Welcome, thank you for joining!

During the last 10 minutes of this presentation Erin will address as many questions as time allows. To ask a question please use the Q & A feature.

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
SMARterLunchrooms.org
Online Resources for Smarter Lunchrooms and Smarter Mealtimes

Erin Sharp, M.S., M.A.T.
Curriculum Designer,
Smarter Lunchrooms Movement National Office
August 28, 2017
LEARNING OBJECTIVES

1. Locate and access online resources to support the strategies of the Smarter Lunchrooms Movement, including the Scorecard, Handbook, signage, training materials, and social media

2. Locate and access online resources to support the strategies of the Smarter Mealtimes Movement, including the Scorecard, Handbook, and signage

3. Locate and access webinars, 1-CEU courses, and other resources from eXtension Healthy Food Choices in Schools
Online resource library supports

- Smarter Lunchrooms
  - Scorecard, Strategies, Handbook, Signage
  - Social media (Lunchroom Buzz)

- Smarter Mealtimes
  - Scorecard, Handbook, Signage

- Training

- Healthy Food Choices in Schools Community of Practice

Nudging Children to Eat Healthier

SmarterLunchrooms.org

Smarter Lunchrooms Movement National Office
SMARTERLUNCHROOMS.ORG
HOME PAGE

SMARTERLUNCHROOMS MOVEMENT
NUDGING KIDS TO EAT HEALTHIER

THE SCORECARD
The Smarter Lunchrooms Scorecard contains 60 simple, no-cost or low-cost strategies that lunchrooms can use to increase participation.

THE STRATEGIES
There are 60 strategies on the Smarter Lunchrooms Scorecard. Here are the details on why and how to use each one! The more

NATIONAL HANDBOOK
The Smarter Lunchrooms National Office is pleased to present the National Smarter Lunchrooms Handbook. In response to

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
LOWER ON HOME PAGE:
SCORECARD TRACKER & SOCIAL MEDIA

THE SCORECARD
The Smarter Lunchrooms Scorecard contains 60 simple, no-cost or low-cost strategies that lunchrooms can use to increase participation, improve consumption of healthy food, and reduce food waste. The strategies are based on research from the Cornell Center for Behavioral Economics in Child Nutrition Programs and partners.

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There are 60 strategies on the Smarter Lunchrooms Scorecard. Here are the details on why and how to use each one! The more strategies you implement, the more improvements in revenue, participation, and healthy eating you will see.

NATIONAL HANDBOOK
The Smarter Lunchrooms National Office is pleased to present the National Smarter Lunchrooms Handbook. In response to requests from schools and partners across the country, this handbook, provides schools with the knowledge, motivation, and support needed to build a lunchroom environment that makes the healthy choice the easy choice for all students.

RECENT LUNCHROOM BUZZ
New Smarter Lunchroom 60 Point Scorecard
Feature District: Culver City Unified School District, California

SMATER LUNCHROOMS
MOVEMENT
National Office

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
### ABOUT
- Our Team
- Sponsors
- Research
- Contact Us
- Partnerships

### SCORECARD & TOOLS
- Scorecard
- Scorecard Strategies
- Descriptive Names
- Printable Signage
- 4 Step Path
- National Handbook
- Tray Waste

### TRAININGS
- Trainings
- Smarter Lunchrooms Annual Symposium
- No Time to Train

### LUNCHROOM BUZZ

---

**Nudging Children to Eat Healthier**
**SmarterLunchrooms.org**

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[Image of newsletter and site map]
THE SCORECARD TAB

https://www.smarterlunchrooms.org

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ONLINE SCORECARD TRACKER

NUDGING CHILDREN TO EAT HEALTHIER
SMARterLUNCHROOMS.ORG

SMARter LUNCHROOMS MOVEMENT National Office
The Smarter Lunchrooms Scorecard contains 60 simple, no-cost or low-cost strategies that lunchrooms can use to increase participation, improve consumption of healthy food, and reduce food waste. The strategies are based on research from the Cornell Center for Behavioral Economics in Child Nutrition Programs and partners.

