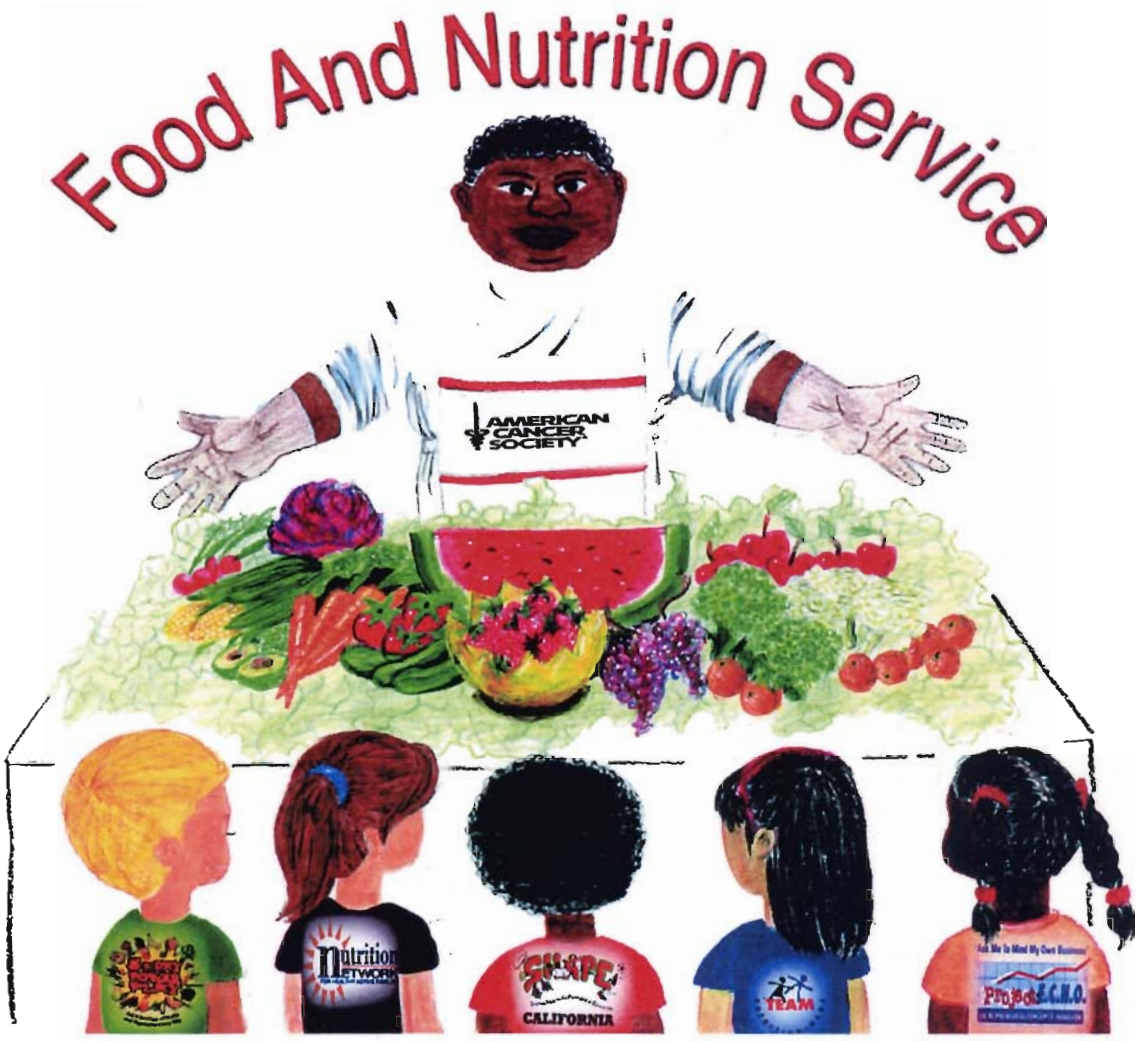
Santa Monica/Malibu Unified School District



Lunch Matters

A Step By Step Guide to Starting a Farmers' Market Salad Bar

June, 2004

SMMUSD FARMERS' MARKET SALAD BAR

History

On September 17, 1997, the Santa Monica Malibu Unified School District, Food and Nutrition Services Department launched its first Farmers' Market Salad Bar at McKinley Elementary School as part of the school's regular lunch program. This was a collaboration between the School District, the City of Santa Monica Farmers' Market and Occidental-UCLA Food Security Project. Subsequently, one more school was added in 1998, seven schools in 1999, four schools in 2000 and the final, Santa Monica High School in 2001.

