



Veggie-licious!

Montana Team Nutrition

Katie Bark, RDN 3-11-2020; OPI Wednesday Webinar

Presenter



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What we will discover today:

Best practices strategies for the salad bar to:

- nudge students to select fruits, vegetables,
- decrease food waste and
- Promote it to students and staff.

2. Tasty recipes on a variety of vegetables (all 5 subgroups)

3. Eat the Rainbow: Salad Bar Checklist



Fruit Salad at Belgrade High School

Sub group game

- Who can name **one** of the five Vegetable Sub-Groups that are required to be served in your menus each week?



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- Who can name a favorite vegetable of your students **or** recipe you make in the Vegetable Sub-Group?

Vegetable Subgroups

- The vegetable group is made up of 5 subcategories:
- Dark Green
- Red and Orange
- Starchy
- Beans and Peas
- Other



Vegetables

Dark Green

- ◆ Bok Choy
- ◆ Broccoli
- ◆ Chard
- ◆ Collard Greens
- ◆ Dark Green Leaf Lettuce
- ◆ Kale
- ◆ Mesclun
- ◆ Mustard Greens
- ◆ Romaine Lettuce
- ◆ Spinach
- ◆ Turnip Greens
- ◆ Watercress

Red / Orange

- ◆ Acorn Squash
- ◆ Butternut Squash
- ◆ Carrots
- ◆ Hubbard Squash
- ◆ Pumpkin
- ◆ Red Peppers
- ◆ Sweet Potatoes
- ◆ Tomatoes
- ◆ Tomato Juice

Legumes

- ◆ Black Beans
- ◆ Black-eyed Peas (mature)
- ◆ Edamame
- ◆ Garbanzo Beans (chickpeas)
- ◆ Kidney Beans
- ◆ Lentils
- ◆ Navy Beans
- ◆ Pinto Beans
- ◆ Soy Beans
- ◆ Split Peas
- ◆ White Beans

Starchy

- ◆ Cassava
- ◆ Corn
- ◆ Black-eyed peas (not dry)
- ◆ Green Bananas
- ◆ Green Peas
- ◆ Green Lima Beans
- ◆ Jicama
- ◆ Plantains
- ◆ Potatoes
- ◆ Taro
- ◆ Water Chestnuts

Other

- ◆ Artichokes
- ◆ Asparagus
- ◆ Avocado
- ◆ Bean Sprouts
- ◆ Beets
- ◆ Brussels Sprouts
- ◆ Cabbage
- ◆ Cauliflower
- ◆ Celery
- ◆ Cucumbers
- ◆ Eggplant
- ◆ Green Beans
- ◆ Green Bell Peppers
- ◆ Iceberg (Head) Lettuce
- ◆ Mushrooms
- ◆ Okra
- ◆ Onions
- ◆ Parsnips
- ◆ Peas (edible pods)
- ◆ Radish
- ◆ Turnips
- ◆ Wax Beans
- ◆ Zucchini



A Partner in Education

Going from ordinary to delicious – veggie-licious!

Eat the Rainbow Salad Bar Best Practices Guide
5 tips to help your students eat the rainbow!





Plan a rainbow of color through your menu

- Serve a variety (all five) of vegetable subgroups in an eye-appealing and tasty way
 - Try colorful, fresh, new recipes
 - Serve in season local foods – include Montana Harvest of the Month items
 - Taste teste these colorful recipes
 - Market these items with student-developed signage or promotions, or with creative names.

