



Healthy Eating

Healthy Club Canteens



VicHealth Healthy Club
Canteens

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Why you are what you eat

A healthy lifestyle has a positive impact on sports performance, so improved nutrition can benefit sporting clubs and their members. Eating well, along with getting regular exercise, plenty of rest, is one of the best ways to keep your body looking, feeling and performing well.

Adults who eat well:

- have more energy and vitality – which makes it easier to stay fit and active;
- have a lower risk of contracting heart disease, cardio-vascular disease, type II diabetes, some cancers, bowel and stomach problems;
- find it easier to fight off minor ailments like colds and viruses; and
- are more able to maintain a healthy, comfortable weight – especially if they also do regular, moderate physical activity.

Good nutrition is vital for children too – because their bodies are still developing, it's even more important than it is for adults, in some ways.

Children who eat well:

- grow and develop into healthier adults;
- develop healthy bones and teeth;
- concentrate better and learn more at school and elsewhere;
- are more able to maintain a healthy, comfortable weight – especially if they also do regular, moderate physical activity;
- stay healthier through childhood and adult life;
- are less likely to suffer from body image issues or eating disorders;
- develop mature food preferences, tastes, eating habits and skills; and
- get the nutrition they need to stay active and enjoy life.

Why is VicHealth doing a Healthy Club Canteens Project?

VicHealth is keen to improve the availability of healthy food and drink choices in sports club canteens, because good nutrition is key to a healthy, active and enjoyable life.

But VicHealth understands that behaviour change takes time – and that there are lots of reasons why sports club canteens **don't** sell healthier options. This pilot aims to identify the challenges and obstacles to stocking a wider range of healthy options in club and leisure centre canteens, and to work out the best ways to overcome them.

Support will be provided to the clubs and leisure centres that take part – with face to face meetings, phone calls and materials like these. Clubs will be helped to identify and promote healthier choices, and to identify and reduce less healthy choices.

How has this information been created?

This information is the result of a review of materials from around Australia and around the world. We've reviewed healthy eating principles and guidelines to change management in canteens; and community building principles; and we've sought input from real people and real clubs in Victoria.

This kit pulls together the best knowledge, information and ideas from successful projects, and puts everything into a local, sports club context.

If you want to know more about anything covered here, we provide a list of references at the end of each section and in *Templates and Worksheets* at the end of this folder. The enclosed CD contains live links to all the references that are on the internet – put the CD in your computer and you can “click through” directly to the references online.

What is healthy eating?

Healthy eating is about balance and moderation. It's not about never eating hot chips or chocolate – but about making sure that foods with high levels of fat, sugar or salt only make up a small part of your diet.

To practice healthy eating, you need the knowledge and skills to make healthy food choices, and access to healthy food choices.

You also need to have a healthy attitude towards food – seeing it as an essential part of life and something to be enjoyed, rather than something to feel 'guilty' or 'naughty' about.

What should I eat?

It's one thing to decide that you want to eat more healthily, and another to know what is actually healthy food. The Australian Dietary Guidelines recommend that all people should:

- enjoy a wide variety of nutritious foods;
- eat plenty of vegetables, legumes and fruits;
- eat plenty of cereals, including breads, pasta, rice and noodles;
- include lean meat, fish, poultry, and/or alternatives;
- include milks, yoghurts and cheeses;
- choose water as a drink;
- limit saturated fat and moderate total fat intake;
- choose foods low in salt; and
- consume only moderate amounts of sugars and foods with added sugar.

But working out what foods fit into which categories, and which are 'nutritious' or 'healthy' can be harder than it seems. That's why many governments and health advisory bodies around Australia and the world have adopted the 'traffic light' system of categorising foods.

To help make it easier to understand, we've included lots of detail about that system on pages seven to ten of this section. And once you know **what** you should be eating, it's important to know **how much** of it you should eat. The Australian Dietary Guidelines also make some recommendations about the daily intake of different foods.

Healthy Eating

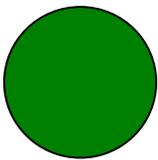
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Recommended total daily servings (taken from the Australian Dietary Guidelines)						
	Cereals (including breads, rice, pasta, noodles)	Vegetables, legumes	Fruit	Milk, yogurt, cheese	Lean meat, fish, poultry, nuts & legumes	Extra foods (maximum)
Children & teenagers						
4-7 years	5-7	2	1	2	1/2	1-2
8-11 years	6-9	3	1	2	1	1-2
12-18 years	5-11	4	3	3	1	1-3
Women						
19-60 years	4-9	5	2	2	1	0-2 1/2
60+ years	4-7	5	2	2	1	0-2
Pregnant	4-6	5-6	4	2	1 1/2	0-2 1/2
Breastfeeding	5-7	7	5	2	2	0-2 1/2
Men						
19-60 years	6-12	5	2	2	1	0-3
60+ years	4-9	5	2	2	1	0-2 1/2
One serve is:	2 slices of bread, a cup of porridge, or a cup of cooked pasta or rice	1 medium sized potato, 1 cup of lettuce or salad, or 1/2 a cup of most other vegetables	1 piece of medium sized fruit – such as apple, orange or banana, 2 pieces of smaller fruit – such as apricots or kiwis, 1/2 a cup of fruit juice	1 cup of milk, 40g of cheese, or one small carton of yoghurt	65 – 100g of cooked meat or chicken, 80 – 120g of cooked fish	1 medium slice of cake, 1 can of soft drink, 1/2 a slice of pizza, 30g crisps, 2 scoops of ice-cream

'Traffic light' system

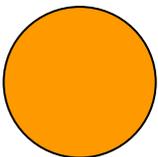
There are lots of foods around that are marketed as 'low sugar, no preservatives' or 'high energy' – or even branded as 'healthy' – but are they actually healthy? Well, often not.

Because the challenge of understanding how to read labels and ingredients lists is simply too much for anyone but a dietician, many people are now using a much simpler system of categorising foods. Called the 'traffic light' system, it divides foods into three categories.



Green foods are full of nutrients that are good for your health and well-being and are low in sugar, fat and salt, and so you can eat plenty of them.

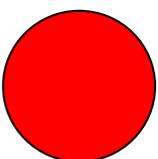
There are green foods in all the food groups. Green foods include fresh fruit and vegetables; most breads, pastas and rice; some wholegrain breakfast cereals; reduced-fat dairy products; fresh meat, fish and chicken; and water and reduced fat milk or soy.



Orange foods have some nutrients, but are often fairly high in sugar, fat or salt, so you should eat these in moderation and choose small serves.

Orange foods include full fat dairy products, some reduced-fat savoury foods like pasties, sausages, spring rolls, oven-baked biscuits, oven-baked chips or wedges and dim sims; processed meat; margarine, mayonnaise and oils; gravy and other sauces; snack food bars; plain milk-based ice-creams; ice-blocks; and fruit juices in serving sizes of under 250ml.

(Some orange foods can slip into the red category, depending on the ingredients used, the serving size, and the method of cooking. If you're not sure, see below for some references to more detailed lists.)



Red foods are low in nutrients and are high in sugar, fat or salt, so should be only eaten occasionally and in very small serves.

This category includes soft drinks (including sports drinks); all lollies; all deep fried foods; chips, crisps and other fried foods; chocolate covered ice-creams; and most cakes, muffins, sweet pastries and slices – especially in large serves.

Using the traffic light system

So how do you work out which food fits into which category? Thankfully, the move towards healthier eating in school canteens means that there's lots of information about different food and products already available.

As a starting point, have a look at:

- the Victorian Government's Go For Your Life Healthy Canteen food planner - http://www.eduweb.vic.gov.au/edulibrary/public/schadmin/schops/healthycanteen/gfy/_planner_tables.pdf;
- the ready reckoner on pages 19 to 23 of the Queensland Government's Better Choice strategy - <http://education.qld.gov.au/schools/healthy/docs/smart-choices-strategy.pdf>; and
- The WA Health Department's list of commonly supplied foods and drinks - http://www.healthyoptions.health.wa.gov.au/docs/Healthy_options_commonly_supplied_foods_and_drinks_guide.pdf.

If you're still not sure, enter the nutritional information on the product's package into the 'food calculator' on the NSW School Association's Healthy Kids website - <http://www.healthy-kids.com.au/category/5/calculator>.

Of course, knowing what categories of food you're selling is only the first step – the next is to work out how to substitute or introduce healthier options.

There'll be lots more information on how to do this later in this folder, but for now, here are three websites which list almost every 'green' and 'orange' food product available to be sold in canteens according to the traffic light system.

- The Victorian School Canteen Buying Guide - <http://www.vsca.org.au/Activities/BG.htm>;
- The New South Wales School Canteen Association's 'Healthy Kids' buyers guide - <http://buyersguide.healthy-kids.com.au/>;
- The Western Australian School Canteen Association's 'Star Choice' registered product database - <http://www.waschoolcanteens.org.au/pages/starchoice/02-starchoice.php>; and
- The Western Australian Government's 'Healthy Options WA' food and nutrition policy - <http://www.healthyoptions.health.wa.gov.au/home/>.

One last thing...

Buying and eating fresh, seasonal, locally produced food is good for:

- you, because it's often fresher, cheaper, and appropriate to the season;
- your local economy because it supports local growers, producers and suppliers and stops 'economic leak' from your community; and
- our environment, because it reduces the distance food has to travel, thereby reducing the level of pollution created by transporting food.

What your club can do

Now that we've introduced the basics of healthy eating, we can start thinking about how all of this information applies in a sports club canteen or kitchen.

The rest of this folder lays out a simple process for thinking about how your club could move towards making healthy food choices more available to your players, supporters and visitors.

Each section in the folder represents one step in the process of change, as follows.

Developing a healthy eating policy for your club – which means deciding what your club wants to do and what it doesn't. Developing a policy isn't essential, but our research indicates that change tends to be more successful if it's backed up by a policy.

Preparing for change by engaging relevant key stakeholders, assessing the current situation in your club's canteen including your cash flow and budget, revising your menu, operations, ordering, pricing and marketing; and identifying new menu items, ingredients or cooking methods and equipment.

Making the change by letting people know what you're doing and building demand for new menu items; rearranging your shelves, preparation areas and updating menus and promotional material; and overcoming challenges along the way.

Reviewing progress is the last step. It involves working out which changes have worked and which haven't, and whether there are things you need to do differently. Reviewing progress also means having a look at whether the changes you've made have had an impact on your volunteers, your ordering patterns, and your budget (including your costs, receipts and profits).

