

HEALTHY FOOD DEMONSTRATIONS



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This guide was developed to help you improve your skills in nutrition, food demonstration, and food safety. Enjoy!



MESSAGE TO EDUCATORS

This guide aims to help you deliver a high-quality food demonstration to educate people about nutrition, food safety, and food preparation

The Dinner Tonight program brings individuals and families back into the kitchen, where they can create healthy, economical, and easy-to-prepare meals. Research shows that meals made at home are lower in calories, fat, sugar, and sodium than foods made elsewhere. Cooking and eating foods at home can also increase communication among family members, giving them time together to share the day's events over a healthy and delicious meal.

As an educator with the Texas A&M AgriLife Extension Service, you are often the first line of education about healthy cooking and eating. Because you play such a vital role in developing healthy nutrition behaviors in families, we want to give you the tools to be successful—including this Dinner Tonight guide to *Healthy Food Demonstrations*.

This book offers tips and tricks for planning, preparing, demonstrating, and providing appropriate, accurate information about nutrition and food safety. It is designed for all educators who have a passion for making a difference in the lives of Texans. The objectives of this book are to help you:

- Plan and implement a healthy food demonstration
- Understand basic nutrition and food safety information for healthy food demonstrations
- Relay important culinary, nutrition, and food safety information to clientele
- Present healthy food demonstrations that can change the eating habits of Texans

We hope you find this guidebook useful as you prepare for your next healthy food demonstration.



Being prepared is essential to success; use the following tips to lay the groundwork for your healthy food demonstration

HIGHLIGHT HEALTHY EATING

IMPROVING EATING PATTERNS

The 2015–2020 USDA Dietary Guidelines suggest that Americans adopt healthy eating habits to reduce their risk of developing chronic disease and to improve their overall health.

It is our responsibility as educators to help our clientele understand what healthy eating is. We also must provide research-based information such as that from the Dietary Guidelines, which outline the healthy practices below.

INCLUDES

A variety of vegetables from all subgroups beans, peas, and red, orange, dark green, starchy, and other vegetables

- Fruits, especially whole fruits
- Grains, at least half of which are whole grains
- Fat-free or low-fat dairy, including cheese, milk, yogurt, and/or fortified soy beverages
- A variety of protein foods, including seafood, lean meats and poultry, beans, eggs, nuts, peas, seeds, and soy products
- Oils instead of solid fats

LIMITS

- Limited calories from added sugars and saturated fats, and reduced sodium intake:
 - Less than 10% of calories per day from added sugars
 - Less than 10% of calories per day from saturated fats
 - Less than 2,300 milligrams of sodium per day

TIPS

- Adopt a healthy eating pattern that accounts for all foods and beverages at appropriate calorie levels.
- Shift to healthier food and beverages.
- Instead of less-healthy options, choose nutrient-dense foods and beverages across and within all food groups.
- If you drink alcohol, drink it in moderation—up to one drink per day for women, up to two drinks per day for men, and only by adults of legal drinking age.

PLANNING FOR DEMONSTRATION SUCCESS

1

Know the location

Especially if you are unfamiliar with the facility, find out the type of electrical sources, kitchen facilities, equipment, storage options (hot and cold), tables, and other items that are available on site. Visit the facility at least once before the event to see what is (and is not) available.

Also, make sure you have the permits required for that site.

2

Know the audience

From the registration list or event coordinator, find out the number of people attending and their level of cooking experience.

Determine the audience demographics. For example, a young college student's cooking needs differ from those of a busy mom.

Decide what information and skills you want them to learn.

Finally, think safety: Are they from a population that is very susceptible to foodborne illness—the very young, pregnant women, the elderly, and anyone with a weak immune system? If so, pay *extra* attention to food safety if you provide samples.

3

Know your equipment

Make a detailed list of the equipment you'll need. More importantly, know how to use it! Don't wait until your demo to try out a new piece of equipment—be familiar with it and have a back-up plan if it doesn't work properly during the demo.

Use common kitchen equipment that most people have. Of course, you can always introduce new equipment to give your demo a twist.

