



**HOPKINS
FOODSERVICE
SPECIALISTS, INC.**

F.Y.I.

Consultants to the Best in Food Service Planning and Engineering
Summer 2015

Dear Associate,

Summertime is for taking long breaks from work to enjoy the sunshine. Multitasking in the summer means swimming or gardening, or reading a good book during all that delicious time in the sun.

*This summer, most of the time I spent reading ***The Boys in the Boat** I was thinking of you, my teammates. This book, written by Daniel James Brown, is about the 1936 U.S. Olympic men's crew team, which won Gold by milliseconds despite severe obstacles. The book is exquisitely written as you will see*

TRUSTPOWER

just in perseverance, hard work, and rugged individualism. Perhaps they lay in something more fundamental—the simple notion of everyone pitching in and pulling together.” Ch.7

“Eventually, if they were going to become what he hoped they would, he would need to see each of them develop the rare balance of ego and humility that great oarsmen somehow always manage to have. For now, what he saw strutting around the shell house and lounging in the doorway was plenty of ego and not much humility.” Ch.8

“Rowing is, in a number of ways, a sport of fundamental paradoxes. For one thing, an eight-oared racing shell—powered by unusually large and physically powerful men or women—is commanded, controlled, and directed by the smallest and least powerful person in the boat. The coxswain (nowadays often a female even in an otherwise male crew) must have the force of character to look men or women twice his or her size in the face, bark orders at them, and be confident that the leviathans will respond instantly and unquestioningly to those orders. It is perhaps the most incongruous relationship in sports.” Ch.10

“He told Joe to be careful not to miss his chance. He reminded him that he'd already learned to row past pain, past exhaustion, past the voice that told him it couldn't be done. That meant he had an opportunity to do things most men would never have a chance to do. And he concluded with a remark that Joe would never forget. “Joe, when you really start trusting those other boys, you will feel a power at work within you that is far beyond anything you've ever imagined. Sometimes, you will feel as if you have rowed right off the planet and are rowing among the stars.” Ch.13

The notion that power to overcome obstacles and to win emanates from trust is one more reason to aim for trust. For the victorious crew team chemistry was not about liking each other as much as about group respect and commitment to an exceptional sense of unity. I know that it is possible for a design team to function as a crew because I have experienced it, and it is a thrill. As with any lofty goal, the result costs more than the time and money invested and is worth more than the cost too.

Thank you for tasting this summertime fruit-for-thought from your favorite foodservice consultant.

Yours truly,
~ Lynn Hopkins

HOPKINS SUMMER FRUIT!

CULTURAL ARTS

Freelon:
NMAAHC
SmithGroupJJR:
Museum of the Bible

EDUCATION

Burns & McDonnell:
WT Sampson DoDEA
Ewing Cole:
Quantic Middle
DODEA
Leo A Daly/BIG:
Wilson School
William Rawn:
HBS -Klarman Hall

HEALTHCARE

SOM:
Almaty International
Medical Center
HDR:
Mission Health System

HOSPITALITY

Gensler:
Etihad Lounges at
JFK, LAX

PUBLIC SPACES

GWWO:
Occoquan Park

WORKPLACE

AECOM:
Government RFP
Ennead:
OBO Ankara
Gensler-BV:
2 Confidential Projects
Keiran Timberlake:
FASTC
Michael Graves:
1 Confidential Project
SOM:
Saudi Arabian
Monetary Agency, HQ

TIME FOR YOU!



CONTACT HOPKINS

NEW YORK CITY
377 East 33rd St.
Suite 5H
New York, NY 10016
212.679.9293 tel.

WASHINGTON, D.C.
7906 MacArthur Blvd.
Cabin John, MD 20818
301.320.9200 tel.
301.320.9202 fax

www.
hopkinsfoodservice.com

E-MAIL:

Lhopkins@
hopkinsfoodservice.com



in the excerpts below. What I want most to share with you is the description of ideal team unity and its power.

