



Small Steps Lead to Big Change

Lisa Farmer, MS, Nutrition Specialist





“The strongest Farm to School programs start small and grow like pumpkin plants, extending vines in many directions and producing fruit that slowly ripens!”

- Community Alliance with Family Farmers





“Protect Health and Keep People Safe”

- Farm to Preschool
- Culinary Skills Institute
- Eat Smart Move Smart





National School Lunch Week

OCTOBER 15-19, 2018

Today's school lunches meet strict nutrition standards, including limits on calories, sodium and unhealthy fats.

Parents: Did you know?

30 million

students enjoy healthy lunches every school day.

3/4 cup of vegetables with every lunch

1 cup of 1% or fat-free milk

1/2 cup serving of fruit daily

Entrées must include whole grains & lean protein

Read School Meal Success Stories here: <https://traytalk.org>

Follow us on social media: #NSLW18 • #lots2love • #schoollunch



schoolnutrition.org



@Schoolnutritionassoc



www.facebook.com/TrayTalk



@SchoolLunch

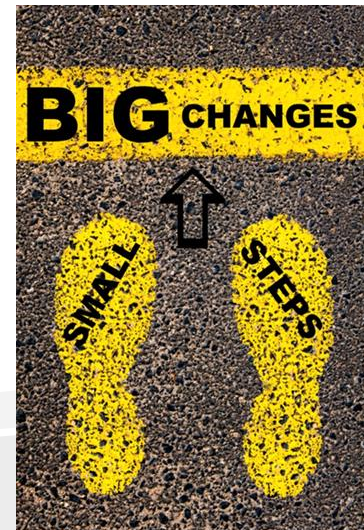
✓ Created in 1962 by President John F. Kennedy





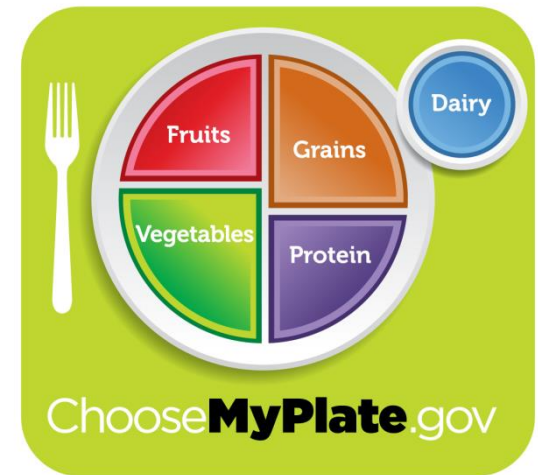
On the Menu Today

- ✓ School nutrition overview
- ✓ Know your customer
- ✓ Self-assessment
- ✓ Information & inspiration!



Richard B. Russell National School Lunch Act – 1994

“Schools participating in the school lunch or school breakfast programs shall serve lunches and breakfasts under the program that are consistent with the *Guidelines*.”





School Nutrition ABC's

Term	Acronym
Hazard Analysis Critical Control Point	HACCP
Healthy Hunger-Free Kids Act	HHFKA
Fresh Fruit & Vegetable Program	FFVP
National School Lunch Program	NSLP
School Breakfast Program	SBP
School Food Authority	SFA
Standard Operating Procedure	SOP
Summer Food Service Program	SFSP

The School Day Gets Healthier



Healthy, Hunger-Free Kids Act (HHFKA)

❖ December 13, 2010

<http://www.fns.usda.gov/school-meals/healthy-hunger-free-kids-act>



HHFKA Nutrition Timeline



Also authorized new grants & technical assistance from USDA to help schools modernize equipment & serve healthier meals.



