



Building Sodium Reduction Strategies into the Food Service Contracting Process in the County of Los Angeles

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

September 30, 2015

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Cardiovascular Disease Risk Factors and Burden of Disease in Los Angeles County

24% of adults in Los Angeles County (LAC) have been diagnosed with hypertension

Heart attacks and stroke are leading causes of death in LAC



Opinions on Sodium in Los Angeles County

72% (5.6 million) LAC adults (18+ years) agree there should be restrictions placed on how much sodium is added to packaged and restaurant foods

89% of LAC adults think its important or somewhat important that food and beverage companies change ingredients in their products to reduce sodium or salt content

70% of LAC adults favor reduced access to unhealthy snacks and beverages in vending machines in public buildings and work sites

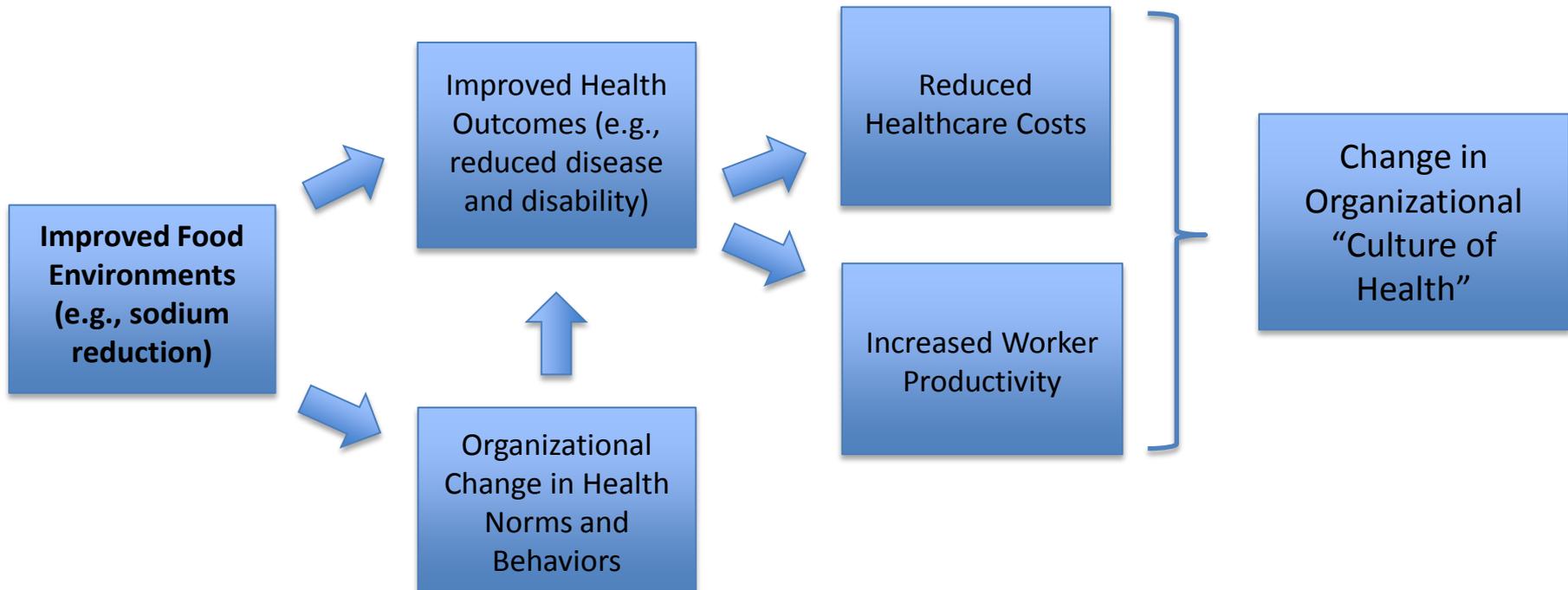
1. Los Angeles County Department of Public Health Internet Panel Survey, LA DPH-Sodium Reduction Survey. December 18, 2014 - January 3, 2015. Global Strategy Group.
2. Los Angeles County Department of Public Health Internet Panel Survey, LA DPH-Sodium Reduction Survey. December 18, 2014 - January 3, 2015. Global Strategy Group.
3. Los Angeles County Voter Survey, Food Policy/Healthy Eating Poll. October 2013. Field Research Corporation for the Los Angeles County Department of Public Health.



Food Environments Matter

Framework for Worksite Food Environmental Change

Making the Case to Policymakers and Employers





County of Los Angeles Government



- 101,000 Employees; 37 County Departments
- **County-wide Wellness Program:** Improve the health and productivity of County employees and lessen their health-related costs, mainly by helping employees change their lifestyle patterns through wellness initiatives.

Employee Health Profile

Chronic Conditions	Prevalence	Costs
Diabetes	6.8%	16.5%
Coronary Artery Disease	0.7%	2.6%
Hypertension	10.7%	24.5%

BMI Measurements*+: Adults (Ages 21-74)	
% of Adults who are Overweight or Obese	71.5%

Source: Kaiser Permanente. Customer Composite Scorecard Report - All Members. County of Los Angeles. November 2013. Health statistics are represented for all County of Los Angeles employees who are members of Kaiser Permanente from quarter 1 of year 2013.