4

Know nutrition facts

Deliver clear, simple, and accurate nutrition messages throughout your demonstration. This guide's section on basic nutrition provides some valuable, accurate, and interesting talking points about nutrition.

5

Know food safety

Throughout your demonstration, incorporate messages on how to keep foods safe to eat. Better yet, *practice* food safety during the demonstration as a role model for the audience. Because the participants will be watching your every move, make food safety a priority!

Remember: Check with your city and county to obtain the proper food permits!

PLANNING FOR DEMONSTRATION SUCCESS

Know the recipe ingredients

Practice making the dish before the event to become familiar with the ingredients and recipe. Also, identify substitutes for ingredients. Some audience members may have allergies, be unfamiliar with ingredients, or be unable to afford some ingredients. Have options for these situations and others that may arise.

Know the answers

Do your homework on nutrition and food safety. Also, know what "hot topics" related to nutrition are in the news. Be prepared to respond to questions from the audience correctly. Don't panic if you don't know an answer…we're all human!

If you don't know the answer, offer to get back with the audience member (and do so). *Never* give information that may be inaccurate just to provide a reply.

Know the materials

Provide handouts and recipes for the audience. Know the content of those materials so that you can reference them in the presentation.

Before the event, review the materials to make sure they contain accurate information about ingredients, instructions, nutrition, and food safety. Also, make sure they are free of spelling and grammatical mistakes.

Know the spaceSet up the demonstration area with attractive, colorfi

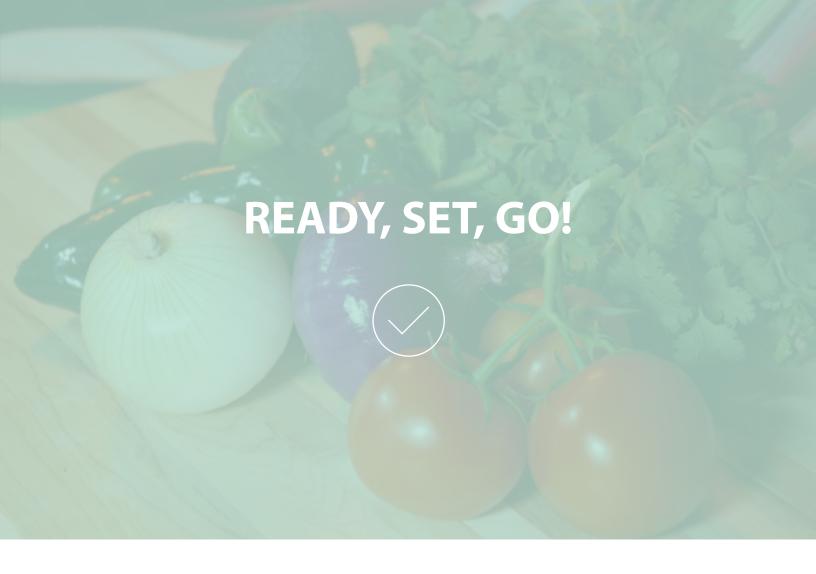
Know how to have fun

Set up the demonstration area with attractive, colorful tablecloths and/or place settings. Use clear bowls to enable the audience to see the ingredients and the finished product.

Keep the steps organized and succinct. Arrange the ingredients and tools so that you move from left to right. Triple-check the area to make sure you have everything you need. It is embarrassing, for example, to realize that you are supposed to whisk something, but you have no whisk!

Healthy food demonstrations can be fun for the audience and for you. Be willing to laugh at yourself when something goes wrong (because it will). Incorporate humor and personal stories when appropriate, and let the audience see that you are not a trained chef, but someone just like them who has a passion for healthy eating and cooking.

Don't practice until you get it right; practice until you can't get it wrong.