References

Information in this section was sourced from:

- [Buying Guide \(Victorian School Canteen Association\)](#)
- [Dietary Guidelines for Australians: a guide to healthy eating \(Australian Government National Medical and Health Research Council\)](#)
- [Go For Your Life Healthy Canteen Kit \(Victorian Government\)](#)
- [Healthy food and drink choices in schools – information for parents and carers \(Government of Western Australia Department of Education and Training\)](#)
- [Healthy Kids buyers guide \(New South Wales School Canteen Association's\)](#)
- [Recommended Daily Servings. Australian Department of Health and Ageing](#)
- [School Canteen Handbook \(Tasmanian Department of Education\)](#)
- [Smart Choices: Healthy Food and Drink Supply Strategy for Queensland Schools \(Queensland Department of Education and the Arts & Queensland Health\)](#)
- [Star Choice registered product database \(Western Australian School Canteen Association\)](#)

(Included in this information kit is a CD which has live links to the references on this page.)

A close-up photograph of several ears of bright yellow corn. The kernels are arranged in neat rows and have a glossy, moist appearance. The background is a soft, out-of-focus yellow, creating a warm and appetizing atmosphere.

Preparing for Change

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The possibility of change

To be effective, all change must start from a position of understanding the current situation.

Spending some time thinking about the current situation might bring out some quick fixes that your canteen or kitchen could put in place right away to increase the healthy options available to customers (such as changing the oil you use or shifting to low fat milk).

And once you know where you are, you can better assess where you'd like to be, and how you'd like to get there. To help guide you, this section includes information that can help you:

- assess your current menu;
- assess your canteen operations;
- find out what your customers want;
- decide what changes to make; and
- decide how to make the changes.

Assessing the current menu

First, you should think about the current range of food and drink available through your canteen. To guide you, there is a template 'menu assessment table' included in the *Templates and Worksheets* section at the end of this folder. We've recommended using the traffic light system for this task, because it's easy to use and understand, and there is lots of information available about which category specific products fall into.

Step one – make a list

First, you make a list of everything that your canteen sells, using the assessment table on page 73 as a template. List each item individually – so, for example, if you sell different flavours of crisps or different bottle sizes of fruit juice, make sure you include each one.

Step two – add the traffic light categories

The next task is to apply the traffic light categories to each product on your list. Please don't guess – use the tools listed on pages seven to ten of the section on *Healthy Eating* to work out exactly how you should categorise each item.

Step three – add the cost of each product, and its margin

Next, you should work out how much you sell each product for, and how much it costs you to buy each product or its ingredients. Subtracting the cost from the price will give you your margin on each item.

Step four – add details of how much you sell of each product

Your next task is to identify how much of each product you are likely to sell on any one day. If you aren't running a computerised cash register (and you probably aren't!), this might be a bit tricky – so you could:

- review your ordering or buying patterns last season, and divide the quantities ordered by the number of days the canteen was open in the season;
- have a look at stock audits, if you do these after each match day; or
- make a guesstimate, based on your experience.

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Once you have an estimate of how many of each unit you sell, you multiply the number of units by the margin you identified in step three, to identify the profit you make on that profit each day.

Step five – analyse what you’ve found

Finally, you should review your table and see what you can conclude from it.

We’ve included a simple *menu analysis worksheet* in the *Templates and Worksheets* section at page 74 in this folder to help you with this analysis – it’s set up so you can keep adding information to it as you run through the assessment, planning and change process.

*NB: We strongly recommend keeping a copy of your menu assessment in this folder – it will be useful when you come to review your progress a few months down the track.

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*Canteen operations assessment**

The self-assessment questionnaire in the *Templates and Worksheets* section on page 75 in this folder can help you understand whether there are any operational, administrative or management issues that will make it difficult to create effective change in your club canteen or kitchen.

It may be worth photocopying the questionnaire and inviting other volunteers to complete it. If you do notice that one question attracts a few 'disagree' answers, you might think about whether it's possible to fix it – and we've put suggestions for fixing specific problems right through this folder for exactly that reason.

But remember to see the questionnaire for what it is – an opportunity to identify issues and fix them, rather than a criticism of anyone involved.

The questionnaire can also be used as a review tool at the end of this pilot – it would be interesting to see whether your assessment of the canteen's performance changes as a result of the changes you make through the pilot.

**NB: We strongly recommend keeping a copy of the results of your operations assessment in this folder – it will be useful when you come to review your progress a few months down the track.*

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Canteen finance assessment

Some canteens may already have extensive financial records and be able to produce this data easily. Others may not have that information at hand instantly. That's OK – part of the benefit of taking part in this project is getting started on keeping good records.

Use the *Canteen finance assessment* template on page 77 of the *Templates and Worksheets* section to start putting in data on how much your canteen spends and makes on an annual, monthly, weekly and daily basis. Use the top half of this form to put in the finances as they are before the healthy eating changes start. Don't worry if you don't have all the data, collecting some of it now will help you to assess the financial implications of the changes you make.

You'll fill in the bottom half of the template after you've implemented some healthy eating changes and are reviewing the impact they have had on your canteen operations and your club.

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*Customer research**

One great way of making your move to healthier food choices a success is to ask your customers what they want – and then give it to them.

Research recently conducted as part of a pilot in Victorian leisure centres clearly concluded that customers are generally supportive of a towards healthier food choices. But every place is different – so it's well worth taking the time to find out more about what your customers want and would support.

Surveys are the most common way of asking customers what they want. They can be completed as an 'interview' – by someone asking them questions and recording their answers – or in writing – for example, by leaving printed surveys on your canteen counter or handing them out to customers.

Your survey can ask questions about how your customers feel about healthier alternatives and whether they'd like specific choices added or removed.

Asking your customers to tell you what they want increases their 'buy in' when the changes actually happen – especially if you take the time to let them know the results of the survey.

To help you get started, we've included an example of a customer survey in the *Templates and Worksheets* section at the end of this folder. You can copy it to use with your customers, or use it as a base to create your own survey.

*NB: We strongly recommend keeping a copy of the results of your customer research in this folder – it will be useful when you come to review your progress a few months down the track.

What changes to make

Once you've worked out what's already happening in your canteen, and what your customers want, you can start thinking about what changes you can make. Here are some ideas to start with. You might just use one, or choose to combine a range of approaches.

Remove less healthy items from the menu

You may choose to remove one or more 'red' or 'orange' items from the menu without replacing them with healthier items. This is a quick way of improving the proportions of red, orange and green foods you sell, and could be a good approach if the customer surveys consistently indicated some items that customers would be happy to see removed from the menu. Before you do it, though, you will need to think about:

- how you're going to let your customers know;
- what you're going to tell customers who ask for the item;
- whether your customers will buy something else, or just not buy anything; and
- what margin and profit you make from that item.

Adding more healthy items to the menu

You could just add a few more healthy items to the menu. Again, this is a good way to improve the proportion of healthy choices available, and is likely to work if the surveys indicated that a number of customers would like to see a particular item available. If you choose this approach, you'll need to think about:

- how you're going to let your customers know that you've added a healthy choice;
- how you might create demand for the new product through marketing, display or pricing (see customer marketing, education and communication on pages 48 to 51 in the *Making the Change* section);
- impacts new products will have on your volunteers, preparation and storage area; and
- what margin and profit you make from that item.

(If you're interested in thinking about healthy options that can be prepared onsite, we've collected lots of great recipes for healthier choices in *Templates and Worksheets*.)

Replacing less healthy items on the menu with healthier choices

This involves simply swapping one item on the menu for another – moving from potato crisps to savoury rice crackers, for example.

It is also possible to make small changes, like selling lower fat pies, sausage rolls, pasties or sausages instead of full-fat ones. It may be worth trying a few different brands, and even offering customers free 'taste tests' to see which ones they prefer.

If you buy from local bakers or butchers, for example, they might be willing to work with you to reduce the fat, salt or sugar content of the goods that they sell you.

Not all of the substitutions you make will involve a shift from the 'red' to the 'orange' or 'green' category, but they're still worth doing for the difference they'll make to your customers' diet.

To prepare for this change, you will need to:

- promote, market and price the new item to create demand for it;
- find alternative products, and perhaps alternative suppliers (have a look at the buying guides listed on page eleven in the *Healthy Eating* section for some ideas, and don't forget to check out the recipes we've included at the end of the folder);
- decide what you're going to say to customers who ask for the replaced item;
- think about how many customers will buy the replacement, and how many will simply decide not to buy anything; and
- check what impact the new item will have on margins and profits.

Moving to healthier ingredients

It is possible to keep your menu entirely intact, but improve its nutrition value by replacing less healthy **ingredients** with healthier ones. This is a good approach to take if you prepare some food on site, and your customers don't strongly support a shift to healthier options. Studies have shown that people don't notice a taste difference, particularly if you don't advertise the changes.

This approach has been proven to improve healthy eating. A Finnish studyⁱ running since the mid-70s has found changing to lower fat milk, low-fat spreads instead of butter, increasing fruit and vegetable consumption and reducing meat and dairy consumption led to a 73 per cent drop in the number of people dying from heart disease, an 18 per cent drop in cholesterol levels and a drop in blood pressure across the population.

Some recent Victorian research found replacing ingredients to be very effective in leisure centres where demand for red foods was high.

Examples of this approach include using:

- low-fat spreads instead of margarine or butter on sandwiches;
- low-fat milk for coffees, milkshakes and smoothies instead of full-cream milk;
- lean meat (especially mince), chicken and sausages;
- low-fat and salt reduced stock in soups and sauces;
- reducing the amount of salt added in the cooking process, instead adding herbs, spices, vinegar and lemon juice for flavour;
- asking customers whether they want salt on their chips, instead of just adding it;
- adding grated vegetables to meat-based pasta sauces and other dishes;
- adding salads to sausage and steak sandwiches;
- using wholemeal flour instead of white;
- using wholemeal or wholegrain bread and rolls; and
- using reduced fat cheeses in sandwiches and other recipes.

One really easy – and really effective – change you could make is replacing the oil in your deep fryer with a healthier alternative. The Heart Foundation has some great information on the best sorts of oil to use, as well as some tips on making your oil last longer so it becomes cheaper in the long run (see

http://www.heartfoundation.org.au/Professional_Information/Tick/3-Step_Guide/Pages/default.aspx).

Moving to healthier cooking methods

Another way to expand the range of healthy options you offer is to change the way you cook food. A simple example is moving from deep fried dim sims to steamed dim sims.

Some of the healthier cooking methods include:

- steaming;
- stir frying;
- grilling; and
- shallow frying (instead of deep frying).

Reviewing portion and serving sizes

Again, this is a simple way to make a big difference. Instead of deciding not to sell potato chips, you could decide to sell them in 30g bags instead of 50g bags. For hot chips, sell them by the cup instead of by the bag. You may find that reducing portion sizes also works for you, because you can generally charge a higher margin on a smaller size than on a larger one.