Organizational Food Environment and Capacity Assessment

PREVENTING CHRONIC DISEASE PUBLIC HEALTH RESEARCH, PRACTICE, AND POLICY

VOLUME 8, NO. 2

MARCH 2011

ORIGINAL RESEARCH

Facilitators of and Barriers to Implementing a Local Policy to Reduce Sodium Consumption in the County of Los Angeles Government, California, 2009

Lauren N. Gase, MPH, Tony Kuo, MD, MSHS; Diane O. Dunet, PhD; Paul A. Simon, MD, MPH

Suggested citation for this article: Gase LN, Kuo T, Dunet DO, Simon PA. Facilitators of and barriers to implementing a local policy to reduce sodium consumption in the County of Los Angeles government, California, 2009. *Prev Chronic Dis* 2011;8(2): http://www.cdc.gov/pediatrics/2011/mar/10_0060.htm. Accessed [date].

key barriers were identified: 1) unique features among food service settings, 2) costs and unavailability of low-sodium foods, 3) complexity of food service arrangements, 4) lack of consumer demand for low-sodium foods, 5) undesirable taste of low-sodium foods, 6) preference for prepackaged products, 7) lack of knowledge and experience in operationalizing sodium standards, and 8) existing multiyear contracts that are difficult to change. Despite

PEER REVIEWED

Estimating the Potential Health Impact and Costs of Implementing a Local Policy for Food Procurement to Reduce the Consumption of Sodium in the County of Los Angeles

Lauren N. Gase, MPH, Tony Kuo, MD, MSHS, Diane Dunet, PhD, Steven M. Schmidt, PhD, Paul A. Simon, MD, MPH, and Jonathan E. Fielding, MD, MPH

In a 2010 report, the Institute of Medicine recommended that

food retailers, governments, businesses, institutions, and other large-scale organizations that purchase or distribute food establish sodium specifications for the food they purchase and the food operations they oversee.¹

Food-procurement policies limiting sodium content in meals purchased, distributed, or served have been enacted^{2,3} or considered⁴ by several jurisdictions in the United States. Excess consumption of sodium increases blood pressure and can increase the risk of cardiovascular morbidity and mortality.⁵ Unfortunately, the average daily consumption of sodium in the United States—more than 3,400 milligrams—greatly exceeds the limits recommended in the 2010 Dietary Guidelines for Americans: 2,300 milligrams for the general population and 1,500 milligrams for Blacks, adults who are middle-

Objectives. We examined approaches to reduce sodium content of food served in settings operated or funded by the government of the County of Los Angeles, California.

Methods. We adapted health impact assessment methods to mathematically simulate various levels of reduction in the sodium content of food served by the County of Los Angeles and to estimate the reductions' potential impacts on mean systolic blood pressure (SBP) among food-service customers. We used data provided by county government food-service vendors to generate these simulations.

Results. Our analysis predicted that if the postulated sodium-reduction strategies were implemented, adults would consume, on average, 233 fewer milligrams of sodium each day. This would correspond to an average decrease of 0.71 millimeters of mercury in SBP among adult hypertensives, 388 fewer cases of uncontrolled hypertension in the study population, and an annual decrease of \$629,724 in direct health care costs.

Conclusions. Our findings suggest that a food-procurement policy can contribute to positive health and economic effects at the local level. Our approach may serve as an example of sodium-reduction analysis for other jurisdictions to follow. (*Am J Public Health*. 2011;101:1501-1507. doi:10.2105/AJPH.2011.300138)

2009: Needs assessment conducted to explore the facilitators and barriers of a proposed food procurement policy to reduce sodium.

2011-12: Organizational food environment and capacity assessment conducted to support implementation of the County Board motion.

Healthy Food Procurement Initiative

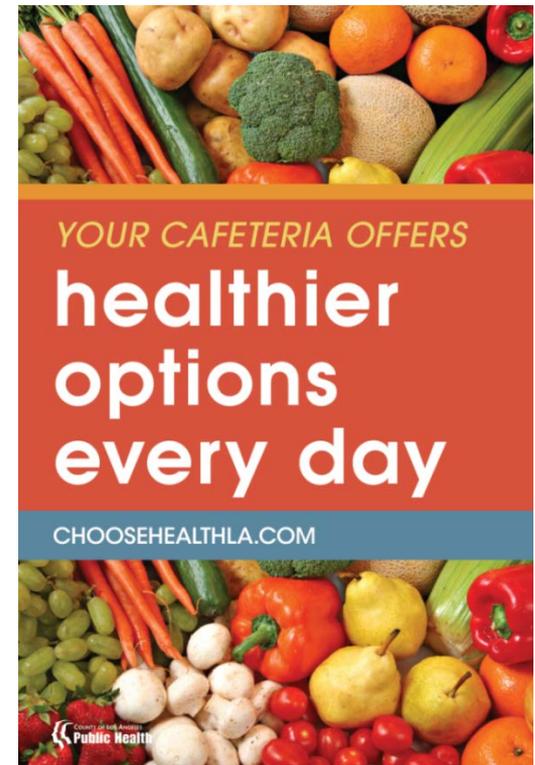
Improving Food Environments in the County of LA

2010 – DPH launched its initiative to create healthier food environments in the County of LA with support from the CDC.

- *Communities Putting Prevention to Work*
- *Sodium Reduction in Communities Program*

2011 – County of Los Angeles Board of Supervisors adopted Board motion, *Healthy Food Promotion in LA County Food Services Contracts*.

2011-2015 – DPH has partnered with 7 County Departments to operationalize nutrition standards (e.g., sodium limits).



Los Angeles County Sodium Reduction Initiative



SALT

is **hidden** in many places you may not suspect.