Thousands of schools across the country use the Smarter Lunchrooms Scorecard to assess and implement evidence-based strategies that make the healthy choice the easy choice. Public health professionals, including those at SNAP-ED agencies, health departments, education departments, universities, extension, and obesity prevention programs use the Smarter Lunchrooms Scorecard to measure improvements to the school nutrition environment.
The Smarter Lunchrooms Scorecard is...

- 60 simple, low cost or free strategies that can increase participation, improve consumption of healthy food, and reduce food waste
- Based on research from the Cornell B.E.N. Center
- Used to evaluate the lunchroom environment and create basis for planning and tracking change
- Free to all schools
- Used by school nutrition and food service staff or by Smarter Lunchrooms Technical Assistance Providers

EASY  FUN  EMPOWERING

Nudging children to eat healthier
SmarterLunchrooms.org
THE SMARTER LUNCHROOMS SCORECARD

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For a summary of the movement, download this flyer (PDF)

NEW! SMARTER LUNCHROOMS SCORECARD TRACKER

The Smarter Lunchrooms National Office is pleased to announce a brand new online Scorecard Tracker! With this new feature, you can enter Smarter Lunchrooms 60 Point Scorecards for your cafeteria(s) anytime on any device. It is designed to make entering, storing and tracking Smarter Lunchrooms Scorecards easy. Once registered, simply log in anytime to enter, view, and download or print your completed Scorecards.

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
THREE PRIMARY PARTS TO THE SMARTER LUNCHROOMS SCORECARD:

1. The Smarter Lunchrooms Scorecard (PDF)*:
The nation's premier tool to assess the use of evidence based and best practices strategies in lunchrooms
   - Spanish Scorecard: El Boletín de Comedores Inteligentes (PDF)
   - 508 Compliant Scorecard (PDF)

2. Smarter Lunchrooms Scorecard Summary (PDF): Complete this page alongside the scorecard to provide a quick snapshot of the results.

3. Frequently Asked Questions (PDF) about the Smarter Lunchrooms Scorecard: review this before you complete your first scorecard.

* Click here for an annotated literature review of the Scorecard (PDF)
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ONLINE SCORECARD TRACKER

RECENT LUNCHROOM BUZZ
New Smarter Lunchroom 60 Point Scorecard
Feature District: Culver City Unified School District, California

NUDGING CHILDREN TO EAT HEALTHIER
SMATERLUNCHROOMS.ORG
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RECENT LUNCHROOM BUZZ
New Smarter Lunchroom 60 Point Scorecard
Feature District: Culver City Unified School District, California
60 Strategies
- By Section
- Rationale
- Tips
- Photo Examples

THE SMARTER LUNCHROOMS STRATEGIES

There are 60 strategies on the Smarter Lunchrooms Scorecard. Here are the details on why and how to use each one! The more strategies you implement, the more improvements in revenue, participation, and healthy eating you will see.

Click the categories below to jump to the corresponding strategies:

- Focus on the Fruit
- Vary the Vegetables
- Highlight the Salad
- Move More White Milk
- Boost Reimbursable Meals
- Lunchroom Atmosphere
- Student Involvement
- School Community Involvement

FOCUS ON FRUIT

Fruit can be easily overlooked in the lunchroom. Move it to the spotlight! Here are some strategies that a Smarter Lunchroom uses to nudge students to take and eat more fruit:

At least two kinds of fruit are offered.

Think beyond apples, bananas, and oranges. Smarter Lunchrooms expose students to a wide variety of fruits including grapes, watermelon, mandarin oranges, peaches, berries, and kiwi! Make sure to offer at least two kinds each day. Fresh, frozen, dried, and canned all count!

Sliced or cut fruit is offered.

Students are more likely to eat fruit that is convenient and easy to eat. When schools slice the fruit, students eat up to two-thirds more! Slice that fruit and watch consumption soar.

A variety of mixed whole fruits are displayed in attractive bowls or baskets (instead of stainless steel pans).

