



# IFSEA NEWS

*Fresh and Bold!*

"We enhance the careers of our members through professional and personal growth"

Happy Easter  
Happy Passover  
Happy Spring



## April 2022

IN THIS ISSUE

April Fools Day	9
Did You Know	5
Flash Back	13
Food Safety	3
From the Vine	7
Life on the Weil Side	2
Looking Ahead/w Manley	4
Officers and Directors	10
Naturally color eggs	12
Random Stuff	8
Recipe Box	6
Who Knew	11



## SOMETHING TO THINK ABOUT

Life is not about who you once were.  
It's about who you are now,  
and who you have the potential to be.



## *Life on the Weil Side!*

Richard F. Weil, MCFE, MCFP Chairman of the Board

### **The COVID Hangover**

I have recently attended a state restaurant association trade show that was held for the first time in two years along with working with many of my company's clients throughout the country and a common thread from ownership to hourly staff members is the stress of dealing with it all! From the current crisis Internationally, to inflation, staffing, and supply chain issues, no wonder that many foodservice and hospitality industry professionals are faced with continued COVID hangovers.

So, what can we do? I suspect if I had the golden answer, I would be on national TV, but here are a few thoughts that I hope you find useful.

One, communications are key right now. Providing an outlet for your staff from top to bottom and bottom to top, to be able to express their concerns, their frustrations, and views. While this should not ever become a political platform, I have found it helpful to have people talk about things that matter like the rising cost to fuel their gas tank or cost of groceries. Perhaps now more than ever have some internal contests with gas cards as an incentive. Keeping your operations mood with staff as upbeat is difficult right now, but the leadership challenges we all face will help your organization stay on point through your own creative and thoughtful leadership and communications.

Second, engage your customers. Customers are facing the same frustrations, concerns about their own disposable income to spend money, and this boils down to consumer confidence. Let your customers know how you can help with some deal busters or even a lost leader if necessary to stay at the top of minds of your guests. I am not an advocate of major discounting but being engaged with your customers and relating to them now as we did during COVID with different messaging will help you stay relevant and in front of your guests. We will get through this together is perhaps a positive message to share with customers.

Three, if you are angry, don't bring it to work if you can help it at all costs. Your staff and your customers will become a reflection of you and your own attitude becomes either positive or negatively received. Both your nonverbal and verbal communications are actively being watched by all. Check those negative emotions at the door. Yes, we are all human, but realize how and what you say and do each day, creates the tone at the top for success. You are the head coach many times, coach your team.

Lastly, take a time out. The COVID hangover is a real thing, all forms of communications continue to air the issue in all mediums we read and see every day. Just look at social media blowing up every day or listen to the radio or TV. Take a time out at least 1 day or more a week away from the noise, it will help you clear your own head and like other types of hangovers, time is what cures it.....Food for thought in managing through the COVID hangover.



## 12 Ways to Maximize Flavor, and Save Money & Time for Limitless Creativity

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# LOOKING AHEAD WITH MANLEY

Ed Manley, MCFBD, MCFE, CHP President Emeritus



## GFI-IFSEA CERTIFICATIONS – NEXT IN A SERIES – WHO SAYS THEY WORKED!

These graduates say that the certifications and/or what they learned while preparing for the exams, helped them to get jobs.

**Glenn Beaty** - “**Having** owned 2 large restaurant/nightclubs, and managed a variety of restaurants over a 30 year career, I can get a GM job anywhere in the country. However, I am stuck at that level, so I went to the web to find certifications and came upon GFI. I ran home every day excited to learn more, and even enjoyed the 9 tests. I applied for the Food and Beverage Director job at the casino where I was GM of the fine dining Bonfire Restaurant. Got promoted to Asst. F&B, 30% pay raise. They acknowledged they had undervalued my skill set. The training gave me so many talking points during the interview.”