Presently, Farmers' Market Salads are offered in all of our schools as an alternative to the hot lunch. Santa Monica High School offers "pre-made" salads vs. a salad bar because a significant number of students do not enter the cafeteria. The "pre-made" salads are sold at all of the food carts around campus as well as being available in the cafeteria. The pre made salads use the same Farmers' Market fruits and vegetables that are used on the salad bars.

Initial funding and collaboration was provided by the California Department of Health Services, Nutrition Network Grant, the City of Santa Monica, SMMUSD School PTA's, Occidental College Community Food Security Project, CDE, Food and Nutrition Services Department, SHAPE, 5 A-Day Power Play Coalition, American Cancer Society, St. John's Medical Center, Health Champions, Team Nutrition and UCCE, The Common

Ground Garden Program. In addition many parents volunteered their time to help cut and chop the fruits and vegetables

Purchasing

The Farmers' Market Salad Bar offers high quality fruits and vegetables purchased directly from farmers at the Wednesday and Saturday Santa Monica Farmers' Markets. Produce orders are placed twice a week by phone or fax with the farmers prior to market day. The farmers have the produce pre packed and ready for pick up before the market opens to the public. A food service staff member picks up, sorts and delivers the produce to the school cafeterias.

Salad Bar Preparation

The Salad Bar Coordinator, who is typically a three-hour employee, prepares the salad bar along with the help of the other cafeteria staff. We invite parent volunteers to help prepare and serve the salads. This help is solicited at various parent meetings. Santa Monica College Sustainable Works provides student volunteers to help with salad bar preparation.

Monthly in-services are held with the Salad Bar Coordinators to review topics such as student food selection, serving sizes, menu changes, food temperatures, presentation, sanitation, ordering, production records, etc.

National School Lunch Program

The Farmers' Market Salad Bar adheres to the National School Lunch Program guidelines. It offers all five food groups – fruits, vegetables, bread/ bread alternate, meat/meat alternate and milk. Whenever possible we utilize USDA commodity foods including cheese, tuna, turkey, nuts canned fruits and vegetables and dried fruit. SMMUSD uses Offer vs. Serve so students are required to take at least three of the food groups. However, we encourage them to take at least one item from each food group.

Participation

Participation in the Farmers' Market Salad Bar averages 25-30% of our daily lunch participation. During the 2002-2003 school year an average of 833 salads were sold each school day.

Marketing Salad Bars

The following activities were initiated to market the salad bars:

- Monthly Feature Bars – once a month a feature bar was held to attract students to eat at the salad bar. These were: Soup Bar, Taco Bar, Baked Potato Bar, Chili Bar, Pasta Bar, Frozen Yogurt Bar. Participation increased significantly on these days.
- Daily Features to add more variety - Monday: boiled eggs, Tuesday: commodity chicken or turkey when available, Wednesday: baked potatoes, Thursday: taco meat with corn chips, Friday: cottage cheese or flavored yogurt
- Invite Your Parent to Salad Bar Lunch – Salad Bars taken into the classroom for parents to enjoy with their students free of charge. This was done during the period before lunch so that the salad bar could be back in the cafeteria for lunch.
- No charge Salad Bars at PTA meetings, Open House and Back to School Night.

Farmers' Market Salad Bar *Program*

This unique school lunch is no longer just a salad bar it has become a ***Program***. Under the umbrella of the Farmers' Market Salad Bar has sprung many nutrition education programs including school gardens. See attached list of *Farmers Market Salad Bar Programs.* All of these programs emphasize eating 5 fruits and vegetables a day for good health.

The goals of the Farmers' Market Salad Bar Program are:

1. Our students will eat 5 servings of fruits and vegetables every day.
2. Our students will develop lifelong healthy eating habits thus reducing their risk of health related illnesses associated with poor eating habits.
3. Our students will leave SMMUSD with healthy minds and bodies to embark on their life course.

Conclusion

We wish to thank The Southland Farmers' Market Association for making this booklet and the accompanying video possible. We hope you will find it useful in establishing a Farmers' Market Salad Bar in your cafeteria(s). The increasing rates of obesity in our country and the resulting health implications present a challenge to school food service to not only offer low fat, low sugar, healthy meals but also to provide a model for life long healthy eating habits. Looking back over the process of implementing the salad bars in our schools it was a lot of work and there were many hurdles to overcome but the sight of students filling their plates with colorful, farm fresh, delicious fruits and vegetables makes it all worthwhile!

