



RAINY DAY

COOKBOOK

EVEN ON THE CLOUDIEST OF DAYS
—FOOD CAN BRING 100% CHANCE
OF HAPPINESS.

metia

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APPETIZERS

BLACK BEAN CORN SALSA

"Quick, easy, and a family favorite!"

1 can black beans, rinsed and drained
1 can corn, rinsed and drained
1/2 cup minced red onion
1/4 cup sliced green onion
1/2 cup diced red pepper
2 tbsp fresh cilantro, chopped
6 tbsp fresh lime juice
2 tbsp olive oil
1/2 tsp cumin

Combine all ingredients. Cover and marinate until chilled (about 1 hour). Serve with fresh cilantro and black bean tortilla chips or your favorite tortilla chips.



Chantal Espinoza
Account Executive



CHICKEN LIVER MOUSSE CROSTINI

"I had this at a restaurant in Port Townsend and fell in love."

Chicken Liver Mousse

1 lb chicken livers
2 shallots
5 cloves of garlic
1 1/2 sticks of butter
1/4 cup brandy
10 leaves fresh sage
Salt and pepper to taste
2 cups heavy cream

Garlic Crostini

1 French baguette
1 stick (1/2 cup) of butter
4 cloves of garlic

Red Onion Jam

1/4 cup vegetable or canola oil
2 large red onions, diced
Kosher salt and freshly ground black pepper to taste
2 cups dry red wine
1/2 cup honey
1/2 cup red wine vinegar

Chicken Liver Mousse

Melt the butter in a frying pan on medium heat. Sear the chicken livers in the melted butter for 2 minutes on each side; set aside.

Turn the heat to low and add minced garlic and shallots to the pan. Cook until soft. Add chopped sage to the pan and cook for a minute. Add brandy to the pan and turn heat to medium; return chicken livers to the pan. Fry the chicken livers until they are cooked through. Add liver mixture to a blender and blend until smooth. Add heavy cream and blend until all has been incorporated. Add salt and pepper to taste. Transfer the contents to small bowls and refrigerate for 2 hours.

Garlic Crostini

Set oven to broil. Cut baguette into 3/4-inch thick slices and set on a baking sheet. Add butter to a sauté pan and melt. Mince garlic, add to the pan, and cook until soft. Dip a cooking brush in the butter mixture and brush one side of each baguette slice. Broil until the edges start to turn brown (about 5 minutes).

Red Onion Jam

Add oil to a sauté pan and heat for 2 minutes on medium. Add chopped onions, sauté until translucent. Add red wine and red wine vinegar and cook until evaporated (you still want there to be a small amount of liquid). Add honey and cook for 2 more minutes. Place in bowl and refrigerate for 2 hours.



Lauren Schilaty
Project Manager



NORTHWEST CRAB CAKES

2 tbsp plain whole wheat breadcrumbs
1 tbsp chopped fresh flat-leaf parsley
1 tbsp canola mayonnaise
1/2 tsp grated lemon rind
1/4 tsp freshly ground pepper
1 large egg, lightly beaten
8 oz lump crab meat, drained and
shell pieces removed
1 tbsp butter
1 1/2 tsp canola oil

Place breadcrumbs, parsley, mayonnaise, lemon rind, pepper, and egg in a medium bowl, stirring to combine. Add crab meat and toss gently to combine ingredients. Chill mixture in refrigerator for 10 minutes.

Remove mixture from refrigerator and divide into four equal portions. Gently shape each portion into a patty 1-inch thick. Ensure your hands are slightly wet to keep them from sticking to patties.

Heat a skillet over medium heat. Add butter and swirl in pan until it melts. Add oil and swirl to coat pan.

Carefully add each patty to pan. Cook 4 minutes on each side or until crab cakes are golden brown.

Garnish with your favorite aioli if desired and serve immediately.



Maureen Hughes
Client Solution Partner



SWEET STRAWBERRY MANGO SALSA

"This salsa is my go-to dish for any get together. Everyone loves the bright colors and the mix of sweet and spicy."

3/4 cup diced strawberries
3/4 cup diced mango
1 jalapeño, seeded and minced
2 tbsp diced red onion
2 tbsp chopped fresh cilantro leaves
2 tsp honey, or more to taste
Juice of 1 lime
Bag of corn tortilla chips

In a large bowl, combine strawberries, mango, jalapeño, onion, cilantro, honey, and lime juice.

Serve immediately with tortilla chips.



Corey Chess
Designer



BRIE CUPS

“Don’t let the simplicity fool you – these little tarts are always a hit! Try mixing up the topping too. Mom’s homemade blackberry jam is my favorite!”

