

From Salt to Standards: How Small Steps Can Lead to Big Results

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Saul the Salt Monster





Topics to be covered

- Trainings
- Toolkits
- Working with distributors
- Sodium standards
- Evaluation
- Lessons learned
- Challenges
- Best Practices



Shasta County Public Health

- Population: 179, 804
 - White(81.1%)
 - Hispanic(9.1%)
 - Two or More (3.8%)
- 30th most populated county in California
- Shasta County employs approximately 1700 employees
- 1 in 3 people in Shasta County have hypertension



Trainings

- Food Service
 - Healthy Cuisine for Kids Training
 - National Food Service Management Institute, The University of Mississippi
 - 26 school cooks in attendance

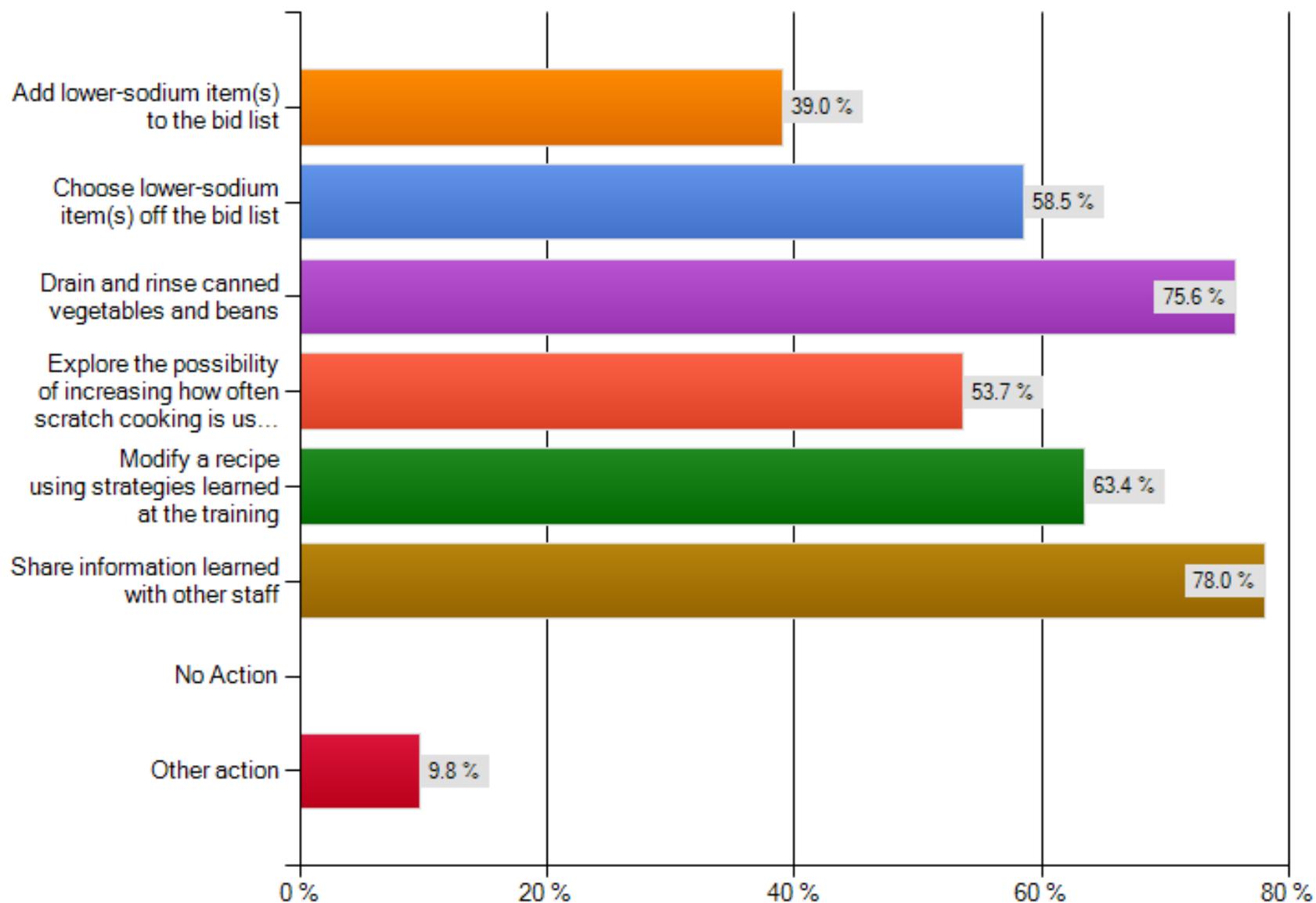


Trainings

- Food Service
 - Reducing Sodium in School Meals Training
 - Ideas for ingredient substitution; tips on using herbs and spices to enhance flavoring
 - Procurement and working with vendors
 - To meet standards including lower sodium foods
 - To get a better price by utilizing their food cooperative



**What actions (if any) do you plan to take as a result of attending today's workshop?
(Mark all that apply)**





Trainings

- Restaurant
 - Cut the Sodium Keep the Flavor
 - Culinary Institute of America
 - Presentation by a Dietitian and a Chef
 - 33 restaurants in attendance



Cut the
Sodium,
Keep the
Flavor



Toolkit

Toolkit content

- Nine easy strategies to lower sodium
- Two seasoning & two salad dressing recipes
- Tips for specific cuisines
- Located on the Healthy Shasta's website
 - <http://healthyshasta.org/saltsavvy.htm>





Standards for Concessions

- City of Redding adopted a facilities policy in 2010
 - No more than 360mg per serving for snacks