Darby School -Flavor Station on their Salad Bar



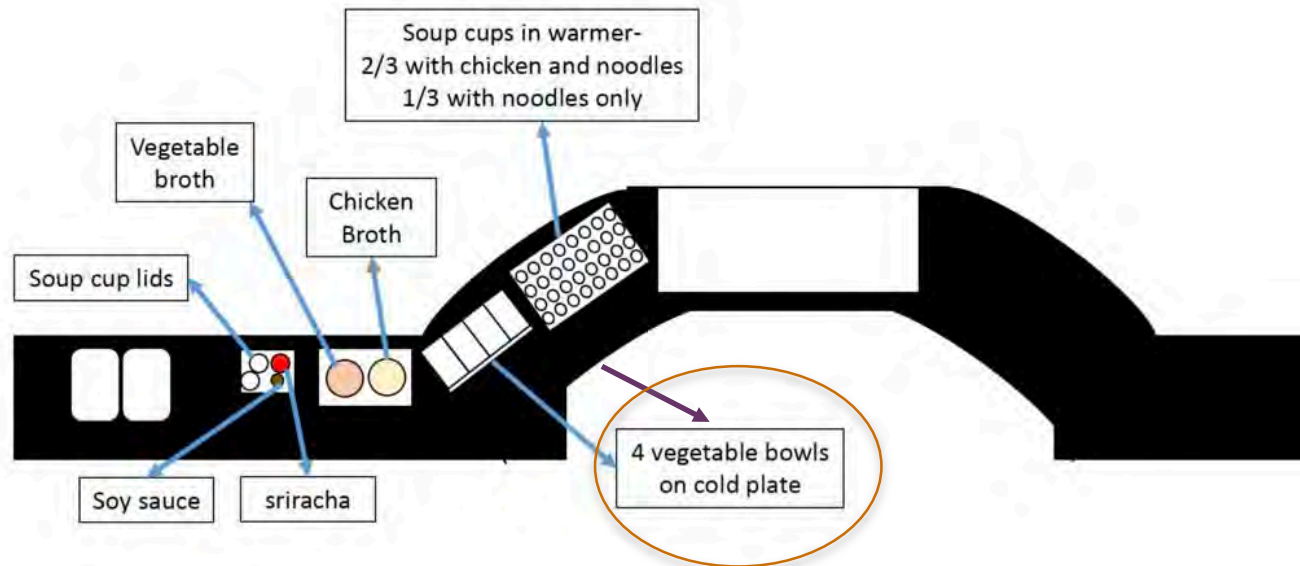


Add pizzazz to create a new or enhance your existing salad bar

- Pay attention to the location of the salad bar
- Utilize the Salad Bar for creating a Reimbursable Meal with Theme Bars such as Soup/Salad Bar, Build your own Sandwich, Mexican, Italian and even Ramen Bar
- Utilize the many excellent [salad bar resources](#) from Chef Ann Cooper's The Lunch Box

Ramen Bar

Coppell Independent School District, Texas



- Mushroom Council's Resource:
<https://www.mushroomcouncil.org/schools/coppell-isd-finds-school-meal-success-with-build-your-own-ramen-bars/>

Ramen Bar

Somer's Middle School -



- Robin Vogler, FSD Somers Middle School
robin.Vogler@somersdist29.org



EAT THE RAINBOW: SALAD BAR BEST PRACTICES CHECKLIST

Date _____ School Name _____ Completed by _____

This checklist is designed to determine if your salad bar is meeting smart menu planning and customer service best practice standards. It can be used as a training or goal setting tool for your lunch program.

INSTRUCTIONS

1. Review the entire checklist before beginning.
2. Have your salad bar menu and production records handy for reference.
3. Check off the statements that you meet. The asterisk * items may only occur weekly, monthly or yearly.
4. Tally the score.
5. Discuss the results with your staff, students and other partners.
6. Choose any unchecked strategies as possible enhancements for the salad bar.
7. Complete the Eat the Rainbow Action Plan.
8. Refer to the Eat the Rainbow Guide for resources to put these strategies into action.

APPEALING SIGNAGE

- Upon entering the cafeteria, the customer is drawn to the salad bar by signage.
- The signage conveys the choices offered.
- The signage conveys how a student can make a complete meal from the salad bar.
- Is soup offered with the salad bar? Yes No
- A menu board with today's or tomorrow's Featured salad bar offerings is posted at least 5 feet away when approaching the service area.
- At least one item is identified as the featured item of the day and labeled with a creative, descriptive name.

Signage Subtotal _____ of 6

VARY THE VEGETABLE

- The salad bar is colorful and eye appealing with at least 4 different colors of vegetables offered.
- Serving dishes/pans are contrasting colors to make the fruits, vegetables and items stand out.
- One or more offerings contain a legume, dried bean or pea.
- The salad bar offers two or more dark green vegetables.
- The salad bar offers two or more red/orange vegetables.

Vary the Vegetable Subtotal _____ of 5

FLUCTUATE THE FRUIT

- Fruit is offered in at least two locations on the salad bar.
- One or more fresh fruit choice is offered.
- Sliced or cut fruit is offered.
- At least one fruit, vegetable, or item offered is locally or regionally grown or produced.
- A share table is available for uneaten, whole, fresh fruit.
- Students are allowed to take whole, fresh fruit out of the cafeteria when the meal period ends.