Offering a beautiful variety of colorful fruit prompts students to take more. Place whole fruits in colorful bowls or baskets to make them look more appetizing and double the amount of fruit students take! Use bowls or baskets that contrast with the color of the fruit such as brightly colored ceramic or plastic mixing bowls, woven baskets, or tiered fruit stands. Mix different whole fruits together such as apples with oranges, bananas with pears, peaches with plums to emphasize variety.

South Fork Elementary School, Idaho

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SMATER LUNCHROOMS
MOVEMENT
National Office
HOME PAGE

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New Smarter Lunchroom 60 Point Scorecard
Feature District: Culver City Unified School District, California

SMARTER LUNCHROOMS MOVEMENT
National Office

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
The handbook tab

The smarter lunchrooms national office is pleased to present the national smarter lunchrooms handbook. In response to requests from schools and partners across the country, this handbook provides schools with the knowledge, motivation, and support needed to build a lunchroom environment that makes the healthy choice the easy choice for all students.

Nudging children to eat healthier
smarterlunchrooms.org
The Smarter Lunchrooms National Office is pleased to present:

The National Smarter Lunchrooms Handbook: How to Build a Smarter Lunchroom (PDF)

In response to requests from schools and partners across the country, this handbook provides schools with the knowledge, motivation, and support needed to build a lunchroom environment that makes the healthy choice the easy choice for all students.

Replaces the SLM Technical Assistance Providers’ Handbook, streamlined & updated

- Intro
- Overview Flyer
- Scorecard docs
- 60 Strategies
- 4 Step Path
  - Replaces DPIE
    - Spot it!
    - Plan it!
    - Do it!
    - Prove it!

Nudging Children to Eat Healthier

SMARTERLUNCHROOMS.ORG
4 STEP PATH & 6 PRINCIPLES

1. SPOT!
   - Manage portion sizes
   - Enhance taste expectations

2. PLAN!
   - Increase convenience
   - Utilize suggestive selling

3. DO!
   - Improve visibility
   - Set smart pricing strategies

4. PROVE!

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG

SMARter Lunchrooms Movement National Office
### Fun, Descriptive Food Names Ideas

<table>
<thead>
<tr>
<th>Vegetables</th>
<th>Fruits</th>
<th>Entrees</th>
<th>Unflavored Milk</th>
<th>Reimbursable Meals*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Big Bad Bandit Beans</td>
<td>'Orange' You Glad You're Picking Fruit?</td>
<td>Bean And Cheese Burrito Blaster</td>
<td>Mickey's Mighty Milk</td>
<td>All-Star Meal</td>
</tr>
<tr>
<td>Butter-Nutty Bites [Squash]</td>
<td>All-Mixed-Up Fruit Cup</td>
<td>Big Bad Bean Burrito</td>
<td>White Milk: Tooth Fairy's Choice</td>
<td>Athlete's Meal</td>
</tr>
<tr>
<td>Cauliflower Clouds</td>
<td>Apple Crunchers</td>
<td>Fish Sticks Of The Sea</td>
<td>Ice Cold White Milk</td>
<td>Lions' Lunch</td>
</tr>
</tbody>
</table>

### Alphabetical List of Descriptors

<table>
<thead>
<tr>
<th>Item Of The Week</th>
<th>Chilled</th>
<th>Delightful</th>
<th>Fermented</th>
<th>Gooey</th>
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<tbody>
<tr>
<td>Aged</td>
<td>Chunky</td>
<td>Deluxe</td>
<td>Fiery</td>
<td>Grainy</td>
</tr>
<tr>
<td>All-Star Meal</td>
<td>Cold</td>
<td>Distinctive</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Amazing</td>
<td>Colorful</td>
<td>Divine</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Appealing</td>
<td>Complemented by...</td>
<td>Down Home</td>
<td></td>
<td></td>
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<tr>
<td>Appetizing</td>
<td>Cool</td>
<td>Dynamite</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Award Winning</td>
<td>Crazy</td>
<td>Elegant</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bitter</td>
<td>Creamy</td>
<td>Enticing</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### So You're Looking For...