**Pete Urton** – “I was getting out of the Navy. My old boss offered to sell her restaurant in Ohio, where I had worked. I contacted a bank which requested a business plan and letters showing my culinary experience and training. Then he said ‘if I had any **certifications that would speed up the process**’. **I showed him proof of my certifications from the IFSEA Symposium. That took care of everything** - no letters, no business plans or anything. Thanks to Ed and IFSEA my process and all my paperwork was cut by about 90%.”

**Mark Adams** – “I landed a great Kitchen Manager job with a BBQ restaurant in Rochester. They told me later they would have hired me on the spot because of my resume and certifications.”

**Tom Gauzer** - “After leaving the Navy got a job, he said, because of his MCFE. The Executive Chef works for him. I interviewed for the HACCP job at the college, waiting to hear back - better hours, \$60K. I met with a Sodexo F&B Nursing home today, but I don’t want to do that, so the DM might want me to be the GM for a new property. So many things to think about job wise.”

**Sharon Murillo** – “I took your class in 2016, retired now, 8 months later, and I got a \$55,000 job with a prison, plus bumped up \$2000 more a month. They said the reason I was the top candidate was the certifications I earned in your class.”

**Robert Irish** – “Thanks to you pushing me 4 years ago to get my HACCP, CPEM and CFE done, and with my BS, I was able to get \$16,000 more than a Chief got who only had CFE. I’ve been with Aramark now for 2 years, since I retired, and I have just been promoted to GM, at \$70,000 plus \$4,000 more because I teach for them. Without you I would not have gotten the job!” Update July 2018 – now regional manager over 16 schools for Aramark.

**Steve Fontanilla** – “I am the Executive Chef/Cafe Supervisor here at Kaiser Hospital in Hawaii. I really believe because of my certs (CFE/HACCP/CPEM) and other qualifications I obtained; I was able to get this job. They were so impressed with my resume and certs.....they waited until I retired. CS1 Villanueva also retired and landed a job at Zippy's as a Corporate Chef. So, you can share your stories with the success of former students who retired and landed Manager/Executive positions.”

**I’m saving the best one for next month, an \$85,000 job** because Winn-Dixie saw HACCP on his resume.

I’ll share a few more success stories. Another thing that tells me the students are happy is every few weeks I get a note from a student from 15-20 years ago who, surprise, finally figured out they ARE important but can’t find their certificates. [www.foodserviceinstitute.com](http://www.foodserviceinstitute.com) is the place to go. Most are \$219. All IFSEA and GFI certifications are GI Bill eligible, we just got them all re-approved. [www.ifsea.org](http://www.ifsea.org) for MCFE, CFE, CFA and CFM which is one of two tests federally approved for nursing home and long-term care F&B. They are struggling to find enough help; good money/hours/benefits.

Bottom line is continue to invest in yourself and your career....the certifications work!

# ? Did ? You ? Know ?

## E G G S

Can't remember if an egg is fresh or hard boiled? Just spin the egg. If it wobbles, it's raw. If it spins easily, it's hard boiled. A fresh egg will sink in water, a stale one will float.

Eggs contain all the essential protein, minerals and vitamins, except Vitamin C. But egg yolks are one of few foods that naturally contain Vitamin D. Eggs also contain choline, which is necessary for healthy cell membranes in the body. Choline stimulates brain development and function and helps preserving memory. Eggs also are good for your eyes because they contain lutein which helps prevents age-related cataracts and muscular degeneration. In fact, eggs contain more lutein than spinach and other green vegetables.

The color of the egg shell is not related to quality, nutrients, flavor, or cooking characteristics. White shelled eggs are produced by hens with white feathers and white ear lobes. Brown shelled eggs are produced by hens with red feathers and red ear lobes. Brown egg layers usually are slightly larger and require more food, thus brown eggs usually cost more than white eggs. An egg shell has as many as 17,000 pores over its surface.

A whole egg is about 3 tablespoons worth of liquid, the egg yolk measures about 1 tablespoon of liquid. Older hens tend to lay bigger eggs but double-yolked eggs are produced by younger hens whose egg production cycles are not yet synchronized. There are about 70 calories in an uncooked egg and 77 calories in a cooked egg.