 - No more than 575mg of sodium per serving for entrees
- Pre and post evaluation was done of all the foods and beverages offered at the snack bar, known as the River Walk Grill



Pre and post evaluations

Table 1. Assessment of food and beverage offerings at the Redding Aquatic Center.

Food type	Number Assessed		Meets Nutrition Standard		Meets Sodium Standard alone		Average Sodium Content	
	2013	Change	2013	Change	2013	Change	2013	Change
Entrée – “Delectable Dishes”	10	+2	0 0%	0 0%	3 30%	+1 +8%	813 mg	-90 mg
Snacks – “Scrumptious Sides”[†]	6	-1	2 33%	0 +4%	3 50%	-1 -7%	408 mg	+13 mg
Add-ons	4	0	1 25%	0 0%	1 25%	0 0%	505 mg	+11 mg
Snacks – “Ice Cream & Treats”	17	-2	6 35%	0 +3%	17 100%	-2 0%	63 mg	-30 mg
Beverages (all)[*]	21	0	13 62%	+3 +5%	N/A	N/A	100 mg	+44 mg

[†]A 10 oz. cup of chili is listed on the menu as a side and thus it was assessed as such

^{*}Includes multiple flavors of some ice cream treats listed on the menu and other snacks that were sold and not on the menu

^{*}Average sodium content for fountain drinks based on medium size

THE RIVERWALK GRILLE

44 Quartz Hill Road • Redding, CA 96003 • (530) 245-7238

DELECTIBLE DISHES

♥ Cheese Pizza Slice.....	\$3.00
Pepperoni Pizza Slice	\$3.00
Hot Dog.....	\$2.50
Chili Dog	\$3.00
Corndog.....	\$2.50
PB & J	\$3.00
Peanut Butter and Jelly served on whole wheat bread.	
Nachos.....	\$3.00
Tortilla chips smothered in nacho cheese	
Super Nachos.....	\$3.50
Our own nachos topped with chili...enough for 2!	
♥ Quesadilla.....	\$2.75
Wheat tortilla with cheese	

SCRUMPTIOUS SIDES

♥ Cup of Chili.....	\$1.50
Potato Salad.....	\$1.50
♥ Sliced Apples w/ PB.....	\$1.50
♥ Frozen Grapes.....	\$1.50
Chips.....	\$1.50
Chips & Salsa.....	\$1.50
Jumbo Soft Pretzel.....	\$1.75