Checklists for conducting a healthy food demonstration

PLANNING AND PREPARING CHECKLIST

LOCATION

- Hand-washing sink
- O Food preparation area
- O Cold storage
- Hot storage

RECIPE

- Ingredient/shopping list
- O Equipment list
- Cooking times
- O Flavors
- Nutrition talking points
- Personal experience
- Substitutions/modifications

KEY MESSAGES

- O Demonstrate the theme
- O Food safety
- Handouts
- O Nutrition

THE DAY BEFORE

- O Shop for the ingredients
- O Prepare the ingredients
 - O Wash
 - O Pre-cut
 - O Pre-mix
 - Marinate
 - Store properly
- Equipment
 - Equipment checklist
 - Pack equipment

THEME IDEAS

- Cooking for One
- Healthy Fruits and Vegetables

SUPPLY AND EQUIPMENT CHECKLIST

FOR THE KITCHEN

 Bowls, mixing Can opener Colander Cutting boards Dish soap Dishtowels and dishcloth Disposable gloves Electric burner Electric skillet Extension cord First aid kit Food thermometer Grater/zester 	 Kitchen shears Knives Measuring cups, dr Measuring cups, liq Measuring spoons Nonstick cooking spoons Pancake turner Paper plates Paper towels Pens/pencils Plastic storage bags Plastic wrap Potato masher 	uid	 Registration materials Sanitizing wipes Saucepans Serving platters Serving utensils Sign-in sheets Skillet Spatula Spoons, stirring Tablecloth Tongs Trash bags Utensils, plastic Whisk
	FOR THE AU	DIENCE	
Door prizesEvaluations	HandoutsPens/Pencils	RecipesRegistrationSign-in sheet	

MIX IT UP

A food demonstration is a perfect opportunity to showcase a new piece of equipment. But be sure to practice at home before the event.

DEMONSTRATION DAY

The day of the food demonstration can be stressful. Use this checklist to help you remember all of the critical components and to enjoy a successful, stress-free demonstration day!

ARRIVE AND SET UP

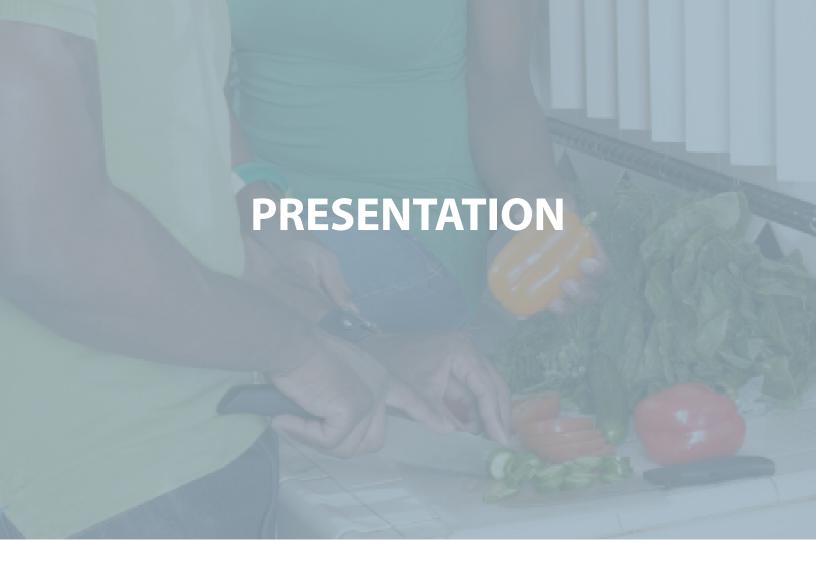
- \bigcirc Come early: 1–2 hours before the doors open.
- O Brief the volunteers.
- O Set up the cooking station and preparation area.
- O Arrange the chairs and any written materials.

