salsa & Marinara Sauce Red/Orange Veggies

That Kids Love to Eat!



PRETZEL Dipper Meal Kit - Reimbursable

www.k12tomatoes.com More Grab N Go Menu Solutions Info:





















New Tool Review: Close Up



GTIN	Red Gold Item Number	Product Description	Pack/ Size	Vegetable Component Credit
Portion Control Re				
8-00-72940-11139-5	REDSC2ZC84	Red Gold Salsa Dipping Cups (Made with Sugar/ Enhanced Low Sodium) 84 / 3 oz Cups	84/3oz	1/2 Cup
4-00-72940-11139-7	REDSC2ZC168	Red Gold Salsa Dipping Cups (Made with Sugar/ Enhanced Low Sodium) 168 / 3 oz Cups	168/3 oz	1/2 Cup
6-00-72940-11057-8	REDSCHZC264	Red Gold Salsa Dipping Cups (Made with Sugar/ Enhanced Low Sodium) 264 / 1.5 oz Cups	264/1.5 oz	1/4 Cup
8-00-72940-82207-9	REDNA2ZC84	Red Gold Marinara Sauce Dipping Cups (Made with Sugar/ Enhanced Low Sodium) 84 / 2.5 oz Cups	84/2.5oz	1/2 Cup
4-00-72940-82207-3	REDNA2ZC168	Red Gold Marinara Sauce Dipping Cups (Made with Sugar/ Enhanced Low Sodium) 168 / 2.5 oz Cups	168/ 2.5 oz	1/2 Cup
6-00-72940-11058-5	REDNAHZC264	Red Gold Marinara Sauce Dipping Cups (Made with Sugar/ Enhanced Low Sodium) 264 / 1.25 oz. Cups	264/1.25 oz	1/4 Cup
8-00-72940-11135-7	REDNA1Z	Red Gold Marinara Sauce Dunk Cups (Made with Sugar/ Enhanced Low Sodium) 250 / 1 oz. Cups	250 / 1 oz.	1/8 Cup

Key Item Specs for Grab N Go Vegetable Cup Options (See Meal Kit Ideas & Pkg Below)

SY1920 Commodity Program Information

Unit Weight	Units per case	Gross Weight (lbs.)	Net Weight (lbs.)	Case Cube	Case Dimensions L x W x H	Pallet Config. TI x HI Pallet	Total Cases / Pallet	Pallets / TL	Cases / TL	** Double Stacked	Cups / TL	TL Weight	Material Number (Tomato Paste Totes)	DF Pounds/ Case	PTV (\$)
	0.4	40	45.75	0.74	40.4/00.4/040.0/4	45.7/4		40	0.400	**	004 000	40.000	400000	0.00	00.07
3 oz	84	18	15.75	0.74	12 1/2 x 9 1/2 x10 3/4	15 X 4	60	40	2400		201,600	43,200	100332	2.36	\$0.97
3 oz	168	35	31.52	1.57	18 5/8 x12 1/2 x 11 5/8	7 X 4	28	42	1176	**	197,568	41,160	100332	4.72	\$1.95
1.5 oz	264	27	24.75	1.60	18 5/8 x12 1/2 x 11 5/8	7 X 4	28	42	1176	**	310,464	31,752	100332	3.71	\$1.53
2.5 oz.	84	15	13.13	0.74	12 8/16 x 9 1/2 x10 3/4	15 X 4	60	42	2520	**	211,680	37,800	100332	3.67	\$1.51
2.5 oz.	168	29	26.25	1.57	18 5/8 x12 1/2 x 11 5/8	7 X 4	28	42	1176	**	197,568	34,104	100332	7.33	\$3.02
1.25 oz	264	23	20.63	1.60	18 5/8 x12 1/2 x 11 5/8	7 X 4	28	42	1176	**	310,464	27,048	100332	5.76	\$2.38
1 oz.	250	18	15.63	0.60	16 1/2 X 11 1/8 X 5 1/2	9 X 10	90	26	2340		585,000	42,120	100332	3.98	\$1.64

A Variety of Packaging Options:





<< 84 Count Case >>





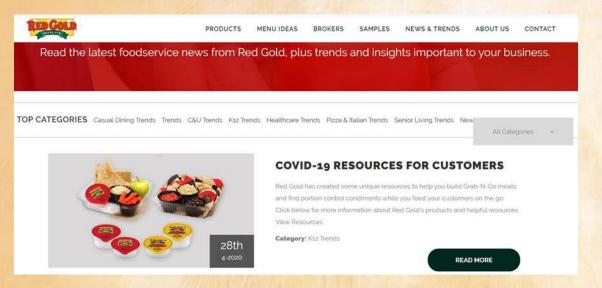
168 Count Case = Double
Save \$.01/cup
Save Delivery Fees