FARMERS' MARKET SALAD BAR *'HOW TO'*

This outline represents the SMMUSD procedure

1. **BUY INTO THE IDEA OF A FARMERS' MARKET SALAD BAR FOR YOUR SCHOOL.**
   15% our children are overweight. 2 out of 3 adults and 9 million children are overweight. Obesity is gaining on Tobacco as the No. 1 killer in this country. Schools need to model healthy eating. You can make a difference.

   A Farm to School Program is a unique way to forge a partnership between your school community and the California farmers who produce our food. Buying seasonal, locally grown produce also ensures the freshest, most flavorful fruits and vegetables for your salad bars. Color and taste are effective sales tools when selling kids on the idea of salad bars!

2. **TALK TO YOUR BUSINESS MANAGER/PURCHASING DIRECTOR.**
   Get their "buy in" up front. A Purchase Order will need to be set up for each farmer for a specified amount and then be drawn on during the year. Once you have talked to farmers and established pricing you can estimate how much each Purchase Order will be.

   We establish Purchase Orders in September based on previous year's usage. If salad bar sales increase and we need to order more we increase the amount of the Purchase Order.

3. **LOCATE YOUR NEAREST FARMERS' MARKET.**
   www.ams.usda.gov/farmersmarkets

4. **GO TO THE MARKET AND CHECK OUT WHAT KIND OF PRODUCE IS BEING OFFERED.**
   Make a list of the produce you think you would like to have on your salad bars. Be specific i.e. red leaf lettuce, green leaf lettuce, romaine lettuce, broccoli, celery, etc. Set up on a spreadsheet with columns for anticipated amounts of produce needed per week and a column for the farmers' price.

5. **SET UP A MEETING WITH THE MARKET MANAGER**
   He or she can suggest which farmers to contact about supplying produce to your school. This person will be anxious to help you through the process because it benefits the market, the farmer and it creates an important community coalition. Take copies of your list of produce with you. The Manager may even offer to hand them out to farmers to see if they are interested and what price they would charge.

6. **GO TO THE FARMERS' MARKET EARLY BEFORE THE MARKET OPENS AND TALK TO THE FARMERS.**
   All of the farmers we work with do it because they feel good about "feeding children". Get their fax and phone numbers. Find out what days are best to call them – a lot of farmers attend more than one market day.

7. **HAVE FARMERS FILL OUT A W-9 FORM. YOUR FISCAL SERVICES DEPARTMENT WILL NEED THESE IN ORDER TO SET UP PURCHASE ORDERS**

8. **ESTABLISH SALAD BAR COORDINATOR POSITION**
   - If salad bar is to be offered everyday it will take a 3-hour employee to prepare, serve and clean up for 40 or more servings of Farmers' Market Salad Bar.
   - District Salad Bar Coordinators who prepare over 80 salads per day are given one extra hour per week and those who prepare over 100 are given two extra hours per week based on the fact that they will need more time for preparation. This time is typically used on Monday and Wednesday when they receive fresh produce or on a day when they know they will have increased participation

9. **INVOICING THE FARMER**
   a. Using a three page invoice book prepare invoices at the time orders are placed.
   b. Drivers will take the invoice book with them to the market, check off produce and give a copy of the invoice to the farmer.
   c. The original invoice will go the your fiscal department for payment and the third copy will be kept on file in your department.

10. ESTABLISH PICK UP, SORTING AND DELIVERY PROCEDURES FOR FARMERS' MARKET PRODUCE.

a. Some farmers may be willing to deliver to your central kitchen or kitchens if an order is large enough. This is the preferred method of delivery so ask the farmers.
b. Orders for produce will be placed in advance so the farmers can bring the produce to the market already packed for you. This decreases the amount of time needed at the market.
c. You will need a driver at the market before it opens – generally 7:30 a.m. this also speeds up the process by not having to deal with parking, traffic etc.
d. You will need a delivery truck and a hand truck. Hand truck must be capable of carrying in excess of 500 pounds.

11. DESIGN YOUR MENU

a. Will this be a lunch option that will serve as a reimbursable meal?
b. Will it be used as the fruit and vegetable component of the hot lunch only?
c. Will it be offered every day?
d. Will the hot lunch dessert be served at salad bar also?
e. Our menu varies slightly each day to provide some variety.