China produces the most eggs, at about 160 billion per year. In the US, about 280 million hens

A hen requires about 24 to 26 hours to produce one egg, but one hen was reported to have produced 7 eggs in one day.

About 2/3 of the chicken eggs produced in the U.S. each year are sold in the shell. The other 1/3 are broken out of their shells, so they can be made into liquid, frozen, dried and specialty egg products.

An average hen lays an average of 266 eggs per year. The record is 371 eggs in one year.

USDA grading system for eggs:

Grade AA The shell is clean, normal-shaped and unbroken; when first broken, the eggs spread remains compact; has a clear, thick albumen with prominent chalazae and a firm, centered yolk.

Grade A The shell is clean, normal-shaped and unbroken; when first broken, the egg spreads slightly; has a clear, reasonably firm albumen with prominent chalazae and a firm, fairly high yolk.

Grade B The shell may be slightly stained or misshapened; when first broken the egg spreads over a wide area; has a clear, watery albumen and an enlarged, flattened yolk.

### EGGS SIZES AND EQUIVALENTS

4 jumbo eggs = 1 cup  
6 jumbo whites = 1 cup  
12 jumbo yolks = 1 cup

4 Ex Lg eggs = 1 cup  
6 Ex Lg whites = 1 cup  
12 Ex Lg yolks = 1 cup

5 Lg eggs = 1 cup  
7 Lg whites = 1 cup  
14 Lg yolks = 1 cup

5 Med eggs = 1 cup  
8 Med whites = 1 cup  
16 Med yolks = 1 cup



# Recipe Box

## Easter Breakfast casserole

1



pound bacon

1/4 cup diced onion

1/4 cup diced green bell pepper

3 cups shredded Cheddar cheese

8 eggs

2 cups milk

1 (16 ounce) package frozen hash brown potatoes, thawed

2 TBLSP butter, softened

### Directions

Preheat oven to 450 degrees F (175 degrees C). Lightly grease a 7x11 inch casserole dish.

Fry the bacon in a large, deep skillet over medium-high heat until evenly browned, about 10 minutes. Drain on a paper towel-lined plate. Crumble.

In a large bowl beat together eggs and milk. Mix in cheese, bacon, onion and green pepper. Set aside. Layer the hashbrowns on the bottom of your pan, dot with butter and bake until they start to brown. Pour mixture evenly over hashbrowns. Reduce oven to 350 degrees. Cover with aluminum foil and bake for 45 minutes. Uncover and bake for another 30 minutes until eggs have set.

## Easter Rice Pie

serves 16



3 cups all-purpose flour  
1 tablespoon baking powder  
1/2 cup white sugar  
1/2 teaspoon salt  
3/4 cup cold butter, cut into chunks  
egg

1 teaspoon vanilla extract

1 cup water

1/2 cup uncooked white rice

2 cups whole milk

1 (15 ounce) container ricotta cheese, drained

1 cup white sugar

1 tablespoon lemon juice

1 tablespoon grated lemon zest

6 eggs

1 (15 ounce) can crushed pineapple, well drained

Grease two 9-inch pie plates.

Pulse flour, baking powder, 1/2 cup sugar, and salt in a food processor several times until combined. Place butter into the flour mixture and pulse just until butter resembles coarse crumbs. Mix in 1 egg and vanilla extract; process until dough holds together, about 30 seconds.

Place dough on a well-floured work surface, divide in half, and roll each piece into a 9-inch round crust.

Fit crusts into the prepared pie plates and freeze for 1 hour.

Bring water to a boil in a saucepan; stir in rice and return to a boil. Reduce heat to medium-low, cover, and cook until rice has absorbed the water, about 20 minutes.

Stir milk into the rice and bring to a simmer; cook until thickened, stirring often, about 10 more minutes. Set rice mixture aside to cool.

Preheat oven to 325 degrees F.

Beat ricotta cheese, 1 cup sugar, lemon juice, lemon zest, and 6 eggs together in a bowl until smooth. Stir in cooked rice mixture and crushed pineapple until thoroughly combined.