TRANSPORT FOOD SAFETY

- O Car clean and free of contamination
- Frozen food kept frozen during transport
- O Temperatures to maintain:
 - O Hot food: >140°F
 - O Cold food: <40°F
- O Food containers clean/sanitized, nonporous, and approved for food use

APPROPRIATELY DRESS

- O Hair pulled back
- O Jewelry limited to a wedding band (no watches, bracelets, etc.)
- O Fingernails short and clean (no polish or fake nails)
- No perfume or cologne
- O Sleeves best short or 3/4 length; if sleeves long, they must fit close to the body
- O An apron if you are comfortable wearing one; if not, just remember that some foods stain!
- Shoes flat with closed toes



Success lies in the recipe demonstration!
You are conveying not only technique, but also nutrition knowledge and food safety practices

DURING THE DEMONSTRATION

WELCOME

Welcome the audience and introduce yourself. Discuss the theme of the demonstration, the topics to be covered, and the timeline of your program. Explain your goals and objectives and the question/answer format.

DEMONSTRATE THE RECIPE

Provide a detailed overview of the recipe and instructions.

Explain each step in detail, especially if the audience cannot view the techniques. Consider using a demonstration mirror or video feed so that the participants can see all the steps.

If you are cooking with potentially hazardous foods, always check the final internal cooking temperature with a food thermometer. State the required cooking temperature, and stress the importance of preparing foods properly.

For safe minimum cooking temperatures for foods, see page 17 or http://www.foodsafety.gov/keep/charts/mintemp.html.

Explain ways to modify the recipes and suggest substitutions for some ingredients. If the changes would alter the nutrition information, let the audience know. For example, tell the audience if an ingredient would increase the sodium content.

Also, discuss alternative equipment, such as a potato masher instead of a mixer.

Repeat the nutrition and food safety messages throughout the presentation.

Stay safe during the demonstration:

- When using knives, cut away from your fingers.
- Store kitchen knives out of the reach of children.
- Secure cutting boards to the table surface before using them.
- Use hot pads/pot holders to open a hot oven or to handle hot food or pans.
- Avoid loose-fitting sleeves or scarves that hang down over the stove when you're cooking.
- Keep the cords away from food, especially hot food.
- When using equipment, follow the manufacturer's instructions for safety.

Answer questions throughout the demonstration, or have the audience save theirs.

Stay on time; if you can't field all the questions during the demonstration, offer to stay afterward.



By handling food safely, everyone can reduce the risk of spreading germs and getting sick

TALKING POINTS FOR DEMONSTRATIONS

DID YOU KNOW?

Safe food handling is more than just washing hands and produce. How you handle foods while you shop, store, and cook them makes a difference in serving foods safely.

WASH

Wash your hands, kitchen surfaces, and all produce before preparing or eating foods. Germs can survive on hands, surfaces, and food. Wash your hands for at least 20 seconds with warm, soapy water. After each use, wash all surfaces, utensils, cutting boards, and appliances with hot, soapy water. Rinse produce thoroughly with cool running water and a soft bristle brush.

SEPARATE

Separate raw from ready-to-eat foods. Prevent cross contamination by separating raw foods such as meats, poultry, seafood, and eggs. Use different plates, utensils, and cutting boards for raw foods and for ready-to-eat foods, including washed produce. Even when you shop, keep raw foods separate from the other foods in your grocery cart.

REFRIGERATE

Refrigerate perishable foods below 40°F and within 2 hours of cooking to slow the growth of germs. If the room temperature is above 90°F, refrigerate the foods within 1 hour. Use a refrigerator thermometer to make sure that the temperature inside is below 40°F.

COOK

Cook foods to the proper temperature. The only way to ensure that your food is safe to eat is to use a food thermometer and cook the foods to the recommended minimum internal temperature. This practice helps kill the germs on raw eggs, meats, poultry, and seafood.

SAFE MINIMUM COOKING TEMPERATURES

Category	Food	Temperature	Rest time
Ground meat and meat mixtures	Beef, lamb pork, and veal	160°F	None
	Chicken and turkey	165°F	None
Fresh beef, veal, and lamb	Chops, roasts, and steaks	145°F	3 minutes
Poultry	Chicken and turkey, whole	165°F	None
	Poultry breasts, legs, thighs, roasts, and wings	165°F	None
	Duck and goose	165°F	None
Pork	Fresh pork	145°F	3 minutes
	Fresh ham (raw)	145°F	3 minutes
	Precooked ham (to reheat)	140°F	None
Eggs and egg dishes	Eggs	Cook until the yolk and white are firm	None
	Egg dishes	160°F	None
Leftovers and	Leftovers	165°F	None
casseroles	Casseroles	165°F	None
Seafood	Crabs, lobster, and shrimp	Cook until the flesh is None pearly and opaque	
	Clams, mussels, and oysters	Cook until the shells open	None
	Scallops	Cook until the flesh is milky white or firm and opaque	None

Why is rest time important?

