How to Successfully Implement Salad Bars in Your School Cafeteria

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Hosted by:
Speakers

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Introduction
School Salad Bars Improve Children’s Eating Habits

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Kids Don’t Eat Enough Fruits and Vegetables

Children, ages 2-18, are eating more fruit but not more vegetables (2003 to 2010)

SOURCE: National Health and Nutrition Examination Survey 2003 to 2010
*All forms of fruit excluding juices
Salad Bars Increase Fruit/Vegetable Consumption
Goal: To increase children’s fruit and vegetable consumption by donating salad bars to schools.

*Let’s Move Salad Bars to Schools* supports First Lady Michelle Obama’s *Let’s Move!* Initiative
Let’s Move Salad Bars To Schools

✓ 4,600 salad bars donated to schools nationwide

✓ Benefitting 2.5 million students

www.saladbars2schools.org
Salad Bars in Cloverleaf Local Schools

Carrie Beegle - Food Service Director
About Cloverleaf Schools

❖ Lodi, OH - Rural Community, 30 miles from Akron, 50 miles from Cleveland
❖ 3 schools, 2,541 students, 32% free/reduced, 84% ADP
❖ Salad Bars for 4 years; new salad bars from Let’s Move Salad Bars to Schools
❖ Salad Bars: fruit/veggie sides, reimbursable meal, a la carte
❖ Focus on fresh, scratch cooked meals, serve 40+ fresh fruits and veggies/year
Why Implement Salad Bars?

❖ **Increase Participation** – Salad Bars attract students to school lunch

❖ **Improve Finances** – salad bars and improved menu helped remove our district from “fiscal emergency”

❖ **Creating Healthy Habits/Students Eating More Fruits and Veggies** – Students choose what fruits and veggies they like most, learning their favorites. Fresh fruit and veggie consumption increased 350% and has stayed high

❖ **Reduce Costs** – previously made 200 grab and go salads, that were labor intensive and costly

❖ **Reduce Waste** – Students did not select pre-made salad because they didn’t like certain items (ie: cucumbers)
Key Steps for Successful Implementation

❖ Communicate and Train Food Service Staff – involved key staff in decision making process, developed new recipes, created template and selections, worked along side staff

❖ Introduce Students to Salad Bar - educate students to make their own choices, “Take What You Want/Eat What You Take”

❖ Start Small – start with 6-7 items, add variety based on popularity

❖ Know your Audience - Survey and Sample

❖ Be Flexible, Observe Students: Make changes based on student preferences

❖ Cashier Training - Recognize “reimbursable” salad and ½ cup fruit/veggie
Key Steps for Successful Implementation

❖ “Borrow” from others! Don’t reinvent the wheel! Tweak to meet your needs, visit other schools, use resources from the Ohio “Seed to Salad” Toolkit and Let’s Move Salad Bars to Schools website.

❖ Work with Produce Vendor to Manage Menu - Purchase seasonal local items and promote!

❖ Grants - Look for grants that offer cafeteria equipment, salad bars and other foodservice upgrades
Benefits of Salad Bars in Cloverleaf

❖ Salad Bars Increased Participation in Lunch
  ❖ Elementary = ↑20%, Middle = ↑12%, High = ↑10%
  ❖ 82% of students utilize salad bars on a daily basis

❖ Easy to Meet New Fruit/Vegetable Standards and Veggie Subgroups

❖ Increased Fresh Fruit/Vegetable Consumption

❖ Less Waste - “Take What You Want, Eat What You Take” results in less than 6% waste w/ salad bars

❖ More Flexibility & Variety – Introduce students to new fruits and veggies, more willing to try new types
Benefits of Salad Bars in Cloverleaf

❖ **Improve Image of School Meals** – Kids like “fresh”, like choice, salad bar perceived as “fresher”, Students who pack lunch buy salad bar

❖ **Increase Faculty/Adult Participation in Meals** – 25% more faculty purchasing school lunch, increases revenue, teacher and administration support for school meals
Salad Bars in Sacramento City Unified
Brenda Padilla, Director, Nutrition
About Sacramento Schools

❖ Sacramento, CA – Urban, 87 miles to San Francisco, 100 miles to Tahoe
❖ 79 schools, 47,000 students, 72% free/reduced, 75% ADP
❖ Universal Breakfast – Provision 2 - All sites
❖ 40 Provision 2 Lunch sites
❖ 50,000 Meal Equivalents Daily
About Sacramento Schools

❖ Salad Bars: Every school since 2011; 80+ new salad bars from Let’s Move Salad Bars to Schools - NSLP & SBP

❖ Purchases: $1.5 Million Annual Produce

❖ K-8: NSLP Use as fruit/veggie choices/sides

❖ High schools: Use as – Produce Bars

❖ Focus on: Fresh scratch-”plus” at elementary, No central facility, 50% scratch at high schools.