**Positive**

<table>
<thead>
<tr>
<th>Amazing</th>
<th>Delightful</th>
<th>Exquisite</th>
<th>Item of the Week</th>
<th>Palate Pleasing</th>
<th>Satisfying</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appealing</td>
<td>Deluxe</td>
<td>Extraordinary</td>
<td>Lip Smacking</td>
<td>Paired With...</td>
<td>Tar</td>
</tr>
<tr>
<td>Appetizing</td>
<td>Distinctive</td>
<td>Fantastic</td>
<td>Local</td>
<td>Pleasing</td>
<td>Tar</td>
</tr>
<tr>
<td>Award Winning</td>
<td>Divine</td>
<td>Feature</td>
<td>Luscious</td>
<td>Satisfying</td>
<td>Tar</td>
</tr>
</tbody>
</table>
FREE PRINT-YOUR-OWN SIGNAGE

PRINT-YOUR-OWN SMARTER LUNCHROOMS SIGNS AND LABELS

Dynamic, colorful signage beautifies the lunchroom and gets students excited about eating school meals! These graphic, impactful designs are easy to use -- just print in color and post along the service line, atop the salad bar, and near menu boards. We suggest laminating the signs or using clear stand-alone frames for durability. See the bottom of the page for example display materials.

Power Meal Deal Sign
Show kids how to select all meal components as part of a filling, nutritious, delicious reimbursable meal (all grades).
The signs are made to be printed on standard letter sized paper (8.5x11”).

- Power Meal Deal (PDF)

Salad Bar Signs
Celebrate salad! Prompt kids to include the “Super Star Salad Bar” as part of their reimbursable meal (grades K-8) or “Create a Crunchy Rainbow Salad” (grades 6-12). The signs are made to be printed on standard letter sized paper (8.5x11”).

- Create a Crunchy Rainbow Salad (PDF)
- Super Star Salad Bar (PDF)

Fun, Descriptive Name Labels

Giving target foods creative names stimulate kids’ curiosity and they are more likely to select the named items. Fun, catchy names and clever, cute illustrations promote fruits and vegetables for students in grades K-8 and 6-12. There is also a blank template for you to create your own labels for:

- Fruit
- Veggie
- Meal

Add your own logo!

Example display models
(no endorsement implied)

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
24 LABELS
per grade level (12 fruit, 12 veg)
2 grade levels: k-6 and 6-12

NUDGING CHILDREN TO EAT HEALTHIER
SMATERLUNCHROOMS.ORG
Example Display Materials

*Note: Smarter Lunchrooms Movement does not endorse any product or company. These display examples are for reference.

For 8.5x11" Signs: SourceOne 8.5 X 11-Inches Acrylic Slant Back Sign Holder, Brochure Holder
For 6x4 Signs: SourceOne 6 Pack 6 x 4 Landscape small Clear acrylic sign Holders
For Descriptive Name Labels: EZ Tags for Serving Lines
The Smarter Lunchrooms Movement provides a Certified Smarter Lunchrooms Technical Assistance Provider training as well as professional development for large groups of school food service staff.

SMATER LUNCHROOMS TRAININGS
Trainings are designed to help professional audiences from the fields of extension, academia, and business understand and implement Smarter Lunchrooms.

NO TIME TO TRAIN
No Time to Train is a year of engaging scripted, customizable lessons for school food service staff, aligned with USDA Learning Objectives. These engaging, customizable workshops

SMARTER LUNCHROOMS ANNUAL SYMPOSIUM
On May 11-13, 2017 join The Smarter Lunchrooms National Office at the 7th Annual Smarter Lunchrooms Symposium to hear all the latest and

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
FREE SLM TRAINING MATERIALS

- Creating Smarter Lunchrooms Free Online Course
  - 2 CEUs from SNA
- Free Professional Development Videos
- In-Person Training

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
No Time to Train Workshops

- Created for lunchroom staffs
- Engaging, hands-on SL strategies
- Monthly themes
- 15-min blocks
  - Lesson
  - Booster shot
  - Worksheets, scripts, etc. included
- USDA Professional Standard 4160

No Time to Train Lessons

August: Introduction to Behavioral Economics

Objective: Explain how behavioral economics influences food choices and how the Smarter Lunchrooms Movement can help students select, eat, and enjoy healthier foods in the school lunchroom.