Fluctuate Fruit Subtotal _____ of 6

ENGAGING STUDENTS

- Students are engaged in growing foods for the salad bar.
- Self-serve salad bar tongs, scoops, and containers are larger for vegetables and smaller for croutons, dressing, and non-produce items.
- The salad bar is easily accessible from both sides and/or is located in a high traffic area.
- A student can make a reimbursable meal from the salad bar.
- Two or three salad dressing choices are available.
- Self-serve spices and seasonings are available for students to add flavor to their salad.
- Students are involved in helping to promote the salad bar.

List way(s) that this occurs: _____

Engaging Students Subtotal _____ of 7

DAILY, WEEKLY, MONTHLY, YEARLY BEST PRACTICES

- The salad bar is restocked and made presentable between lunch periods.
- The salad bar is featured on the monthly menu.
- Soup is offered with the salad bar at least once a week.
- Lentil, legume, dried bean or pea offerings vary throughout the week. (At least 3 different recipes or items.)
- A monthly or yearly salad bar promotion occurs.
- A "new salad bar item" taste test is offered at least once a year.

Best Practices Subtotal _____ of 6

EAT THE RAINBOW BEST PRACTICES CHECKLIST

- Appealing Signage _____ of 6
- Vary the Vegetables _____ of 5
- Fluctuate the Fruit _____ of 6
- Engaging Students _____ of 7
- Best Practices _____ of 6

Scorecard Total _____ of 30

AWARD LEVEL

	SCORE
Colorful Bar Buddy	10-15
Salad Bar Super Star	15-21
Pot of Gold Winner	22-30



EAT THE RAINBOW ACTION PLAN

Put a simple plan in place to try 1-2 strategies to enhance your salad bar.

Strategies _____

Timeline _____

Staff member(s) _____

Other _____

Acknowledgements: This resource was developed using the Smarter Lunchrooms Scorecard, Cornell University. www.smarterlunchrooms.org

Developed by Montana Team Nutrition, June 2018, www.montana.edu/teamnutrition, 406-994-5641. This institution is an equal opportunity provider.

Consider: Inviting Portion Sizes, Convenience, Visibility, Enhance Expectations, Suggestive Selling, and Smart Pricing

Salad Bar Checklist Categories



- Appealing Signage
- Vary the Vegetable
- Fluctuate the Fruit
- Engaging Students
- Ensuring Consistency....Daily, Weekly, Yearly Best Practices

**Which category
do you want
to work on?**

Service Options and Placement

Best Practices:

1. Place the salad bar first in the service line.
2. Put the salad bar in a high traffic area, accessible from both sides.



Students at Hardin High School go through the salad bar first to get to the entrée



Service Options and Placement

Park High School (Livingston) made a dedicated salad bar line which decreased the time students spent waiting in line and improved access!

Offers daily homemade soup and a grain; combined with meat/meat alternate on salad bar = reimbursable meal!



Service Options and Placement



Troy Schools turned the salad bar; making it accessible from both sides and offer a variety of color! Also added a daily soup and bread option.



Keep it fresh and interesting with new recipes....

New School Cuisine Cookbook (See pages 15-18 for Tips for Rolling out a New Recipe at School)

https://healthymeals.fns.usda.gov/hsmrs/Vermont/EDU-New_School_Cuisine_Cookbook.pdf

Consider trying the following recipes per vegetable subgroup:

Dark Green:

- Broccoli Salad
- Braised Greens and Beans
- Mac and Trees

Red/Orange:

- Sweet Potato and Black Bean Salad
- Cheesy Twice Baked Sweet Potato
- Sweet Potato Hummus

Beans/Peas/Lentils:

- Southwestern White Bean Soup
- Sweet Potato and Black Bean Salad
- Chicken and Bean Enchilada Bake
- Lentil Soup
- Sloppy Lentil Joes



Many Recipe Sources

- **Scratch Cooking Recipe Book from Washington State Schools**

<https://www.k12.wa.us/sites/default/files/public/childnutrition/programs/nslbp/pubdocs/childnutritionrecipebook.pdf>