8 oz wedge Brie cheese, rind removed,
cut into 1-inch pieces

15 frozen phyllo tart cups

1/2 cup raspberry preserves

Preheat oven to 350° F (175° C). Line a baking sheet with parchment paper. Arrange phyllo cups on the baking sheet. Place one-piece Brie cheese in each phyllo cup. Top with 1/2 teaspoon raspberry preserves. Bake in the preheated oven until Brie is melted, about 7 minutes.



Allie Page
Account Director





SOUP & SALAD

CHOP CHOP SALAD

“The best chop chop salad you’ll ever have!”

Salad

1 head romaine lettuce, finely chopped
4 plum tomatoes, seeded and
finely chopped
1 cup dry Italian salami, diced
1 cup mozzarella cheese, diced
1 cup smoked turkey breast, diced
1 cup canned garbanzo beans, drained
1/2 cup green onions, thinly sliced

Dressing

1/2 cup red wine vinegar
2 tbsp lemon juice, freshly squeezed
1 tbsp Dijon mustard
3 medium cloves garlic, minced
2 tsp dried oregano, crumbled
1 tsp freshly ground pepper
1/2 tsp salt
1/2 tsp sugar
1 cup olive oil

Place all ingredients except oil in blender or food processor with steel blade inserted. Blend for 30 seconds. Slowly drizzle in oil, blending until emulsified.

Combine salad ingredients in a large bowl and toss to mix. Pour dressing over salad mixture and toss again to distribute evenly.

Serve immediately.



Kelsey Stewart
Senior Program Manager



BUTTERNUT SQUASH SOUP

“This soup is super easy to make but tastes complex. My two constantly hungry boys devour it every time!”

1 medium butternut squash
1 medium sweet onion
1 large Honeycrisp apple
1 32-oz carton of vegetable or chicken broth
1 package of goat cheese

Prep time: 5 minutes
Cook time: 25 minutes
Serves: 4–6 large bowls

Peel and cube the butternut squash and add to a large stockpot. Cube the apple and onion and add to pot. Add broth to the pot and bring ingredients to a boil. Lower heat and simmer ingredients until soft (about 25 minutes).

Once soft, blend into a thick soup using an immersion blender. Add goat cheese to taste, saving some to use as a garnish when serving.

Makes 4–6 large bowls of soup. Can be refrigerated for up to a week or frozen for 6 months.



Amber Whiteman
Vice President



RESTAURANT- STYLE HOT & SOUR SOUP

“My son is a picky eater, and even he liked this easy to make, restaurant-quality hot and sour soup!”

8 cups chicken stock

8 oz shiitake mushrooms, thinly
sliced with stems discarded

1/4 cup rice vinegar (or more to taste)

1/4 cup soy sauce

2 tsp ground ginger

1 tsp chili garlic sauce

8 oz bamboo shoots, drained (optional)

1/4 cup cornstarch

2 large eggs, whisked

8 oz firm tofu, cut into cubes

4 green onions (scallions), thinly sliced

1 tsp toasted sesame oil

Kosher salt and black pepper

Set aside 1/4 cup of chicken stock for later use.

Add remaining chicken stock, mushrooms, rice vinegar, soy sauce, ginger, chili garlic sauce, and optional bamboo shoots to large pot; stir to combine. Heat over medium heat until the soup simmers.

While the soup is heating, whisk together the 1/4 cup of stock (that you set aside) and cornstarch in a small bowl until completely smooth. Once the soup is simmering, stir in the cornstarch mixture and stir for 1 minute or so until the soup thickens.

While stirring the soup in circular motion, drizzle in the eggs in a thin stream to create egg ribbons. Stir in the tofu, half of the green onions, and sesame oil. Season soup with salt and pepper to taste. If you'd like a more “sour” soup, add in another tablespoon or two of rice vinegar. Or if you'd like a spicier soup, add in more chili garlic sauce.

Serve immediately and garnish with green onions.



Virginia Nunes
Finance Manager



VEGETARIAN SWEET POTATO CHILI

1/4 cup onion, chopped
1 red or orange bell pepper, chopped
1/2 cup frozen corn (optional)
4 garlic cloves, chopped
1 tbsp chili powder
1 tbsp ground cumin
2 tsp unsweetened cocoa powder
1/4 tsp ground cinnamon
1 tsp salt
1/4 tsp black pepper
1 28-oz can diced tomatoes
1 15.5-oz can black beans, drained
and rinsed
1 15.5-oz can kidney beans, drained
and rinsed
2 medium sweet potatoes, peeled and
cut into 1/2-inch pieces
1 cup low-sodium vegetable broth or
water (broth adds more flavor)

In a 6-quart slow cooker, combine the onion, bell pepper, corn (if using), garlic, chili powder, cumin, cocoa, cinnamon, salt, and black pepper. Add undrained tomatoes, beans, sweet potato, and broth (or water); stir.

