

# SNACKS & SMALL PLATES



**Inspiration Guide:**  
*Spring 2020*



Dairy Farmers of America

**INGREDIENT  
SOLUTIONS**

# FEEDING THE NEW SOCIAL EXPERIMENT

## INSPIRING THE NEW DINING EXPERIENCE

As we navigate through our new normal, snacks and small plates can be a great platform for your contact-free delivery and takeout orders. Shifting business models to support the current “shelter in place” dining experience is a big step, with the majority of all restaurant traffic now being drive-thru, carry-out or delivery. We are dedicating this inspiration guide to inspiring solutions to these unprecedented challenges.

Fortunately, our industry is built on imagination and expertise. We understand challenges are temporary and that we have to occasionally pivot in order to overcome the crisis du jour. Thinking creatively now will help you get through this and make you even more resilient in the years to come.



We're finding ways to take the same ingredients and menu items to make them more snacking friendly.

Chef Christian Atkinson  
Development Chef at DFA Ingredient Solutions



# INSPIRATION APPETIZERS



## **48% of consumers are interested in cocktail kits<sup>1</sup>.**

Offer virtual happy hour kits to encourage social-distancing and safe meals with friends. Also consider videos on social media featuring cocktail and wine pairings included in the weekly happy hour pack.



## **29% of consumers say multi-serving or family-sized items would motivate them to get food from a restaurant during the COVID-19 pandemic<sup>2</sup>.**

Consider promoting a family picnic indoors or out with an assortment curated sharables.



## **64% of consumers are interested in build-your-own taco or burrito kits<sup>1</sup>.**

Support themed family meals like Taco Night with fresh ingredients and new flavors. Check out our fish taco recipe on page 5.



## **57% of Millennials want to see chain restaurants donating meals to healthcare workers and first responders<sup>1</sup>.**

<sup>1</sup> Datassential COVID-19 Report #11, Reinvention, April 2020

<sup>2</sup> Datassential COVID-19 Report #3, Into the Home, April 2020



## **To reduce costs, limit your menu to only your most popular items and extend their appeal with flavor variations when appropriate.**

Also consider promoting specialty items for a limited time offer.



## **Stay connected.**

Use social media as an inexpensive platform to keep people informed and connected to the things they crave like community, entertainment and food.



## **A Flight of Favorites.**

Offer customers the option to select from a variety of appetizers and sauces/dips combinations to create their own custom shareable experience. See page 9 for more information.

A lot of restaurants are taking this opportunity to rebrand themselves - it's a chance to emerge with a more dynamic and fine-tuned menu offering along with more dynamic flavorings.



Dan Follese  
Chief Culinary Translator at Food Trend Translator



# SPICY CITRUS JALAPENO SPRING ROLLS



## INGREDIENTS

<b>½ Cup</b>	Chicken Breast, Cooked, Chopped
<b>¼ Cup</b>	Shrimp, Cooked, Chopped
<b>3 TBSP</b>	Shallot, Diced
<b>½ Cup</b>	Jicama, Shredded
<b>2 TBSP</b>	Carrot, Shredded
<b>1 TBSP</b>	Scallion, Chopped
<b>1 TBSP</b>	Cilantro, Chopped
<b>2 tsp</b>	<b>DairiConcepts® Spicy Citrus Jalapeno Seasoning #143104</b>
<b>15</b>	Spring Roll Wrappers
<b>1</b>	Egg Yolk

## Dipping Sauce

<b>1/3 Cup</b>	Asian Fish Sauce
<b>1 tsp</b>	<b>Spicy Citrus Jalapeno Seasoning #143104</b>

## DIRECTIONS

1. Mix the chicken and shrimp with the remaining ingredients.
2. Take a spring roll wrapper and place in front of you so the wrapper is diamond shaped. Place about 30g of the filling near the corner nearest you. Fold the corner tightly over the filling. Roll, folding the left and right sides over.
3. Place some egg yolk on the far corner before you finish wrapping to seal the roll.
4. Fry in a wok or deep fryer at 350° until rolls are golden brown.



## WATCH IT NOW!

Check out this recipe and more from our Savor the Flavor video series on YouTube.