Participants learn the core concepts of Behavioral Economics and the 6 Principles of the Smarter Lunchrooms Movement. They will be able to apply these principles, particularly Visibility and Convenience, in their own homes (if desired) as well as in their lunchrooms. In the Booster Shot lesson, participants view and discuss a video of a real-life Smarter Lunchrooms Makeover.

- Lesson Script (PDF)
- Workshop Slides (PDF)
- Worksheets:
  - Behavioral Economics in the Lunchroom (PDF)
- Lunch’d Video

*This lesson can be used towards the USDA Professional Standards learning code: 4160: Smarter Lunchrooms Techniques*
SMARter Lunchrooms Annual Symposium

THE 2017 SMARter Lunchrooms Symposium was a success!

Nearly 70 guests enjoyed learning the latest from the Smarter Lunchrooms Movement, with the majority of attendees becoming TAP certified, making them fully equipped to train on Smarter Lunchrooms theories and strategies!

Attendees enjoyed learning about the new 60-point scorecard and new materials including the National Handbook and Free Print-Your-Own Signage. Attendees also took part in fun activities, and heard from five guest speakers from Idaho, Minnesota, and Massachusetts.

We were also excited to introduce our new Lunch Line Redesign Magnets as fantastic tools for Smarter Lunchrooms trainings. If you are interested in purchasing a magnet kit ($45), please contact Adam Brumberg at ab697@cornell.edu.

Stay tuned! Check back here this fall for details on the 2018 Smarter Lunchrooms Symposium!

Nudging Children To Eat Healthier
SMARterLunchrooms.ORG
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LOG IN
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Resources from the EXTENSION.ORG
Healthy Food Choices in Schools Resource Area

Host of this webinar Katie Baildon is the Communications Coordinator for the this resource area which is developed by experts across the country.

To access the resources go to: articles.extension.org/healthy_food_choices_in_schools
To become a contributing expert, contact Katie at healthy_food_choices_in_schools@cornell.edu
RESOURCES INCLUDE...

- 6 Free accredited online courses (1 CEU each from SNA)
- Monthly webinars (like this one!)
- Hundreds of articles
- Educational Videos

articles.extension.org/healthy_food_choices_in_schools
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NUDGING CHILDREN TO EAT HEALTHIER
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SMarter MEALTIMES MOVEMENT

- Early Childhood Education settings: daycare, preschool, Head Start, homecare [any infant through pre-K space]
- Smarter Mealtimes Scorecard
  - 20 strategies
  - Easy, versatile, research-based
  - Community of Practice 30-min webinars (recorded)
    - Intro: overview, development, resources, highlight 3 strategies
    - 20 strategies of the SM Scorecard (CACFP training resource)
  - FAQs
- Supplemental resources
  - Handbook, signage, resources

SmarterLunchrooms.org/smarter-mealtimes
Smarter Mealtimes is an adaptation of the Smarter Lunchrooms Movement for child care environments. The Smarter Lunchrooms principles and concepts that result in increased selection and consumption of healthy food are also simple and effective in child care settings.

The Smarter Lunchrooms National Office partnered with hundreds of child care sites through The CACFP Sponsors Association to test the development of an evidence-based Smarter Mealtimes Scorecard, which was released in June 2017. The Smarter Mealtimes Scorecard is a list of 20 simple, inexpensive strategies to promote healthy eating in half- or full-day programs that serve young children. These strategies are designed for childcare centers, Head Start programs, and family homecare settings. Learn more about the Smarter Mealtimes Movement from this brochure. (PDF)

**Smarter Mealtimes Scorecard**

The Smarter Mealtimes Scorecard is a list of simple, inexpensive strategies to promote healthy eating in half- or full-day programs that serve young children. These strategies work in childcare centers, Head Start programs, and family homecare settings. The Scorecard, Summary, FAQ (Frequently Asked Questions), and Smarter Mealtimes Challenge monthly tracker all work together to help you evaluate your dining space, formulate a plan for incorporating Smarter Mealtimes strategies into your daily routine, and measure your progress!