Same case For 264 count "Shorty Cups"



Red Gold COVID-19 Resource Page

https://besttastingtomatoes.com/red-gold-covid-19-resources-for-customers/



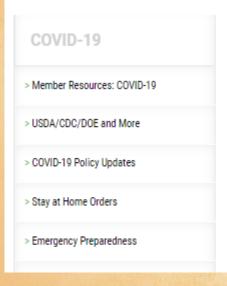
Grab N Go Dipping Cups Red Gold Portable Cups & Vegetable Options Red Gold Salsa & Marinara Cup Cheat Sheet Details Constant or Individual Spec Sheets Lay Millerines States Lay

SNA COVID19 Industry Resource Red Gold Link to our COVID-19 Page





COVID-19



SNA Industry Partner Resources

Red Gold

Jodi Batten

ibatten@redgold.com

Red Gold has been an industry leader in the K12 Segment by offering popular, versatile, convenient, portion control Vegetable Cups to schools for many years. Their uniquely formulated Better Nutrition Made SimpleTM Salsa Cups and Marinara Cups meet the Red/Orange Vegetable Crediting requirements in USDA Feeding Programs. They are each available in sizes that meet either TM cup Credit or TM cup Credit. These shelf stable items make great veggie solutions to your Grab N Go feeding needs during the Covid19 Pandemic. They are readily available through most foodservice distributors. Additionally, Red Gold has a variety of Portion Control Naturally BalancedTM Condiments (i.e. Ketchup and Barbeque Sauce) to enhance those To Go Meals. For more information, click here.

RELATED

COVID-19

SNA Member Resources: COVID-19 USDA, CDC, DOE, and More COVID-19 Policy Updates State Stay at Home Orders Emergency Preparedness SNA COVID-19 Webinar Series Industry Partner Resources Allied Partner Resources & More

State Agency Websites Hosting Resources for Schools & Commodity Processors



Example: Texas - Square Meals TDA Website (418 Line Items / Updated Weekly)

Processor	Material #	Material #2	Material #3	End Product Code	Description
Red Gold	100332			REDOA1Z	BBQ Sauce - Dunk Cup, Naturally Balanced, 250 / 1.0 oz cups
Red Gold	100332			REDNA2ZC168	Dipping Cup - Marinara Sauce, 168 / 2.5 oz cups
Red Gold	100332			REDNA1Z	Dipping Cup - Marinara Sauce, 250 / 1.0 oz cups
Red Gold	100332			REDNAHZC264	Dipping Cup - Marinara Sauce, 264 / 1.25 oz cups
Red Gold	100332			REDNA2ZC84	Dipping Cup - Marinara Sauce, 84 / 2.5 oz cups
Red Gold	100332			REDSC2ZC168	Dipping Cup - Salsa, 168 / 3 oz cups
Red Gold	100332			REDSCHZC264	Dipping Cup - Salsa, 264 / 1.5 oz cups
Red Gold	100332			REDSC2ZC84	Dipping Cup - Salsa, 84 / 3 oz cups
Red Gold	100332			REDY51Z	Ketchup - Dunk Cup, Naturally Balanced, 250 / 1.0 oz cups
Red Gold	100332			REDY59G	Ketchup - Packet, Fancy, 9 gram/1000 ct
Red Gold	100332			HUYYW8G	Ketchup - Packet, Huy Fong Sriracha, 8 gram/1000 ct
Red Gold	100332			REDYL9G	Ketchup - Packet, Naturally Balanced, 9 gram/1000 ct

Others:

- OK
- C1
- PA
- MA
- OR



Grab-n-Go USDA Foods for Further Processing

Many CEs are operating under an alternate feeding method in response to COVID-19. TDA has compiled a list of available Processor Grab-n-Go end products that are easier to utilize during this disruption. CEs currently ordering USDA Foods for further processing can utilize their inventory balances with processors to reduce food costs by ordering these end products; drawdown their current balances; and assist with feeding.

Please contact your co-op coordinator or processor to order.





Cool School Café New Tool for Schools Interactive Resource Center (IRC)





One Stop Shop K12 Resource Destination Red Gold www.k12tomatoes.com





Support for Our K12 Customers



The Red Gold Foodservice & Local Broker Teams: WE ARE HERE FOR YOU!!

Link to find local broker:

https://redgoldfoods.com/foodservice/broker-finder

National Sales & Marketing Director – Non Commercial : Jodi Batten, SNS

jbatten@redgold.com





Red Gold Indiana HQ Support:

Leann Brown

lbrown@redgold.com 765-557-5500 x1209

