

SNACKS & SHARABLES



Inspiration Guide:
Spring 2020



Dairy Farmers of America

**INGREDIENT
SOLUTIONS**

STAYING INSPIRED IN CHALLENGING TIMES

UNDERSTANDING THESE TIMES WILL LEAD TO NEW OPPORTUNITIES

The food manufacturing industry, like most industries today, is being confronted by the unprecedented challenges and shifting sands of the COVID-19 pandemic. The safety of workers and consumers – always a top priority – has become even more consequential as we all work to contain the crisis. Fortunately, food manufacturers in America are uniquely equipped to respond to these challenges and are demonstrating how workplaces who follow established safety procedures can adjust and even thrive during these emergencies. Without exception, difficult times will bring new opportunities and as we know, necessity is the mother of invention.

Now more than ever, the need to think creatively and innovate is key and the snack category is a great place to start. As this crisis plays out, new behaviors will evolve and snacks and sharables will play a roll. Flavor, portion size and comfort will all be factors in the decisions consumers will make when purchasing snacks.

There is a multitude of reasons eating habits have shifted away from the three-square-meals-per-day model to a lifestyle of snacking and smaller, more frequent portions. Time, or more accurately the lack of it, is widely regarded as the main influencer. As the tempo of a modern lifestyle increases, our eating habits have to keep up. But in a fast pace world, there are numerous influences and trends. From emotional snacking decisions and nutritional considerations to accessibility and functional snacking, consumers are looking to satisfy more than just their hunger.





Due to the COVID-19 crisis, **29% of people** are **snacking between meals** more often.

Source: Datassential, COVID-19, Report 5, 3.27.2020



81% of consumers rate **taste or flavor important** when choosing a snack.

Source: Technomic Snacking Occasion Consumer Trend Report, 2018



Consumers are willing to buy ethnic items as a snack, but **tend to find more familiar cuisine**, like Mexican food (40%), **more appealing**.

Source: Datassential, Snack Attack Report, February, 2019



TIP: Think about **small portions of healthy snacks** like mini grain bowls, hummus and whole grain crackers that bridge the gap between meals and satisfy the mindful snacker.



60% of people surveyed said they would **choose a packaged salty snack** outside of regular meals.

Source: Datassential, Snacking Report, December 2019

SPICY CITRUS JALAPENO SPRING ROLLS



INGREDIENTS

	%
Chicken Breast, Cooked, Chopped	26.25
Shrimp, Cooked, Chopped	26.25
Shallot, Diced	3.00
Jicama, Shredded	25.00
Carrot, Shredded	15.00
Scallion, Chopped	1.00
Cilantro, Chopped	0.50
DairiConcepts® Spicy Citrus Jalapeno Seasoning #143104	3.00
Total	100.00

Spring Roll Wrappers
Egg Yolk

Dipping Sauce

Asian Fish Sauce	95.00
DairiConcepts® Spicy Citrus Jalapeno Seasoning #143104	5.00
Total	100.00

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



42%

of consumers snack 3+
times per day

Source: IRI 2020 Snacking as a Lifestyle)

VIEW THE RECIPE ONLINE

→ dairiconcepts.com/recipes/spicy-citrus-jalapeno-spring-rolls/

VEGETARIAN BACON RANCH EMPANADAS

INGREDIENTS

	%
Olive Oil, Extra Virgin	1.50
Onion, White, Diced	19.65
Garlic, Crushed	3.35
La Vaquita® Queso Fresco #141101, Crumbled	18.05
Baby Spinach & Arugula Mix	41.05
Tomato, Cherry, Halved	13.90
DairiConcepts® Bacon Ranch Seasoning #143106	2.55
Total	100.00

Pie Dough

Egg Wash

DIRECTIONS

1. Preheat to 360°.
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 greens mix until wilted, drain any juice, 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 each.
5. Lightly moisten outer edge of a dough round with water and place about 40g 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. Shake Bacon Ranch Seasoning on top of empanada immediately upon removing from oven and allow to cool.



37%

of consumers say that any food can be a snack if the portion size is small.

