

# SUPERMARKET SNACKING TOOLKIT











## UNLEASH THE CRUNCH POWER OF ALMONDS

Whether you're striving to lose weight or simply make healthier choices, you can move the needle from mindless munching to successful snacking by adding almonds to your pantry. A healthy handful of almonds (about 23) provides a delicious combination of hunger-fighting protein (6 grams), filling dietary fiber (4 grams) and good\* fats for a convenient snack with a craveable crunch for only 160 calories per ounce. What's more, a study conducted by researchers at the United States Department of Agriculture (USDA) provides a new understanding of almonds' calorie count, which further reinforces their status as a smart snack! Using a new method that takes bioavailability into account, the researchers were able to determine the number of calories actually digested and absorbed from almonds versus the caloric estimate based on macronutrient content alone. In whole unroasted almonds, 25% fewer calories are absorbed, while roasted almonds offer 17% to 19% fewer calories, compared to the number of calories listed on food labels.





While many commonly consumed snacks provide empty calories that don't fill you up, **there's serious power in the crunch of almonds**. Here are five more reasons they should be your go-to snack.

- They're great for on the go: A serving of almonds is one ounce (about 23 almonds), which fits perfectly in a 1/4-cup measuring cup or one of our perfect-portion tins, making it easy to practice portion-controlled snacking, no matter where the day takes you.
- They're heart smart: Nearly two decades of research shows that almonds may help maintain a healthy heart and cholesterol levels.
- They're nutrient-packed: Ounce for ounce, almonds are higher in protein (6 grams), fiber (4 grams), calcium (75 milligrams) and vitamin E (7.3 milligrams) than any other tree nut.
- They're a perfect fit for any healthy eating plan: Naturally gluten free and low on the glycemic index, almonds deliciously meet the needs of a wide variety of health-conscious consumers.
- They come in a variety of forms for endless possibilities: From slivered almonds on cereal to almond butter on toast to refreshing smoothies made with almond milk, almonds are a versatile and great-tasting way to add crunch and nutrition to any snack or meal.

### **HOW TO USE THIS TOOLKIT**

The Almond Board of California's Supermarket Snacking Toolkit includes recipes, social media posts, teaching tools, newsletter articles and more—all focused on timely nutrition topics and trends related to snacking. This toolkit pairs perfectly with our 12-Month Retail Dietitian Toolkit, available at Almonds.com.

We invite you to utilize any of these resources in your stores and your community! Read on for tips on how to make the most of your toolkit.

### STORE AND TV TALKING POINTS

This section provides interesting information and fun facts about the quarterly topic, perfect for sharing at in-store events and during television segments or media interviews.

### **SOCIAL MEDIA POSTS**

Keep your followers up to date by sharing these social media posts, complete with links to recipes and resources, on Twitter or Facebook.

### **NEWSLETTER/CIRCULAR COPY**

Include these tips in your local newspaper, on your blog or in your store's newsletter or circular. Be sure to include your contact information so customers can get in touch directly with the store dietitian for more healthy living advice!

### **TEACHING TOOL**

Are you looking for more resources to share with your community? Almond Board has free printable nutrition education tools available to share with your customers. Each section highlights a recommended handout that you can find at Almonds.com.

### RECIPE

Another great resource at Almonds.com is our Recipe and Snack Center. Here, you can find hundreds of recipes developed by registered dietitians and chefs for Almond Board. Each month features a seasonal recipe that is great to share during in-store cooking demonstrations, in your local newspaper, on social media or in your store's newsletter! And be sure to check out Almonds on Pinterest for new and exciting recipes and tips.

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### **Perfect Pairings:**

Build a Satisfying Snack with These Craveable Combinations



### Holiday Snack Survival Guide:

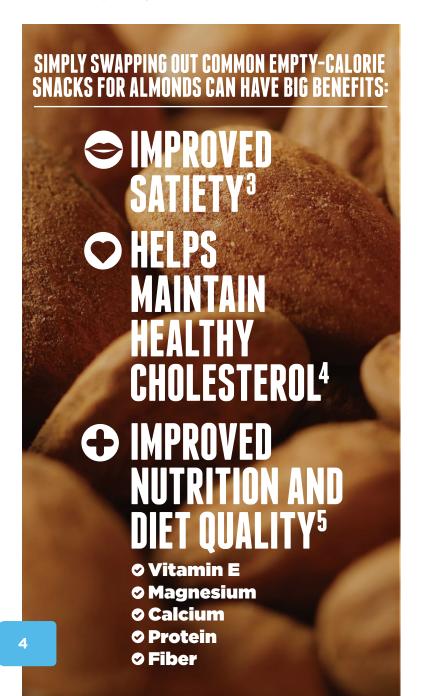
How to Prepare for a Healthy and Happy Holiday Season