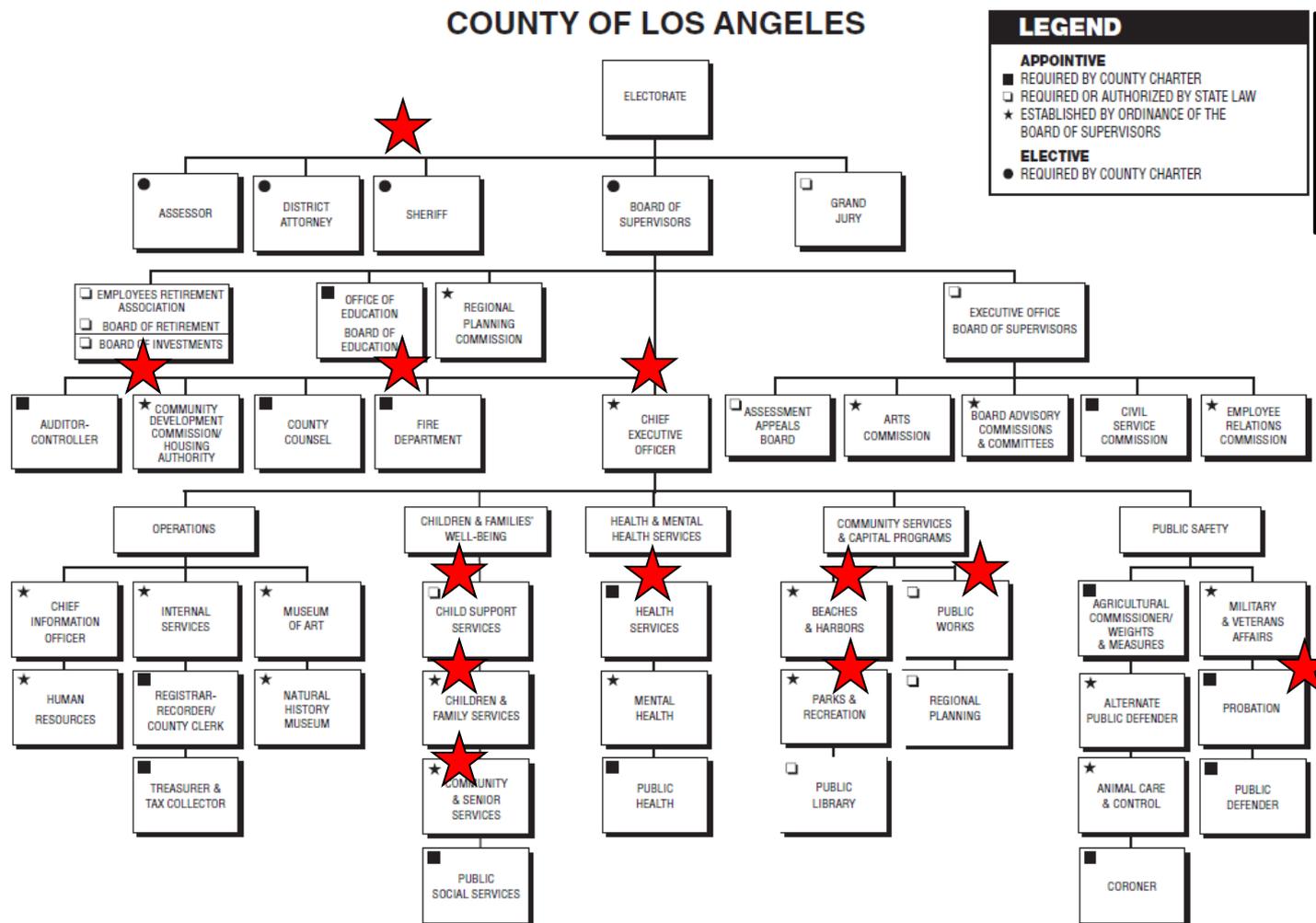
Too much salt can raise blood pressure and lead to heart attack and stroke.

.....
CHOOSEHEALTHLA.COM

- **Supported by CDC's Sodium Reduction in Communities Program (SRCP)**
 - 2010-13: County of Los Angeles government, school districts, media, and menu labeling
 - 2013-15: County of Los Angeles government, City of Los Angeles government, vending and hospitals
- **Goal:** to reduce population sodium intake in Los Angeles County
- **Implementing strategies to improve food service venues**
 - Menu labeling, sodium reduction, smaller portions, placement, pricing
- **National partners:** NSRI and Million Hearts



County of Los Angeles Departments that Purchase, Distribute or Sell Food



LEGEND

APPOINTIVE

- REQUIRED BY COUNTY CHARTER
- REQUIRED OR AUTHORIZED BY STATE LAW
- ★ ESTABLISHED BY ORDINANCE OF THE BOARD OF SUPERVISORS

ELECTIVE

- REQUIRED BY COUNTY CHARTER

37 departments
100,000+ staff
 ★ = 12 Departments Purchase, Sell, or Distribute food
 ● Impacting 37 M Meals