ADD-ONS

Nacho Cheese.....	\$0.50
Ranch Dressing.....	\$0.50
♥ Salsa.....	\$0.50
♥ Jalepenos.....	\$0.50

ICE CREAM & TREATS

Cookies and Cream Bar.....	\$.99
Fudge Bar.....	\$.99
Push Up.....	\$1.50
Ice Cream Sandwich.....	\$1.50
Drumstick.....	\$2.50
♥ Skinny Cow.....	\$2.50
♥ Lemonade Cup.....	\$2.50
Tollhouse Cookie Sandwich.....	\$3.25
Dibs.....	\$1.00
Candy.....	\$1.00

♥ = Healthier Choice

SHAVED ICE

1 flavor.....	
2 flavors.....	\$1.75
3 flavors.....	\$2.00
Bubble Gum, Wild Cherry, Blueberry, Watermelon, Sour Apple, Tigers Blood	\$3.00
♥ Sugar Free Flavors: Blue Raspberry, Strawberry	

FOUNTAIN BEVERAGES

Available in the following flavors: Mt. Blast Powerade, Iced Tea, Raspberry Iced Tea, Fruit Punch, and Lemonade

Small (12oz).....	\$1.75
Medium (16oz).....	\$2.00
Large (20oz).....	\$2.25

BLENDED BEVERAGES

♥ Hot Coffee (12oz).....	\$1.50
♥ Hot Tea (12oz).....	\$1.50
Hot Chocolate (12oz).....	\$1.50
Iced Cappuccino (16oz).....	\$2.75
Wild Berry Smoothie (16oz).....	\$2.75

BOTTLED BEVERAGES

♥ Apple Juice (10oz).....	\$1.00
Powerade.....	\$1.75
Fruit Punch, Strawberry Lemonade, Mixed Berry Zero	
Vitamin Water.....	\$1.75
XXX, Power C	
♥ Vitamin Water Zero.....	\$1.75
Gogo	
♥ V8 Fusion Pomegranate Blue.....	\$1.50
♥ V8 Fusion Strawberry Banana.....	\$1.50
♥ Dasani (12oz).....	\$1.00
♥ Dasani (liter).....	\$1.75

MEAL DEAL

Choose one item from each category.....\$6.00

Entrée Side	Beverage	Sm. Fountain
Hot Dog	Chips	12 oz. Water
Pizza Slice	♥ Apple Slices	
PB & J	♥ Frozen Grapes	
♥ Corn Dog	Potato Salad	
Pretzel		
♥ Quesadilla		



THE RIVERWALK GRILLE

Delicious Dishes

● Power-up PB & J - <small>Power-Up and J&J served on whole wheat bread</small>	\$2.50
● Kickin' Quesadilla - <small>Wholesome with cheese</small>	\$2.75
Jumbo Soft Pretzel	\$1.75
Cheese Pizza Slice	\$3.00
Pepperoni Pizza Slice	\$3.00
Hot Dog	\$2.50
Chili Dog	\$3.00
Corndog	\$2.50
Nachos - <small>Tostitos dip served in nacho cheese</small>	\$3.00
Chili Cheese Nachos - <small>Enough for 2</small>	\$3.50

Scrumptious Sides

● Apple Slammer Slices with PB	\$1.50
● Frozen GO-GO Grapes	\$1.50
Chips & Salsa	\$1.50
Cup of Chili	\$1.50
Chips/Crackers/Cookies	\$1.50
Potato Salad	\$1.50

Meal Deal

Choose one item from each category \$6.00

Entree	Side	Beverage
● Power-up PB&J	● Apple Slammer Slices	● 20 oz. Water
● Kickin' Quesadilla	● Frozen GO-GO Grapes	● 12 oz. Fountain Drink
Hot Dog	Chips	
Pizza Slice	Potato Salad	
Corndog		

Add-Ons

● Super Salsa	\$0.50
Jalapeños	\$0.50
Nacho Cheese	\$0.50
Ranch Dressing	\$0.50

Shaved Ice

1 Flavor	\$1.75
2 Flavors	\$2.00
3 Flavors	\$3.00

Sugar Free Flavors: Blue Raspberry, Strawberry

Regular Flavors: Bubble Gum, Wild Cherry, Blueberry, Grape, Watermelon, Sour Apple, Tigers Blood