After you remove meat from a grill, oven, or another heat source, allow it to rest before serving it. During the rest time, its temperature remains constant or continues to rise, which destroys germs.



Deliver clear, concise nutrition messages throughout the demonstration. The following talking points are useful for most recipes.

FRUIT AND VEGETABLE GROUPS

DID YOU KNOW?

Fruits and vegetables are low in calories and packed with nutrition. Vegetables and fruits provide vital nutrients such as vitamins, minerals, and dietary fiber.

People who eat more vegetables and fruits have reduced risk of chronic diseases such as cancer, diabetes, and heart disease.

Educators conducting healthy food demonstrations must be knowledgeable about nutrition. Make sure that your nutrition messages are clear and concise throughout the demo. The talking points in this section are useful for most recipes.

During your demonstration, create a dialogue with the audience that includes some of the talking points about the main recipe ingredients. These points should include nutrient content, cooking tips, selection, storage, and alternative preparation methods.

We also encourage you to highlight Texas-based ingredients or products when appropriate

MYPLATE RECOMMENDS

Focus on whole fruits that are fresh, frozen, canned, or dried.

Vary your veggies to include colorful, fresh, frozen, and canned vegetables, especially those that are dark green, red, or orange.

DAILY INTAKE BASED ON A 2,000-CALORIE DIET

Fruit: 2 cups
1 cup of fruit is equal to about:

1 cup of raw or cooked fruit ½ cup of dried fruit, or 1 cup of 100% fruit juice

Vegetables: 2½ cups

1 cup of vegetables is equal to about:

1 cup of raw or cooked vegetables 2 cups of leafy salad greens, or 1 cup 100% vegetable juice

FRUIT AND VEGETABLE GROUPS

CALORIES

Low: 1 fruit serving has about 60 calories; 1 vegetable serving has about 25 calories or less

More than other vegetables: Dried beans, legumes, and starchy vegetables such as corn, peas, potatoes, and winter squash

More than other fruits: Tropical fruits such as avocados and coconuts

FAT

Low for most vegetables: Low-fat diets can help lower the risk of certain chronic diseases such as breast cancer, colon cancer, diabetes, and heart disease.

FIBER

- Promotes a healthy digestive system
- May reduce the risk of heart disease and some cancers
- Daily need for adults: 25–35 grams
- **Daily need for children and adolescents** (up to 20 years old)— follow the Age + 5 Rule—the number of grams of fiber equal to their age, plus 5 grams
- More in fruits and vegetables with edible skins and seeds; peeling decreases the fiber content

SODIUM

- **Table salt:** 40% sodium, 60% chloride
- 1 teaspoon of salt: About 2,400 mg of sodium
- Recommended daily intake: 2,300 mg or less per day
- Low-sodium food: 140 mg or less per serving
- Very low levels (35 mg or less) in most fresh vegetables
- Low levels in all fresh fruits
- Very high levels in pickled vegetables and some canned and some frozen vegetables—check the nutrition facts label for sodium content

Veggie fact: Spinach belongs to the Goosefoot family, along with beets and Swiss chard

VITAMINS

VITAMIN A

- Needed for night vision and skin maintenance
- Helps keep skin smooth and healthy
- Helps the body resist infection
- Required for children's growth
- Can be converted in the body from the carotenoids in many fruits and vegetables; some carotenoids help protect the body against cancer and heart disease
- Good sources: Dark green or dark yellow/orange fruits and vegetables, such as apricots, broccoli, carrots, mangos, spinach, and sweet potatoes