If you want to use this approach, you should think about:

- finding smaller portion sizes of packaged items – which may mean a new supplier;
- what you're going to say to customers who ask for the replaced item;
- how many customers will buy the replacement, and how many will just not buy anything;
- the impact the new item will have on margins and profits.

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Reviewing pricing

Pricing is a really good way to reduce demand for less healthy choices, and increase demand for more healthy choices.

While it doesn't change the proportion of green, orange and red food that you stock, it can change the proportion you sell – and it's especially effective if you're introducing new healthy choices.

When you're reviewing your prices, you can think about:

- putting the price of less healthy options up – which subsidises the cost of healthy items, *and* reduces demand for less healthy items;
- creating specials or 'meal deals' of healthy items that represent good value.
- offering a 'frequent flyer' program for green foods – buy four, get the fifth free; and
- making sure that you display the (cheap) prices of healthy items.

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A quick note on adding new items to your menu

Here are a few simple tips to increase your chances of success when introducing a new, healthy item to your menu.

1. Think about the preparation time, storage and equipment requirements that the new item will create – complex recipes may turn out to create more problems than they solve.
2. Make sure your staff are trained and ready to produce the new item, and your food handling procedures are up to date.
3. Check how much the product or ingredients will cost you, and how much you can sell the item for (bearing in mind the idea of pricing less healthy items high, and healthy items low).
4. Consider portion control, because it affects both your profit levels, and nutrition for your customers.
5. Be realistic about the likely demand for the product – and if you can, do some research and taste testing with customers before you buy the item in bulk. This approach will reduce the likelihood of food wastage once you start selling the product.

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How to make the change

Once you've decided what you're going to change, you'll need to think about **how** you're going to make the change. There are basically two options (with a few variations on both):

- making all the changes you're going to make overnight; or
- gradually removing less healthy options and phasing in new, healthier choices.

Overnight change

The benefit of moving to a new menu overnight is that the transition is quick, clean, easy and simple, and that it will instantly encourage customers who want to buy something to buy a healthy option.

However, the downsides are that:

- some customers, if they can't buy what they've always bought, may choose not to buy anything;
- workers in the canteen may have to spend a lot of time talking with customers (especially unhappy customers) about the changes; and
- you may have to get rid of some less healthy stock that has already been bought and stored.

It is possible to overcome some of these downsides, by planning for the change well in advance (and changing ordering patterns accordingly) and doing lots and lots of promotion about the new menu. (See customer marketing, education and communication on pages 48 to 51 in the section on *Making the Change*)

Gradual, phased change

The other approach is to slowly remove less healthy items and phase in more healthy choices over time. The benefits of this approach are that it:

- allows customers to get used to the changes
- gives customers the chance to find new products that they like
- reduces the number of customers who will decide not to buy anything at all because they can't get what they want
- gives you plenty of time to prepare for the change.

If you choose this option, you should be aware that our research clearly indicates that most customers will continue to buy less healthy options for as long as they remain on the menu – not necessarily because people love less healthy food, but because people are often creatures of habit.

As a result, it will be much harder to create demand for the less healthy options, which will make it seem like the time, effort and cost that has gone into making them has been wasted.

You may be able to overcome any lack of demand for new menu items by using the ideas outlined in customer marketing, education and communication on pages 48 to 51 in *Making the Change*).

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References

- [Healthy Menus Made Easy \(Centre for Health Promotion, Children, Youth And Women's Health Service, Adelaide\)](#)
- [Go For Your Life Healthy Canteen Kit \(Victorian Government\)](#)
- [Healthy Kids Tips for Food Preparation and Recipe Modification \(New South Wales School Canteen Association\)](#)
- [Healthy Kids Alternatives to Red Foods \(New South Wales School Canteen Association\)](#)
- [Healthy Kids Getting Food Sold \(New South Wales School Canteen Association\)](#)
- [Fresh Tastes Toolkit \(NSW Department of Education\)](#)
- [Smart Choices: Healthy Food and Drink Supply Strategy for Queensland Schools \(Queensland Department of Education and the Arts & Queensland Health\)](#)
- [Workplace Health Promotion Program \(Singapore Government\)](#)
- [Star Choice registered product database \(Western Australian School Canteen Association\)](#)
- How to implement healthy food choices at your leisure centre café (Prof. Boyd Swinburne and Erin Gleeson, Unpublished)
- [School Canteen Handbook \(Tasmanian Department of Education\)](#)
- [Buying Guide \(Victorian School Canteen Association\)](#)
- [Heart Foundation Three Step Guide \(Heart Foundation\)](#)

ⁱ *Influencing public nutrition for non-communicable disease prevention: from community intervention to national programme – experiences from Finland.* Pekka, Pirjo and Ulla, published in Public Health Nutrition Volume 5(1a)

Developing a Healthy Eating Policy

Healthy Club Canteens

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Why have a healthy eating policy?

Research indicates that change is more achievable and sustainable if it's backed up by policy.

A pilot in commercially-run leisure centres clearly indicated that the centres that had a policy (and promoted it) were much more successful in expanding the range of healthy food choices and getting customers to buy them.

This is because having a policy can help your club:

- communicate a consistent message about healthy eating to the members, supporters and visitors;
- plan and agree on a direction for change;
- support canteen staff as they make the changes;
- set goals for the canteen and its operations;
- make sure that the changes you make are in line with the values and priorities of the club; and
- help deal with negative feedback.

Creating a healthy eating policy

Creating a healthy eating policy can be done by a group or a single person. However you do it, the final product must have the support (or at least the endorsement) of the club committee.

When you sit down to start work on the policy, you can start by thinking about **why** you're developing the policy. It could be because:

- your club wants to play a role in supporting the health and wellbeing of its members, supporters and visitors;
- your club believes that good food fuels great on-field performance;
- you want your club to be regarded as a healthy, active place to be; or
- any or all of the above, or a million other reasons.

Next, you should think about **what** you hope your healthy eating policy might achieve. It could be:

- expanding the range of healthy food choices available at your club;
- encouraging members to make better food choices;
- helping your junior members to adopt healthy eating habits for life;
- supporting local producers and suppliers;
- contributing to a win at next year's grand final; or
- any or all of the above, or a million other aims.

Then, you decide how your healthy eating policy will help you achieve those goals. This section is basically a summary of the changes you're going to make. It might include:

- setting targets for the proportions of green, orange and red foods on your menu;
- adopting healthier cooking techniques;
- substituting healthy ingredients for less healthy options;
- changing your pricing structure to make less healthy options more expensive, and reduce the price of more healthy options;
- changing the display area of your canteen to highlight and promote more healthy items;
- moving to smaller serving sizes for food prepared in the canteen, and packaged items;
- adhering to the Australian Dietary Guidelines and recommended daily serves (see page six in the *Healthy Eating* section); or
- any or all of the above, or a million other ideas.

Given that you are right at the beginning of the process, your ideas about this may well change with time – but it's still worth thinking about what you might do. You can always issue the policy as a draft at first, and then come back after you've made some changes to see if you were too ambitious – or whether you could even go further!

If you need a bit of help to get going, have a look at the sample policies we've included at the end of this section.

Beyond the canteen

When you're working on your healthy eating policy, you might want to think about how your club might apply it beyond the canteen. Your policy is likely to have much more credibility if it applies right across all club operations, not just at the canteen window.

For example, your policy might include:

- a commitment to seeking out healthy catering for club functions;
- a decision to stop accepting sponsorship from fast food chains or other suppliers associated with less healthy food options;
- seeking sponsorships for your club from organisations promoting healthy lifestyles through physical activity or healthy food such as a local sports store or fruit market;
- providing 'active' rewards such as sports equipment or vouchers for club presentation nights, as an alternative to fast food vouchers; or
- replacing 'red' items in vending machines with 'orange' or 'green' alternatives or smaller packet sizes, or removing vending machines entirely.

Getting support or endorsement

After you've created your draft policy, you'll need to get it supported or endorsed by your club's committee.

This may meet with some resistance. Of course, you know how best to work with your committee, so we'd never presume to tell you how to do it, but we have put together some tips for getting their support.

- Spend some time finding out their knowledge and interests relating to food and engaging them by providing more information about the importance of healthy eating, and its impact on health and wellbeing – and sports performance.
- Make some links with other club policies – especially those that look at smoking, drinking alcohol and spectator behaviour.
- Be willing to listen and compromise. You're probably better off having a more flexible policy than no policy at all.

Promoting your policy

Once you've had the policy endorsed, you'll need a pat on the back. (Have one from us: well done you!). Next, you can start thinking about how you're going to let your club's members, supporters and visitors know about the new policy.

Promoting the policy is important, because it will help your members understand why you're going to make some changes in the canteen or other areas of the club. When people understand why you're doing something, they're much more likely to accept it.

Some of the ways you could promote the new policy would include:

- displaying it around the club;
- handing it out with membership or enrolment forms at the start of the season;
- including it in the club handbook (if you have one);
- writing a short article about it in the club newsletter or on the club web site;
- handing it out at club functions or meetings;
- sending a copy to every member, with a brief note explaining what it is and why it has been created.

Developing a Healthy Eating Policy

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References

Information in this section was sourced from:

- [Dietary Guidelines for Australians: a guide to healthy eating \(Australian Government National Medical and Health Research Council\)](#)
- [Fresh Tastes Toolkit \(NSW Department of Education\)](#)
- [Go For Your Life Healthy Canteen Kit \(Victorian Government\)](#)
- Healthy Food Choice Policy (Victorian Little Athletics Association)
- [Healthy Kids sample canteen policy \(New South Wales School Canteen Association's\)](#)
- How to implement healthy food choices at your leisure centre café (Prof. Boyd Swinburne and Erin Gleeson, Unpublished)
- [Recommended Daily Servings, \(Australian Department of Health and Ageing\)](#)
- [Sample Healthier Catering Policy \(Singapore Government\)](#)
- [School Canteen Handbook \(Tasmanian Department of Education\)](#)
- [Smart Choices: Healthy Food and Drink Supply Strategy for Queensland Schools \(Queensland Department of Education and the Arts & Queensland Health\)](#)

Sample policies

Adapted from the Victorian Government's Go For Your Life Healthy Canteen Kit

Rationale

The school's canteen reflects the value the school puts on healthy eating practices to students and the wider school community. In addition to providing nutritious foods, the canteen has an important health promoting, educational and socio-cultural role within the school. For students that use the canteen regularly, the foods purchased there make a significant contribution to total food intake and nutrition. Nutrition is important to health through life and it is particularly important at times of rapid growth and development, which include the school years.

Aims

- Provide an enjoyable, nutritious and attractively presented selection of foods and drinks at reasonable prices.
- Promote and encourage healthy food choices.
- Function as an efficient business enterprise.
- Encourage courtesy and consideration among all personnel using canteen facilities.