Cowboy Caviar, Sesame Green Beans, Butternut Squash and Chicken Curry



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NC-ND](https://creativecommons.org/licenses/by-nc-nd/4.0/)

- **Team Nutrition Recipes and Cookbook Toolkit**

<https://www.fns.usda.gov/tn/team-nutrition-recipes-and-cookbook-toolkit>

<https://www.fns.usda.gov/tn/vegetables>

Baked Sweet Potatoes and Zucchini, Edamame Medley, Quick Baked Beans, and Pico de Gallo



Hummus, Corn and Black Beans, Fruit Salsa or Pico de Gallo

Try new recipes – perfect place to offer more beans, peas, legumes

Fiesta Bean and Corn Salad at Manhattan School



More Ideas:

- ✓ Roasted Garbanzo Beans make a crunchy salad topper!
- ✓ Offer tasty bean soups during cold weather months!
- ✓ Rotate a variety of beans on the salad bar – pinto, kidney, black, garbanzo!
- ✓ Make hummus and serve with fresh veggies!
- ✓ By offering legumes on the salad bar, you meet the meal pattern requirement!

Add some extra SPICE with a Flavor Station!



Somers Middle School

Add flavor to existing salad bar!



Noxon School Salad Bar

Spice Station as part of an eye-appealing presentation



Darby School Salad Bar

Who gets to use the salad bar?

The more the merrier – and the healthier!

Make the salad bar accessible to all students – meet the meal pattern and create a reimbursable meal with your salad bar!

1. Those going through the main line
2. Those choosing to have cold lunch (pay \$.50)
3. Those who want to build a reimbursable meal on the salad bar

Move most of the fruits/veg offered to the salad bar.

1. Increases choice
2. Decrease waste, Saves Money
3. Happier customers who learn to try new foods and eat more variety
4. Decrease staff needed to serve on main service line (allows more flexibility to help with salad bar)



**It is only NUTRITION
WHEN they eat or drink it**
If they choose it, they are more likely to eat it!



Manhattan Public Schools serves a Rainbow of Flavor!

Market with Pizzazz! It's worth the effort!



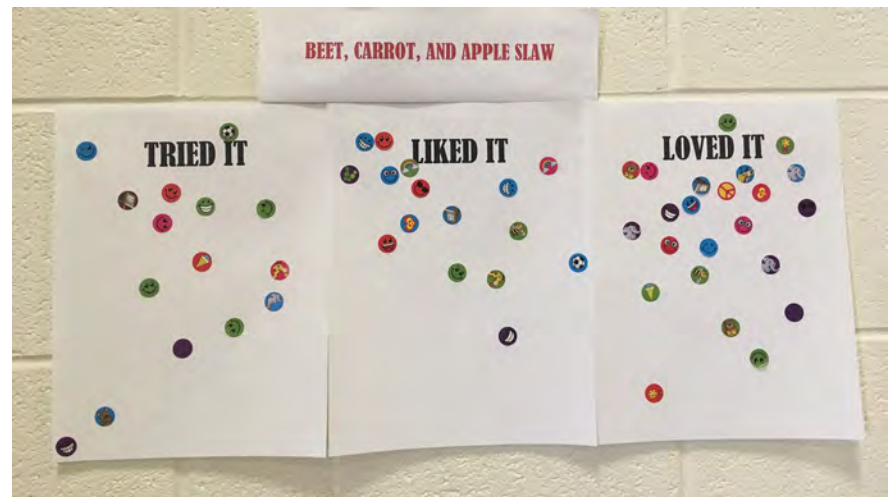
Marketing – colorful service dishes, eye-appealing set up, clean, inviting, signage, draws the eye

- Sort the fruits/vegetables by color Use descriptive words
- Promote the salad bar on your menu and on your school website - name your salad bar “Garden Bar” or “Harvest Bar” or “Fresh Choices Bar”, “Eat the Rainbow Bar”

Market new items and recipes with signage



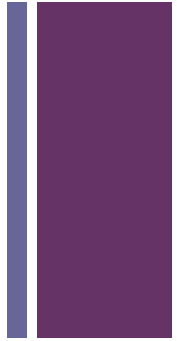
Gardiner Schools promote beets on their salad bar!



Make your vegetables sound DELICIOUS!



Promote your Salad Bar!