→ [dairiconcepts.com/spring-roll](https://dairiconcepts.com/spring-roll)



New DairiConcepts Seasonings  
let operators reinvigorate  
current dishes with just a shake  
of bold new flavors without  
having to reinvent their menu.

Dan Follese  
Chief Culinary Translator at Food Trend Translator

## VIEW THE RECIPE ONLINE

→ [dairiconcepts.com/recipes/spicy-citrus-jalapeno-spring-rolls/](https://dairiconcepts.com/recipes/spicy-citrus-jalapeno-spring-rolls/)

# FISH TACOS WITH SEASONED SLAW

## INGREDIENTS

### Slaw

<b>1 ½ Cups</b>	Red Cabbage, Thinly Sliced
<b>2 TBSP</b>	Honey
<b>½ Cup</b>	Mayonnaise
<b>1 TBSP</b>	<b>DairiConcepts® Spicy Citrus Jalapeno Seasoning #143104</b>

### Fish

<b>¾ Cup</b>	All Purpose Flour
<b>½ tsp</b>	Chili Powder
<b>1 ½ lbs</b>	White Fish Filets

Fresh Salsa

**La Vaquita® Queso Fresco, Crumbled #141101**

Tortillas

## DIRECTIONS

1. Make the slaw by combining all the ingredients together. Set aside.
2. Mix the flour and chili powder together.
3. Dredge the fish in the flour mixture.
4. Fry in batches until golden.
5. Fill tortillas with fish, slaw, and salsa. Top with crumbled queso fresco. Serve with lime wedges.



## WATCH IT NOW!

Check out this recipe and more from our Savor the Flavor video series on YouTube.

→ [dairiconcepts.com/fish-tacos](https://dairiconcepts.com/fish-tacos)



Jalapeno is found on

# 57.7%

of menus

(11% growth since 2015).

Datassentials Snap, 4/5/20

## VIEW THE RECIPE ONLINE

→ [dairiconcepts.com/recipes/fish-tacos-with-seasoned-slaw/](https://dairiconcepts.com/recipes/fish-tacos-with-seasoned-slaw/)

# LOADED BRISKET FRIES



## INGREDIENTS

4 tsp	Dairiconcepts® Chipotle Chili BBQ Seasoning #143347
8 oz.	Fresh Cut & Fried French Fries
4 oz.	Brisket – Cooked & Pulled
1 oz.	BBQ Sauce – Tossed with Brisket
1 oz.	La Vaquita® Queso Fresco – Crumbled #141101
2 oz.	La Vaquita® Crema Mexicana Agria #141100
½ oz.	Scallion – Chopped
½ oz.	Red Onion – Chopped

## DIRECTIONS

1. Deposit French fries into 375°F. Oil and fry until golden and crispy as per package instructions.
2. All ingredients listed above should be prepared in advance.
3. When French fries are finished cooking shake off excess oil and deposit fries into a stainless-steel bowl to season with the Chipotle Chili BBQ Seasoning.
4. Shake seasoning over the fries while tossing to ensure complete coverage of seasoning on fries.
5. Plate the seasoned fries on serving plate, top them with the heated, sauced brisket, garnish with Queso Fresco cheese, scallions, red onion and complete with a decorative garnish of Crema Mexicana Agria.



## WATCH IT NOW!

Check out this recipe and more from our Savor the Flavor video series on YouTube.

→ [dairiconcepts.com/loaded-fries](https://dairiconcepts.com/loaded-fries)



# 65%

of consumers want  
spiced/seasoned fries

2018 Technomic, Left Side of the Menu

## VIEW THE RECIPE ONLINE

→ [dairiconcepts.com/recipes/loaded-brisket-fries/](https://dairiconcepts.com/recipes/loaded-brisket-fries/)



# VEGETARIAN BACON RANCH EMPANADAS

w/Spring Baby Spinach and Queso Fresco

## INGREDIENTS

<b>1 TBSP</b>	Extra Virgin Olive Oil
<b>1 Cup</b>	White Onion
<b>1 TBSP</b>	Crushed Garlic
<b>5 oz.</b>	<b>La Vaquita® Queso Fresco Crumbled #141101</b>
<b>2 TBSP</b>	Baby Spinach & Arugula Mix
<b>½ Cup</b>	Tomato, Cherry-Halved
<b>2 TBSP</b>	<b>DairiConcepts® Bacon Ranch Seasoning #143349</b>
<b>1 Egg</b>	Egg Wash
<b>1 Ea.</b>	Pie Dough Refrigerated (8oz./55g)
<b>Flour</b>	For Rolling out the Dough