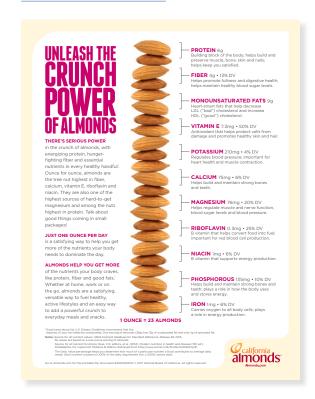
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Consider that a snack can be a driver for healthier eating habits. These days 94% of Americans report eating at least one snack each day,<sup>2</sup> and 50% report consuming three to four snacks per day.



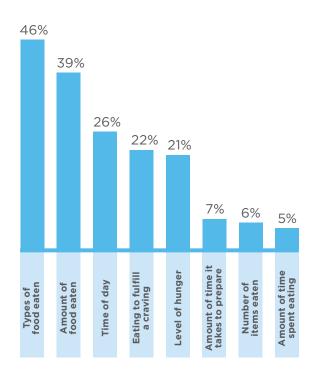
### **TEACHING TOOL**

For more information on how almonds can be a part of a healthy diet, check out our <u>Unleash the</u> Crunch Power handout.

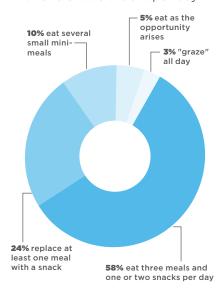


### WHAT EXACTLY IS A SNACK?

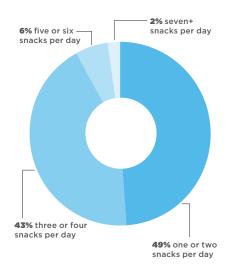
To help consumers snack smarter, it is important to understand how they define the term. Surveys show that the **type and amount of food** is what makes a snack a snack, more so than the time of day.<sup>6</sup>



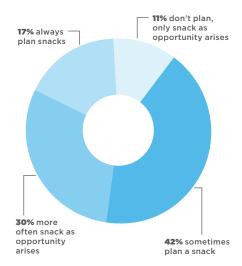
One-fourth of consumers are replacing a meal with a snack, while more than half of consumers are eating three meals with one or two snacks per day.7



Whether they are replacing meals or munching between, consumers are snacking more frequently across the day. On average they report eating between two and three snacks daily.8



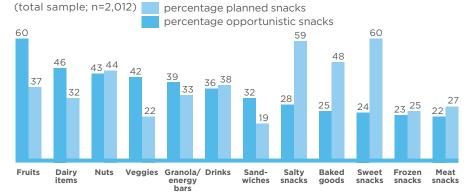
When asked whether snacking is planned or opportunistic, consumers are only planning their snacks ahead about half the time 9



### **KEY TAKEAWAY**

Depending on where your customers lie along this spectrum, it is important to choose snacks that fill nutrient gaps in the diet. For example, if someone is replacing a meal with a snack, you may recommend a more filling option, like half an almond butter sandwich with string cheese and a piece of fruit, whereas someone looking to keep hunger at bay until dinner time might want to reach for a handful of almonds or trail mix with a satisfying combination of plant-based protein, fiber and good fats.

### **Foods Eaten for Planned Snacks vs Opportunistic Snacks**



Interestingly enough, planned snacks tend to be more nutritious. When planning snacks, consumers are more likely to choose fruits, dairy, nuts and vegetables. When they snack without a plan, they are reaching more often for salty snacks, baked goods and sweets.10

### KEY TAKEAWAY

We've all been there-that 3:00 p.m. feeling where you need a little brain fuel and the only thing available is a doughnut. Stop unhealthy snacks in their tracks! Surveys show that planning snacks can be a powerful driver for choosing nutritious options. Stock your desk drawer or purse with better-for-you options like:

- Almonds
- Fresh fruit
- Instant oatmeal Trail mix bars



Overall, taste rules. Taste trumps health as the most important attribute sought when choosing a snack. Of the top five attributes, taste is number one, two and three.11















### **KEY TAKEAWAY**

Smart snacking doesn't have to be boring! This toolkit is here to help arm you with delicious, craveable snack options that fit into a healthy lifestyle. Read on for recipes, tips and helpful handouts that can make you a snack-time hero.