Nutrition policy

- Provide foods consistent with the Dietary Guidelines for Children and Adolescents in Australia and the Department of Education & Training's School Canteens and Other School Food Services Policy
- Link to classroom and other school activities to complement and reinforce healthy eating messages.

Pricing and income

- The average mark-up on healthy food items shall be X%.
- The average mark-up on less healthy food items shall be greater, at Y%.

Review

- The policy will be reviewed annually by the canteen committee and amendments forwarded to the committee at least one month prior to their annual general meeting.

Adapted from the NSW School Canteen Association's 'Healthy Kids' canteen policy

Rationale

Our school canteen:

- provides healthier food choices for students in the school canteen menu that reflect the Australian Dietary Guidelines for Children and Adolescents;
- supports the Fresh Tastes @ School NSW Healthy School Canteen Strategy which was developed from the Prevention of Obesity in Children and Young People: Government Action Plan 2003-2007 and recognizes that schools are an ideal setting to educate about healthy food choices and physical activity;
- provides the means by which children and adolescents can put into practice the nutrition messages they are being taught in the classroom; and
- models healthier food choices that are tasty, interesting and affordable. This can influence food choices at school and in the wider community.

Aims

The school canteen will aim to:

- encourage the development of good eating habits consistent with the Australian Dietary Guidelines for Children and Adolescents;
- provide a variety of food and drinks consistent with the Fresh Tastes @ School NSW Healthy School Canteen Strategy;
- provide an enjoyable, nutritious and attractively presented selection of food and drink at reasonable prices;
- develop an appreciation of the social, ethnic and cultural aspects of foods, as well as the nutritional aspects;
- provide students with practical learning experiences about making healthy food choices that reinforce classroom teaching on nutrition;
- function as an efficient business enterprise;

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- demonstrate high standards of food safety and hygiene in relation to the preparation, storage and serving of food at the canteen consistent with the national Food Standards Code;
- provide an opportunity for the school community to participate in decisions concerning the operation of the school canteen through the canteen committee;
- encourage courtesy and consideration among all personnel using canteen facilities;
- provide an opportunity for parent and community involvement in children's education environment; and
- provide a financial contribution towards resources for all students in the school.

Distribution of the Policy Document

A current copy of this policy and supporting documents will be on permanent display in the school canteen. A copy of the current canteen policy that has been signed and dated will be given to all canteen committee members at the first canteen committee meeting following the parent body annual general meeting.

Adapted from the Victorian Little Athletics Healthy Food Choice Policy

This centre is aware that healthy eating is a vital part of good health. We recognize that lifestyle diseases such as heart disease, stroke, certain cancers, non-insulin dependent diabetes and obesity are all associated with the food we eat.

We acknowledge that healthy eating can have an impact on the lives of our members, and that the provision of healthy foods will contribute to better health for all. Enjoying a variety of foods from the different food groups is the key to healthy eating.

The Centre will ensure that a variety of healthy food choices are available for all Club activities. This applies to all meetings, competitions, functions and events and to all members, officials, players, volunteers, spectators, visitors and any others taking part in Club activities.

The following strategies have been adopted to ensure that a variety of healthy food choices are available at all Centre activities.

- The Centre canteen (where applicable) will provide a variety a variety of healthy food choices.
- Healthy food choices will be available at all Centre events and functions.
- The enjoyment of healthy eating and the role of food in relation to health will be promoted at Centre activities and in Centre publications.
- Healthy food choices will be displayed more prominently than other foods.
- Healthy food choices will be priced competitively.
- The variety of confectionery, potato chips, soft drinks and ice creams will be limited.
- The Centre will attempt to introduce at least two new healthy food choices to the Centre, each season.



Making the Change

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Making the Change

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Now that you've decided what you're going to do, and how you're going to do it, your next focus needs to be on actually making the change.

If the changes you make are going to be successful, you'll need to think about three things:

- marketing to and communicating with your customers to help build support for the change and demand for new items;
- budgeting to buffer any potential reduction of income during the change over period;
- changing your canteen environment to accommodate and promote the new menu; and
- overcoming any challenges you encounter along the way.



Making the Change

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Customer marketing, education and communication

It is possible to prepare your customers for the shift to healthier options, and even influence what they buy. This will encourage help them accept the changes you make, and encourage them to buy new products, which in turn will reduce the impact of any change on your profits.

You can prepare customers for the change through market testing, education, marketing, and promoting your efforts within the broader community.

Education

Here are some easy ideas for educating your customers about the change, and about why you're making the change.

- Make sure everyone gets a chance to read and understand the club's healthy eating policy – put it up around the canteen, have copies available for people to take, include articles in the club newsletter or on the website, and send copies to members.
- Contact your local hospital or health service, or Nutrition Australia, for posters, brochures or leaflets that you can use to promote healthy eating messages to your customers.
- Hold a 'healthy eating workshop' as a club fundraiser, with a speaker from the local hospital or health service offering simple healthy eating messages, and healthy catering.
- Include copies of the Australian Dietary Guidelines or other healthy eating publications in your club enrolment kit (contact the National Health and Medical Research Council on 1800 020 103 or Go For Your Life on 1300 73 98 99).
- Hold an education session about healthy eating for canteen workers, so that they can explain the reasons behind the change.

Market testing

If you've decided to add some new items to your menu – rather than simply changing ingredients, serving sizes or cooking techniques – it's probably a good idea to get some customer feedback before you start cooking or buying in bulk.

If you've asked your customers to complete a survey before you started this process (see 'Customer Surveys' on page 20 in *Preparing for Change*), you should already have some ideas about what your customers would like to see on your menu.

If you skipped that step, it might be worth scaling back the survey we've created in the *Templates and Worksheets* section, and asking customers what menu items they'd like added (and possibly removed).

Once you've agreed on your new menu items, you may want to get customers to taste-test them. You don't have to give people a whole serve – just enough so that they can decide whether they like it and would buy it. If you're adding new packaged items, your supplier may be willing to give you enough samples for your taste-tests.

Taste-testing could run alongside the normal canteen operation – although you'll probably need some extra help that day – or could be a special event held just for the club committee or a few select players, supporters or members.

Either way, it will give you:

- some indication of what products people like and which they don't;
- a chance to have a trial run of preparing or cooking the new product – so that if it's too fiddly, time-consuming or difficult, you can abandon it; and
- another chance to promote the changes you're making and why you're making them.

Marketing and promotion

Here's a shopping list of marketing and promotional ideas that you could use in your canteen to build demand for healthy choices.

- Make a sign that says 'This canteen offers healthy choices, because good food is fuel for sport' or something similar.
- Create a 'canteen news board' with copies of the new healthy eating policy, promotions for new 'green' items and healthy eating / 'green' food promotional posters.
- Use the traffic light symbols on menus, so that people (especially parents) can see what they're buying.
- Make bright, attractive posters to highlight individual new menu items to display in the canteen area.
- Promote the new healthy menu beyond the canteen counter – in change rooms, club rooms, newsletters etc.
- Ask local greengrocers or other suppliers for posters of fruit and veggies to put up around the canteen.
- Have brochures on healthy eating available on the canteen counter for people to take and read (contact the National Health and Medical Research Council (1800 020 103) or Go For Your Life on (1300 73 98 99).
- Write a letter to all club members explaining the upcoming changes. Include the new menu, your club's healthy eating policy and a few 'healthy eating tips'.
- Find some 'food ambassadors' – high profile sports people from your area who could visit your club to spruik the benefits of healthy food.
- Turn the first day of your new menu into a celebration or special occasion – perhaps have balloons and fruit to hand out to kids, healthy eating brochures for parents, and perhaps a local health service offering blood pressure checks or other on-the-spot health checks.
- Include a regular healthy eating tip in your club's newsletter – see http://www.det.wa.edu.au/healthyfoodanddrink/docs/Tips_for_including_in_school_newsletters.pdf for a great list of tips you could use.



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- Offer 'opening specials' or 'meal deals' that price new items competitively.
- Give customers 'taste-tests' of new items – small amounts of the new food to try before they buy.
- Put a 'suggestion box' in the canteen, and encourage people to offer feedback about the new menu, and make suggestions about any other changes or new items they'd like to see.
- If there is a public announcement system at your venue, use it to promote the healthy item or meal deal special of the day.
- Create a 'frequent flyer' program for people who purchase healthy items – buy four and get the fifth free, or similar.
- Run a competition – like a simple question and answer based on the new menu or healthy eating policy. Or hand out raffle tickets when people buy a new item, and have a 'lucky draw' at each match.

Other promotion

Most members love reading in the newspaper or hearing on the radio that their club has been recognised for doing something positive.

As well as generating a sense of pride among members, being regarded as a club that supports members to make healthy choices is good for your local reputation – and may even help attract new members or sponsors.

It's also worth contacting your State Sporting Association to see if they want an article for their newsletter, or submitting something to Sport and Recreation Victoria's Active State magazine. Such publications are often looking for good news stories, and your club will get some good exposure as a result.

Changes to your canteen environment

There are three things about your canteen's physical environment to think about when you're moving to a healthier menu:

- setting up the preparation area, equipment and cooking facilities to suit the new menu;
- rearranging shelves, fridges and other displays to better promote healthier items; and
- promoting your menu through menu boards, posters, brochures and other marketing.

Preparation area, equipment and cooking facilities

You will need to think through your new menu and consider how you set up your preparation area, equipment and cooking facilities.

When you review your preparation area, you should think about:

- what is required in preparing your new menu (cutting or chopping, washing, assembling, etc) and how much room there is to do it;
- whether the ingredients and equipment needed to prepare your new menu are within easy reach of the preparation area;
- how many people will be able to work side-by-side in the area you have available – and whether there's enough room to prepare **and** sell stock, or whether all preparation needs to be done before the canteen opens; and
- whether the storage and fridge space is being used effectively. So for example, if you're short on fridge space, think about reducing the number of drinks stored in the fridge and leaving some in boxes. That way you can replenish your cold drink stock as needed, and give yourself a bit more room in the fridge for other ingredients.

In the early stages, we wouldn't recommend buying large amounts of new equipment (or throwing out old equipment – especially if it was expensive to buy!). Instead, you might find somewhere to store the equipment that isn't going to be used for your new menus.

Food display and presentation

The way you display food choices has a big impact on how they sell – which is why companies compete so fiercely over eye-level shelves in supermarkets.

Even if you aren't changing anything on your menu – and even more importantly, if you are – changing your display of the food and drink you offer will make a difference to demand. Try:

- packaging prepared items in see-through containers, so that people can see what they're buying;
- putting small, less perishable healthy items on the counter, so they're the first thing your customers see when they walk up;
- displaying healthy options attractively and appealingly. For example, arrange fresh fruit neatly in see-through boxes on the counter, or small packets of fruit or nuts in nice baskets;
- wrapping sandwiches and rolls so that their fillings can be seen easily;
- clearly labelling the prices of different foods – not knowing how much something is will often discourage customers from buying it;
- removing less healthy options from display, and letting customers ask for them; and
- rearranging shelves to put healthier items from just below eye level and upwards, and less healthy options on lower shelves (don't forget the fridge!).