Divide the filling between the 2 cold pie crusts. Bake in the preheated oven until the filling is set and the tops are golden brown, about 90 minutes. Cool on racks.

1



# From the Vine

Holiday dinners present a prime time to try new wines with favorite recipes of old. Will it be ham, turkey, goose, or prime rib? If you are looking for new wine options to complement your holiday meal, then look no further, check out our unique selection of versatile whites and diverse reds that are sure to enhance your Holiday gathering, varietals picked for both their presence and adaptability.

## Wines to Serve with Ham

Baked, smoked, or honeyed hams beg for wines with a dash of sweet. A German Riesling with a touch of residual sugar, made lighter in style and a bit lower in alcohol, will hop on the ham pairing wagon with plenty of food-friendly acidity and crowd-pleasing palate appeal. Alsatian Rieslings tend to bring more body, significantly less sugar, and a richer palate profile than their German wine cousins and are capable of handling a wide range of pork-themed options with a wine focus on weight and pairing presence. Red wines that can accommodate ham happenings tend to be lighter in body and overall style. Beaujolais, Pinot Noir (especially from Burgundy or California's Russian River Valley), and Spain's Tempranillo grape often exhibit subtle tannins with an easier going pairing profile.

Red Wines for Ham: Beaujolais Nouveau , Pinot Noir, Zinfandel, Tempranillo

White Wines for Ham: Riesling and Gewurztraminer

## Wines to Serve with Turkey

Turkey on its own presents a fairly straightforward pairing partner, but who really eats turkey solo? Herb-filled stuffing, roasted veggies, rich sauces, and an assortment of savory sides manage to make their way alongside the bird. It's these sides and sauces that must be taken into account when working out the best wine pairings. Sauvignon Blanc is hands-down one of the top white wine picks for turkey and savory sides, as it tends to bring its own herbal tones to the table.

Red Wines for Turkey: Pinot Noir , Zinfandel , Syrah/ Shiraz, Beaujolais Nouveau

White Wines for Turkey: Sauvignon Blanc, Viognier, Riesling, Gewurztraminer

## Wines to Serve with Duck

When it comes to pairing wines with duck, considerations have to be made for the unique, fatty profile along with the innate gaminess of the meat. The wines of France have a long and storied pairing partnership with a variety of duck preparations. As local foods paired with local wines make a trendy comeback, there's an underlying synergy between "historical" regional pairings and the red wines of Burgundy, Bordeaux, as well as the reds of the Rhone Valley will handle the elements of roasted, smoked, or braised duck. If the duck is served with a fruit-based sauce then the wine pairing gears will shift towards the white wine trails. Gewurztraminer, Riesling, and Sauternes will make their mark on the fruit-themed duck pairing profiles.

Reds to Pair with Duck: Zinfandel , Red Burgundy, Tempranillo

Whites to Try with Duck: Gewurztraminer, Sauternes

## Wines to Serve with Prime Rib

Prime rib makes a serious play for a variety of red wines. A big, bold Cabernet Sauvignon from California, a playful Lodi Zinfandel, a rustic Tempranillo from Spain, a refined red from Bordeaux, a Barbaresco or Barolo from Italy—all of these varietals can mix and mingle with a slice of prime rib and bring out subtle nuances in the pairing depending on the regional roots. White wines will have a tough time keeping up, but if you are hard pressed and must venture to the white grapes, try a full-throttle White Burgundy (Chardonnay) to keep pace with the rich textures and greater ratios of protein and fat.

Red Wines to Pair with Prime Rib: Cabernet Sauvignon, Zinfandel, Shiraz, Tempranillo, Carmenere, Malbec, Merlot, Bordeaux blends, Rhone Valley blends, Barolo, Barbaresco

Whites for Prime Rib: Typically white wines have a difficult time holding up to the bold flavors found in red meats, so while it is possible to enjoy white wines with red meats, it may be challenging to find a perfect match.

By Stacy Slinkard of The Spruce Eats

# RANDom STuff

**Fact 1:**

Reading can make you a better conversationalist.