### POWERFULLY PLANT BASED

### STORE AND TV TALKING POINTS

- The 2015 Dietary Guidelines for Americans note that nearly half of Americans consume two or three snacks per day and that snacks are currently a major contributor to our intake of added sugars and saturated fats!<sup>2</sup> That's why it is important to look at snacks as a way to not only keep hunger at bay, but also improve the quality of our diets. Make smart snack picks by choosing foods that have a mix of protein, fiber and good fat. Try half a nut butter sandwich made with 100% whole-grain bread or cottage cheese with sliced cucumber for a wholesome combination that will power you through to your next meal.
- Looking for even more from your snack?
   Choose plant-based options like nuts, beans, legumes, seeds and whole grains for a one-two punch of protein and fiber.
- Many plant-based snacks are shelf stable, meaning you don't need to store them in your refrigerator.
   Simply toss a baggie of almonds in your gym bag and you've got a portable post-workout snack. Or keep a stash of granola bars or energy bites in your desk drawer for when hunger strikes.
- Good news about good fats: by choosing plantbased snacks, you're likely swapping saturated fats for unsaturated ones. The U.S. Dietary Guidelines recommend the majority of your fat intake be unsaturated since higher intakes of these good fats is associated with heart health.

### **SOCIAL MEDIA POSTS**



A smart snack strategy starts with planning! Make this #almond trail mix ahead of time and enjoy it all week http://bit.ly/1fxTOAs #recipe



Avoid the vending machine this afternoon.

Make your own no-bake almond granola bars

http://bit.ly/1Ngt1Qo #recipe

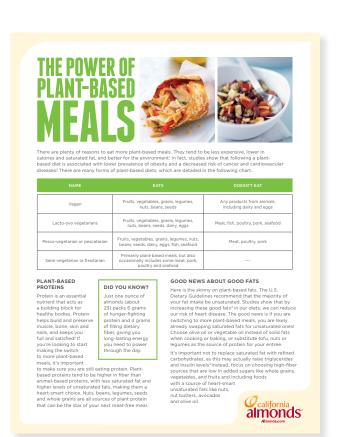


These pumpkin cranberry granola bites hit the mark with plant-based grains, almonds and pumpkin seeds. Each serving contains 4 grams of filling fiber and 5 grams of energy-giving protein to give you the power you need to seize the day! <a href="http://bit.ly/1mfe2gO">http://bit.ly/1mfe2gO</a>

### **NEWSLETTER/CIRCULAR COPY**

There are plenty of reasons to eat a more plant-based diet. It tends to be less expensive, lower in calories and saturated fat, and better for the environment.<sup>13</sup> In fact, studies show that following a plant-based diet is associated with lower prevalence of obesity and a decreased risk of cancer and cardiovascular diseases.<sup>14</sup> Eating a plant-based diet doesn't have to be complicated. Start small and focus on plant-based snacking, like a tablespoon of almond butter with apple slices or a 100% whole-wheat pita with hummus.





### **TEACHING TOOL**

For more information on plant-based eating, including the skinny on plant-based fats, share our <u>Power of</u> Plant-Based Meals handout.





### AVOCADO AND ALMOND MILK SMOOTHIE

Serves: 4

1 ripe medium banana, peeled

1 ripe medium avocado, peeled and pitted

1/2 cup loosely packed chopped kale

1 cup unsweetened vanilla almond milk

3/4 cup pineapple juice

1 tablespoon honey

1/2 teaspoon vanilla extract

1 cup ice cubes

 Combine all ingredients in a blender, secure lid and purée until smooth. Serve immediately for peak flavors and texture.

Each one-cup serving contains 152 calories, 6 grams total fat, 1 gram saturated fat, 2 grams protein



Pin this recipe and many others from Almonds.com/consumers/recipe-center.