And don't forget to listen to what your customers are telling you. Make it clear that you welcome their feedback and suggestions: when people feel like they have a say, they tend to be more supportive. There's more about listening to your customers and asking for their contribution in the section on *Reviewing the Change*.

Promotion in and around the canteen

There are lots of tips for promoting your new menu under marketing and promotion on pages 50 – 51 of this section.

Overcoming challenges

We're worried that healthy foods are more expensive to buy and prepare, which will reduce our canteen's profits.

While it's true that buying healthy options can be more expensive, our research indicates that school canteens that have made the shift to healthier menus have retained or improved their profit levels.

Here are some suggestions that might help you manage the costs and maintain your profitability.

- Keep good ordering and sales records so you can make sure you're only ordering what you need and not throwing out food.
- Approach local retailers and suppliers to see if they would be willing to donate food, or sell you food or ingredients at a reduced price, in return for promotion.
- See if local bakeries, supermarkets or greengrocers would be willing to give you food that needs to be used immediately.
- Review your pricing structure to see if you can mark up the price of less healthy options, in order to subsidise healthy choices (see page 25 of *Preparing for change* for more pricing ideas)
- Create demand for your healthy products, through education and promotion.
- See if you can join forces with other clubs in your area to negotiate bulk-buying deals with local suppliers.
- Structure your menu so that it uses the same ingredients across a range of dishes – this reduces the number of ingredients you need to buy, and means you can buy things in bigger quantities, which are generally cheaper.
- Aim to have a few quality, attractive, tasty items rather than too many that don't sell – this will make it easier for you to manage stock, ingredients and profits.

What if we introduce new items and no-one buys them? There doesn't seem to be much demand for healthy options.

This section of the folder is all about how you can educate and encourage people to buy the healthier items you stock. So, if you're having trouble, go back and see if you can pick up any tips you might have missed the first time.

You can think about:

- how to use marketing and promotion to increase customer demand for the healthy choices you sell;
- making changes gradually, so that new, healthy items on the menu have time to 'build up a following' among your customers;
- holding back on buying large amounts of ingredients or stock until you know the product is a winner;
- reviewing your pricing structure so that less healthy options are marked up to subsidise new, healthy items; and
- testing things before adding them permanently to the menu

Since we started stocking healthy options, people are buying 'red' food from elsewhere and bringing it with them.

If you're finding that people are spending their money elsewhere, you probably need to review your menu, your education and your marketing. You could:

- spend some time surveying customers to find out what they want to buy;
- increase the marketing and promotion of your current menu;
- encourage the club committee to support your efforts by promoting the new menu and the reasons behind it at club meetings, training sessions and in newsletters;
- find more educational material about healthy eating to hand out at matches and display around the canteen; and
- review your pricing to make sure that price isn't the reason people are going elsewhere.

We're having trouble getting healthy ingredients from our existing or local suppliers?

Getting regular supplies of certain products can be difficult in some areas. If you have a problem getting what you want, there are three things you can do:

- look around for another supplier;
- adjust your menu so that you only stock what is readily, reliably available; and
- work with other canteens in the area and approach suppliers as a group. Suppliers are often willing to stock products if they know there is a demand. (And see the Victorian School Canteen Association's buying guide for local suppliers).

We don't have the fridge or shelf space to keep large stocks of perishable food.

Storage space is a really common issue in canteens – and healthy food does tend to be more perishable than less healthy options. However, there are some things you can do to make the most of the storage space you have.

- Consider your storage space when choosing your menu – if you don't have a huge fridge, don't put lots of things that need refrigeration on your list.
- Balance the benefits of bulk buying with the realities of your storage space – there's no point buying more than you need at a cheap price if you then throw much of it out because you can't store it.
- Take the time to keep good records on what you buy, sell and discard – over time, you'll find your buying patterns come more into line with your sales patterns.
- Investigate long-life products – even fruit and vegetables can be stored effectively if they are well-packaged. This is something to investigate with your suppliers.
- Within the bounds of the current food handling rules, see if there are people in your club who can 'lend' you storage, fridge or freezer space.
- Investigate sourcing donations, support and sponsorships from food suppliers and retailers in your area who are willing to store their donations til you need them.
- Have a look at the recipes we've collected, and see which ones your club could manage without needing extra storage.

We don't have the equipment we need to prepare the healthy choices we want to offer.

As with storage space, getting extra equipment to make new things can be a great challenge for canteens that put profits back into their clubs.

Unless you're really sure that a new menu item will sell well and justify the investment in new equipment, it might be a better idea to choose a healthy option that you can make with the equipment you already have.

If you do decide to invest in some new equipment, it's worth watching online and newspaper classifieds – restaurants and cafes that upgrade equipment often sell their old equipment at a significantly reduced price.

We're worried that moving to a healthier menu will put even more demands on our already stretched volunteers.

Healthy food doesn't have to mean more work. It's all a question of working out what resources you have, and how best to use them.

As part of your preparation for change (see *Preparing for change*), you will need to think about all the resources that are available to you, including volunteer workers. If finding volunteers is a challenge for you, go for healthy menu items that don't require too much preparation or cooking – have a look at our recipes in the *Templates and Worksheets* section for some ideas.

Here are some other ideas.

- Try to find more volunteers from within your club.
- Advertise around your community for volunteers who want to contribute, but aren't interested in being part of the sports club itself.



Making the Change

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- Look at different ways to expand the healthy options on your menu – changing cooking techniques, substituting ingredients, changing serving sizes or substituting healthier packaged items with less healthy alternatives.
- Reduce the number of items on your menu – only have one or two that require preparation.
- Reward your volunteers so that they know that their work is appreciated and valued.
- Invest in cheap, labour saving devices that make food preparation quicker and easier – like vegetable slicers and food processors.
- Purchase foods that are ready-prepared to reduce work for your volunteers. For example if a healthy burger is on your new menu, it's possible to buy vacuum-packed pre-cut lettuce, onions and tomatoes.

We're so busy doing what we have to do that we don't have time to devise new menus for the canteen.

There is absolutely no doubt that one of the great challenges of volunteering is that you spend so much time doing, you never get to plan or reflect. That's why we created this folder.

It's full of step-by-step hints on how to go about moving to a healthier menu in your canteen – everything from assessing what you currently do, to planning what you want to do instead.

As well as our research and handy hints, we've also come up with a good list of recipes that will work in a volunteer-run canteen environment, so all you have to do is pick the things you think your team could do, and try them out.

We also recommend that you start building up a file of recipe cards with a picture of the item, the cost of ingredients, number of serves, cost per serve, price per serve and preparation time. This means that you have a stock of recipes that you know work, and sell well, so that you can refresh your menu occasionally.



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What will we do if the volunteers with all the knowledge about healthy eating leave?

Succession planning is a major challenge for any organisation – especially one that relies on volunteers. Being able to hand-over knowledge is one of the reasons why this folder recommends putting in place a healthy eating policy, and keeping good records about:

- what you buy and where you buy it from;
- what sells, at what price and in what quantities; and
- what recipes or marketing ideas you've tried – and which ones worked.



Making the Change

Healthy Club Canteens

References

- [Healthy Kids – Promoting Fruit and Vegetables to Kids \(New South Wales School Canteen Association\)](#)
- [Healthy Kids – Menu Planner \(New South Wales School Canteen Association\)](#)
- [Tooty Fruity Vege – Involving Retailers and Growers \(New South Wales Education Department\)](#)
- [Healthy Food and Drink Choices in Schools – Rewarding Volunteers \(WA Department of Education and Training\)](#)
- [School Canteen Handbook \(Tasmanian Department of Education\)](#)
- [Go For Your Life Healthy Canteen Kit \(Victorian Government\)](#)
- [School Canteen Buying Guide \(Victorian Schools Canteen Association\)](#)



Reviewing Progress

Healthy Club Canteens



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Once you've made all your changes and settled in to your new way of doing things, it is worthwhile reviewing the progress you've made. This should be done about three months after you started this project or at the end of your season – whichever comes first.

At this point, you'll want to review:

- **your menu**, including what's selling and what isn't, and how your tracking against your target proportion of green, orange and red foods;
- **your operations**, including how your volunteers are feeling about preparing and selling the new menu;
- **your customers**, including their feelings about the new menu; and
- **your finances**.

Reviewing your menu

To do the review, you could complete a new menu assessment table (in *Appendix: Templates and Worksheets*) and compare it with the one you did at the start, to work out:

- what items have been added, removed or changed;
- whether your changes have increased the proportion of green foods available;
- whether the current proportion of red, orange and green foods is in line with your healthy eating policy (if you adopted one); and
- how much green and orange food you are selling (in terms of either units or dollars), and how this compares with the amount of red food you're selling.

This analysis will tell you whether:

- you've achieved your target proportion of green, orange and red foods or whether there is still work to be done;
- the new or changed items on your menu have been successful sellers (which you'll then confirm through a customer survey); and
- any red items left on the menu are taking demand away from green and orange items.

Reviewing your operations

Next, you should grab the results of the operations assessment you did at the start of this project. Next, get a few of your volunteers to complete the same operations survey in

Appendix – Templates and Worksheets.

You may decide to get the volunteers who responded to the original survey to fill it out again, or you may decide to ask some different people. Either approach is fine.

Once you have the new surveys completed, summarise the results and compare them with the original results. The comparison should help you understand whether the project has had any impact on your volunteers' perception of:

- their workload;
- the canteen's efficiency;
- food wastage or shortages;
- the availability of equipment, preparation space and storage;
- how well the canteen meets customer demand;
- pricing;
- the range of food available; and
- marketing and promotion.

Reviewing your customers

The next stage is to gather information about customer responses to the changes you've made. This time, instead of using exactly the same survey as you used at the start of the project, we've created a slightly different survey.

We've done that because the original survey asked people how they would feel about moving to a healthier menu – this time, you want to find out how they feel about the changes you made.

You can still compare the two sets of results, though. For example, you could review any changes in:

- the number of people buying food from the canteen;
- the level of satisfaction with the canteens **variety** and **quality**;
- the number of people supporting a change **before** and **after** it had happened;
- whether people's buying habits for themselves or their children changed, and whether the changes were in line with what people said they'd do **before** the change happened.

The second survey also gathers people's feelings about what has been removed from the menu, and offers them another chance to make suggestions about healthy items that could be added.

Reviewing your finances

It may be hard to complete this part of the review if the records you kept before you started this project weren't great.