Make a RAINBOW at the Salad Bar

RED
Lycopene and anthocyanins! The delicious variety of red fruits and veggies can prevent cancer and help keep you from getting sick.




YELLOW
Eat yellow for antioxidants and an abundance of Vitamin C. Eating yellow also helps to maintain healthy skin and strengthens bones and teeth.

PURPLE
Purple colored fruits and veggies can help reduce your risk of getting a number of life-threatening diseases.

ORANGE
Lots of antioxidants! Vitamin C and beta carotene (vitamin A) galore. Fight off those colds and help out your eyes.

GREEN
So many veggies are green! Lots to choose from and lots of nutrients to gain. Eat dark leafy greens for your heart and eat broccoli and zucchini for reducing your chance of getting cancer.

BLUE
Blueberries. The magical fruit that helps improve your memory and aid in brain function.



LETTUCE + 5



Promote your Salad Bar!



Target Range School

Promote as part of a Special Event and invite the local paper!



Enterprise photos by Hunter D'Antuono
Michele Carter, Food Service Director for the Livingston School District, wearing an apple costume, supervises the salad bar line as first-graders, from right, Tristan VanDorn, Jackson Bickford and Eva De Dios-Gomez queue to select their choice of fruits and vegetables at Winans Elementary School on Tuesday morning.



Make veggies irresistible!

Today's Salad Bar Menu

Features

Vegetables

Fruits



www.thelunchbox.org
A Program of the Chafetz Foundation


THE LUNCH/BOX
Look for school food change
A Program of the Chafetz Foundation

Make a **RAINBOW** at the Salad Bar

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Lycopene and anthocyanins! The delicious variety of red fruits and veggies can prevent cancer and help keep you from getting sick.

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THE LUNCH/BOX
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Salad Bar Superstars!

Park High School in Livingston



Salad Bar Superstars!

Plentywood Schools



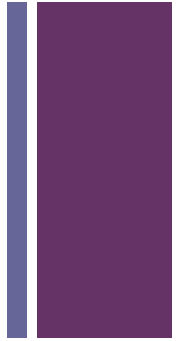
Salad Bar Superstars! Monforton School



Salad Bar Superstars! Belgrade High School



Salad Bar Superstars! Gardiner Public School



Additional Resources



- Chef Ann Foundation

Salad Bars to Schools – Get a Free Salad Bar

<https://www.saladbars2schools.org/>

- Training videos, plant-based protein recipes, fruit and vegetable education, management tool

Food Safety Resources



Preventing Contamination at Food Bars

HACCP Sample Standard Operating Procedure page 25

<https://www.state.nj.us/agriculture/pdf/HACCPsop.pdf>

Handling Fresh Produce on Salad Bars

[https://fns-prod.azureedge.net/sites/default/files/Food Safety Produce Best practices.pdf](https://fns-prod.azureedge.net/sites/default/files/Food_Safety_Produce_Best_practices.pdf)

Procurement Practices



- Planning Menu and Meeting Vegetable Sub groups
- Forecasting
- USDA Foods, Department of Defense (DOD) Items
- Buying Fresh Produce in Season
- Monitoring Usage/Costs –Production Records