Sodium Recommendations

Sodium Reduction for Lunch Timeline

Grade	Target 1 SY 2014-15	Target 2 SY 2017-18	Final SY 2022-23
K-5 (ages 5-10)	<1,230	<935	<640
6-8 (ages 11-13)	<1,360	<1,035	<710
9-12 (ages 14-18)	<1,420	<1,080	<740

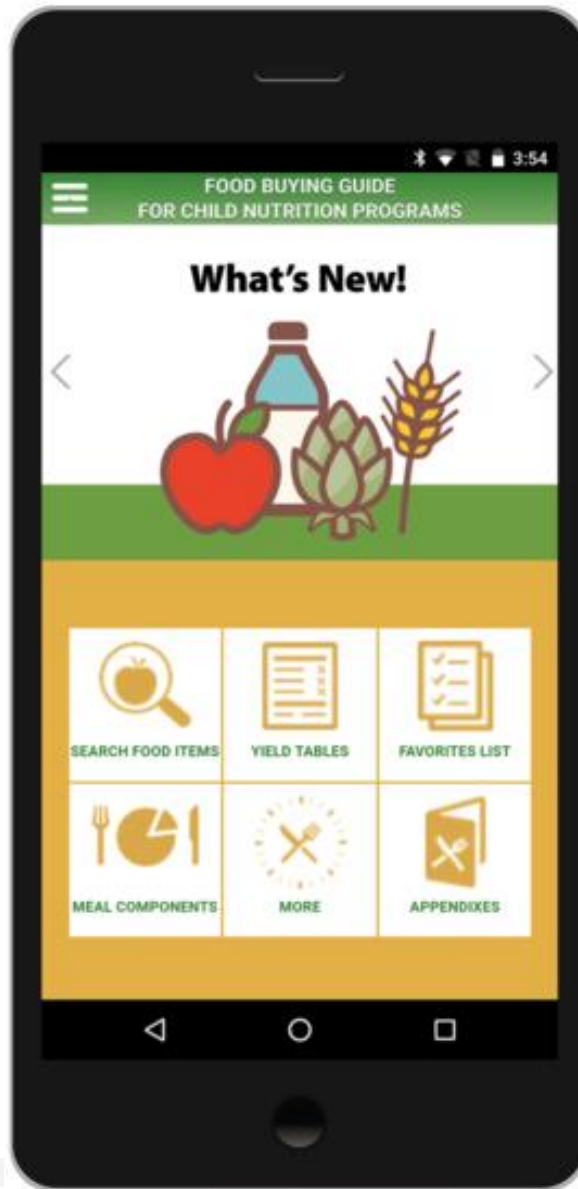
Averaged over an entire menu week.

Increased Limits on Weekly Average Sodium Content

- 93.9% Use new lower sodium menu items/recipes
- 73.4% Reformulate recipes
- 60.7% Increase scratch cooking
- 56.6% Limit serving condiments



USDA Food Buying Guide



Other Vegetables ¹ - PICKLES			
Pickles, canned <i>Chips</i>	Quart (about 20 oz drained weight)	13.90	1/4 cup drained vegetable
	Gallon (about 87 oz drained weight)	60.30	1/4 cup drained vegetable
	Pound	11.10	1/4 cup drained vegetable
Other Vegetables ¹ - SAUERKRAUT			
Sauerkraut, canned	No. 10 Can (99 oz)	36.50	1/4 cup heated, drained vegetable
	No. 2-1/2 Can (27 oz)	15.00	1/4 cup cup heated, drained vegetable
	No. 300 Can (14.5 oz)	4.93	1/4 cup heated, drained vegetable