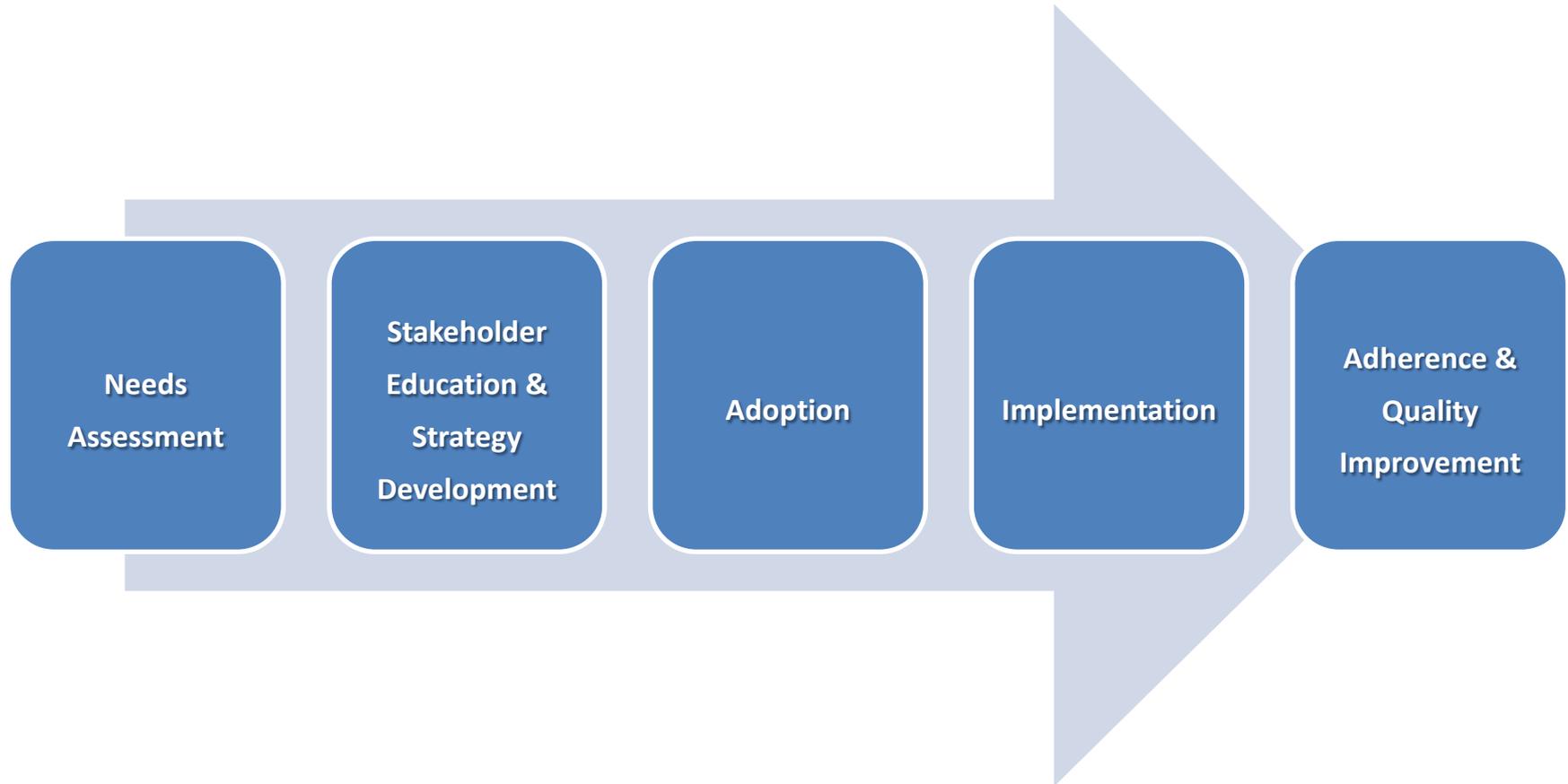


Food Service Environments in the County of LA

Food Service Category	County Department (s)
I. Meals and Snacks Served to Dependent Community Members	
Distributive meals (e.g., senior meals, after-school snacks)	<ul style="list-style-type: none">• Parks and Recreation, Community and Senior Services
Meals served to institutionalized populations	<ul style="list-style-type: none">• Probation, Sherriff's Department
Hospitals	<ul style="list-style-type: none">• Department of Health Services
Other (e.g. public safety)	<ul style="list-style-type: none">• Fire Department, Children & Family Services
II. Food Sold on Government Property	
Concession Operations (e.g. cafés, snack bars)	<ul style="list-style-type: none">• Beaches and Harbors, Parks and Recreation, Chief Executive Office
Mobile Food Trucks	<ul style="list-style-type: none">• Chief Executive Office
Work-site Cafeterias	<ul style="list-style-type: none">• Department of Health Services, Public Works, Chief Executive Office, Sheriff's Department
Vending Machines	<ul style="list-style-type: none">• Beaches and Harbors, Chief Executive Office, Public Works, Parks and Recreation , Community Development Commission, Fire Department