## DIRECTIONS

1. Preheat oven at 360° convection oven and large baking sheet with parchment paper.
2. In a large skillet over medium heat, add ½ oil then add onion and cook until soft, about 4 minutes, then add garlic and cook until fragrant, 1 minute more.
3. Add remaining oil in pan then tomatoes and then add spinach in two batches until wilted, drain any juice from this mix, then in a separate bowl toss in all cooked spinach mix with Bacon Ranch Seasoning mix and crumbled Queso Fresco, mix well.
4. Place dough on a lightly floured surface and roll out to ¼" thick. Using a 4.5" round cookie cutter, cut out rounds to 40g/1.4 oz each. Repeat with remaining dough.
5. Lightly moisten outer edge of a dough round with water and place about 1 ½ oz. filling in center and top. Fold dough in half over filling. Use a fork to crimp edges together. Repeat with remaining filling and dough.
6. Place empanadas on prepared baking sheets and brush with egg wash. Bake until golden and filling is warmed through, about 25 minutes.
7. To denote and add flavor, dust each empanada with Bacon Ranch Seasoning immediately upon removing from oven and allow to cool.



# 44%

of consumers are trying  
to eat less meat

Datassential Vegan, Meet Carnivore, Oct., 2019



# BACON RANCH CRAB CAKE BITES

## INGREDIENTS

<b>½ oz.</b>	<b>DairiConcepts® Bacon Ranch Seasoning #143349</b>
<b>½ Cup</b>	Mayonnaise
<b>1 lrg.</b>	Egg, Beaten
<b>1/3 Cup</b>	Chives, Fresh, Minced
<b>1 tbsp.</b>	Worcestershire
<b>1 LB.</b>	Jumbo Lump Crab Meat
<b>1 ½ Cup</b>	Oyster Crackers, Crushed
<b>½ Cup</b>	<b>DFA Mozzarella Cheese #190703</b>
<b>¼ Cup</b>	Canola Oil for Frying

## DIRECTIONS

1. In a small bowl, whisk the mayonnaise with the egg, Worcestershire sauce, parsley and Bacon Ranch Seasoning until smooth.
2. In a medium bowl, lightly toss the crabmeat with the cracker crumbs. Gently fold in the mayonnaise mixture. Cover and refrigerate for at least 1 hour.
3. Scoop the crab mixture into eight 1/3-cup mounds; lightly pack into 8 patties, about 1 1/2 inches thick. In a large skillet, heat the oil to 375°. Add the crab cakes and cook over moderately high heat until deeply golden and heated through, about 3 minutes per side.
4. Next top each crab cake with a sprinkle of shredded Mozzarella and broil until bubbly.
5. Transfer the crab cakes to plates and serve with lemon wedges.



# FLIGHT OF FAVORITES

## APPETIZER COMBO

The most popular appetizers, now with more to love. This sampler platter includes classic favorites like nachos, Mozzarella sticks, and chicken wings, with the added fun of mix 'n' match flavored dips featuring **Spicy Citrus Jalapeno #143348**, **Chipotle Chili BBQ #143347**, **Cheddar Mac & Cheese Seasoning #143346**, **Parmesan Herb #143345** and **Bacon Ranch Seasonings #143349**.

 **60%**  
want more  
sauce variety

2018 Technomic, Left Side of the Menu



## WATCH IT NOW!

Check out this recipe and more from our Savor the Flavor video series on YouTube.

→ [dairiconcepts.com/flight-of-favorites](https://dairiconcepts.com/flight-of-favorites)



## VIEW THE RECIPE ONLINE

→ [dairiconcepts.com/recipes/flight-of-favorites/](https://dairiconcepts.com/recipes/flight-of-favorites/)



Dairy Farmers of America

**INGREDIENT  
SOLUTIONS**

## **THE BEST RECIPES START WITH THE BEST DAIRY**

Powered by an unbeatable network of family farmers and backed by some of the most innovative minds in the industry, we're proud to provide an incredible range of ingredient solutions for many of the world's largest food companies.

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