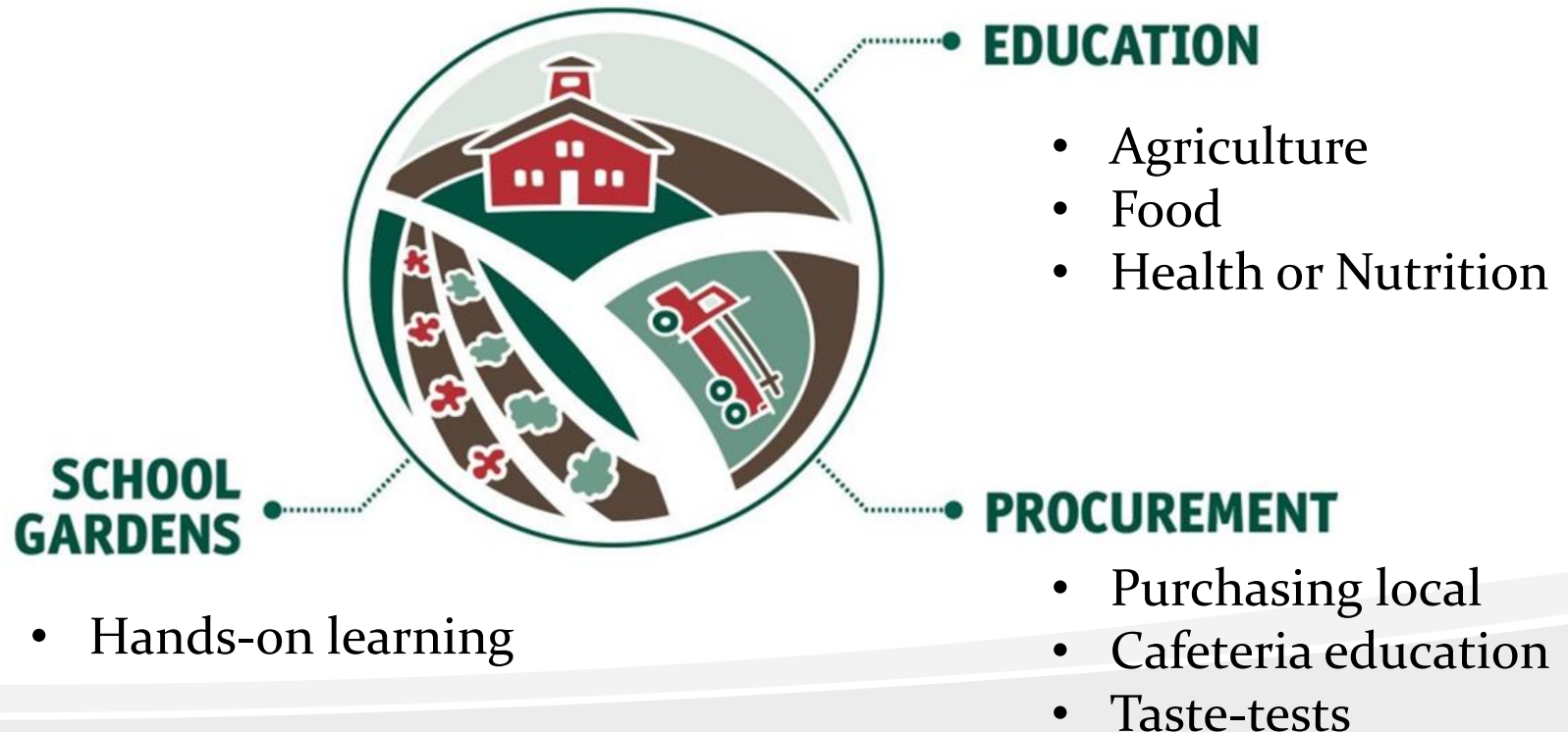
- Pickle relish is **not creditable**

Healthy Child Nutrition Environments...



Farm to School & Preschool

CORE ELEMENTS OF **FARM** *to* **SCHOOL**



Preschools Critical Role



- Early patterns determine future taste preferences
 - Childhood obesity
 - Fruit & vegetables eaten
 - Meals eaten at preschool
- More likely to eat/taste food they have grown
- Prepare for K-12
- Benefits local economy

Planting a Seed with Schools

Communication & relationships are Key!

1. Understand the school market
2. Assess strengths & limitations
3. Build strong relationships
4. Start small
5. If at first you don't succeed...



#1 – Know Your Customer



- ✓ Menus made in advance
- ✓ Budgets & labor
- ✓ Procurement
- ✓ Food safety & liability
- ✓ Adequate quantity



School Food Authority (SFA)

The governing body which is responsible for the administration of one or more schools; and has legal authority to operate child nutrition programs therein or be otherwise approved by USDA to operate the Program.

Scale: From 1 to 300 school sites

Finances: From red to black

Responsible to: School board, USDA, health department, students, parents, community...