Cover and cook on low for 7–8 hours or on high for 4–5 hours.

Before serving, add chili powder to taste for a spicier soup.

Serve with your favorite chili toppings. I like shredded cheese and sour cream.



Jennifer Wilson
Developer



INSTANT POT CHICKEN TORTILLA SOUP

2 chicken breasts (frozen or thawed)
1 cup frozen yellow corn
4 oz tomato paste
12 oz ready-made or homemade salsa
6 cups chicken stock
1 onion, diced
1 red, yellow, or orange pepper, diced
2 tsp cumin powder
1 tsp salt
1 tsp paprika or red chili powder
1 can black beans

Garnish

Cilantro (optional)
Avocado
Sour cream
Tortilla chips

Turn on the Instant Pot or any similar electric pressure cooker and set on sauté mode. Once the pot is hot, add 1 teaspoon of oil and diced onions. Sauté onions until translucent. Add diced pepper and sauté 1 minute.

Arrange chicken breasts in the pot and add tomato paste, salsa, cumin powder, salt, and paprika on top of the chicken breasts. Add chicken stock and stir a bit.

Close the lid to the pot and set it to manual high pressure for 10 minutes (12–15 minutes if frozen chicken used).

It will take time for the pot to come to pressure (about 5–8 minutes); a timer for 10 minutes begins after pressure is built. Once the 10-minute timer ticks and beeps, let pot sit for another 10 minutes. After 10 minutes, remove chicken breasts and use two forks to shred them. Return chicken to pot.

Put pot again on sauté mode and add black beans and frozen corn. Let the soup come to a boil. Stir in optional cilantro just before serving.

Top soup with sour cream, avocado slices, and tortilla chips.



Renu Lalwani
Senior Software Engineer



CHUNKY CHICKEN ‘N’ CORN CHOWDER

“The perfect meal for rainy Seattle days.”

6 slices bacon, cut into 1-in pieces
1 medium onion, chopped
3 cups chicken broth
4 red potatoes, cubed
1 tsp dried sage
1/4 tsp pepper
2 cups cooked chicken, cut into
1-inch cubes
2 cups milk
10-oz package frozen whole
kernel corn

In a Dutch oven, cook bacon over medium high heat until browned and crisp. With slotted spoon, remove bacon and set aside.

Add onion to bacon drippings; cook over medium heat, stirring occasionally, 3–4 minutes, until tender. Stir in flour until smooth and bubbly. Stir in chicken broth, potatoes, sage, and pepper.

Cover and continue cooking until potatoes are fork tender, about 15-20 minutes. Add all remaining ingredients except bacon. Continue cooking, stirring occasionally, until heated through.

Top each serving with reserved crumbled bacon.



Rich Blackwell
Creative Director





ENTRÉES

BACON CAULIFLOWER HASH

“A great low-carb substitution to a breakfast favorite!”

1 head cauliflower
1 lb bacon, chopped
1 medium yellow onion, diced
1 tsp smoked paprika
3 tbsp water
1 garlic clove, minced
3 tbsp lemon juice
2 tsp fresh parsley, minced
Salt and pepper to taste
4 fried or poached eggs (optional)

Cook bacon in skillet over medium-high heat until crispy. Remove bacon from skillet and set aside. Leave drippings in skillet.

Cut cauliflower into bite-sized pieces. Add cauliflower, onion, and garlic to drippings in skillet. Cook 2–3 minutes or until vegetables begin to turn a golden color. Add smoked paprika and salt and pepper to taste.

Add water to vegetable mixture, cover skillet, and cook until cauliflower is tender, approximately 5 minutes.

Return bacon to skillet. Add lemon juice and cook for 2 minutes.

Remove skillet from heat and sprinkle parsley on top as garnish. Add optional fried or poached eggs to top when serving.



Leah Cupps
Email Developer



STUFFED PUMPKIN WITH EVERYTHING NICE

"It's become an annual ritual for me to bake a stuffed pumpkin every winter. This and a dark green salad, and you've got dinner!"

1 sugar pie pumpkin, about 3 lbs

5 slices stale bread, cut into

1/2-inch chunks

1/4 lb. of cheese, such as Emmental,
Raclette, or Cheddar (or a combination)

2–4 chopped garlic cloves

4 strips browned bacon, chopped

1/4 cup chives or scallions, chopped

1 tbsp fresh thyme

1/2- to 2/3-cup heavy cream

Salt

Pepper

Nutmeg

Center a rack in the oven and preheat to 350° F. Line a sturdy baking sheet with parchment or a silicone baking mat.