❖ Farm-to-School Partnerships: 10 – 19 Local growers
Why Implement Salad Bars

❖ **Positive Prior Experience:** in other districts.
❖ **Improve Nutrition Quality:** Perception, variety, choices and preferences.
❖ **Speeds up Lunch Line**
❖ **Ensure Compliance:** Helps with Veggie Subgroup requirements & 1/2 cup.
❖ **Control Staffing:** – Less time and labor to stock the Bar. Use Fresh-cut. Easier for Staff.
❖ **Reduce Waste:** Kids pick what they want.
Why Implement Salad Bars

❖ Increase Fresh Fruit/Veggie Consumption

❖ Increases Purchases: $0.00 → $1.5 M annually

❖ Maintain Lunch Participation in declining enrollment:
  ✓ No drop in participation even in declining Enrollment
  ✓ Salad Bars at Breakfast Increased Participation
    ❖ Elementary = 20%, Middle = 10% High = 20%

❖ 100% K-8 students utilize salad bars on a daily basis
❖ 95% H.S. students utilize produce bars on a daily basis

❖ Nutrition Education: Consistent messages
Key Steps for Successful Implementation

❖ KISS – Keep It Simple Superstars!
❖ Setup & Training
❖ Standardize – Produce Records & Recipes
Produce Bar Template: Simple & Standardize

<table>
<thead>
<tr>
<th>Green Leafy's</th>
<th>Beans. &amp; Legumes (Kidneys, garbonzos)</th>
<th>Orange &amp; Reds</th>
<th>Starchy Veggies</th>
<th>Whole Fruits</th>
<th>Canned Fruit</th>
<th>Farm-To-School</th>
<th>Others</th>
</tr>
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Green Leafy's
Beans. & Legumes (Kidneys, garbonzos)
Orange & Reds
Starchy Veggies
Whole Fruits
Canned Fruit
Farm-To-School
Others
The Key to a Healthy Life is in Your Hands

You do not need to carry measuring cups with you to eat your recommended amount of fruits and vegetables. In general, children your age should eat 2½ cups of vegetables and 1½ cups of fruit every day. (*)

1 cup of raw leafy greens
1 cup of fruit
½ cup of vegetables

1 cup of dried fruit
½ cup of vegetables

Veggies are AWESOME!

*Source: MyPlate.gov
Benefits of Salad Bars in Sacramento

❖ Helps students recognize components of a nutritious meal.

❖ Addresses varying students appetites –

❖ Frees up counter space for entrees & expands veggie choices beyond cooked only.

❖ Increases Fresh, Local & Seasonal.

❖ Increase Variety & Accommodates Personal Preferences.

❖ Elevates Perception & Pride in School Meals.
It’s Easy for Schools to Apply

- Any K-12 school district, public or private, participating in the National School Lunch Program is eligible to apply for a salad bar from *Let’s Move Salad Bars to Schools*

- Visit [www.saladbars2schools.org](http://www.saladbars2schools.org) and select “Get A Salad Bar In Your School” => “School Districts” => and scroll down and select “Apply Now” to complete an application to receive a salad bar.
It’s Easy for Schools to Apply

• The application is easy – info needed:
  o student enrollment,
  o % free/reduced
  o how your school food service will support the operation of the salad bar

• Must be submitted by Foodservice Director/Child Nutrition Director and signed by the Superintendent.

• After your application is approved:
  o Listed on the Let’s Move Salad Bars to Schools website
  o When funded, schools are notified and salad bar delivery details are confirmed.

• Questions? Contact info@saladbars2schools.org
The Salad Bar

**Salad Bar + Pans + Utensils**
- Portable 72 inch, 5-well insulated salad bar
- 2 tray slides
- 2 full pans with covers
- 4 half pans with covers
- 12 fourth size pans with covers
- 5 buffet chilling pads
- 16 serving tongs

Available in 30” tall (elementary height) or 36” tall (standard height)
Questions?