Food Service Director

Oversees all aspects of foodservice in all schools or sites, administering the school meal program in accordance to local, state and federal policies.

Reports to: Superintendent

Training: Nutritionist, Business man/woman or other



Kitchen Manager

Lead the day-to-day operations at an individual school or feeding site.

- Ensure high standards for safety/sanitation and meal quality.
- Supervise site employees,
- Place food/supply orders
- Account for a la carte sales
- Maintain inventory

Report to: Food Service Director, or Assistant Director



School Foodservice

Employees in an individual school are responsible for the preparation and serving of all menu items, dishwashing and care of some

- Cooks
- Bakers
- Dishwashers
- Cashiers
- May include district level:
 - Bookkeepers, secretaries, drivers, warehouse employees



More Than Just Lunch

1. School Breakfast Program (SBP)
2. National School Lunch Program (NSLP)
3. Afterschool Snacks
4. Supper
5. Summer Food Service Program (SFSP)
6. Fresh Fruit & Vegetable Program (FFVP)

Additional: staff meals, catering and competitive foods

The School Food Customer



- Teachers & principals
- Kitchen staff

- Parents
- School stakeholders
- Community

“The school meal program is like a huge restaurant that serves hundreds or thousands of demanding young customers who have widely varying tastes.”

Children Need Many Introductions

Trying New Food Takes Time



Smell/Touch/Play

Nibble/Spit

Swallow/Eat

1 2 3 4 5 6 7 8 9+

Nine or more tries before they eat it and like it!

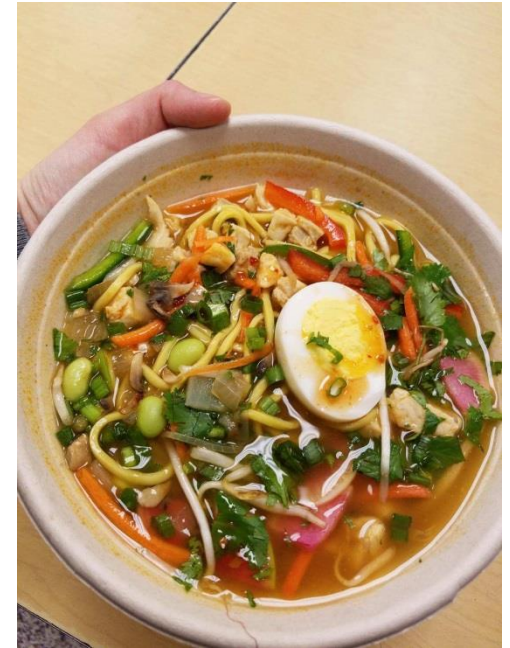
Johnson, Bellows, Beckstrom, Anderson, Am J Health Behav, 2007; Sullivan, Birch, Develop Psych, 1990; Lakkakula, Geaghan, Zanovec, Pierce, Tuuri, Appetite, 2009



Family Style Dining

School Lunch Trends

- 59.7% International flavors
- 87.4% Customizable options
 - Salad bars
 - Made to order sandwiches
 - Flavor stations
- 56.3% Cleaner labels



Ramen bowl
Taste test



Innovative School Meal Changes

- Increasing scratch cooking
- Increasing fruit & vegetable options
- Increasing grab & go options for lunch
- Student engagement initiatives
- Expand local purchasing from farm to school



#2 – Self Assessment

Are you ready to sell to schools? Are schools the right market for you?

- Know your products
- Understand your cost of production & pricing
- Provide proof of liability insurance
- Assess delivery capacity
- Offer in-school education activities
 - <https://www.ilovepickles.org/educators/>



Start Small

July is
National
Pickle Month

November 14 is
National Pickle
Day

- Offer to speak to students about your product(s)
- Sell one item to a school for use in a special menu item
- Offer to be the local source of one item that already appears on the menu