But that's OK – part of the benefit of taking part in this project is getting started on keeping good records. Even if you've only just started keeping a record of exactly what items you've sold in what quantities, the information you've collected will help you refine your menu, and your ordering habits for next year.

To review your finances, use the *Canteen Finance Assessment* template in the *Appendix – Templates and Worksheets* to look at any changes in daily, weekly or monthly income and expenditure over the period of the project.

Make a note of any really obvious factors that would have affected takings in one period, and not in the other.

Look at your buying records for the two periods, and work out whether you spent more or less on ingredients, packaged food or supplies. Again, make sure you allow for any big events that might have changed your buying habits in one period and not in the other.

Pulling it all together

Once you've completed a review of your menu, your operations, your customers and your finances, you will be in a better position to assess the success of your efforts to increase the range of healthy options in your canteen.

Your review can also help you decide whether you need to make further changes, and if so, what they are. Here are some questions to guide your thinking.

Menu

- Are there slow-selling items you could remove?
- Is there customer demand for healthy options that you aren't currently stocking?
- Do you need to further improve the proportion of red, orange and green foods that you serve?

Operations

- Do you need to find more volunteers?
- Could you cut back the menu to reduce the current volunteer workload?
- Are you regularly throwing out too much food, or running out of popular items? Can you fix your ordering patterns to overcome the problem?
- Is there equipment that you could buy to make your volunteers lives easier?
- Do you need to spend some time training or educating your volunteers?
- Do you need to further rearrange your storage space or buy some extra things for storage?

Finances

- If your profits have fallen, are they starting to recover? Could the fall in profits be temporary, as your customers adjust to your new menu?
- Do you need to do any work to promote or market your menu, in order to increase demand for your projects?

- Are there items that cost you too much to make or buy? Should you increase the price of the item, or remove it from the menu?
- Are your prices set at the right levels? Would dropping them increase demand without reducing profit too much? Would increasing them increase your profit without affecting demand?

And finally

Once the hard work is done, don't forget to spend a little bit of time congratulating yourself and the team. Creating change is always a difficult task – and it's even more challenging in a volunteer environment.

Even if you feel that the progress you've made is quite small, remember how you felt when you started this process and reflect on how far you've come.

And don't forget – it's much easier to keep on making changes once you've begun, so there's still plenty you can achieve in the future.



Templates and Worksheets

Healthy Club Canteens

Healthy Club
Canteens

Templates and Worksheets

Healthy Club Canteens

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Healthy Club Canteens

Menu analysis worksheet

As outlined on page three of *Preparing for Change*, you can complete questions 1 to 5 using the information collected in your *Menu Assessment Table*.

1. What percentage of your products are green, orange and red?
2. Does this proportion seem right?
3. If you think you need to change the proportion of green, red and orange foods, what should it be?
4. How many red or orange items do you need to remove or replace, and/or how many green items need to be added to get the proportion right?
5. Based on the margins you make and the number of units you sell, which red or orange products would be your first choice to remove or replace?
(Of course, we'd love it if you removed your biggest selling red items – but we can't expect you to do that, especially if they also attract the biggest margins. Instead, you could look at removing some of the less profitable items, or those that you don't sell very many of and replacing them with green alternatives)

Templates and Worksheets

Healthy Club Canteens

Canteen operations assessment

For each question, select 'agree', 'not sure' or 'disagree'. If you need more information, refer to page four of *Preparing for Change*.

VOLUNTEERS	Agree	Not sure	Disagree
There are generally enough volunteers available to work in this canteen.			
Volunteers at this canteen generally come when they say they will.			

OPERATIONS	Agree	Not sure	Disagree
Tasks at this canteen are generally performed efficiently.			
Everyone working in this canteen understands their job and the tasks they have to do.			
Everyone working in this canteen is appropriately trained (including holding a food handlers qualification, if required)			
This canteen rarely discards unsold food at the end of the day.			
This canteen rarely runs out of specific items before the end of the day.			

CANTEEN FACILITIES	Agree	Not sure	Disagree
This canteen has the equipment it needs.			
This canteen has enough storage space.			
This canteen has enough space for food preparation.			

Templates and Worksheets

Healthy Club Canteens

MENU

Agree Not sure Disagree

This canteen generally offers food that people want.

This canteen offers food at a price that people can afford.

This canteen generally stocks a mix of good, healthy food and 'occasional' food options.

PROMOTION AND COMMUNICATION

Agree Not sure Disagree

This canteen talks to its customers about what they want and don't want on the menu.

This canteen promotes itself to members with signs, information in newsletters and other materials.

Templates and Worksheets

Healthy Club Canteens

Canteen finance assessment

Even if you don't have all the information, use this template to start gathering data on your finances.

TABLE A: fill this in before you start making changes to your menu.

<u>PRE-PILOT FINANCES</u>	<u>Amount (\$)</u>
1. <u>Annual net profit</u>	
2. <u>Monthly net profit</u>	
3. <u>Average weekly income</u>	
4. <u>Average weekly expenses</u>	
5. <u>Average weekly net profit (4 – 5)</u>	
6. <u>Average daily income</u>	
7. <u>Average daily expenses</u>	
8. <u>Average daily net profit (6 – 7)</u>	

TABLE B: fill this in when you are reviewing the impact of the changes you've made.

<u>POST-PILOT FINANCES</u>	<u>Amount (\$)</u>
1. <u>Annual net profit</u>	
2. <u>Monthly net profit</u>	
3. <u>Average weekly income</u>	
4. <u>Average weekly expenses</u>	
5. <u>Average weekly net profit (4 – 5)</u>	
6. <u>Average daily income</u>	
7. <u>Average daily expenses</u>	
8. <u>Average daily net profit (6 – 7)</u>	

Templates and Worksheets

Healthy Club Canteens

Customer survey (planning phase)

This club is currently reviewing the food and drink choices available through its canteen. To meet your needs, we'd really appreciate your honest answers and comments on this survey. Your response will be kept anonymous.

1. How old are you (choose one)

15 or younger 16 – 25 26 – 55 56 or older

2. Do you buy food at this club's canteen? (choose one)

Yes No

3. Are you happy with the **variety** of food currently offered at this canteen? (choose one)

Yes No (If you answered no, please let us know what you'd like to see changed).

4. Are you happy with the **quality** of food currently offered at this canteen? (choose one)

Yes No (If you answered no, please let us know what you'd like to see changed).

5. Would you like to see this club start to offer a wider range of healthy food choices?

(choose one)

Yes No (If you answered no, please let us know why).

Templates and Worksheets

Healthy Club Canteens

6. If there were more healthy food choices available at this canteen, would you buy them for **yourself**? (choose one)

Yes No (If you answered no, please let us know why).

7. If there were more healthy food choices available at this canteen, would you buy them for your **children**? (choose one)

Yes No (If you answered no, please let us know why).

8. Which less healthy choice **would you miss** if it was removed from the current menu?

Food:

Drink:

9. Which less healthy choice **wouldn't you miss** if it was removed from the current menu?

Food:

Drink:

10. Which healthy food or drink choice would you like to see added to our menu?

Food:

Drink:

11. Is there any other comment you'd like to make about this canteen?

Thank you for your help and support.

Templates and Worksheets

Healthy Club Canteens

Customer survey (evaluation phase)

This club is currently reviewing the food and drink choices available through its canteen. To meet your needs, we'd really appreciate your honest answers and comments on this survey. Your response will be kept anonymous.

1. How old are you (choose one)

15 or younger 16 – 25 26 – 55 56 or older

2. Do you buy food at this club's canteen? (choose one)

Yes No

3. Are you happy with the **variety** of food currently offered at this canteen? (choose one)

Yes No (If you answered no, please let us know what you'd like to see changed).

4. Are you happy with the **quality** of food currently offered at this canteen? (choose one)

Yes No (If you answered no, please let us know what you'd like to see changed).

5. This has recently changed its menu to include a wider range of healthy food choices.

Are you happy with the changes that have been made? (choose one)

Yes No (If you answered no, please let us know what you didn't like and why).

Templates and Worksheets

Healthy Club Canteens

6. Since the changes were made, have you bought more healthy items from the canteen for **yourself**? (choose one)

Yes No (If you answered no, please let us know why).

7. Since the changes were made, have you bought more healthy items from the canteen for your **children**? (choose one)

Yes No (If you answered no, please let us know why).

8. Is there anything that's been removed that you'd like to see back on the current menu?

Food:

Drink:

9. Is there anything that you're glad has been removed from the menu?

Food:

Drink:

10. Is there any healthy food or drink choice that you'd like to see added to our menu?

Food:

Drink:

11. Is there any other comment you'd like to make about this canteen?

Thank you for your help and support.

Templates and Worksheets

Healthy Club Canteens

Recipes

SOUPS

ITALIAN BEAN SOUP

ROASTED PUMPKIN SOUP

LAMB SHANK AND LENTIL SOUP

SAVOURY SNACKS

JAFFLES/ TOASTED SANDWICHES

MEXICAN TORTILLA WRAP

BAKED POTATOES

CORN COBS

TACOS

HAMBURGERS

LENTIL BURGERS

FELAFEL BURGERS

MINI PIZZA ROLLS

POPCORN

SWEET SNACKS

NEW WAYS WITH FRUIT

ENERGISER SMOOTHIE

COCOA-APPLE SQUARES

BANANA BREAD

FRUIT TRIFLE

MUFFIN IDEAS

APPLE AND CARROT MUFFINS

SWEET POTATO MUFFINS

MINI PHILLY FRITTATAS

CORN and CHEESE MUFFINS

MUESLI BARS

Templates and Worksheets

Healthy Club Canteens

ITALIAN BEAN SOUP

Source: Newcastle Kitchen and Cutlery for www.goodforkids.nsw.gov.au

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

1 diced onion

2 grated carrots

3 finely diced celery stalks

½ cup fennel, diced

4 diced garlic cloves

250g diced bacon rashers

2 x 400ml bottled Italian Tomato puree (salt reduced if possible)

1 litre water or salt reduced chicken stock

Mix of dry beans (e.g. borlotti, cannellini, kidney), soaked overnight, then drained.

1 pkt dry soup mix or barley

30g grated parmesan cheese to garnish

To make:

Gently fry together onions, carrots, diced celery, garlic and bacon.

Add bottled Italian tomato puree.

Add soup mix/barley boil till tender.

Serve in a soup cup sprinkled with parmesan cheese.

NOTE: Noodles or pasta shapes or chicken can be added.