12. DECIDE WHICH SCHOOL WILL START UP FIRST.

a. Develop a start up schedule. Limit openings to one school per month at first to allow time to iron out bugs. After the 3rd opening you may be ready to accelerate openings.

13. ORDER SALAD BAR (S) AND CONTAINERS

a. See attached equipment list

14. BEGIN A MARKETING CAMPAIGN

a. Send emails/memos to Principal(s) announcing your plan to open a salad bar in their school four weeks before the opening.
b. Produce a flyer that will announce the salad bar to parents and families.
c. Send flyers to Principals to be included in student weekly packets to go home the week before the startup. Call ahead to find out how many flyers will be needed for each school.
d. Ask Principals if you can attend next teacher meeting to make announcement and answer questions about the salad bar. Ask teachers if you can come into the classroom with samples of fruit or vegetables to market the salad bar to students. Include a brief **5 A Day** Nutrition Lesson in your presentation to teachers and students.
e. Contact PTA Presidents and ask if you can make an announcement and answer questions at the next PTA meeting
f. Contact other parent and community groups to do the same
g. Schedule a day prior to start up to have a taste testing during lunch in the cafeteria.

15. INSERVICE CAFETERIA STAFF

a. The more cafeteria staff is included in the process the more supportive they will be.
b. Include them in the taste testing.
c. Be clear that the salad bar is not in competition with the hot lunch. Jealousy can arise if staff feels one program is receiving more attention than the other.

16. TASTE TESTING

a. Farmers' Market fruits and vegetables will sell themselves. Have plenty on hand for kids to try.
b. Balloons, signs, etc. make it festive.
c. Create a sign explaining how the salad bar will be offered. Have personnel at the salad bar answering questions.

17. ORDERING PRODUCE

a. Develop an order form; distribute order forms to salad bar coordinator(s).
b. Establish schedule for ordering. For example: orders faxed to Food Services every Thursday by 2:00 for submission to farmers on Friday and delivery to schools on Monday morning.
c. Compile all school orders into one farmer order form. Fax to farmers and to central kitchen for drivers.

18. PRODUCTION RECORDS

a. Salad Bar Coordinators complete a daily production record indicating how many servings prepared, how many left over and participation numbers.

19. MONTHLY SALAD BAR COORDINATOR INSERVICES

a. Monthly meetings help to communicate changes, new ideas etc.
b. Suggested topics: scoop sizes; food group choices; sanitation; food temperature

20. BE FLEXIBLE

a. School holidays, seasonal produce or running out of produce may throw you off. Be flexible enough to use other resources to keep your salad bar operating.

ATTACHMENTS

1. Salad Bar Equipment List (per salad bar)
2. SMMUSD Farmers' Market Salad Bar Cycle Menu 2003/2004
3. Daily Features
4. Baked Potato Bar Poster
5. Fruit and Vegetable Order Form
6. Site Visitation
7. Sample Salad Bar Cost Analysis
8. Salad Bar Participation, March, 2004
9. Salad Bar Participation, 2001 – 2003
10. Production Record
11. Farmers' Market Salad Bar Program 2003-2004
12. Awards

Salad Bar Equipment List (per salad bar)

Equipment	**Order #**
Cambro Children's Food Bar (*elementary schools*)	6FBRSL
Cambro Floor Model Food Bar (*middle and high schools*)	6FBR
Cambro food Pans:	
Full Size for Lettuce (1) w/lid	14CW
Half Size Long (2) w/lids	24LPCW
Quarter Size (4) w/lids	44CW
Cambro Food Storage Containers	
2 qt (4) w/lids	2SFSCW
4 qt (4) w/lids	4SFSCW
6 qt. (4) w/lids	6SFSCW
8 qt. (2) w/lids	8SFSCW
Cambro Flat Grip Tongs (6)	TG6
Cambro Flat Grip Tongs (2)	TG12
Cambro Serving Spoons (6)	SPO8CW
Calico Industries Inc.	
Salad Dressing Bottles (2) Store 'N Pour 1 qt.	39PS601N
Salad Spinner (1)	33SD92
Sunkist Sectionizer for apples + persimmons	33S102
Poly Packers Corp	
Ice Pillow (50 lb. Sheet)	827098110

MISC:
#8 Scoops (1) *Pasta*
#16 Scoops (4) *Protein Foods*
Cutting Boards, Plastic (2)
10" Chef Knives (2)
2-3" Paring Knives (2)
Vegetable Peelers (2)
Apple Cutters (2)
Transport Hand Truck (1)
Storage Bins (1) *hardware store variety to transport produce from market to school*