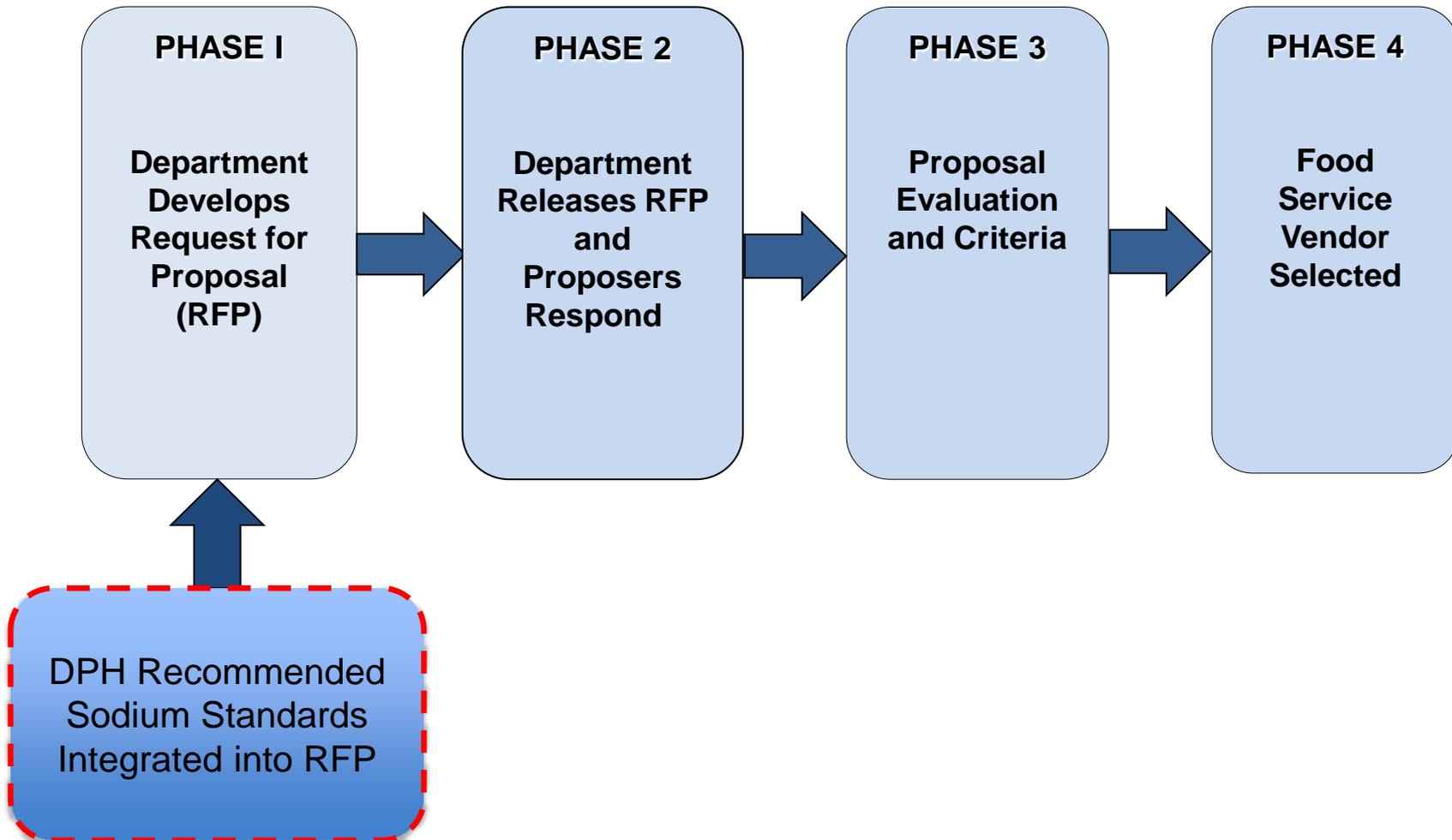
DPH's 5-Phase Process Framework Operationalizing Healthy Nutrition Standards





Food Service Contracting Process

Approach to Integrating Sodium Standards in Food Service Contracts





Summary of Sodium Reduction Strategies

Food Sold on Government Property

Sodium Standards

Sodium Reduction Plan

- Require all individual food items contain ≤ 480 mg per serving, *with the exception* of the food categories below.
- Recommend purchasing "low sodium" (≤ 140 mg sodium per serving) whenever feasible.

Sodium Standards for Purchased Foods

- Meat and Fish
- Grains
- Vegetables
- Condiments and Sauces
- Dairy

Sodium Limits

Entrées (50% of Entrees; ≤ 600 mg)

Side Items (50% of Sides; ≤ 360 mg)

Snacks/Desserts (50% of Snacks/Desserts; ≤ 360 mg)**

Low Sodium Condiments

Beverages (Vegetable juices labeled as "low-sodium")

Vegetables (Canned/Frozen "low-sodium"/"no salt added")

Dairy (Recommend purchasing cheese labeled "low sodium")

Menu Labeling (including sodium content)

5 Departments (16 Venues)

- Department of Health Services
- Department of Public Works*
- Department of Beaches & Harbors*
- Chief Executive Office (Cafeteria)
- Chief Executive Office (Vending)

• Only 2 entrées required to meet the standard

** 100% of products in Vending machines are ≤ 360 mg of sodium



Sodium Reduction Plan: Food Service Contracts

Sodium Standards for Purchased Foods

- Require all individual foods items contain ≤ 480 mg per serving.
- Specific Food Categories:
 - Meat and Fish
 - Grains
 - Vegetables
 - Condiments and Sauces
 - Dairy

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SODIUM REDUCTION

IMPLEMENTING A SODIUM REDUCTION PLAN

Reducing Sodium to Improve Heart Health

Most Americans consume an average of 3,300 mg of sodium per day – far greater than the recommended limit of 2,300 mg.¹ Excess sodium consumption can lead to high blood pressure, which increases the risk of heart disease and stroke.² About 80% of the sodium consumed comes from processed and restaurant foods.³ In 2011, the County of Los Angeles Board of Supervisors adopted a motion requiring the Department of Public Health (DPH) to review and provide nutrition recommendations for all new and renewing food service contracts to ensure dietary requirements promote healthy nutrition.⁴ These nutrition recommendations may include requirements to implement a gradual sodium reduction plan.

SODIUM STANDARDS FOR PURCHASED FOOD

Require all individual food items contain ≤480 mg per serving, with the exception of the food categories below. Recommend purchasing "low sodium" (≤140 mg sodium per serving) whenever feasible.

MEAT AND FISH

- › Require canned and frozen seafood: ≤290 mg per serving
- › Require canned and frozen poultry: ≤290 mg per serving

GRAINS

- › Require sliced sandwich bread: ≤180 mg per serving
- › Require all other baked goods (e.g., dinner rolls, muffins, bagels, tortillas): ≤215 mg per serving
- › Require cereal: ≤215 mg per serving

VEGETABLES

- › Require canned or frozen vegetables: ≤290 mg per serving

CONDIMENTS AND SAUCES

- › Require salad dressings: ≤290 mg per serving
- › Recommend "reduced" (per FDA definition) sodium soy sauce and other condiments

DAIRY

- › Recommend purchasing cheese: ≤215 mg per serving

¹Standards are based on multiple sources: Federal Drug Administration (FDA); American Heart Association's Recommended Nutrition Standards for Procurement of Foods and Beverages Offered in the Workplace; New York City Food Standards - Meals/Snacks Purchased and Served; and Massachusetts State Agency Food Standards.