**Fact 2:**

Neighbors will never complain you are reading too loud.

**Fact 3:**

Knowledge by osmosis has not yet been perfected, so you'd better read.

**Fact 4:**

Books have stopped bullets. Reading could save your life.

**Fact 5:**

Dinosaurs did not read. Look what happened to them.



## Posing for a picture



## DATLIGHT SAVINGS TIME

*Daylight Saving Time (DST) began Sunday, March 13. Did you know these DST facts?*

Shout out to Port Arthur, Ontario! The first city in the WORLD to enact Daylight Saving Time on July 1, 1908! Port Arthur is now known as Thunder Bay.

On a country-wide scale, Germany was the first to do so on April 30, 1916, in an effort to conserve energy during WWI.

Equatorial and tropical countries don't observe DST since the daylight hours are so similar every season.

Benjamin Franklin actually presented an idea for DST way back in 1784. But his idea was a satirical essay on a way to save candle wax!

*Special thanks to Larry Brown*



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# APRIL FOOLS' DAY

APRIL 1

In 1700, English pranksters begin popularizing the annual tradition of April Fools' Day by playing practical jokes on each other.

Although the day, also called All Fools' Day, has been celebrated for several centuries by different cultures, its exact origins remain a mystery. Some historians speculate that April Fools' Day dates back to 1582, when France switched from the Julian calendar to the Gregorian calendar, as called for by the Council of Trent in 1563. People who were slow to get the news or failed to recognize that the start of the new year had moved to January 1 and continued to celebrate it during the last week of March through April 1 became the butt of jokes and hoaxes. These included having paper fish placed on their backs and being referred to as "poisson d'avril" (April fish), said to symbolize a young, easily caught fish and a gullible person.

Historians have also linked April Fools' Day to ancient festivals such as Hilaria, which was celebrated in Rome at the end of March and involved people dressing up in disguises. There's also speculation that April Fools' Day was tied to the vernal equinox, or first day of spring in the Northern Hemisphere, when Mother Nature fooled people with changing, unpredictable weather.

April Fools' Day spread throughout Britain during the 18th century. In Scotland, the tradition became a two-day event, starting with "hunting the gowk," in which people were sent on phony errands (gowk is a word for cuckoo bird, a symbol for fool) and followed by Tailie Day, which involved pranks played on people's derrieres, such as pinning fake tails or "kick me" signs on them.

In modern times, people have gone to great lengths to create elaborate April Fools' Day hoaxes. Newspapers, radio and TV stations and Web sites have participated in the April 1 tradition of reporting outrageous fictional claims that have fooled their audiences. In 1957, the BBC reported that Swiss farmers were experiencing a record spaghetti crop and showed footage of people harvesting noodles from trees; numerous viewers were fooled. In 1985, Sports Illustrated tricked many of its readers when it ran a made-up article about a rookie pitcher named Sidd Finch who could throw a fastball over 168 miles per hour.

In 1996, Taco Bell, the fast-food restaurant chain, duped people when it announced it had agreed to purchase Philadelphia's Liberty Bell and intended to rename it the Taco Liberty Bell. In 1998, after Burger King advertised a "Left-Handed Whopper," scores of clueless customers requested the fake sandwich.



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## The History of Easter Egg Hunting

Although Easter is one of the two major Christian holidays, one of its biggest traditions, the Easter Egg Hunt, has nothing to do with Christianity. In fact, the Easter Bunny and Easter Eggs are linked to Pagan traditions. But however you look at it, the Easter Egg Hunt is a beloved event for kids everywhere. Here's how the tradition began.

There wouldn't be an Easter Egg Hunt without the Easter Bunny, so to understand the origins of egg hunting, we must first look at why rabbits are associated with Easter. Known for their prolific procreating, rabbits have long been a symbol of fertility. In fact, rabbits were the sacred animal of the Saxon goddess of spring and fertility. According to the History Channel, the Easter Bunny legend started long ago in Germany with an egg-laying hare named "Osterhase." German children made nests and left them outside for the hare to lay her eggs in.