Missouri Culinary Skills Institute

Culinary Instruction



Nutrition Instruction



There is no cost for the class • 18 hours of professional development

<http://health.mo.gov/living/wellness/nutrition/culinaryskills/>

Teamwork



Knife Skills



Taste Test



Menu Planning – Taste Tests



o Veggie Shooters



o Identify & taste

	😊 like it	☹️ Not quite yet
Cantaloupe		
Fun Food Friday		
Dallas		
Michael		🌟
Avery	🌟	
Hudson	🌟	
Lucy	🌟	
Lex	🌟	
LaNeta	🌟	
Nolan	🌟	
Xander	🌟	
Ryder	🌟	
Annabella	🌟	
Isabella	🌟	
Yuuhi	🌟	
Adriana	🌟	
Elijah		🌟
Hunter	🌟	
Allie	🌟	
Easton	🌟	
Brynna	🌟	

o Vote

Student Engagement – Iron Chef



Student Engagement – School Gardens



Salad/Fresh/Produce Bars



Super fresh salad



Produce Bar



Salad bar

Curb Food Waste - Share Tables



HACCP-Based SOPs

Share Table (Sample SOP)

PURPOSE: To provide clarification on types of foods and procedures to use for foods not consumed by the original student customer.

SCOPE: Procedures apply to child nutrition programs that allow specific approved foods to be returned to a share table.

KEY WORDS: Returned foods, re-service, share table, cross-contamination.

Share table beverage reduce the amount of food waste. Share tables are an effort to reduce the amount of food waste. Share tables are an effort to reduce the amount of food waste. Share tables are an effort to reduce the amount of food waste.

- INST**
1. S
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 3. I
 - 4.
 - 5.

Share Tables Guidance for Missouri Schools

SHARE TABLES are an effort to reduce the amount of food waste.

FOOD SAFETY CHECKLIST

- Students should place their unwanted food onto the share table before sitting down to eat. This will prevent any potential contamination.
- The monitor should identify any food, beverage or condiment to make sure it has not been contaminated (e.g., opened, partially eaten, in contact with soiled hands, etc.) and the original packaging is in sound condition.
- Students are not allowed to put items brought from home on the share table.
- Students with allergies are cautioned not to take food from the share table due to unknown ingredients.

BEST PRACTICES

- Use Share Tables in combination with Offer Versus Serve.

For more information about Offer Versus Serve, an Offer Versus Serve and earn .25 CEUs visit <http://www.mde.state.mo.us/nutritional-success-offer-vs-serve/>

For staff by visiting the Missouri Department of Education web page at <http://www.mde.state.mo.us/nutrition/>

Food items that should be included in the share table include:

- unopened bars
- unopened vegetables
- unopened fruit
- unopened recipes
- unopened surveys



REMINATOR V BAST

SHARE Table
Take Some
Leave Some
UNOPENED, UNUSED FOOD



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Springfield, Mo.
(417) 823-3074
www.FloatTripPickles.com

The idea for Float Trip Pickles began with our first float trip with dad in 1992. The float trip developed into an annual ritual, and always included a gallon of "float trip pickles." Our sweet and spicy Float Trip Pickles combine the crunch of a dill slice, the savory taste of grandma's homemade sweet pickles and the sassy heat of jalapeños. Float Trip Relish is a sweet and spicy pickle and jalapeño relish. Add our sweet and spicy Float Trip Jalapeños for an extra kick.



Sweet & Spicy
Pickles & Jalapeños
Net Wt. 16 oz.
Wholesale: \$5
Retail: \$7



Sweet & Spicy
Pickle & Jalapeño
Relish
Net Wt. 16 oz.
Wholesale: \$5.25
Retail: \$7



Sweet & Spicy
Jalapeños
Net Wt. 16 oz.
Wholesale: \$5
Retail: \$7

Many Missouri Mouths



**Lunch Ladies
ROCK!**

& Men



Culinary
Skills
Institute



What I Loved About School Lunch..



#NSLW18

#schloollunch



Helpful Websites

Information about school meals

- www.schoolnutrition.org/SchoolMeals

USDA Food Buying Guide

- <https://www.fns.usda.gov/tn/food-buying-guide-for-child-nutrition-programs>

UDSA Food and Nutrition Service

- <https://www.fns.usda.gov/school-meals/nutrition-standards-school-meals>



Thank you For Your Time!!

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