Cut the cap off the top of the pumpkin and clean out all the seeds and stringy pulp. Season the inside with salt and pepper.

Place bread cubes, cheese, bacon, and herbs in a bowl with a bit more pepper and stir.

Fill pumpkin with the mixture so that it is full but there is room for pumpkin cap to be placed on top before baking.

Stir a pinch of nutmeg into the cream and pour over the filling so it is nicely moistened.

Put the cap on pumpkin, place on the baking sheet, and bake in the oven for 1 1/2 to 2 hours, until the pumpkin is tender enough to be pierced easily with a knife. You can also take the cap off for the last 20 minutes.

To serve, cut the pumpkin into quarters.



Kate Pluth
Lead Content Strategist



SPINACH RAIN-COTTA DUMPLINGS

“This was my college roommate’s go-to recipe from her mom. It got us through some chilly Spokane nights.”

2 boxes frozen spinach, thawed and thoroughly drained
1 large sweet onion, finely chopped
3 cups ricotta cheese
2 cups Italian breadcrumbs
4 beaten eggs
2 tsp basil
1/2 tsp nutmeg
1–2 cloves garlic, minced
1/2 cup shredded Parmesan cheese
Flour for dredging
Mozzarella cheese
2 cups Red sauce
Salt to taste

In a large bowl, mix first eight ingredients. Form into balls. Roll balls in flour; cover with waxed paper and chill in refrigerator for several hours.

When ready to cook the balls, fill a deep pot with 2 inches of salted water. Bring to a boil. Gently place 1-4 balls at a time into boiling water and cook until they float. Remove with slotted spoon to a casserole dish coated with olive oil.

Spoon red sauce over balls. Cover dish with aluminum foil and bake in 350° F oven, for approximately 15-25 minutes, until balls are hot.

Remove aluminum foil and sprinkle shredded mozzarella cheese over dish. Bake for 10 more minutes or until cheese is melted.



Faye Treichel
Project Manager

CHICKEN CRUST MARGHERITA PIZZA

“In my efforts to get rid of my dad-bod this year, this protein-heavy, carb-free recipe was a must for my pizza craving!”

1 lb ground raw chicken breast
1/2 cup grated Parmesan cheese
1 cup freshly shredded,
part-skim mozzarella
Sea salt
Freshly ground black pepper
1 tsp garlic powder
Dried oregano or Italian seasoning
1/2 cup prepared pasta sauce
Crushed red pepper flakes
4 or 5 basil leaves, rolled and sliced
Tomatoes, thinly sliced

Preheat oven to 450° F and line a baking sheet or pizza pan with parchment paper or foil sprayed with non-stick vegetable cooking spray.

In a medium bowl, combine the ground chicken with 1/4 cup parmesan, 1/4 cup mozzarella, 1/2 tsp salt, 1/4 tsp black pepper, 1 tsp garlic powder, and 1/2 tsp oregano.

Mound the chicken mixture onto the parchment and pat into flat rectangle or disc. Cover with plastic wrap and evenly press or roll the chicken into a 7x10" rectangle or round. (Use a rolling pin if you want to roll it thin.)

Remove the plastic wrap and bake until golden, 12–15 minutes.

Smear crust with sauce and sprinkle with 1/4 cup Parmesan and 3/4 cup mozzarella. Layer with fresh tomato and season with a sprinkle of crushed red pepper flakes and 1/4 tsp oregano.

Return to oven and cook until melted and bubbly, about 6–10 minutes.

Remove from oven and sprinkle with chopped basil.



Nathaniel Beeson
Account Director



GRANDMA'S HOMEMADE MEATBALLS

"My grandma has been making this recipe my entire life and it's one of those great comfort foods!"

1 lb ground beef
3/4 cup Italian breadcrumbs
or oatmeal
1 small chopped onion
1 tbsp minced garlic
1 egg
1 tsp salt (seasoning salt is a good
option too)
Few shakes of pepper
Few big squirts of ketchup
1-1/2 tsp dried basil
1/2 cup parmesan cheese
Dash of Worcestershire (optional)
1 tsp garlic powder
14-oz can tomato sauce
1/2 cup water

Mix all ingredients except the tomato sauce and water in a large bowl using your hands.

Shape into meatballs of any size you desire. Place the meatballs in a saucepan on the stove. Cook until cooked through completely.

Once meatballs have been cooked completely, add tomato sauce and water. Bring the sauce to a boil, then turn down heat to a simmer for 1 hour. When meatballs and sauce have finished simmering, remove from heat.

Boil pasta of your choice until desired texture, drain, and combine with meatballs and sauce.



Megan Fadenrecht
HR Manager



THE ULTIMATE GRILLED CHEESE

“A true family favorite!”