- Smarter Mealtime Scorecard (PDF)
- Smarter Mealtimes Scorecard Summary (PDF)
- Smarter Mealtimes FAQ (PDF)
- Smarter Mealtimes Challenge monthly tracker (PDF)

**Smarter Mealtimes Handbook**

This handbook provides the knowledge, motivation, and tools needed to build a mealtime environment that makes the healthy choice the easy choice for young children. It includes an explanation of why each strategy works and how to implement it in an early childhood education (ECE) setting. Additional coordinating online resources can be found here.

- Smarter Mealtimes Handbook

**Free Print-Your-Own Smarter Mealtimes Signage**

Use these fun, beautiful designs to promote Smarter Mealtimes strategies in your early childhood education space. 26 colorful, appetizing photographs pair up with
SMARTER MEALTIMES SCORECARD

🔗 20 strategies for ECE environments
🔗 Two 30-min webinars
  🍓 Intro, development, overview, 3 strategies
  🍓 20 strategies in detail
  🍓 http://articles.extension.org/category/healthy_food_choices_in_schools_webinar

NUDGING CHILDREN TO EAT HEALTHIER
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After completing Scorecard...
- Choose 3 unchecked strategies to add to your routine
- Write in the top box (1, 2, 3)
- For a month, check each completed strategy each day
- Tally number of 3-check days each week
- At end of month, complete another Scorecard and track your improvement!
SMARTER MEALTIMES HANDBOOK

• Introduction
• Flyer/overview
• Smarter Mealtimes Scorecard
  • FAQs
  • Summary
• 20 Strategies in detail
  • Explanations
  • Tips for implementation
  • Photo examples
  • Supplemental resources online *
    • Recipes
    • Signage
    • Nutrition education
    • Fun food names
    • Seasonal food buying guide
    • …and more!

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
FRUITS & VEGGIES ABC POSTERS

- Set of 26
- Fruits & veggies
- Bold, colorful design
- Appetizing photos
- Letters & spelling

Avocado

Beet

Cherry

Dragon Fruit

NUDGING CHILDREN TO EAT HEALTHIER
SMARTERLUNCHROOMS.ORG
5 Easy Ways to Promote Fruits & Veggies

Offer First & Last
Serve or pass around for family-style meals. Fruits and veggies first, and again at the end of mealtime.

Provide Fun Names
Give fruits and veggies fun names like Monster Mash Monster or Pasta’s Pickle Garnet Corn.

Provide Stickers
Provide stickers to kids that try the fruits and veggies offered at mealtime.

Lead an Activity
Lead a nutrition or art activity that allows the kids to play with fruits or veggies before trying them.

Do a Taste Test
Let kids try small samples of new fruits and veggies outside of mealtime.

3 Easy Ways to Involve Children in Mealtime

Family-Style Meals
Allow children to serve themselves some or all items offered during mealtime from communal serving bowls. Allow children to decide what meal offerings they want to eat and how much they want to eat.

Set-Up & Clean-Up
Assign table-setting helpers each day and teach daily mealtime clean-up responsibilities to each child.

Gather Feedback
Allow children and families to provide feedback on foods served to inform menu development.

3 Easy Ways to Model Healthy Behaviors

Use Positive Language
Use positive language when you talk about healthy foods and encourage kids to try them. Encourage kids to try an "adventure bite" or ask, "What does the broccoli taste like?"

Eat the Same Meal as the Kids
Show the kids that you are also willing to try new and different foods offered at mealtime (especially the fruits and vegetables).

Best Practices Posters

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THANK YOU FOR JOINING US!

DO YOU HAVE ANY QUESTIONS?

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