Source: Datassential, "FoodBytes: Millennial SNAP! Keynote Sneak Peek," February 2018

BACON RANCH CRAB CAKE BITES

INGREDIENTS

	%
DairiConcepts® Bacon Ranch Seasoning #143106	2.30
Mayonnaise	14.65
Egg, Beaten	7.45
Chives, Fresh, Minced	1.90
Worcestershire Sauce	1.65
Jumbo Lump Crab Meat	57.40
Oyster Crackers, Crushed	14.64
Total	100.00

DFA Mozzarella, Shredded #100702

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 crab meat 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 ½-cup mounds; lightly pack into 8 patties, about 1 ½ 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.



Elevated shareables cater to the consumer desire for social-media quality food. An inspired snack that pairs well with a glass of wine or cocktail can increase the purchase appeal.

Chef Christian Atkinson
Development Chef at DFA Ingredient Solutions

CARAMELIZED LEEK AND ARTICHOKE DIP

INGREDIENTS

	%
Cream Cheese, Softened	42.30
Mayonnaise	13.00
DFA Parmesan, Shredded, #141610	10.00
DairiConcepts® Parmesan Concentrate, Bolder #141044	4.00
Marinated Artichokes, Chopped	15.00
Leek, Cleaned, Finley Sliced, Caramelized	15.00
Oyster Crackers, Crushed	14.64
Thyme	0.20
Tarragon	0.15
Lemon Juice	0.10
Salt	0.15
Pink Peppercorns	0.10
Total	100.00

DIRECTIONS

1. Caramelize the leeks using a **DFA Clarified Ghee Butter #102722**, or other DFA butter product, deglaze with white wine. Set aside.
2. In a mixer, beat the cream cheese until smooth. Add the mayonnaise, parmesan cheese, and DairiConcepts Parmesan Concentrate, Bolder ingredients to the bowl and mix until well incorporated.
3. Add the artichokes, caramelized leek, and the remaining ingredients. Mix until ingredients are evenly distributed.
4. Bake at 350° F for 15-25 until dip is hot and bubbling.
5. Serve hot with bread, chips, or crackers.



Sharables don't have to just be appetizers. Charcuterie is a growing trend, so consumers having the option of adding flavorfull dips or small bites of protein, like chicken or fish, to their boards can be a solution food manufactures can provide.

Chef Christian Atkinson
Development Chef at DFA Ingredient Solutions

SPRINGTIME FLATBREAD PIZZA

INGREDIENTS

Sauce

Marinara	97.00
DairiConcepts® Red Sauce Enhancer #920651166	3.00
Total	100.00

Pizza

Flatbread, Baked	300g
DFA Garlic Parm Butter Spread #PB 1092-1	30g
Red Sauce Enhanced Marinara	140g
DFA Mozzarella, Shredded #100702	200g
Asparagus Tips	30g
Red Onion, Julienne	15g
Fennel, Bulb, Thinly Sliced	35g
Basil Leaves	10g
Prosciutto, Chopped	40g

DIRECTIONS

1. To make the sauce, blend the DairiConcepts Red Sauce Enhancer into the marinara sauce. Keep refrigerated until use.
2. Lay out the flatbread on a food safe surface. Brush the butter spread all over the crust. Then spread the marinara on the flatbread.
3. Top the sauce with shredded mozzarella.
4. Apply toppings around the flatbread so that they are evenly distributed.
5. Bake at 425° F for 8-10 minutes until cheese is melted and begins to look toasty.

WHITE BEAN SPREAD

%

INGREDIENTS

Cannellini Beans	45.00
Butter Beans	45.00
DairiConcepts® Parmesan Herb Seasoning #143345	3.00
Olive Oil	6.00
Lemon Juice	1.00
Total	100.00

Toasted Pita Triangles

DIRECTIONS

1. In a food processor, add all the ingredients.
2. Puree until smooth bean spread has formed.
3. Serve with toasted pita chips.



Snacks and small bites are a great way to let your customers try new concepts and flavors. Using DFA Seasonings is a great way to add a unique flavor to a product you already sell.

Chef Christian Atkinson
Development Chef at DFA Ingredient Solutions



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→ dairiconcepts.com/white-bean-spread

VIEW THE RECIPE ONLINE

→ dairiconcepts.com/recipes/white-bean-spread/



Dairy Farmers of America

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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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