Templates and Worksheets

Healthy Club Canteens

ROASTED PUMPKIN SOUP

Source: Newcastle Kitchen and Cutlery for <http://www.goodforkids.nsw.gov.au>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

1 kg pumpkin, peeled and chopped
1 onion, peeled and chopped
500ml chicken stock, low salt (i.e. Maissel brand)
2 cloves garlic, peeled and finely sliced
1 tspn margarine, monounsaturated
600ml evaporated skim milk
Chives, chopped as garnish
10 bread rolls

To make:

Roast pumpkin in hot oven until golden.
Fry onions in large saucepan in a little chicken stock, add garlic and margarine. Stir gently.
Add pumpkin and cover with chicken stock. Simmer.
Add evaporated skim milk and blend until smooth.
Serve in soup cup with a sprinkle of chives and a bread roll.

NOTE: may be refrigerated for 3 days.

Templates and Worksheets

Healthy Club Canteens

LAMB SHANK AND LENTIL SOUP

Source: NSW Healthy School Canteens -

http://www.dsr.nsw.gov.au/assets/pubs/ssshorts/ss_article_freshtaste.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	75
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

18 litres of water	6 tablespoons of olive oil
24 lamb shanks (fat trimmed)	$\frac{3}{4}$ cup of barley
3 kg mushrooms	$\frac{3}{4}$ bunch of fresh parsley
3 kg peas	$\frac{3}{4}$ bunch of fresh oregano
24 medium zucchinis	$\frac{3}{4}$ bunch of thyme
12 large onions	$\frac{3}{4}$ bunch of rosemary
24 medium carrots	24 cloves of garlic
36 medium celery stalks	36 bay leaves
1.5 cups of lentils	

To make:

Heat oil in a heavy-based saucepan or large pot. Add onion and cook until soft.

Add lamb shanks a few shanks at a time until brown on all sides (don't add them all at once or they will stew).

Return all shanks to the pot with bay leaves, water, celery and lentils, bring to boil, cover and simmer for 1½ hours.

Stir in barley, carrots, mushrooms and herbs. Cover and cook for another 30 minutes.

Remove shanks and separate meat from bones. Discard bones and bay leaves.

Add meat, zucchini and peas to soup and simmer for another five minutes.

Serve garnished with parsley.

Templates and Worksheets

Healthy Club Canteens

JAFFLES/ TOASTED SANDWICHES

Source: Department of Education, Tasmania -

<http://www.discover.tased.edu.au/hpe/cmh/s5-6.html>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Use a loaf of wholemeal bread and fill with:

- any of the sandwich fillings available
- sliced cooked potato and fat reduced cheese
- corn kernels, tomato and skinned chicken
- egg and vegetables
- banana, apple and cottage cheese
- baked beans, low fat cheese
- lite ham and grated fat reduced cheese
- tomato and grated fat reduced cheese
- grated vegetables and grated fat reduced cheese
- cooked hamburger, tomato and fat reduced cheese

To make:

Toast sandwiches in a jaffle-maker, under a grill or in a toasting press. Even an electric frypan can do a good toastie! Cut in half after cooking and serve in a paper bag.

Notes:

Minimise or don't use butter or margarine to reduce fat. Instead of salt, try a sprinkling of Italian herbs, or a touch of lemon pepper or garlic powder to add flavour. Try jaffles made out of fruit bread with tinned or sliced fruit filling and/or ricotta cheese.

Templates and Worksheets

Healthy Club Canteens

MEXICAN TORTILLA WRAP

Source: Newcastle Kitchen and Cutlery for <http://www.goodforkids.nsw.gov.au>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10 halves*
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

**One serve is half a wrap for primary-school age children. Teenagers and adults are likely to prefer a whole wrap*

Ingredients:

- 1 onion, peeled and chopped
- 400g tinned beans (kidney, butter etc), drained and rinsed
- 1 tspn cumin, coriander seeds dry roasted then crushed
- 1 clove garlic, peeled and crushed
- 1 tbsp olive or canola oil
- 3 tomatoes, fresh diced
- ½ iceberg lettuce, chopped
- 2 avocado, peeled and sliced
- ½ bunch fresh coriander, chopped
- 5 tortilla wraps

To make:

Fry garlic and onion in oil.

Add beans and mash slightly. Add diced tomatoes. Mix well and remove from heat

Lay out wrap and spread with some bean mix, top with layer of lettuce, avocado and cheese. Fold or wrap tightly, cut in half. Serve in paper or plastic wrap.

Templates and Worksheets

Healthy Club Canteens

BAKED POTATOES

Source: Department of Education, Tasmania -

<http://www.discover.tased.edu.au/hpe/cmh/s5-6.html>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

10 potatoes, washed and skin on

Range of filling choices (see below)

To make:

Bake potatoes in their skins until soft (45mins to 1 hour) and keep warm until ready to serve.

Split a potato open then fill with:

- plain (low fat) yoghurt;
- grated fat reduced cheese and coleslaw;
- grated fat reduced cheese and diced tomato;
- reduced fat cocktail frankfurts and low salt tomato sauce;
- cottage or ricotta cheese and crushed pineapple;
- crushed pineapple and coleslaw;
- baked beans and grated fat reduced cheese.

To serve:

Serve in a hot food container

Templates and Worksheets

Healthy Club Canteens

CORN COBS

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

To make:

Boil, steam or microwave fresh or frozen corn cobs until tender. If running a BBQ you can also grill them (without butter or oil) on the BBQ.

Serve (without butter or margarine) in a hot-food container or using paddlepop sticks or toothpicks as handles.

Templates and Worksheets

Healthy Club Canteens

TACOS

Source: Department of Education, Tasmania -

<http://www.discover.tased.edu.au/hpe/cmh/s5-6.html>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

10 Taco shells

1 kg lean minced beef

3 onions diced finely

2 cloves garlic, diced finely

1 tbsp olive oil

1 can kidney beans

1 tspn herbs (could be oregano, mixed herbs, cumin, or paprika or a mix)

1 lettuce, shredded

Low fat cheese, grated

3 tomatoes, sliced or diced.

Tomato sauce, low salt

Low-fat yoghurt

To make:

Heat taco shells in the pie warmer or oven.

Cook the onions in oil until soft.

Add garlic and cook another 3 minutes.

Add minced beef and brown well.

Add kidney beans and herbs and cook over low heat for 30 minutes (or until meat is well cooked).

Spoon beef into taco shells. Top with shredded lettuce, grated reduced fat cheese, a tomato slice or diced tomato, low-salt tomato sauce and plain low-fat yoghurt.

Templates and Worksheets

Healthy Club Canteens

HAMBURGERS

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	12
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

Patties

12 wholemeal burger rolls
1kg lean minced beef
2 onions, grated
1-2 cups grated vegetables (carrot, zucchini etc)
3 slices wholemeal bread, whizzed into crumbs

2 eggs, beaten

1 tspn dried mixed herbs

Toppings

3 tomatoes, sliced
1 lettuce, shredded
1 can beetroot (optional)
4 tspn mustard (grainy, mild, Dijon...)
Tomato sauce (low salt)

To make:

Mix minced beef, grated onions, grated vegetables, breadcrumbs, eggs and herbs.

Form into 12 hamburger patties. Grill, dry fry or BBQ patties until cooked.

Assemble in a wholemeal roll with lettuce, tomato, beetroot, mustard and tomato sauce.

NOTE:

Hamburgers are a healthy option as long as you select the right bread rolls and serve them with lots of salad. Use chicken mince or skinless chicken breast for chicken burgers. Try extra flavours in patties like chilli or parsley rather than salt. Don't spread bread rolls with margarine or butter. For a sausage sizzle, use reduced fat sausages and top with coleslaw. Try kebabs for a change: lean diced beef or chicken on kebab sticks with veggies such as onion, capsicum, zucchini, and mushrooms. Marinate the meat overnight in some low-salt soy sauce, garlic and honey for extra flavour.

Templates and Worksheets

Healthy Club Canteens

LENTIL BURGERS

Source: Newcastle Kitchen and Cutlery for <http://www.goodforkids.nsw.gov.au>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

700g dry chick peas, soaked overnight and drained
500g lentils (half brown and half green) soaked overnight and drained.
50g coriander seeds, ground
50g cumin seeds, ground
50ml vegetable Oil
400g onions, chopped
4 cloves garlic, finely chopped

To make:

Add to saucepan of cold water, Cook chick peas first until tender (about 1 hour), and then add lentils. The lentils won't take long. (Alternatively use tinned chickpeas and lentils which are pre-soaked and cooked. Drain liquid from tin and rinse with fresh water.)

Fry onion, garlic, ground coriander and cumin seeds

Mash chick peas and lentils while warm. Add to the onion mix away from heat. Allow to cool.

Form into 10 rissoles and fry until golden brown.

Serve in bun or wrap with salad, or form onto a skewer and serve with salad in a container.

NOTE: Store uncooked rissoles in fridge up to 4 days, freeze for 6 months.

Templates and Worksheets

Healthy Club Canteens

FELAFEL BURGERS

Source: Centre for Health Promotion

http://www.chdf.org.au/i-cms_file?page=929/MoreCREATErecipes.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

2 packets felafel mix

2 eggs, beaten

Water (see packet instructions)

10 Wholemeal rolls or foccacia, split

Tomato, sliced

Capsicum, sliced into rings

Iceberg lettuce leaves

Low-fat tzatziki dip

Low-salt tomato sauce

To make:

Preheat oven to 180C

Place felafel in a mixing bowl and add some hot water (according to packet instructions) and mix.

Add the eggs and mix until combined.

Spray a non-stick cookie tray with oil, and then spread the felafel mix out onto it, So that it is an even thickness

Place in the oven and bake for 20 minutes, or until the top is crunchy.

Remove from the oven and slice into squares about the size of the roll.

To make the burgers, place a square of felafel in the roll, and top with tzatziki, two slices of tomato, and two rings of capsicum, a leaf of lettuce, and some tomato sauce.

Templates and Worksheets

Healthy Club Canteens

MINI PIZZA ROLLS

Source: Centre for Health Promotion

http://www.chdf.org.au/i-cms_file?page=929/Create4Parties.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	20
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

10 tortillas or any thin flat bread

140g tub no added salt tomato paste

12 cups chopped vegetables eg capsicum, spring or Spanish onion, mushroom

450g can pineapple pieces in natural juice, well drained

250g reduced fat cheese, shredded

200g lite ham, chicken or tuna

Italian herb mix

To make:

Spread one side of each tortilla thinly with tomato paste.

Top each tortilla with some vegetables, pineapple, ham and a light sprinkle of herbs.

Roll up each tortilla firmly and place on a lined baking tray.

Place in a moderate oven for 10 – 15 minutes.

Cool slightly then cut into 4.

Place 2 rolls on a plate to serve.

Templates and Worksheets

Healthy Club Canteens

POPCORN

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Popcorn is a healthy snack if it is air cooked and not served with salt and butter.

Small air-popping popcorn machines are affordable and easy to use.