Implementation

The Los Angeles County Sodium Reduction Initiative⁴ assists County of Los Angeles departments and their contracted food vendors with implementing these requirements. To maintain product taste and quality, reduction of sodium should be carried out gradually. In some instances sodium reduction requires a gradual change to maintain product taste and quality. DPH will provide technical assistance to each department within one year of contract execution to gradually reduce sodium.

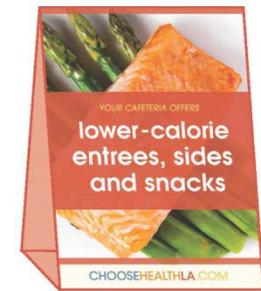
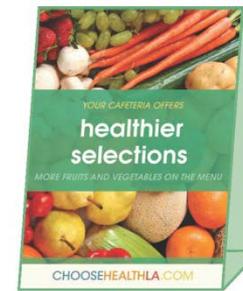
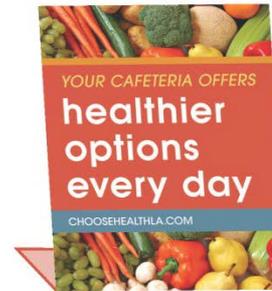
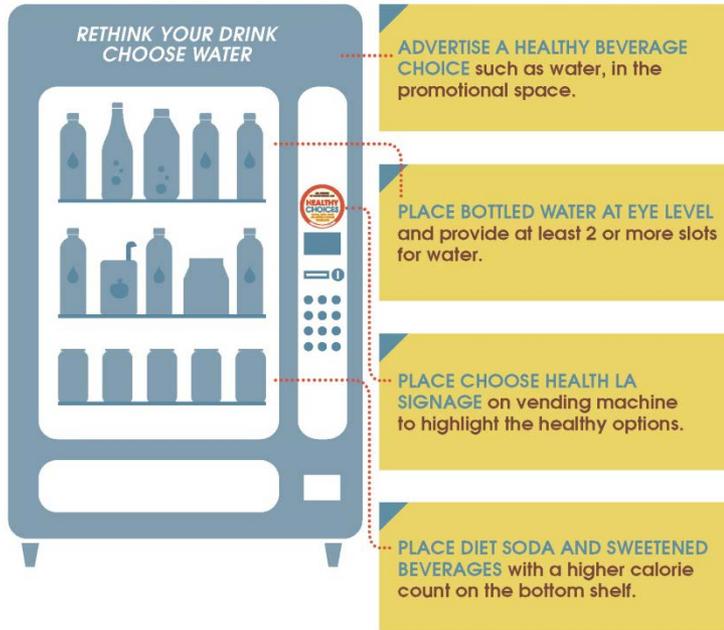
Programmatic Monitoring and Evaluation

DPH will provide programmatic monitoring and evaluation to assist vendors in adhering to these sodium content standards. Upon request, vendors may be asked, and are required to provide, food procurement records (e.g., product lists, food production records, sales reports) for monitoring purposes.

⁴The Los Angeles County Sodium Reduction Initiative is a program focused on reducing population sodium intake to limits recommended by the U.S. 2010 Dietary Guidelines for Americans.

Product Placement & Promotion Strategies

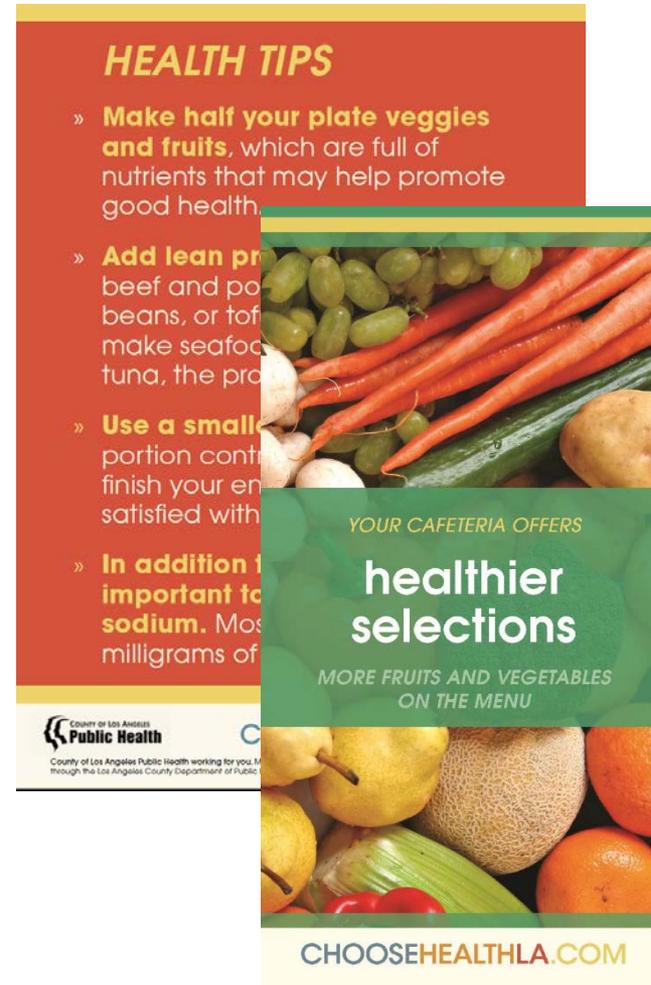
RECOMMENDED PLACEMENT AND PROMOTIONAL STRATEGIES



- Display healthy food and beverage options within five feet of all checkout registers.
- Display only water, diet drinks, 100% fruit juice or low-fat dairy products in eye-level sections of all beverage cases.
- Move salad bars closer to the checkout registers or at point-of-purchase.