Is it ridiculous for me to compare eight crew members, who simply aim to be faster than their competition, with a team comprised of members from various design disciplines, their leader, and client, who must perform at their peak not just for six minutes but for sixty months. Put that way the answer would have to be, “Yes Lynn, it is ridiculous, because there are many more variables with a design team than a crew team, although we are sure that there were more than six minutes in the making of the crew’s perfection. So, what’s your point?” My point is to explore what we can learn from the winning crew team.

Excerpts

“Many of them would never forget the day. For them, it was a dawning, the first real hint of hope. If there was little they could do individually to turn the situation around, perhaps there was something they could do collectively. Perhaps the seeds of redemption lay not



Lynn's tomatoes and figs. A delicious future!

It's difficult to think anything but pleasant thoughts while eating a home-grown tomato (or fig). --Lewis Grizzard

FOOD

PURE PLEASURE



Wine is bottled poetry.
-- Robert Louis Stevenson



Photo by Richard Hopkins at a farm in Beaune, France, where we drank the wine at 8 a.m. as a pairing to their delicious cheese.



Photo by Richard of the cows (listening to classical music) that made the milk that made the cheese at the farm in Beaune.

Batsaria (Filo-Less Spanakopita)

**When our grandparents emigrated from Greece to America at the turn of the last century, they brought with them four sons and four daughters, including a newborn baby named Eleftheria, which means "freedom" in Greek. They also brought with them the recipes that would make them feel at home in their new country. What follows is my version of our family recipe for a spinach pie without the finicky filo-dough. My cousin Stephanie and I think a batsaria restaurant would be a big hit because batsaria can be eaten on the go and is as nutritious as spinach pie. The size of the pan determines the thickness, cooking time, and number of servings. *Adapted from cookbookchick (Stephanie), December 31, 2013. Food52.com/recipes*

For the spinach mixture:

- 1 ½ lb. fresh, clean, and DRY, spinach
- 1 sm. onion and 1-2 bunches scallions
- 1 large bunch chopped fresh dill
- 1 large bunch chopped parsley
- 4 cloves garlic, peeled and chopped finely, or minced
- 1 lb. Greek feta cheese crumbled, and 4 T. Kefalotyri or Parmesan cheese
- Salt and freshly ground pepper
- 4 eggs
- 1 -1/2 sticks melted butter

The Batter:

- 3 c. all-purpose flour, ½ t. salt, 1 t. baking powder (BP), or 3 c. pancake mix
- 3 eggs
- ¼ c. olive oil
- ~2 c. cold water (I use the feta cheese brine too)

Steps:

1. Roughly chop the spinach, stems and all, scallions, dill, parsley, and garlic, and place in a huge bowl or soup kettle.
2. Crumble in the feta, add other cheese, and toss gently. Set aside.
3. Combine 3 c. of flour, salt, and BP (or 3 cups of pancake mix). Make a well in the center of the flour. Into the well put in the oil, the unbeaten egg, and the water. Mix only until smooth, to the consistency of pancake batter.
4. Spread roughly half the melted butter in the bottom of the roasting pan. Spread roughly half of the batter thinly over the melted butter.
5. Beat the 4 eggs until light and airy, then add to the spinach mix, tossing gently. Aunt Eleftheria said that adding the well-beaten eggs at the last minute is one of the secrets to a good outcome.
6. Spoon the spinach mixture into the pan, spreading it as evenly as you can.
7. Now glop the rest of the batter here and there on top of the spinach mixture, leaving areas of spinach exposed. Sprinkle the rest of the butter over top of the spinach and the batter.
8. Bake at 350°F until golden brown; cover at the end to ensure spinach is cooked.

The aroma as it bakes is heavenly! Let the batsaria cool a bit before you cut it into squares or rectangles to serve. It is delicious warm, but like so many Mediterranean foods, it is also good at room temperature. Leftovers are wonderful, reheated or cold. Enjoy!