2 tsp butter

4 slices of artesian bread

4 slices of Swiss or Jarlsberg cheese

4 slices of Canadian maple bacon

Preheat toaster oven or oven to 325° F.

Spray cooking oil in frying pan and lightly fry maple bacon, regularly flipping each slice for even cooking. Once cooked to your preference, remove from heat.

Melt butter in a frying pan and lay bread in flat, flipping to cover both sides with melted butter. Allow each side to turn a golden brown color.

Use tongs to remove slices from the frying pan and place on plate to add the cheese and maple bacon.

Add the top slice to the sandwich and place in the oven for 3–5 minutes.



Bill Harding
Lead Analytics Strategist



TERIYAKI RANCH BAKED CHICKEN

“My mom made this for 100 people for my grandparents’ 50th anniversary party.”

2 tbsp vegetable oil
6 skinless, boneless chicken
breast halves
1/2 cup teriyaki sauce (recommend
Mr. Yoshida’s)
1/2 cup ranch-style prepared salad
dressing (recommend Hidden
Valley Ranch)
1 cup shredded cheddar cheese
3 green onions, chopped
3 oz bacon bits
1 tbsp parsley, chopped

This recipe yields 6 servings.

Preheat oven to 350° F.

In a large skillet, heat oil over medium-high heat. Add chicken breasts and sauté 4–5 minutes each side, until lightly browned.

Place browned chicken breasts in a 9x13” baking dish. Brush with teriyaki sauce, then spoon on salad dressing. Sprinkle with cheese, green onions, and bacon bits.

Bake for 25–35 minutes or until chicken is no longer pink and juices run clear. Garnish with parsley and serve.



Carrie McIlveen
Global Director of Marketing



BUTTERNUT SQUASH CARBONARA

“Every year when the leaves start to color, my mom would make this dish to celebrate the start of the season.”

2 cups butternut squash, cubed
2 tbsp olive oil
1/4 tsp salt
1/4 tsp pepper
1/4 tsp freshly
grated nutmeg
8 shiitake mushrooms, chopped
1/2 tsp freshly cracked black
pepper
4 garlic cloves, minced
1/2 lb whole wheat pasta
3 large eggs
3/4 cup freshly finely grated
Parmesan cheese, with extra
for topping
Salt and pepper for taste
Fresh herbs for sprinkling

Preheat the oven to 425° F.

Toss the squash cubes with the olive oil, salt, pepper, and nutmeg. Spread squash on baking sheet and bake for 15 minutes. Remove from oven, toss and bake for 15 more minutes or until tender. Add the squash and olive oil drippings to a food processor and blend until completely pureed. Once smooth, add the squash to a bowl with the eggs and Parmesan cheese. Whisk until combined.

Set aside.

While the squash is roasting, heat a large skillet over medium heat and add 2 tbsp olive oil and the shiitake mushrooms. Cook until tender (about 5 minutes). Remove the shiitake mushrooms from the skillet with a slotted spoon and place them on a paper towel to drain. Set mushrooms aside.

Place the garlic in the skillet with the olive oil and cook for 1 minute. Boil the water for the pasta and cook. Drain. Add the pasta to the skillet and toss it well in the olive oil with kitchen tongs. Remove skillet from the heat.

Pour in the squash mixture and stir quickly and constantly to create a creamy sauce, tossing for 3–4 minutes or so. Stir the shiitake mushrooms into the pasta and sprinkle with fresh herbs. Top with extra cheese. Add salt and pepper to taste.



Sarah Schaper
Designer





DESSERTS

TRES LECHES OREO CAKE

“I’ve grown up eating Tres Leches Cakes my entire life, and it’s my favorite comfort food!”

Cake

1 box yellow cake mix, plus ingredients to make cake
1/2 tsp cinnamon
18 Oreo cookies, crushed

Milk Mixture

1 can sweetened condensed milk
12-oz can evaporated milk
1 cup half-and-half

Topping

6 Oreo cookies, crushed
16-oz can of prepared cream cheese frosting

Spray a 9x13” (or similar) pan with Pam.

Prepare cake mix according to the instructions on the box, adding in the cinnamon. Stir in crushed Oreos. Bake the cake according to the package directions.

After removing cake from oven when it is finished baking, poke holes in the warm cake.

Mix together sweetened condensed milk, evaporated milk, and half and half. Slowly pour milk mixture over the cake allowing it to seep into holes.

Cool cake completely. Cover and refrigerate for a minimum of 6 hours or overnight.

In the morning, decorate the cake with cream cheese frosting and crushed Oreos.