Product Placement & Promotion Strategies

- Utilize 10" plates or smaller.
- Display fruit in brightly colored bowls or woven baskets.
- Promote water consumption by providing access to fresh, cold tap water.
- Discuss healthy food options with food service staff and post visible copies of policy and implementation guidelines.
- Add symbols to the menu for items that feature local produce or vegetarian menu items.



HEALTH TIPS

- » **Make half your plate veggies and fruits**, which are full of nutrients that may help promote good health.
- » **Add lean protein** like beef and pork, beans, or tofu. To make seafood like tuna, the protein is also a good choice.
- » **Use a smaller portion container** to finish your meal satisfied with less.
- » **In addition to important nutrients like sodium**. Most milligrams of sodium are found in processed foods.

YOUR CAFETERIA OFFERS
healthier selections
MORE FRUITS AND VEGETABLES ON THE MENU

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COUNTY OF LOS ANGELES
Public Health
County of Los Angeles Public Health working for you. Made possible through the Los Angeles County Department of Public Health.



Summary of Sodium Reduction Strategies

Meals and Snacks Served to Dependent Community Members

County Department	Sodium Standards
Department of Child and Family Services Meals Offered at Edelman’s Children’s Court	<ul style="list-style-type: none">• Adhere to sodium standards within the following programs:<ul style="list-style-type: none">• <i>Child and Adult Care Food Program</i>• <i>National School Breakfast Program</i>• <i>National School Lunch Program</i>• DPH Sodium Reduction Plan• Low-sodium vegetable juice
Probation Department Juvenile Halls and Probation Camps	<ul style="list-style-type: none">• Adhere to sodium standards within the following program:<ul style="list-style-type: none">• <i>National School Lunch Program</i>• Low-sodium vegetable juice• Low-sodium canned vegetables• Reduced-sodium soy sauce; low-sodium ketchup; and low-sodium salad dressings
Department of Parks and Recreation Summer Lunch and After-school Snack Program	<ul style="list-style-type: none">• Adhere to sodium standards within the following program:<ul style="list-style-type: none">• <i>National School Lunch Program</i>



Evaluating County of LA Food Environments

Purpose

- Evaluate potential effectiveness of expanding access to lower sodium food options for County staff, clients, and community members.

Activities

- Examine compliance with sodium standards.
- Review inventory of food sold or consumed at facilities.
- Gauge patron acceptability of lower sodium products.
- Document barriers and facilitators to implementation.

Evaluation Tools and Data Sources

Tools

- Validated Nutrition Environment Measures Survey for Vending Machines (NEMS-V) tool
- Environmental scan tool for cafeterias (*internally developed*)
- Vendor and consumer surveys
- Self-assessment tool for County departments

Data Sources

- Cafeteria menu(s) and/or menu brochures
- Nutritional analysis
- Food production records
- Sales records



Case Study: Worksite Vending Machines in the County of Los Angeles

ALL SNACKS SOLD IN COUNTY-CONTRACTED VENDING MACHINES MUST ADHERE TO THE FOLLOWING NUTRITION GUIDELINES¹:

AN INDIVIDUALLY SOLD SNACK THAT HAS NO MORE THAN:

1. 35% of its calories from fat (excluding legumes, nuts, nut butters, seeds, eggs, non-fried vegetables and cheese packaged for individual sale).
2. 10% of its calories from saturated fat (excluding eggs and cheese packaged for individual sale).
3. 35% sugar by weight (excluding fruits and vegetables).
4. 250 calories per individual food item or package if a pre-packaged item.
5. 360 milligrams of sodium per individual food item or package if a pre-packaged item.

EXAMPLES OF SNACKS THAT COMPLY WITH THE NUTRITION POLICY



Baked chips



Unsalted nuts



Pretzels



Granola and Energy bars



Dried fruit
(no sugar added)



Assessment of Sodium Content in Vending Machine Products Offered

300+ machines across 150+ locations

46,471 employees; 15,840 visitors per day across all locations

	Adherence to Policy		Average Sodium per packaged product		
	Baseline (old vendor)	Follow-up (new vendor)	NEMS-V (old vendor)	Sales Records (transition period)	NEMS-V (new vendor)
Snacks	27% healthy snacks	70% healthy snacks	294 mg per package	203 mg per package	205 mg per package
Beverages	57% healthy beverages	82% healthy beverages	N/A	53 mg per beverage	75 mg per beverage

Average 30% reduction of sodium in snacks



Impact of Nutrition Standards on Sodium Consumption and Vending Operator Sales

- LACDPH is currently conducting a trend analysis of vending sales data to assess changes in sodium consumption and revenue impact over time.

Preliminary Results

- Average sodium consumed per snack decreased after the first year of implementation from 302 mg of sodium (Nov 2013) to 184 mg of sodium (Oct 2014).
- Compliance with nutrition standards modestly increased over time during the first year of implementation.
- Preliminary analysis suggests stabilization of sales over time.