Bottled Beverages

● Aquafina (12oz)	\$1.00
● Aquafina (Liter)	\$1.75
● Awesome Apple Juice (15.2oz)	\$1.75
● Power-up Pineapple Peach Mango Juice (15.2oz)	\$1.75
● Sobe Life Water (0 Calorie)	\$1.75
Strawberry Dragonfruit, Yumberry Pomegranate, Blood Orange Mango	
● Gatorade G2 Fruit Punch	\$1.75
Sobe Life Water Strawberry Kiwi	\$1.75
Gatorade Lemon Lime, Cool Blue Raspberry	\$1.75

Hot & Cold Beverages

● Wild Berry Smoothie (16oz)	\$2.75
● Hot Coffee (12oz)	\$1.50
● Hot Tea (12oz)	\$1.50
Hot Chocolate (12oz)	\$1.50

Fountain Drinks

● Ice Tea (Unsweetened) & Sobe Lean	
Raspberry Ice Tea, Fruit Punch, Lemonade, Pink Lemonade	
Small (12oz)	\$1.75
Medium (16oz)	\$2.00
Large (20oz)	\$2.25

Ice Cream & Treats

● Dole Fruit Bar	\$1.50
Cookies and Cream Bar	\$1.50
Orange Cream	\$1.50
Push Up	\$1.50
Ice Cream Sandwich	\$1.50
Itzakadozie	\$1.50
Drumstick	\$2.50
Tollhouse Cookie Sandwich	\$3.25
Dibs	\$3.25
Candy	\$1.00
Churros	\$1.50

● YAPPOW = Power-Packed Pickles

Standards for Healthy Kids Choice

- 770mg or less per kids meal
 - We contracted with a menu analysis company to have Healthy Kids Choice Menu's analyzed
 - Goal: to have at least one Healthy Kids Choice meal that meet sodium guidelines



Mini Daddy's BBQ Healthy Kids Choice Meals \$5.25

Kids 12 and under
Includes Choice of Entrée, Side & Beverage

Entree

*Mini Daddy BBQ Chicken Breast

*Mini Daddy BBQ Chicken Sandwich

*Mini Daddy Shredded Beef Sandwich

Sides

Side Salad

Fruit Cup

Beverage

Milk

Juice

*Meets additional, voluntary, lower sodium requirements for Healthy Kids Choice nutrition criteria





Working with vendors

- Restaurants
 - Small restaurants have less buying power to purchase from larger vendors
 - Which leads to them purchasing from a bulk store that has a limited variety and tends to change products
 - They don't have a co-op or a restaurant association in Redding
 - The lower sodium products are not available through vendors

As much as possible we encouraged scratch cooking and using herbs and spices. All restaurants got a copy of the “Cut the Sodium, Keep the Flavor” toolkit



Challenges

- Product availability
- Cost of products
- Perception of less sodium = less flavor
- Policy development



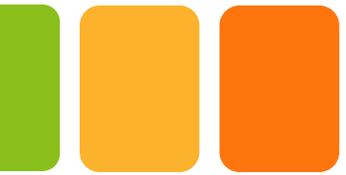
Lessons Learned

- Build relationships first!
- Take small steps and celebrate them
- Finding ways to provide tools, such as cooking equipment and educational materials such as reader boards to increase buy-in by partners to make changes
- Provide trainings which increases education and improves moral



Best Practices

- Journal of Public Health Management and Practice
 - Use of Environmental Change Strategies to Facilitate Sodium Reduction: A Case Study in a Rural California School District
- CDC Success Story
 - Shasta County Lowers Sodium in Kids Meals at Local Restaurants
- NACCHO – Million Hearts: Practice-Based Success in Sodium Reduction in Local Communities
 - Shasta County Public Health: Shasta County, CA



Thank you and Good Luck!

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