Model numbers may have changed, please check with your equipment provider/vendor

SMMUSD FARMERS' MARKET SALAD BAR CYCLE MENU 2003/2004

MONDAY

Protein

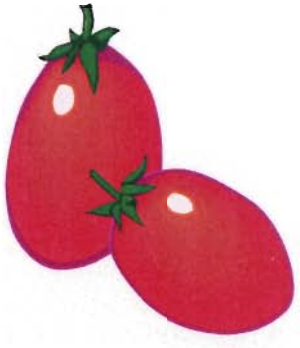
cheese*
turkey/ham*-diced #16 scoop
peanut butter* #16 scoop
tuna salad* #16 scoop
BOILED EGGS - halves

Vegetables

lettuce mix*
carrots*-peeled,sliced in sticks or coins
celery*-sliced in sticks
broccoli-blanched cut bite size
tomatoes - 1/2 cherry/wedges

Fruit

trail mix*
apples*-wedges
oranges*- smiles
seasonal fruit



Bread

cookies/crackers*
dinner rolls
croutons*
pasta* #8 scoop

TUESDAY

Protein

cheese*
turkey/ham- diced #16 scoop
peanut butter* #16 scoop
tuna salad* #16 scoop
CHICKEN #16 scoop

Vegetables

lettuce mix*
carrots*-peeled,sliced in sticks or coins
celery*-sliced in sticks
broccoli-blanched bite size
tomatoes - 1/2 cherry /wedges

Fruit

trail mix*
apples*-wedges
oranges*- smiles
seasonal fruit

Bread

cookies/crackers*
dinner rolls
croutons*
pasta* #8 scoop

WEDNESDAY

Protein

cheese*
turkey/ham* - diced #16 scoop
peanut butter* #16 scoop
tuna salad* #16 scoop

Vegetables

lettuce mix*
carrots* peeled, sliced sticks or coins
celery* - sliced in sticks
broccoli - blanched bite size
tomatoes - 1/2 cherry/wedge
BAKED POTATO - 1/2

Fruit

trail mix*
apples* - wedges
oranges* - smiles
seasonal fruit

Bread

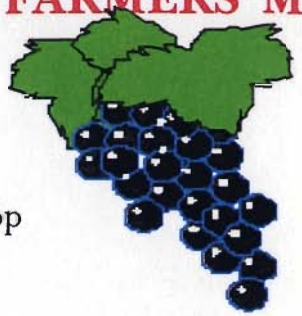
cookies/crackers*
dinner rolls
croutons*
pasta* #8 scoop

*** To be used daily**

Encourage each child to take food from each group

SMMUSD FARMERS' MARKET SALAD BAR CYCLE MENU 2003-2004

THURSDAY



Protein

cheese*
turkey/ham*-diced #16 scoop
peanut butter* - #16 scoop
tuna salad * - #16 scoop
CHICKEN TACO MEAT # 16 scoop

Vegetables

lettuce mix*
carrots*-peeled & sliced in sticks or coins
celery*-sliced in sticks
broccoli-blanched cut bite size
tomatoes-1/2 cherry/wedges
Tomato/Cilantro SALSA

Fruits

trail mix*
apples-wedges*
orange smiles*
seasonal fruit

Bread

dinner rolls
croutons*
cookie/crackers*
TORTILLA CHIPS

FRIDAY

Protein

cheese*
turkey/ham diced #16 scoop
peanut butter* - #16scoop
tuna salad* - #16 scoop
COTTAGE CHEESE OR YOGURT - #16 scoop

Vegetables

lettuce mix*
carrots*-peeled & sliced in sticks or coins
celery* - sliced in sticks
broccoli- blanched cut bite size
tomatoes - 1/2 cherry/wedges

Fruit

trail mix*
apples - wedges*
orange smiles*
seasonal fruit

Bread

dinner rolls
croutons*
cookies/crackers*
pasta*#8 scoop

*** To be used daily**

Encourage each child to take frood from each group

Daily Features

Monday : ***Eggs***

- Order eggs from dairy day before
- Boil and peel eggs; cut in quarters

Tuesday: ***Chicken (as available from warehouse)***

- Order prepared chicken from Central Kitchen
- Serving Size: # 16 scoop
- To be prepared by central kitchen
- Put in salad bar container, if necessary, for serving at salad bar
- Spoon for serving