## SAVOR THE FLAVOR

### STORE AND TV TALKING POINTS

- Taste trumps health as the most important attribute sought when choosing a snack. In fact, in a recent survey, 80% of consumers said taste is extremely important, compared to just 37% who said taste and health were extremely important.<sup>15</sup>
- Did you know that kicking up the flavor on your snacks can also be good for your health? You can use less salt when you season your snacks with herbs and spices, like fresh rosemary, garlic or cinnamon.
- Snack time is a great time to try out new flavors from around the globe. Sprinkle curry and chili powders on air-popped popcorn for a Southeast Asian flavor profile, or mix oregano, garlic and lemon zest with roasted chickpeas for a Mediterranean flair.
- Making your own customized flavored nut mix is a cinch! Just toss two to three cups of almonds with a raw beaten egg white before sprinkling them with salt and your favorite spices. The egg white helps the spices adhere to the almonds. Then roast on a baking sheet at 300°F for 40 minutes, tossing occasionally.



### **SOCIAL MEDIA POSTS**



Sprinkle this Almond Dukkah on roasted almonds or pita and transport your taste buds to the Middle East <a href="http://bit.ly/1P32AA4">http://bit.ly/1P32AA4</a> #recipe



A little sweet, a little smoky, this BBQ Almond Trail Mix is the perfect snack to fuel your day http://bit.ly/1qfpwAU #recipe



Looking for a zesty spin on your favorite snack? Try these tamari-ginger almonds. Roasted with oregano, ginger, garlic and paprika, one handful will surely spice up your afternoon! http://bit.ly/1lJzvOP

### **NEWSLETTER/CIRCULAR COPY**

Sweet or spicy flavored almonds make a great snack! They contain 6 grams of protein and pair perfectly with a piece of fresh fruit or cut-up veggies. Here's how to make a blend at home:

Preheat your oven to 325°F. In a small saucepan over low heat, melt 1/4 cup of butter; stir in 1/3 cup Tabasco jalapeño pepper sauce and 1 tablespoon Tabasco pepper sauce, 1 tablespoon Worcestershire sauce, 1 1/2 teaspoons each of garlic powder and salt, and 1 teaspoon of dry mustard. In a large roasting pan, toss mixture with almonds to mix well.

Bake 45 to 50 minutes, stirring occasionally, until liquid is absorbed. Let cool. Store in airtight container and you're ready to seize snack time!





### **TEACHING TOOL**

Snacking has become a nearly universal behavior—according to data from national consumer surveys, 94% of Americans are snacking at least once a day!<sup>16</sup> That's why it's important to choose flavorful, nutritious snacks that can help keep you full and satisfied. For more information on smart snacking, including a helpful snacking chart, share our <a href="Snacking">Snacking</a> Just Got Smarter handout.



### NUTTY TOASTED SNACK MIX

Serves: 13

1 cup whole natural almonds

2 cups wheat, rice or corn squares cereal

11/2 cups small pretzels

1 cup toasted oat cereal

1 cup sesame sticks, optional

2 teaspoons garlic powder

1/4 cup butter, melted

- Spread almonds in a single layer in shallow pan.
  Place in cold oven; turn oven to 350°F and bake
  8 to 12 minutes, stirring occasionally, until lightly
  toasted. Remove from pan to cool.
- Toss together all ingredients except butter. Drizzle with butter and toss to coat evenly.
- Spread mixture in a shallow pan and bake 10 minutes, stirring occasionally, until lightly toasted.
   Cool. Store in airtight containers.

Each serving contains 160 calories, 11 grams total fat, 3 grams saturated fat, 4 grams protein.



Pin this recipe and many others from almonds.com/consumers/recipe-center.



### PERFECT PAIRINGS

### STORE AND TV TALKING POINTS

- Make your snacks more substantial by pairing two or more food groups. The ideal snack contains protein, fiber and good fats, which act together to keep you satisfied between meals.
- Mix and match your snacks! Pairing different foods together means the possibilities are endless.

**Sweet:** apple, sliced and topped with one tablespoon of almond butter and two teaspoons honey

**Spicy:** 1/4 cup of salsa with baked tortilla chips

**Savory:** spreadable cheese wedge with eight whole-wheat crackers

**Crunchy:** one mini bag of popcorn with 1/4 cup of herb-roasted almonds

**Creamy:** two tablespoons of hummus with mixed veggies

 Sweet or savory, almonds pair well with a variety of fruits, veggies and whole grains. Try adding slivered almonds to your morning oatmeal, sliced almonds to your steamed green beans or, everyone's favorite, whole almonds with dark chocolate.