Royer Ruiz
Advanced Analytics Specialist



PUMPKIN CAKE COOKIES

1 1/2 cups packed brown sugar
1/2 cup margarine (softened)
1-1/2 cups canned pumpkin
2 eggs
1 cup whole wheat flour
1-1/2 cups white flour
1 tsp baking powder
1/2 tsp baking soda
1 tsp cinnamon
1/2 tsp allspice
1/4 tsp salt
1/4 tsp nutmeg
1 cup chocolate chips

Preheat the oven to 350° F.

In mixer, cream brown sugar and margarine at medium speed until light and fluffy. Add pumpkin and eggs; beat well.

Combine flour with all dry ingredients and add to creamed mixture, mixing well.

Drop dough by heaping tablespoons 2 inches apart on cookie sheet coated with cooking spray. Flatten tops slightly.

Bake at 350° F for 15 minutes. Remove from pan and cool on racks.



Megan Fadenrecht
HR Manager

COCONUT BUNDT CAKE

“This is quickly becoming a family favorite.”

Cake

1 1/2 cups butter, softened
2 cups sugar
4 eggs
1 cup sour cream
1/2 tsp baking powder
2 tsp coconut extract
1 3/4 cups flour
2 cups flaked coconut

Coconut Glaze

1 cup powdered sugar
1/4 cup heavy cream (more if you
want it thinner)
1 tsp coconut extract
1/2 cup flaked coconut (optional)

Cake

Preheat oven to 325° F.

Generously grease and flour a Bundt pan.

In a medium bowl, mix flour and flaked coconut. Set aside.

In the bowl of an electric mixer, cream together butter and sugar. Add eggs and mix until light and fluffy. Add sour cream, baking powder, and coconut extract. Mix well.

Add half the flour mixture to creamed mixture, mix well. Add the remaining flour mixture and mix until well combined. Let cake batter rest for 5 minutes.

Pour into prepared pan. Bake for 60–75 minutes or until a toothpick comes out clean. Cool 25 minutes. Invert onto serving plate and frost with coconut glaze.

Glaze

Mix all ingredients in a small bowl using a spoon or whisk. Pour on top of cake and let the glaze drizzle down the sides. Top with coconut, if desired.



Andrew Martin
CEO



CRANBERRY ORANGE SCONES

“My parents would always have scones on hand for when guests were coming to visit.”

3/4 cup cranberries
1 tbsp orange zest
2 3/4 cup all-purpose flour
1 cup confectioners’ sugar
1/3 cup granulated sugar
1 tbsp baking powder
1/2 tsp baking soda
3/4 tsp salt
1/2 cup unsalted butter
1/2 cup milk + 1 table spoon
for brushing
1 tbsp vanilla extract
1/2 cup fresh orange juice
2 tbsp coarse sugar

In a large bowl, whisk the flour, sugars, baking powder, baking soda, salt, and orange zest together. Blend butter into the flour using a pastry blender, 2 knives, or your fingertips. The mixture should look like coarse crumbs. Now fold in the cranberries.

Whisk the milk and vanilla together and gradually add it to the flour mixture. Stir until the dough comes together. You may not need all the orange juice mixture. Add a little at a time until the mixture is moist but not too wet. Do not overmix the dough or the scones will be tough. Transfer the dough to a lightly floured surface and gently knead the dough 4 or 5 times. Pat the dough into a 7-inch round circle. Cut the circle in half, then cut each half into four triangle shaped wedges. Arrange the scones 2 inches apart on a baking sheet lined with parchment paper. Place the scones in the freezer for 30 minutes.

Position the oven rack in the center of the oven and heat to 400° F. Brush the tops of the scones with milk or cream and sprinkle with coarse sugar. Bake for 15–20 minutes or until golden brown. Transfer to a wire rack to cool.



Saskia Fletcher
Campaign Specialist



WINTER BERRY PAVLOVA

“A summer family fave with a winter twist.”

Meringue

4 large egg whites
Pinch of salt
1 cup caster sugar
1/2 tsp pure vanilla extract
2 tsp cornstarch
1 tsp freshly squeezed lemon juice

Lemon Berry

1-1/4 cup heavy whipping cream, cold
3 tbsp lemon curd
1 tsp lemon juice
Zest of one lemon
2 cups fresh winter berries
Confectioner's sugar for garnish

Meringue shell

Preheat oven to 275° F.

Line sheet pan with parchment paper. Trace 8-inch circles on parchment paper to outline area to form the meringue shells.

Using a stand-up mixer, place egg whites and salt in the bowl, whisk over a medium speed, until egg whites form soft peaks. After 3 minutes, increase the speed to high. Add sugar, one teaspoon at a time, continue for 3 minutes. Continue to whisk until the mixture reaches stiff peaks and shows glossy form. Add vanilla extract, cornstarch, and lemon juice. Whisk at high speed for an additional minute.

