

**Los Angeles Unified School District  
Food Services Division**

**Approval Process for Competitive Food Sales  
of Snacks and Beverages**

1. Submit the following information to the Food Services Division:
  - A. Name of Manufacturer
  - B. Name of Product
  - C. Product Code (for ordering purposes)
  - D. Portion Size
  - E. Pack Size
  - F. Nutrition Facts Label – provide documentation on the **unrounded** “Total Fat” in grams if the “Calories from Fat” number does not match the calculation achieved when using the **rounded** “Total Fat” number.
  - G. Ingredient Statement
  - H. Photo of Product
  - I. Portion size for **snack** products must be in **grams**.
  - J. Juice products must indicate the **% juice** on documentation submitted.
  - K. Electrolyte Replacement Beverage products with added sweeteners, must indicate the **grams of added sweetener**, artificial or natural, on documentation submitted.
  
2. Information must be legible and complete. Products will not be evaluated and/or evaluation will be delayed if any of the requested information is missing or if the following occurs:
  - A. There is a discrepancy in the name of the product, product code, portion size, or other product description on documents submitted. Information should be consistent.
  - B. Documentation submitted is something other than an actual copy or original of the manufacturer’s documentation on the product.
  
3. Submit product information to Ivy Marx, Senior Nutrition Specialist, by email **and** US mail:

LAUSD, Food Services Division [ivy.marx@lausd.net](mailto:ivy.marx@lausd.net)  
333 S. Beaudry Avenue, 28<sup>th</sup> Floor  
Los Angeles, CA 90017
  
4. Products are evaluated based on the following standards:
  - California Department of Education Competitive Food and Beverage Rules
  - USDA Smart Snacks
  
5. Vendors submitting product information will be notified of evaluation results by email. If disqualified, the reason for disqualification will be indicated in the email.
  
6. Approved products are included on the lists of approved snacks and beverages, which are posted on the Food Services website (<http://achieve.lausd.net/Page/1072>) under the *Competitive Foods* section.