### **SOCIAL MEDIA POSTS**



Looking for something sweet? Or savory?
Check out the Almond Board's Snack Center
and satisfy any craving http://bit.ly/1sAFZM4



Late-night chocolate cravings? Reach for something that will nourish your body and satisfy your sweet tooth <a href="http://bit.ly/1YekRjJ">http://bit.ly/1YekRjJ</a> #recipe



Bring your "A" game to snack time! Consumers say the number one healthy snack is apples, followed by almonds. Combine the two with this Almond Apple Maple Oatmeal for your morning snack. http://bit.ly/1m4VGyB

### **NEWSLETTER/CIRCULAR COPY**

Shake up snack time by mixing and matching your favorite foods! An ideal snack contains fiber, protein and good fats, which can work together to keep you satisfied between meals. Stir whole-grain granola into eight ounces of yogurt, spread two tablespoons of almond butter on a whole-wheat tortilla or enjoy low-fat cheddar cheese with crisp apple slices. Pairing different foods together means the possibilities are endless.



### 20 DELICIOUS WAYS TO ENJOY ALMONDS EVERY DAY





to other nut or even other food can compare to almonds. With their craveable, buttery taste and one-of-a-kind runch, almonds apir perfectly with all kinds of other ingredients and come in a variety of forms, like whole, slavered liked. chopped, blanched, butter, flour, oil and milk. These tips and tricks aim to help you go beyond the usual andful to use almonds in new ways.

- Substitute almond flour for bread crumbs when frying or baking meat, vegetables or other foods.
- 2 Add almond butter to your favorite hot breakfast cereal for a burst of flavor and 6g of protein per serving.
- 3 Mix almond butter into a spicy dish to tame the spice.
- Make homemade almond milk. Soak 1 cup of almonds uncovered in water for 1-2 days, drain and discard the soaking water, rinse the almonds, and blend them on high with 2 cups of fresh water. Strain well using cheesecloth, and add a little vanilla, sweetener or cinnamon. Store refrigerated for up to
- 5 Repurpose the ground almonds left over from the homemade almond milk as a thickening agent in soups and stews.
- Blend almond milk into your smoothle or coffee drink for a creamy, nutty taste with no cholesterol
- Substitute up to 50% almond flour to add a deliciously nutty flavor to cakes, cookies, muffire and other haked goods

- Try making almond tea for a uniquely creamy hot beverage. Oven roast 1 cup blanched almonds at 375F for 1s minutes (until they're medium brown), string occasionally. Carefully transfer them to a blender, and blend them on high speed with 2 cups of water. Strain out the solids, heat, and add sweetener and spices such as cinnamon
- 9 Make your own almond butter by placing 2 cups of natural or roasted almonds in a food processor and blending for 20–30 minutes, stopping and scraping down the bowl as necessary. It takes a while, but the resulting butter will be
- 10 Try a savory almond butter sandwich with sliced cucumber, tomato, greens and sprouts.
- you need a great gluten-free topping for your favorite fruit crumble.

  12 Add some chopped, toasted
- 12 Add some chopped, toasted almonds to whole-grain recipes to bring out the nutty flavor of the grain.
- Save time and create a scrumptious snack mix for the week with whole almonds, golden raisins, dried figs and dark chocolate chunks

One serving of almonds (28g) has 13g of unsaturated fat and only 1g of saturated fat

- 14 Pair almonds with a piece of fruit for a healthy snack combination to help you powe through your day with protein (6g per serving), carbs and
- 15 Try almond oil in salad dressings; it provides a
- signature light and nutty flavor

  Replace bread crumbs with almond flour for an excellent,
- 17 Try topping a creamy vegetable soup with a sprinkl of roasted, sliced natural
- 18 Upgrade your movie snack.
  Toss whole, roasted almonds
- 19 Toss 2-3 cups of almonds with a beaten egg white before tossing them with salt or spices and roasting—the egg white
- 20 Stir almond milk into soup for a rich-tasting but



### **TEACHING TOOL**

For more information on making almonds part of your customers' smart snack pairings, check out our 20 Delicious Ways to Enjoy Almonds Every Day handout.





### SPICY, CRUNCHY TUNA WITH ALMONDS

Serves: 2

1 (4.5-ounce) can tuna packed in water, drained

2 tablespoons light mayonnaise

1/4 cup white cannellini beans, drained

1 teaspoon hot sauce, plus more for garnish

Salt and pepper, to taste

1/4 cup toasted sliced almonds

4 to 5 large multigrain crackers

 Combine all ingredients except crackers in a small bowl. Spoon tuna mixture onto crackers and top with more hot sauce, if desired.

