Welcome, thank you for joining!

Please type any questions you have using the Q&A feature and Patty will address them at the end of her presentation.

If you are interested in joining the Healthy Food Choices in Schools Community of Practice or have any questions, please contact us at: healthy_food_choices_in_schools@cornell.edu
Best Practices for Completing a Smarter Lunchrooms Scorecard Assessment

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Getting your foot in the door at schools

What do people complain about most in schools?

➢ The food
➢ Changes in the menu
➢ Food waste
Getting your foot in the door at schools

Find out if school **Food Service Directors** meet *regularly* in your area. Many meet through:

- Shared procurement
- BOCES (Board of Cooperative Educational Services) Comprehensive Health and Wellness division
- Some other regional meeting

- *Get invited to speak to these groups* -
Getting your foot in the door

Talk about what’s in it for them:

- A more pleasant workspace
- Fewer staff complaints
- Happier administrators, teachers, parents and kids
Getting your foot in the door

Provide Smarter Lunchrooms Overviews at Trainings for School Personnel.

Get on the agenda at:

- School conferences
- School teacher in-service days
- Regional meetings of superintendents, school nurses, health and/or PE teachers
- Individual School Health and Wellness Committees (SHACs)
Getting your foot in the door

Make your overview brief, but to the point – focus on what’s in it for them

- Well-fed students perform better
- Happier parents
- Better public relations

Tailor your remarks to the specific audience
Getting your foot in the door

Collaborate with Agency Partners:

➢ Some can give you access to school groups:
  Example: ICE 8: Innovate Collaborate Educate

➢ Some can bring funding to the table:
  Examples: Creating Healthy Schools and Communities /
  local foundations / local businesses
How to excite food service staff about the Smarter Lunchrooms process

Meet with the Individual Food Service Directors at their schools

Ask them to show you their cafeterias:

• Don’t carry a clipboard with an assessment scorecard on it at this initial meeting
• Point out all the things you notice that they’re doing well
• Don’t talk about what you think they could improve
How to excite food service staff about the Smarter Lunchrooms process

Talk privately about:

➢ Benefits of making changes (less food waste/ increased sales)
➢ Changes they’d like to make
➢ Advantages of providing a staff training for their staff before doing any assessments
How to excite food service staff about the Smarter Lunchrooms process

Talk privately about:
The issues they fear regarding making changes:

➢ fear of change
➢ fear of extra work
➢ staff unwillingness to change
➢ staff sabotage
How to excite food service staff about the Smarter Lunchrooms process

Conduct a Smarter Lunchrooms Training for the frontline Food Service Staff

Start by telling them that you know:

• How hard they work
• They all want the best for the kids they serve
How to excite food service staff about the Smarter Lunchrooms process

Conduct a Smarter Lunchrooms Training for the frontline Food Service Staff

Stress:

- You’re going to offer a lot of ideas but it’s up to them and their director which, if any, they select to implement
- They should move slowly, changing one thing at a time
- Almost all of the ideas are low or no cost
- Most don’t take a lot of extra effort
- If they want to do something that might cost more than they have in their budget, you may be able to help them search for the funding
How to excite food service staff about the Smarter Lunchrooms process

Conduct a Smarter Lunchrooms Training for the frontline Food Service Staff

*Explain that you’re going to talk about what makes us make the choices we make and that Cornell likes to call this “Behavioral Economics”*

- Say, “It’s not nutrition unless it’s eaten”
- Ask if there’s anything they want to improve
- Focus on what’s in it for them
Strategies for conducting scorecard assessments and reassessments

Conducting the Initial Scorecard:

➢ Talk with the Food Service Director either before, during or after. Let it be their decision.

➢ Talk with food service staff as you’re completing the scorecard.
Strategies for conducting scorecard assessments and reassessments

Conducting the Initial Scorecard:

➢ Ask a lot of questions
➢ Ask if they have questions about what you’re looking at or why
➢ Let them know what you see that impresses you
Strategies for conducting scorecard assessments and reassessments

➢ Smile A LOT!
➢ Take a lot of pictures, but keep kids out of them
➢ Take your time
➢ Watch at least two lunch periods in each cafeteria
➢ If kids ask you what you’re doing, tell them
Strategies for conducting scorecard assessments and reassessments

Tally the Scorecard

Complete the Scorecard Summary and review it with the Food Service Director

➢ This can be completed on the spot or via email after the fact, if the Director is too busy
➢ Select the initial change(s) they want to make
➢ Set a date for a follow up reassessment
Tips to overcome barriers to making positive changes in school cafeterias

Thank everyone
Repeat
Questions?