Transfer the meringue to the center of the circle on the parchment-lined sheet pan. Smooth meringue into a thick disk shape using the edges of the circles as a rough guide. Meringue should be roughly 2.5–3 inches tall. Bake the meringue for 1 hour. Turn off the oven and keep the oven door open to allow to cool.

Lemon berry filling

Place cream in stand mixer. Beat at a low speed and gradually increase to a higher speed until soft peaks are formed. Using spatula, fold the lemon curd, lemon juice, and lemon zest into the mixture.

Carefully transfer the meringue shell to a flat surface or plate and top with lemon curd cream, followed by the mixed winter berries. Dust with powdered sugar.



Kate Andrews
Account Director



LAPTE DE PASÂRE

“This is a very popular and beloved home recipe in Romania, which goes by the name of Bird Milk (‘Lapte de Pasăre’).

Yellow sauce

750ml/1 pint cow’s milk
2 tbsp vanilla extract
8 free-range egg yolks
190g/7oz caster sugar

Poaching liquor

500ml/18fl oz milk
1 tbsp caster sugar

White meringues

8 free-range egg whites
190g/7oz caster sugar

Yellow sauce

Heat all milk and vanilla extract in a saucepan over a medium heat and simmer for 3-4 minutes. Meanwhile, whisk the egg yolks together with the caster sugar in a bowl. Pour the hot milk mixture onto the eggs and sugar, a little at a time, so the eggs do not start to cook, whisking continuously until smooth and creamy.

Return the mixture to the saucepan and place the pan over a medium heat and stir continuously for 4-5 minutes, or until the mixture has thickened enough to coat the back of a spoon. Strain the mixture through a sieve into a bowl, leave to cool and then refrigerate.

Poaching liquor

Combine the milk and 500ml/18fl oz water with the sugar in a saucepan, stirring to dissolve the sugar.

White meringues

Whisk the egg whites in a bowl, with an electric hand whisk until stiff peaks form when the whisk is removed, but the mixture should not look too dry. Add one tablespoon of the sugar to the egg whites and continue to whisk until the mixture comes back to stiff peaks. Add the sugar one tablespoon at a time until it has all been used, and the meringue is thick and glossy.

Shape big quenelles of the meringue with a clean serving spoon and gently poach in the milk and water solution, turning after 4-5 minutes to ensure they are cooked on both sides. Make sure the liquid doesn’t boil or the meringues will puff then collapse. When fully cooked, gently place on a plate to drain.

Take the white meringues off the tray and serve in a generous pool of yellow sauce.



Alice Vasiloiu
Account Manager



BANANA LOAF

“A warming banana loaf recipe, made using the ripest bananas. This deliciously moist loaf cake, best served in thick slices, is one of Mary Berry’s most popular recipes! This recipe is so easy to make especially when you have nothing in the cupboards!”

140g butter
140g caster sugar
2 large eggs, beaten
140g self-raising flour
3 very ripe bananas, mashed
50g icing sugar

Preheat the oven to 180° C | 350° F.

Coat the loaf tin with a small amount of butter.

Cream the butter and sugar together until it's fluffy, then slowly add the eggs with some flour. Fold the rest of the flour in with the baking powder and bananas. Pour into the loaf tin and bake for around 30 minutes until the knife comes out clean. Cool on the rack for 10 minutes. Mix the icing sugar with 2-3 tsp water and drizzle across the top of the cake.



Christian Davidge
Campaign Executive



RICE PUDDING

“This recipe comes from Manchester – often called Britain’s rainiest city – but it’s not even in the top ten. ”

40g butter
100g pudding or risotto rice
70g sugar
1.1l full-fat milk (or a mix of milk and cream)
1tsp vanilla extract
Nutmeg (whole or ground)

Preheat the oven to 140° C | 285° F.

Melt the butter in a heavy, ovenproof pot. Add the rice and stir to coat. Add the sugar and stir until dissolved and sticky. Add the milk (and cream if using) as vanilla and bring to a gentle simmer. Sprinkle or grate nutmeg lightly over the surface.

Bake in the oven for 1 hour.

Check after 1 hour – it should have a light brown skin and a wobble in the center. If it’s too liquid, cook for 10 minutes more and check again.

Serve warm or at room temperature.



Mike Hindley
Writer





DRINKS

HOT BUTTERED RUM

1 lb butter
1 lb brown sugar
1 lb confectioners' sugar
1 qt vanilla ice cream, softened
1 tbsp ground cinnamon
1 tsp ground nutmeg
*Rum optional

Melt butter in a large pot over medium heat. Blend in brown sugar and confectioners' sugar. Remove from heat, and whisk in the ice cream, cinnamon, and nutmeg. Pour mixture into a plastic container, seal, and freeze.