Each serving contains 250 calories, 11 grams total fat, 1 gram saturated fat, 19 grams protein.



Pin this recipe and many others from almonds.com/consumers/recipe-center.



### HOLIDAY SNACK SURVIVAL GUIDE

### STORE AND TV TALKING POINTS

- Navigating holiday eating can be tough. It's difficult
  to stay on track with a healthy lifestyle if you have
  visions of sugarplums dancing in your head! One
  helpful tip is to adopt snacking behaviors that fill
  nutrient gaps and offset indulgent meals.
- Plan ahead during the holiday season and fill up on foods that are high in fiber and protein and low in sugar before you head to happy hour, so you aren't tempted to overdo it. If you do choose to snack at the party, opt for better-for-you items, like veggies and a dollop of ranch, whole-wheat crackers with cheese, or roasted almonds instead of empty-calorie cookies and saturated-fat-laden dips and spreads.
- Offer to bring your own healthier dish for all to share and have a potluck party. Try whipping up a batch of cocoa-and-coconut-dusted almonds for a sweet and satisfying treat. In a large skillet, heat two tablespoons coconut oil over medium-high heat and quickly toast 1 pound of almonds for about two minutes. Remove from heat and toss in a large mixing bowl with 1 tablespoon coconut flakes, 2 tablespoons unsweetened cocoa powder, 4 tablespoons powdered sugar and 1 teaspoon sea salt. Serve warm or at room temperature!

### **SOCIAL MEDIA POSTS**



You'll be the star of the season with these Almond Butter Granola Energy Bites, great for cookie swaps and snacking alike http://bit.ly/117f08E #recipe



Shake up snack time! Treat your friends and family to some salted honey nutty corn <a href="http://bit.ly/1m59ZTD">http://bit.ly/1m59ZTD</a> #recipe



Power through your to-do list with a delicious combination of fall flavors, plant-based protein and good fats. This Cranberry Almond Loaf is bursting with dried fruits, nuts and seeds—toast a slice and enjoy with a tablespoon of almond butter for a mid-morning snack!

http://bit.ly/1mosWRO

### **NEWSLETTER/CIRCULAR COPY**

Holiday meals don't have to ruin your healthy habits! When you're enjoying those seasonal favorites, don't forget to balance your meals by loading up on fruits, veggies and lean proteins and snacking smart throughout the day. Contact your in-store dietitian for more health information and discover the nutrition services available.





### **TEACHING TOOL**

For more information on how your customers can munch mindfully and maintain a healthy lifestyle this season, check out our <u>Achieving a Healthy + Happy</u> Weight handout.







Serves: 8

2 cups whole natural almonds

8 sprigs fresh rosemary

2 cups water

2 cloves garlic, crushed

1/4 cup sugar

1 tablespoon kosher or sea salt

Place all ingredients in a saucepan and bring to a simmer over medium-low heat. Simmer gently for 10 minutes, stirring occasionally. Turn off heat and let mixture sit until cool. Transfer to a plastic container and let marinate 2 to 12 hours. Preheat oven to 350°F. Drain mixture in a colander; pick out and discard rosemary sprigs and garlic cloves. Spread almonds on a baking sheet lined with parchment paper and bake 15 minutes; stir and bake 15 to 20 minutes more, until dry and roasted; skins will be crackly. Let cool before serving or storing airtight for three to four days

Each serving contains 153 calories, 12 grams total fat, 1 gram saturated fat, 4 grams protein.



Pin this recipe and many others from almonds.com/consumers/recipe-center.



## NOTES

### **CONTACT US!**

We'd love to stay in touch and hear from you.

If you have any requests for samples or perfect-portion almond tins, please reach out to us:

Sarah Lewis sarah.lewis@porternovelli.com.



facebook.com/californiaalmonds



instagram.com/californiaalmonds



twitter.com/almonds



almonds.com/blog



pinterest.com/almonds

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\*Good news about almonds and heart health. Scientific evidence suggests, but does not prove, that eating 1.5 ounces per day of most nuts, such as almonds, as part of a diet low in saturated fat and cholesterol may reduce the risk of heart disease. One serving of almonds (28 grams) has 13 grams of unsaturated fat and only 1 gram of saturated fat.