VITAMIN C

- Needed to form collagen, which helps keep the cells and blood vessels healthy
- Helps protect against infection
- Speeds healing of wounds and broken bones
- Also known as ascorbic acid
- Helps bones and teeth develop
- Enables the body to absorb iron
- May reduce the risk of some cancers
- **Vegetables high in vitamin C:** Broccoli, cabbage, cauliflower, peppers and tomatoes
- **Fruits high in vitamin C:** Citrus (grapefruit, lemons, and oranges), kiwis, mangoes, and strawberries

FOLATE

- Needed for proper cell growth and function
- Also called *folacin* or *folic acid*
- Vital for women of childbearing age, especially pregnant and nursing women
- Crucial for children
- Reduces the risk of neural tube defects, such as spina bifida, when women consume adequate amounts during the first few weeks of pregnancy
- Vegetable sources: Asparagus, broccoli, peas, spinach, and dark, leafy green vegetables and legumes
- Fruit sources: Avocados, bananas, and oranges

MINERALS

POTASSIUM

- Needed for fluid balance, muscle contraction, and nerve function
- **Best food sources of potassium:** fruits and vegetables
- May help lower blood pressure

IRON

- Provides energy by carrying oxygen through blood and muscles
- Especially important for women and children
- **Vegetables that contain iron:** broccoli, spinach, and other greens (Note: The iron in these foods may not be readily absorbed.)
- Absorbed better if plant foods containing iron are consumed with a source of vitamin C
- Also found in some dried fruits

CALCIUM

- Needed for building strong bones and teeth
- Helps regulate blood pressure
- **Nonmilk sources:** Green, leafy vegetables such as rhubarb, spinach, and Swiss chard; some nuts and seeds; calcium-fortified orange juice; and calcium-processed tofu (check the package label)
- Various amounts of calcium absorbed from these foods

HEART HEALTH TIP: Fruits and vegetables can help reduce the risk for heart disease.

DAIRY GROUP

CALCIUM

- Needed to build strong bones and teeth
- Helps prevent osteoporosis
- Helps regulate blood pressure
- Enables the heart, nerves, muscles, and other body systems to work properly
- Dairy sources rich in calcium: Milk, cheese, and regular yogurt
- Also calcium-fortified products such as bread, cereal, juice, and soy milk

PROTEIN

- Builds and repairs body tissue
- Helps provide energy
- Helps build blood
- Helps protect against infection
- **Good sources:** Cheese, eggs, fish, meat, milk, poultry, and yogurt

VITAMIN D

- Produced in the skin by ultraviolet light (sunlight)
- Helps the body absorb calcium, which strengthens bones and teeth
- Helps fight off bacteria and viruses
- **Good sources:** Fortified milk, juice, and breakfast cereal
- Other sources: Mushrooms, salmon, and tuna
- Found naturally in very few foods

MYPLATE RECOMMENDS

3 CUPS DAIRY FOODS DAILY (based on a 2,000-calorie diet)

1 cup of dairy is equal to about:

1 cup of milk 1 cup of yogurt 1 cup of fortified soy beverage 1/3 cup of shredded cheese 1/2 ounces of natural cheese or 2 ounces of processed cheese

Did you know? Switching to low-fat or fat-free milk or yogurt is the best way to cut back on the amount of saturated fats you consume from dairy products.

PROTEIN GROUP

PROTEIN

- Builds and repairs body tissue
- Helps provide energy
- Helps build blood
- Helps protect against infection
- Good sources: Meat, fish, poultry, eggs, milk, cheese, and yogurt
- **Other sources:** Soy, peas, beans, whole-grain bread and cereal, nuts, and peanut butter

VITAMIN D

- Produced in the skin by ultraviolet light (sunlight)
- Helps the body absorb calcium, which strengthens bones and teeth
- Vitamin D helps fight off bacteria and viruses.
- Other sources: Mushrooms, salmon, and tuna
- Found naturally in very few foods

MYPLATE RECOMMENDS

5.5 OUNCES OF PROTEIN DAILY (based on a 2,000-calorie diet)

1 ounce of protein equals about:

1 ounce of lean meat, poultry, or seafood 1 egg

1¼ cups of cooked beans or peas 1 tablespoon of peanut butter or

½ ounce of nuts or seeds

Did you know? Protein isn't found only in red meat! There are a variety of protein food sources.