Wednesday: ***Baked Potatoes***

- Order exact count raw potatoes weekly from central kitchen one week in advance
- Bake at site; cut in half ; tongs for serving
- Set up in tray covered with foil to be served on table near salad bar
- Serving Size: ½ potato

Thursday: ***Taco Salad***

- Order prepared taco meat, grated cheese and tortilla chips from central kitchen Monday of same week
- Set up to be served near the salad bar; #16 scoop
- Put chips in basket or container near the taco meat; tongs for chips

Friday: ***Yogurt or Cottage Cheese***

- Order one or the other from Dairy the day before
- Serving Size #16 scoop

Baked Potato Bar
Wednesday, October 22nd

The Farmers' Market Salad Bar

will be featuring

Baked Potato Bar

with your salad bar lunch!

Toppings:

Nacho Cheese
Broccoli
Sour Cream
Green onions

Farmers' Market Salad Bar
Fruit and Vegetable Order Form

Please take the time to fill out your orders thoroughly. Orders must be placed by salad bar coordinators by fax (399-2993) to the Operations Supervisor by 2:00 P.M. every Monday and Thursday. Any delays in submission of order may cause substitutions.

DATE							
			AMOUNT ORDERED				
FRUITS							
Apples (by the lb)							
Cantaloupe (each)							
Nectarines (each)							
Oranges (20 lb. Bag)							
Peaches (by the case)							
Strawberries (by the case)							
Kiwi (by the case)							
Grapes (by the case)							
Tangerines (by the case)							
Other:							
VEGETABLES							
Carrots (bunch)							
Celery (bunch)							
Cucumbers (each)							
Broccoli (bunch)							
Corn (each)							
Green leaf Lettuce (heads)							
Romaine Lettuce (heads)							
Redleaf Lettuce (heads)							
Radishes (bunch)							
Tomatoes, Cherry (case)							
Tomatoes, Regular (each)							
Cilantro (bunch)							
Green Onions (bunch)							
Spinach (bunch)							
Other:							
MISCELLANEOUS							
Sprouts (by the lb)							
Sunflower Seeds (lb)							
Lemons (each)							

SMMUSD/FARMERS' MARKET

SITE VISITATION

School Site:_____ **Cafeteria Manager:**

Date:_____ **Salad Bar Coordinator:**

Food Storage/Prep	Yes	No	Comments
All food wrapped/sealed, labeled & dated			
Gloves & hairnets being worn			
Cutting Boards, containers, serving utensils clean			
Kitchen work area clean and sanitary			
Salad Bar items 40 degrees or lower			
Salad bar kept clean during lunch; floor clean			

Salad Bar Presentation

The Cycle Menu is being followed			
Protein items offered:			
Bread items offered:			
Vegetables:			
Fruits:			
Other:			
Pasta Salad:			
without mayonnaise/light Italian Dressing			
added fresh vegetables vs. frozen			
other:			
Tuna Salad:			
light mayonnaise			
follows recipe			
Decorations:			
Food Group Cards displayed on salad bar			
5-A Day Sign displayed on salad bar			
Innovative ideas:			

Feedback:

Students	
Teachers & Principal	
Site Coordinator	
Needs the following:	
Manager	
Left at site:	

SAMPLE SALAD BAR COST ANALYSIS
WEEK OF JANUARY 12-16, 2004

Total Farmers' Market Salad Bar Salads Sold: 4147

	Estimated Food/Supply Cost For Week	Hours Spent Per Week
Labor		
Salad Bar Coordinator		53
Delivery - Mon/Wed		6.5
Delivery - Sat		4
Operations Supervisor		4
Nutrition Specialist		8
Produce		
	1282.5	
Commodities		
Protein Foods, Trail Mix, Nuts, etc.		
3 cents/serving x 4 x 2750 servings	330	
Weekly Specials		
Eggs - 23 x 1.62	37.26	
Baked Potatoes 370 x .17	63.83	
Chips - 5cents x 3000 servings	150	
Cottage Cheese 10 x 5.45	54.5	
Yogurt 2 x 1.71	3.42	
Crackers 9 cents/ serving div. by 2	186.61	
Bread 10 cents/serving div. by 2	207.35	
Other		
Salad Dressing $5 gallon x 14	70	
Pasta - 3 cents per serving	124.41	
Misc. food cost - 5 cents per child	207.35	
TOTAL	2717.23	
Food & Supplies Cost Per Salad:	**0.65**	

"TYPICAL" STUDENT SALAD BAR LUNCH: CHOCOLATE MILK, PASTA, TURKEY HAM, LETTUCE, CARROTS, CELERY, APPLE WEDGES, ORANGE SLICES, STRAWBERRIES, RANCH DRESSING