In a coffee mug, measure 1 tablespoon Hot Buttered Rum Batter and 1 fluid ounce of rum; fill cup with boiling water. Stir and sprinkle top of drink with nutmeg.



Liz Kranz
Email Production Manager



Liz High
VP, CX Insight and Delivery



BOHEMIAN COCKTAIL WITH A TWIST

Cocktail

1 oz gin
1 oz elderflower liqueur
1 oz fresh grapefruit juice
2 drops Peychaud's bitters

Elderflower Foam

1 oz egg white
1/2 oz elderflower liqueur

In a shaker filled with a cup of ice, add gin, elderflower liqueur, and grapefruit juice. Strain into a coupe glass or chilled martini glass. Combine egg white and 1/2 ounce of elderflower in shaker and dry shake vigorously (with no ice) for 30 seconds until egg whites are foamy. Pour into cocktail glass and top with a few drops of Peychaud's bitters and serve.

SHAKEN ESPRESSO MARTINI

1/2 shot Kahlua
1/2 shot Baileys
1 shot vodka
1 shot espresso
coffee beans
crushed ice

In a shaker filled one-third with ice, place chilled espresso, Baileys Irish Cream, Kahlua, vodka, and ice. Shake to combine. Strain into martini glasses and garnish with coffee beans.



Adam Sharpe
Designer

WINTER SPICED MOSCOW MULE

Cocktail

4 – 6 ounces ginger kombucha
(or ginger beer)
2 ounces vodka
Squeeze of orange
Handful of crushed ice

Garnish

Cranberries
Orange wedges
Fresh rosemary

In a copper mug, mix together the ginger kombucha, vodka, orange juice, and crushed ice. Stir to combine. Garnish with cranberries, an orange wedge, and a sprig of fresh rosemary.



Misia Tramp
VP, CX Strategy and Insight

TWISTED OLD - FASHIONED

1 raw cane sugar cube
3 dashes caraway infused bitters
3 ounces bourbon
1 large orange twist
1 brandied cherry

Caraway Infused Bitters

5 oz Bitters
1 1/2 tsp toasted caraway seeds

Muddle the Sugar Cube, Bitters and a splash of Water. Add the Cherry and Orange Peel. Add Ice. Pour Bourbon over ice and stir.

For Infused Bitters:

Heat Bitters in a microwave for 20 seconds or until hot to the touch. Add Caraway Seeds and a steep for 5 minutes or until Bitters are room temperature. Strain out Seeds.



Dan Brooks
Vice President



Sally Vilardi,
Account Director



LEMON "RAIN" DROP

2 oz vodka
3/4 oz triple sec
3/4 oz simple syrup
1 oz lemon juice
Lemon, for zesting
Crushed ice
Sugar, for glass rim

Add sugar to a plate. Moisten the rim of a chilled martini glass, turn the glass upside down and twist into the sugar. Set aside. In a cocktail shaker filled with crushed ice, add the remaining ingredients. Attach lid and shake well. Strain into into your martini glass. Zest or cut two small strips of lemon skin from your lemon, and then twist well. Garnish the glass with the lemon twist and serve.

BECOME A RAINMAKER

Campaigns can have their ups and downs. Today's marketers need to be producing high-quality campaigns that truly resonate with customers to generate new business. With proper preparation, your marketing campaigns can shine—even through the rainiest of days.

Here are 7 Tips to create campaigns that convert and will have you dancing in the rain.

1. UNDERSTAND THE CUSTOMER

Discover the 3 C's (customer, content, and context) of your target audience; know who your customers are, what they are doing, and where to find them.

2. STRATEGIC PLANNING TO DRIVE SUPERIOR CX

Define goals and action items. This includes persona development and journey mapping to affect customer experience (CX).

3. LOCATE THE CONTENT HOT SPOT

Use cutting-edge analytics to determine the perfect balance between what brands need to say and what their customers want to hear.

4. MAKE IT SHINE

Craft engaging content including visual design, video, infographics, and compelling images.

5. SOCIAL MEDIA STORMS

Plan, create, and execute highly targeted social marketing programs to rapidly raise awareness and generate demand.

6. MAKE A SPLASH

Once you establish the right mix, apply it to all aspects of your business: CRM, CMS, email, social, and lead-nurturing platforms.

7. MONITOR, MEASURE, REPEAT

Build a robust reporting framework that demonstrates the business value and determines conversion effectiveness. Then repeat successes.

We hope these tips help to perk up your campaigns. For the latest trends and thought leadership content, visit metia.com. If there is anything we can do to help you get started with your marketing campaigns, contact us at info@metia.com.