Select a variety of protein foods to improve nutrient intake.

WHOLE GRAIN GROUP

Make half your grains whole: To find whole-grain foods, read the nutrition facts label and ingredients list.

CARBS

- Good sources of energy
- Help the body use other nutrients
- **Good sources:** bananas, bread, cereals corn, cornmeal, dried fruit, flour, pasta, and sweet potatoes

FIBER

- Helps you maintain a healthy weight
- Promotes digestive health
- May lower the of heart disease and some cancers
- **Daily recommendation for adults:** 25–35 grams
- **Daily recommendation for children and adolescents**—follow the Age + 5 Rule: the number of grams of fiber equal to their age + 5 grams
- Keep the peel on! Fruits and vegetables with edible skins and seeds contain the most fiber.

EXAMPLES OF WHOLE GRAINS

- Brown rice
- Oatmeal
- Popcorn
- Quinoa
- Rolled oats
- Whole-grain barley

- Whole-grain corn
- Whole oats
- Whole rye
- Whole wheat
- Wild rice

MYPLATE RECOMMENDS

6 OUNCES OF GRAINS DAILY (based on a 2,000-calorie diet)

1 ounce of grain equals about:

1 slice of bread

1 ounce of ready-to-eat cereal, or

1/2 cup of cooked cereal, pasta, or rice

OILS

DID YOU KNOW?

Although they are not a food group, oils are emphasized as part of a healthy eating pattern because they are a primary source of essential fatty acids and vitamin E.

Oils should replace solid fats instead of being added to the diet.

Oils are fats that contain a high percentage of monounsaturated and polyunsaturated fats. They are liquid at room temperature.

Oils from tropical plants such as coconuts, palms, and palm kernels are not included in the oil category because they contain high levels of saturated fat. They are not considered part of a healthy eating pattern.

COMMON COOKING OILS

- Canola
- Corn
- Olive
- Peanut

- Safflower
- Soybean
- Sunflower

MYPLATE RECOMMENDS

NO MORE THAN 5–7 TEASPOONS OF OIL DAILY (based on a 2,000-calorie diet)

1 teaspoon of oil is equal to about:

1 tablespoon of mayonnaise

1 tablespoon of Italian dressing

8 large canned olives or

1/2 tablespoon of peanut butter

HELPFUL RESOURCES

Check out these websites for more information about nutrition and healthy cooking

- Food and Nutrient Needs at a Glance. Oklahoma State University (n.d.). http://oklahoma4h.okstate.edu/foodshowdown/resources/docs/Food%20 &%20Nutrient%20Needs.pdf
- Food Demonstration Guide. Arizona Nutrition Network Champions for Change (n.d.). http://www.eatwellbewell.org/uploads/media/documents/aznn-food-demonstration-guide.pdf
- MyPlate Daily Checklist. U.S. Department of Agriculture (January 2016). http://www.choosemyplate.gov/sites/default/files/myplate/checklists/MyPlateDailyChecklist_2000cals_Age14plus.pdf
- Nutrient Needs at a Glance. Texas A&M AgriLife Extension Service (July 2011). http://fcs.tamu.edu/files/2015/02/nutrient-needs-at-a-glance-E-589.pdf
- Vitamin D Fact Sheet for Consumers. National Institutes of Health (February 2016). https://ods.od.nih.gov/factsheets/VitaminD-Consumer/
- Information for agents on specific fruits, vegetables, grains, dairy, proteins, and oils: http://fcsagents.tamu.edu/food_and_nutrition/general_nutrition/index.php#factsheets
- Additional resources: http://fcsagents.tamu.edu/food_and_nutrition/gener al_nutrition/nutrient-fact-sheets.pdf

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