### ***Connections Between Eggs and Rabbits***

The idea of an egg-laying rabbit might have started with the Romans, who believed that all life came from eggs. Another link between the rabbit and the egg comes from Pagan traditions, in which the rabbit was associated with the moon and the egg with the sun. On the spring equinox, when day and night are the same length, the rabbit and egg come together.

### ***Early Egg Hunts***

Easter Egg Hunting began in America when German immigrants brought their Osterhase tradition to Pennsylvania in the 1700s. The festivity soon spread across the nation, and baskets replaced nests. Eventually, the game evolved into a treasure hunt, and the prizes expanded from just hard-boiled eggs to include chocolate, candy, toys and coins. In many families, the Easter Bunny leaves a basket filled with gifts, not just eggs to find.

### ***Why Eggs?***

Since ancient times, eggs have been seen as a symbol of new life for obvious reasons. They have been associated with Pagan spring festivals. Some believe that the egg might represent the stone that was rolled away from Christ's tomb, revealing his resurrection.

### ***Egg Decoration***

Decorating eggs for Easter probably began in the 13th century, when eggs (in addition to meat) were forbidden during the Christian Lent season, which ends on Easter. To mark the end of the time of penance and fasting, people painted and decorated eggs before eating them. For centuries, parents emptied raw eggs and dyed the eggshells or dyed hard-boiled eggs for their children to find. Some also hand-painted the eggs with elaborate designs. Today, the colored egg has evolved into a plastic egg that you can hide a small treat inside.

# Recipes to Naturally Color Eggs

For every dozen eggs, plan on using at least four cups of dye liquid. Add one tablespoon white vinegar to every cup of strained dye liquid, except where indicated.

**Per cup of water, add the following:**

## **Natural Blue Egg Dye:**

*The secret ingredient is red cabbage!*

Use red cabbage to dye the eggs blue. Just cut 1/4 head of red cabbage into chunks and add to 4 cups of boiling water. Let cool to room temperature and remove cabbage with a slotted spoon. Add vinegar.

## **Natural Muted Blue Egg Dye:**

*The secret ingredient is blueberries!*

Mix 1 cup frozen blueberries with 1 cup water, bring to room temperature, and remove blueberries. Do not add vinegar.

## **Natural Lavender Egg Dye:**

*The secret ingredient is red grape juice!*

Mix 1 cup red grape juice and 1 tablespoon vinegar.

## **Natural Green Egg Dye:**

*The secret ingredient is spinach!*

Add a cup of spinach to boiling water. Add vinegar.

## **Natural Orange Egg Dye:**

*The secret ingredient is yellow onions!*

Longer soaking of these onion-dyed eggs will help you achieve a darker color. Take the skin of 6 yellow onions and simmer in 2 cups of water for 15 minutes, then strain. Add vinegar.

## **Natural Red-Orange Egg Dye:**

*The secret ingredient is paprika!*

Stir 2 Tablespoons of ground paprika into 1 cup boiling water. Add vinegar.

## **Natural Mustard Yellow Egg Dye:**

*The secret ingredient is turmeric!*

Stir 2 Tablespoons of ground turmeric into 1 cup boiling water. Add vinegar.

## **Natural Light Yellow Egg Dye:**

*The secret ingredient is oranges!*

Simmer the peels of 6 oranges in 1-1/2 cups water for 20 minutes then strain. Add vinegar.

## **Natural Dark Pink Egg Dye:**

*The secret ingredient is beets!*

Beet-dyed eggs will darken the longer they sit in the liquid. Cut 1 medium beet into chunks and add to 4 cups boiling water. Stir in vinegar and let cool to room temperature before removing the beets.

## **Natural Light Pink Egg Dye:**

Use the same solution as above for dark pink, but remove eggs as soon as they tint to the light pink color you desire.

## **Natural Brown Egg Dye:**

*The secret ingredient is coffee!*

Add 1 tablespoon of vinegar to 1 cup of strong, black coffee. Do not add vinegar.



# FLASH BACK