Stretch your budget and variety with USDA Foods

USDA Commodities 2018-2019 Montana Food List

Item Number	Description	Item Number	Description
110851	ALASKA POLLOCK, WGR STICKS, FROZEN	100212	MIXED FRUIT, EXTRA LT SYURP, CANNED
100206	APPLE SLICES, UNSWEETENED, CANNED	110871	MIXED VEGETABLES NO SALT ADDED, FZN
110361	APPLESAUCE CUPS, UNSWEETENED	100466	OATS, ROLLED
110541	APPLESAUCE, UNSWEETENED, CANNED	100439	OIL, VEGETABLE
100359	BEANS, BLACK, LOW-SODIUM, CANNED	110651	ORANGE JUICE UNSWEETENED CUPS FZN
100360	BEANS, GARBANZO, LOW SODIUM, CANNED	110393	PANCAKES, WHOLE GRAINRICH, FROZEN
100373	BEANS, GREAT NORTHERN, CANNED	100241	PEACHES, DICED, CUPS, FROZEN
100307	BEANS, GREEN, LOW-SODIUM, CANNED	100219	PEACHES, SLICED, EX LT SYURP, CAN
100365	BEANS, PINTO, LOW-SODIUM, CANNED	110710	PEANUT BUTTER, INDIV PORTIONS
100370	BEANS, RED KIDNEY, LOWSODIUM, CAN	100396	PEANUT BUTTER, SMOOTH
100362	BEANS, REFRIED, LOW-SODIUM, CANNED	100224	PEARS, SLICED, EXTRA LT SYURP, CAN
100364	BEANS, VEGETARIAN, LOWSODIUM, CAN	110763	PEAS, GREEN, NO SALT ADD, FROZEN
100134	BEEF, CRUMBLES W/SPP, COOKED, FRZ	110724	PEPPER/ONION STRIPS BLEND, FRZ
100158	BEEF, FINE GROUND, 100% 85/15, FZN	07334	PILGRIM'S WG CHICKEN TENDERS
110623	BLUEBERRIES, UNSWEETENED, FROZEN	100173	PORK, LEG ROAST, FROZEN
110473	BROCCOLI FLORETS, NO SALT, FROZEN	110730	PORK, PULLED, COOKED, FROZEN
100352	CARROTS, SLICED, NO SALT ADD, FZN	110844	POTATOES, DICED NO SALT ADDED, FZN
100036	CHEESE, AMER BLEND, YELLOW, SLICED	100357	POTATOES, FRENCH-CUT, FRZ
100012	CHEESE, CHEDDAR, RED FAT, SHREDDED	100355	POTATOES, WEDGES, LOWSODIUM, FRZ
100003	CHEESE, CHEDDAR, YELLOW, SHREDDED	100293	RAISINS, UNSWEET, INDIV PORTIONS
100021	CHEESE, MOZZ, LMPS, SHREDDED	100500	RICE, BROWN, LONG-GRAIN, PARBOILED
110396	CHEESE, MOZZ, LMPS, STRING, CHILLED	110504	ROTINI, WHOLE GRAIN-RICH BLEND
100299	CHERRIES, DRIED	100330	SALSA, LOW-SODIUM, CANNED
100117	CHICKEN FAJITA STRIPS, COOKED, FRZ	100336	SPAGHETTI SAUCE, LOWSODIUM, CANNED
100101	CHICKEN, DICED, COOKED, FROZEN	110506	SPAGHETTI, WHOLE GRAINRICH BLEND
100878	CHICKEN, DRUMSTICK FROZEN	110861	SQUASH, BUTTERNUT, DICED, FROZEN
110462	CHICKEN, UNSEASONED STRIPS, COOKED	110860	STRAWBERRIES, SLICED, UNSWEET, FRZ
100313	CORN, WHL KERNEL, NO SALT ADD, CAN	100256	STRAWBERRY, DICED, CUP, FROZEN
100348	CORN, WHL KERNEL, NO SALT ADD, FRZ	100317	SWEET POTATOES, LT SYRUP, CANNED
110723	CRANBERRIES, DRIED, INDIV. PORTIONS	100327	TOMATO PASTE, NO SALT ADDED, CANNED
110931	EGG PATTY, COOKED, FROZEN	100334	TOMATO SAUCE, LOW-SODIUM, CANNED
100046	EGGS, LIQUID WHOLE, FROZEN	100329	TOMATOES, DICED, NO SALT ADDED, CAN
110211	FLOUR, WHITE WHOLE WHEAT 60/40 BLEN	110394	TORTILLAS, WHOLE GRAINRICH, FROZEN
100188	HAM, 97% FAT FREE, COOKED, DICED	100195	TUNA, CHUNK LIGHT, CANNED
100184	HAM, 97% FAT FREE, COOKED, FROZEN	110554	TURKEY, DELI BREAST, SLICED, FROZEN
100187	HAM, 97% FAT FREE, COOKED, SLICED	100125	TURKEY, ROAST, FROZEN
CP5670	JTM COOKED BEEF PATTY	110400	YOGURT, BLUEBERRY, CHILLED
110501	MACARONI, WHOLE GRAINRICH BLEND	110398	YOGURT, VANILLA, CHILLED
110859	MIXED BERRIES CUPS, FROZEN	110402	YOGURT, VANILLA, CHILLED
110161	MIXED FRUIT DRIED	110401	YOGURT, HIGH PROTEIN, STRAWBERRY

Highlighted items will not be available, subject to change



Questions? Comments?
Tips from the front line?



Thank you!

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