

**Table 2. Representative comments from CNP administrators regarding how to convince a CNP administrator who has not implemented the reimbursable after-school snack service to implement the service**

<b>Benefits for Children</b>
<p>"We are there for the children, so we should want to add a program that is helping children. It has been a struggle for my district, and we have lost money on the program, but we support feeding children."</p>
<p>"Feeding children is what we do--it is our responsibility. As long as the program is available, we should implement it for the sake of the children."</p>
<p>"I think the bottom line is--it's best for kids. If kids stay at school, they get snacks that are nutritious and good for them."</p>
<p>"There are hungry kids who need to be fed."</p>
<b>Goodwill and Improved Public Relations</b>
<p>"It's an opportunity for service, but the regulations may scare some administrators. I would emphasize that this is an opportunity that provides a chance to serve our community."</p>
<p>"We saw it as a great opportunity to further our other programs. We used our district mission statement to increase test scores as a justification by emphasizing how nutritious snacks could help hungry kids. We now have better cooperation from teachers and we have seen improvement in test scores."</p>
<p>"The goodwill with principals and the community is important. I think it gives us a more professional image, and that helps the school foodservice programs."</p>
<p>"Good snacks may help keep children who need it most in the after-school care programs.... Tutoring is of great benefit to many children. Teachers tell me they (snacks) are an incentive for children."</p>
<b>Forming Partnerships With School Administrators</b>
<p>"We think our program is very beneficial to students and it has helped us to build bridges with other school administrators."</p>
<p>"Educate your principals as to the regulations."</p>
<p>"Tell your school administrator, 'I'm looking out for your best interests.'"</p>

<p>"I talk to my school administrators about the financial benefits of the program. We generate excess revenue with the after-school snack service."</p>
<p><b>Menu Planning</b></p>
<p>"It really isn't that labor intensive, so if menus are planned using pre-packed (foods), it (the snack service) can be fairly easy to administer."</p>
<p>"I know some administrators who are afraid of the program because of the added work. I would think if someone could provide a guide with labor-saving ideas for implementation, it might convince administrators to try the program."</p>