SMMUSD FOOD AND NUTRITION SERVICES

FARMERS' MARKET SALAD BAR PARTICIPATION, 2003-2004

Month of: March, 2004

School	Total Salads	Total Students	Total Adults	Combined Average for Month	Combined Average Feb. 2004	Comb. Average 2002-03
ADAMS	350	341	9	15	15	30
CABRILLO	400	365	35	17	17	15
EDISON	1516	1409	107	66	67	80
FRANKLIN	1393	1316	77	61	55	50
GRANT	2154	2118	36	94	93	109
LINCOLN	822	675	147	36	26	26
MAILBU	347	n/a	n/a	25	17	32
MCKINLEY	1992	1905	87	87	92	93
MUIR/SMASH	1988	1883	105	86	92	100
PT. DUME	1633	1537	96	71	61	61
ROGERS	2043	1962	81	89	88	114
ROOSEVELT	1705	1639	66	74	74	60
SAMOHI	1159	n/a	n/a	50	33	38
WEBSTER	899	864	35	39	38	60

TOTAL SALADS: 18,401
TOTAL AVERAGE FOR MONTH: 810 LAST MONTH: 766

SMMUSD FOOD AND NUTRITION SERVICES

FARMERS' MARKET SALAD BAR PARTICIPATION

INDIVIDUAL SCHOOL AVERAGES

SCHOOL	2001-2002	2002-2003				
ADAMS	n/a	30				
CABRILLO	51	22				
EDISON	76	80				
FRANKLIN	76	50				
GRANT	107	109				
LINCOLN	23	26				
MALIBU	32	17				
MCKINLEY	99	93				
MUIR/SMASH	105	100				
PT DUME	61	61				
ROGERS	107	114				
ROOSEVELT	56	60				
SAMOHI	38	33				
WEBSTER	60	38				

AVERAGE NO. OF SALADS SOLD PER DAY DURING YEAR:	**891**	**833**

SANTA MONICA-MALIBU U.S.D. FOOD AND NUTRITION SERVICES
SALAD BAR PRODUCTION RECORD

SCHOOL: PERSON: DATE:

ITEMS AND SERVING AMOUNT	Servings Per Purchase Unit	# Of Servings Prepared	Amount Left
CHEESE = 1oZ	1lb = 16		
EGGS = 1oz	1doz = 12		
HAM (diced) = 1oz	1lb = 16		
TUNA = 1oz	66.5 = 66.5		
TURKEY = 1oz	1lb = 16		
CHICKEN = 1oz	1lb = 16		
COTTAGE CHEESE = 1oz	5lbs = 80		
YOGURT = 1OZ	5lbs = 80		
PASTA SALAD = 1oz	1lb = 16		
CARROT STICKS =1/4 CUP	1lb = 10.30		
CELERY STICKS = 1/4 CUP	1lb = 12.20		
CUCUMBER = 1/4 CUP	1lb = 12.40		
BROCCOLI = 1/4 CUP	1lb = 9.80		
CORN = 1/4 CUP** on the cob	1lb = 3.72		
GREENLEAF lettuce = 1/4 cup	1lb = 20.80		
ROMAINE lettuce = 1/4 cup	1lb = 20.90		
REDLEAF lettuce = 1/4 cup	1lb = 20.80		
RADISH = 1oz	1lb = 15.30		
SPROUTS = 1/4 cup	1lb = 39.90		
TOMATO (cherry) = 1/4 cup	1lb = 11.80		
SPINACH = 1/4 cup	1lb = 30.7		
GARBANZO BEANS = 1/4 cup	#10 can = 24.6		
KIDNEY BEANS = 1/4 cup	#10 can = 41.9		
APPLE (sliced) = 1/4 CUP	1lb = 12		
ORANGE (sliced)	1lb = 7.25		
STRAWBERRIES(sliced)=1/4cup	1lb = 10.5		
GRAPES = 1/4 cup = 9 each	1lb = 10.40		
CANTELOUPE (diced) = 1/4 cup	1lb = 5.82		
WATERMELON = 1/4 cup	1lb = 6.46		
PEACHES = 1/4 cup	1lb = 7.79		
TANGERINES (sliced) = 1/4 cup	1lb = 8.44		
NECTARINES (sliced) = 1/4 cup	1lb = 8.69		
CHERRIES = 1/4 cup = 7 each	1lb = 8.57		
RAISINS = 1/4 Cup	1lb = 32		
SUNFLOWER SEEDS = 1/2 oz	1lb = 32		
TRAIL MIX 1/2 oz	1lb = 32		
PEANUT BUTTER = 1 oz	1lb = 16		
RANCH DRESSING = 1 oz	1 gal = 128		
ITALIAN DRESSING = 1oz	1 gal = 128		