SKIP THE butter and salt, and try serving sprinkled with Italian herbs, cinnamon, paprika, or curry powder.

For roast chicken flavour, sprinkle with dried thyme and a small amount of powdered salt-reduced chicken stock.

For a Cajun flavour sprinkle with lemon pepper, paprika, a little cayenne pepper, onion powder and garlic powder.

A fun dessert mix is cinnamon, desiccated coconut, and a hint of powdered drinking chocolate.

Fruit and nut popcorn snack pack

Source: Better Health Channel www.betterhealth.vic.gov.au

Mix 12 cups air-popped popcorn with 2 cups sultanas, 2 cups currants, 2 cups dried apricots, diced and 1/2 cup roasted and salted cashews or walnuts. Makes 10 snack pack serves in small ziplock bags.

Templates and Worksheets

Healthy Club Canteens

NEW WAYS WITH FRUIT

Lots of people tell us it's hard to move fresh fruit in a canteen, even when it's free!
Here are some clever ways beyond fruit salad to encourage people to want more fruit – especially in the heat of summer!

Frozen Fruit Skewers

Chop watermelon, cantaloupe, pineapple into cubes.

If stone fruits are in season try peaches, apricots, nectarines, plums and mangoes as well.

Thread onto wooden skewers with grapes and freeze.

NOTE: you can brush the skewers with lemon juice if you find the fruit is browning before it's frozen).

Frozen Fruit Wedges

Cut watermelon, cantaloupe and other melons into wedges and freeze. Serve in a plastic bag.

Fruit Pops / Pear Pops/ Banana Pops

Source: Victorian School Canteen Association Inc

- Four flavours = watermelon, orange/mango, banana/kiwi and strawberry yoghurt.
Puree fruit and pour into mini cups and add an icy-pole stick.
Pour yoghurt into mini cups and add an icy-pole stick.
- Cut pears in half and remove the core. Push a wooden skewer into centre and freeze.
- Cut bananas in half and push a wooden skewer into it then freeze.

Templates and Worksheets

Healthy Club Canteens

ROCKIN' CREAM

Source: Centre for Health Promotion

http://www.chdf.org.au/i-cms_file?page=929/HEALTHYFOODIDEAS.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

- 1 rockmelon, seeds and rinds removed, chopped
- 1 cup low fat vanilla ice-cream
- 1 cup low fat natural yoghurt
- 1 teaspoon cinnamon

To make:

Place all ingredients in a blender or food processor and blend for approximately 1 minute, or until mixture is light and fluffy.

Keep refrigerated.

Great served over fresh fruit salad or frozen in small cups as a summer treat.

Makes 10 serves.

Templates and Worksheets

Healthy Club Canteens

ENERGISER SMOOTHIE

Source: Centre for Health Promotion

http://www.chdf.org.au/i-cms_file?page=929/MoreCREATErecipes.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	4
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

- 1 ½ cups skim milk
- ½ cup low fat natural yoghurt
- 1 can peach slices, drained
- 1 ripe banana
- 1 tablespoon honey (optional)
- 1 teaspoon cinnamon

To make:

Place all ingredients in a blender and pulse until smooth. Serve chilled.

Templates and Worksheets

Healthy Club Canteens

COCOA-APPLE SQUARES

Source: Centre for Health Promotion

http://www.chdf.org.au/i-cms_file?page=929/MoreCREATErecipes.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	25
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

1 egg
1/4 cup mono- or poly-unsaturated oil
1/2 cup low-fat plain yoghurt
3/4 cup brown sugar
2 tablespoons milk
1 cup apple sauce
1 teaspoon vanilla essence
1 teaspoon grated lemon or orange rind
2 cups chopped apple

1 cup whole-wheat flour
1/2 cup natural bran
2 tablespoons cocoa
1 teaspoon baking powder
2 teaspoons ground cinnamon
1 teaspoon ground ginger
1/4 teaspoon ground nutmeg
1 tablespoon cocoa, extra

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To make:

In large mixing bowl, beat egg; add oil, yogurt, brown sugar, applesauce, vanilla and lemon/orange rind; mix well.

In another bowl, stir together apples, flour, bran, baking powder, cinnamon, ginger and nutmeg; add to wet ingredients and mix only until combined.

Turn into lightly greased (or wax-paper lined) 8" square cake pan.

Bake in 180°C oven for 45 min or until tester inserted in centre comes out clean. (Squares will be moist.)

Let cool, sprinkle with extra cocoa, then cut into squares.

Templates and Worksheets

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BANANA BREAD

Source: NSW Healthy School Canteens

http://www.dsr.nsw.gov.au/assets/pubs/ssshorts/ss_article_freshtaste.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	50
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

20 medium bananas
10 cups wholemeal flour
10 cups self-raising flour
5 cups low-fat milk
20 eggs
600 g canola margarine
2.5 cups unpacked brown sugar
10 teaspoons vanilla extract

To make:

Cream margarine and brown sugar.

Add eggs, bananas, vanilla and milk.

Add flours and mix lightly.

Spoon mixture into 10 well-greased loaf pans (14cm x 21cm.)

Bake in 180°C oven for 50 minutes or until a skewer inserted into the loaf comes out clean.

Templates and Worksheets

Healthy Club Canteens

FRUIT TRIFLE

Source: WA School Canteen Association

<http://www.waschoolcanteens.org.au/pages/nutritional/03-nutritional.htm>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	12 - 14
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

3 cups diced fruit salad (e.g. 1 drained tin of apricots, 1 fresh cored apple, 1 fresh cored pear, and 1 banana)

1 packet low joule jelly (any flavour)

2 tablespoons custard powder

2 cups low-fat milk

1 small tub low-fat natural yoghurt

1 teaspoon vanilla

Fresh fruit such as kiwi fruit or strawberries for decoration.

To make:

Make jelly according to instructions and cool.

As it begins to set, pour it over the fruit salad in a large serving bowl and return to fridge.

Make custard according to instructions. (You may find it necessary to add slightly more custard powder than instructions to get a thicker setting mixture. There is no need to add sugar to custard as the jellied fruit is sweet enough.)

Chill custard mixture.

Stir vanilla into yoghurt.

To serve, layer jellied fruit and custard in clear plastic cups, top with yoghurt mixture and decorate with sliced fruit.

Templates and Worksheets

Healthy Club Canteens

MUESLI BARS

Source: Nutrition Australia <http://www.nutritionaustralia.org>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10 - 12
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients

2 cups rolled oats
6 crushed weetbix
1/2 cup sultanas
60g chopped dried apricots
1/3 cup honey
1 cup 100% orange juice
2 egg whites

To make:

Combine oats, weetbix, sultanas and apricots in a bowl.

Place honey and orange juice in a small saucepan and bring to the boil. Reduce and simmer for 8-10 mins or until syrup is formed.

Stir syrup into oats mixture then mix in egg whites.

Press mixture into 18 x 28 cm lined baking tray.

Bake in moderate oven for 20-25 mins or until golden brown.

Allow to cool then cut into 10- 12 bars.

Templates and Worksheets

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APPLE CARROT MUFFINS

Source: North Coast Area Health Service, NSW

http://www.ncahs.nsw.gov.au/doclib/tooty_fruity/school_environment/TFV%20muffin%20recipe.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	12
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

- 3 eggs
- 1 cup of wholemeal plain flour
- $\frac{3}{4}$ cup of sugar
- 1 $\frac{1}{2}$ cups of plain flour
- $\frac{1}{2}$ cup of Canola oil
- 1 teaspoon of baking soda
- 1 cup of grated carrot
- 2 teaspoons of cinnamon
- 1 cup of grated apple
- 1 teaspoon of vanilla

To make:

Combine wet ingredients then fold in the dry ingredients until just combined. Don't overstir the mixture or you'll make the muffins tough. Spoon the mixture into lightly greased muffin tray. Bake at 170° C for 25- 30 minutes.

Templates and Worksheets

Healthy Club Canteens

SWEET POTATO MUFFINS

Source: North Coast Area Health Service, NSW

http://www.ncahs.nsw.gov.au/doclib/tooty_fruity/school_environment/TFV%20muffin%20recipe.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	12
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

2 cups sweet potato, finely grated

2 cups self raising flour

1 cup grated tasty cheese

90 g margarine, melted and cooled

1 egg, lightly beaten

1 cup buttermilk

salt and freshly ground black pepper to taste.

To make:

Sift flour into large mixing bowl. Add sweet potato and cheese, stir to combine, make a well in the centre. Mix butter, egg and buttermilk then add all at once to dry ingredients. Using a fork or wooden spoon, stir until ingredients are just combined; do not over-stir. Spoon the mixture into prepared muffin trays. Bake at 180° C for 25 minutes until puffed and golden brown. Turn onto wire rack to cool for 10 minutes.

Templates and Worksheets

Healthy Club Canteens

MINI PHILLY FRITTATAS

Source: WA School Canteen Association

<http://www.waschoolcanteens.org.au/pages/nutritional/03-nutritional.htm>

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	12
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients

250g softened light Philadelphia cream cheese

1 small red onion, finely chopped

80g baby spinach leaves, chopped

60g low fat ham, finely chopped

2 tbsp plain flour

2 eggs beaten

12 semi-sundried tomatoes (or sliced fresh tomatoes)

1 tbsp parmesan cheese

To make:

Preheat oven to 180°C and lightly grease a 12 hole muffin pan.

Combine cream cheese, onion, spinach, ham and flour and mix well.

In a separate bowl beat the eggs and then add eggs to cream cheese mixture.

Spoon mixture into muffin pan

Top each muffin with a semi sundried tomato and lightly sprinkle with parmesan cheese

Bake 180° for approximately 20-25 minutes or until set.

Note: muffins are freezable

Templates and Worksheets

Healthy Club Canteens

CORN AND CHEESE MUFFINS

Source: Centre for Health Promotion - http://www.chdf.org.au/cms_file?page=929/HEALTHYFOODIDEAS.pdf

TOTAL COST OF INGREDIENTS	
NUMBER OF SERVES	10-12
COST PER SERVE	
SELLING PRICE PER SERVE	
PROFIT MARGIN PER SERVE	

Ingredients:

Wet mix

- 1 large onion, diced
- ½ cup, low fat milk
- 3 eggs
- ¾ cup grated low fat/reduced fat cheddar cheese
- 140g tin corn kernels (include the juice)

Dry mix

- 2 ½ cups self-raising flour
- pinch cayenne pepper (optional)

Topping

- ¼ cup grated low/reduced fat cheese

To make:

- Pre-heat oven and grease the muffin pans.
- Place the wet mix ingredients in a bowl and stir well.
- Add the previously combined dry mix and stir until all ingredients are combined.
- Place the mixture in the muffin pans and top with grated cheese.
- Bake at 200°C for 25-30 minutes.