



MYTHBUSTERS

Dispelling Myths about Salad Bars

● **“Fruits and vegetables are too expensive!”**

- Offering larger amounts of popular fruits and vegetables and rotating the vegetables and fruits offered by season can help keep food costs down.
- Incorporating commodity items like dried tart cherries, kidney or garbanzo beans can also help keep costs down.

● **“Kids typically don’t like fruits and vegetables. If they do, they usually stick to the standard carrots, corn, apples, and oranges.”**

- The more exposure that kids have to a variety of fruits and vegetables, the more likely they will try them.
- Kids will eat fruits and vegetables when they are prepared and presented in an appealing way. Giving food fun names, such as “crazy cauliflower,” will make trying new foods more fun.

● **“I won’t know how much food to order. I don’t want to waste unpopular items.”**

- Survey students, staff and other customers to get a baseline estimate of potential salad bar participation as well as what types of fruits and vegetables would be most popular.

● **“I won’t know if students take the right size serving for reimbursement”**

- Place the salad bar before the point of sale if possible.
- Place the salad bar after the point of sale as long as the student has three required components.
- Provide pictures of trays with the correct portions size fruits and vegetables as an example.
- Pre-portion the fruits and vegetables into individual portions.

● **“We can’t afford the extra labor costs!”**

- Labor costs could potentially decrease because food service workers would no longer need to prep multiple items at a time (chef salads, side salads, fresh vegetables). Fill quarter pans with vegetables and premeasure protein for salads.
- A staff person to monitor the salad bar is not essential. Good student training and oversight from staff is usually sufficient.

● **“We can’t afford to buy a Salad Bar!”**

- There are many ways to find funding or to raise money to purchase a salad bar.
- Many ideas are in the **Ohio Seed to Salad Toolkit**.
- Go to www.saladbars2schools.org to apply for a salad bar and for ideas on fundraising.