MEAL COUNT	STUDENTS	ADULTS
SALAD BAR		
HOT LUNCH		

1 lb = 16oz
1 doz = 12
1/4 cup = 2 oz
1/2 cup = 4oz
3/4 cup = 6 oz
1 cup = 8 oz
1 gal = 128 oz
Corn on the cob to be served pin wheel style

SANTA MONICA-MALIBU U.S.D. FOOD AND NUTRITION SERVICES
SALAD BAR PRODUCTION RECORD

ITEM AND SERVING AMOUNT	AMOUNT OF SERVING PER PURCHASE UNIT	# OF SERVINGS PREPARED		AMOUNT LEFT PER SERVING	
POTATO =1/2 CUP = 1 MEDIUM POTATO	1 LB = 3 EACH				
GREEN ONION = 1/2 oz	1LB = 32				
CILANTRO = 1/4 oz	1/2 LB = 32				
NACHO CHEESE SAUCE = 1/4 oz	#10 CAN = 96				
SOUR CREAM = 1oz	5 LB = 80				
BUTTER = 1/2 oz	1 LB = 32				
BREAD ITEMS					
ROLLS = 1 SERVING	1 doz = 12				
BREAD STICK = 1 SERVING	1 doz = 12				
CRACKER (4 PACK) = 1 SERVING	1 pack = 1				

Farmers' Market Salad Bar Programs

2003-2004

Edible Education

- Age appropriate food preparation activity in classroom with nutrition lesson using 5 A Day Message promoting fruits and vegetables for better health.
- All grades

Farmers' Market Salad Bar Gardens *Co-op*

- Have a Master Gardener give your class 2 lessons in your garden on soils & tool safety and, planting.
- Receive free seeds and seedlings to plant for your school salad bar.
- Students receive a free salad bar lunch for each harvest donated to their school salad bar

Farmers' Market Tours

- Every Wednesday – Grades 2 and up
- Students receive hands on knowledge of seasonal produce from the market and $1.00 market coupon
- Blue bus tokens provided

Garden Workshop – October 1st – location to be announced

- Teachers: peer taught lessons on how to tie gardening into curriculum
- Gardening Angel/Parent volunteers: instructions on how to start and maintain gardens

Harvest of the Month Club

- Sign up to receive nutrition facts about one fruit or vegetable each month. Show us how you incorporated it into your curriculum and receive a complimentary basket of the fruit or vegetable to share with your class. Oct., Nov., Jan., Feb., Mar., May – sign up for one or all!

Kindergarten Cafeteria Tour

- Visit the cafeteria on a Wednesday morning when the fresh produce has arrived from the Farmers' Market to be used on the school salad bar

Pyramid Power

- Science based nutrition lesson centered around the Food Guide Pyramid. Designed to meet grade level standards for Health and Science. Email richwine@smmusd.org to find out how.

Santa Monica High School Garden Visits

- Sign ups will be out in November for a visit to SAMOHI Garden and Greenhouse.
- Students will be taught by Biology students about photosynthesis, cell structure, worm composting
- Order seedlings to be started at high school for your school garden in the Spring of 2004.

For more information or to reserve email richwine@smmusd.org
Or call 450-8338 ext. 259

AWARDS

1997, April	**California School Food Service Association- Inaugural Culinary Competition (Third Place)**
2000, Jan.	**California School Boards Association 21st Annual Golden Bell Awards For Outstanding Multilevel/District Wide Other Program "Farmers' Market Fresh Fruit and Salad Bar Program"**
2001, March	**California School Food Service Association48th Annual State Conference Award of Recognition "Creativeness Award"**
2001, Sept.	**American Cancer Society Special Recognition to Santa Monica-Malibu Unified School District for "A Taste of How to Eat Right" – Youth and Nutrition Award**
2001, Feb.	**Winner, Restaurant Hospitality's Best Kids Menu in America Competition**
2002, Sept.	**American Cancer Society – Youth Nutrition Award**
2003, April	**California School Food Service Association 50th Annual State Conference Poppy Seeds Photo contest – First Place Award**