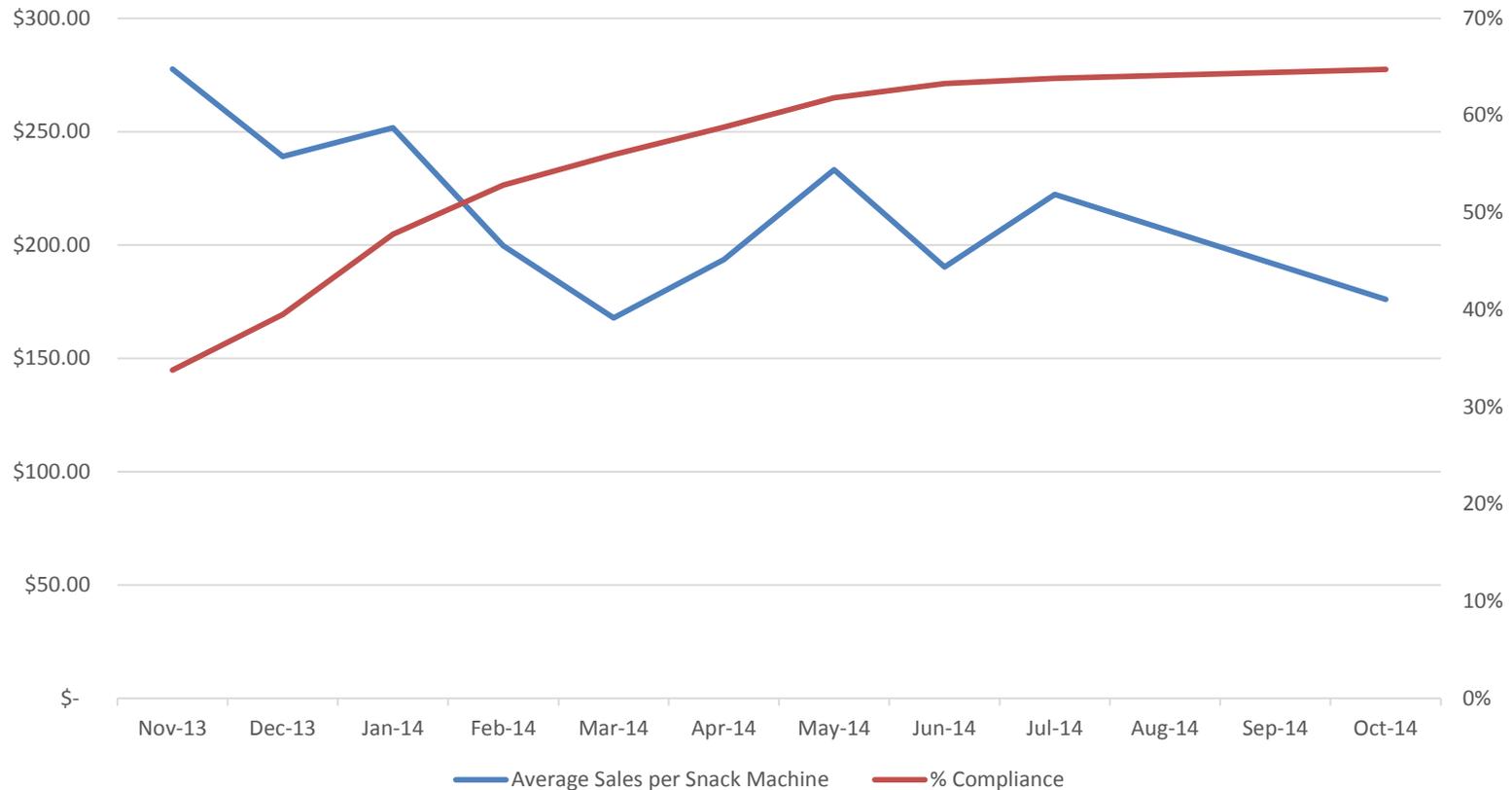
Limitations

- Analysis doesn't take into account price changes, # of snacks purchased per person per day, and differences in vending locations and populations.



A Trend Analysis of Vending Machine Sales and Compliance to Nutrition Standards

Year 1 Policy Implementation*



*The figure above represents preliminary findings.



Lessons Learned

Facilitators to Success

- Institutional readiness to operationalize new approaches.
- Strong partnerships with key stakeholders on evaluation and monitoring (e.g. vendors, contract monitors).
- Vendor capacity and willingness to share key data sources (e.g., nutritional analysis, sales data).
- Patron receptivity to changes to food environment.

Challenges to Implementation & Evaluation

- Differences among department's internal administrative processes, contracts divisions, and unique needs and concerns.
- Variance among department's interest level and understanding of nutrition concepts.
- Concerns about cost, availability and acceptability of healthier food options.
- Issues with County budgets and contracting processes.
- Challenges with data collection, data synthesis, and data analysis efforts.



Implementation Resources

CHOOSE HEALTH LA EAT HEALTHY

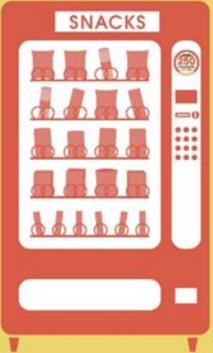
NUTRITION RECOMMENDATIONS FOR MEALS, SNACKS AND BEVERAGES IN CAFETERIAS

CHOOSE HEALTH LA EAT HEALTHY

VENDING MACHINE NUTRITION POLICY
BEVERAGES IN VENDING MACHINES

CHOOSE HEALTH LA EAT HEALTHY

VENDING MACHINE NUTRITION POLICY
SNACKS IN VENDING MACHINES



IMPLEMENTATION GUIDE FOR THE COUNTY OF LOS ANGELES

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CHOOSE HEALTH LA EAT HEALTHY OCTOBER 2012

PORTION CONTROL

CHOOSE HEALTH LA EAT HEALTHY

CREATING HEALTHY FOOD ENVIRONMENTS

HEALTHY FOOD PROCUREMENT PRACTICES IN THE COUNTY OF LOS ANGELES

CHOOSE HEALTH LA EAT HEALTHY APRIL 2014

SODIUM REDUCTION

IMPLEMENTING A SODIUM REDUCTION PLAN

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⁵The Los Angeles County Sodium Reduction Initiative is a program focused on reducing population sodium intake to levels recommended by the U.S. 2010 Dietary Guidelines for Americans.

BUYING AND OFFERING FOOD AND BEVERAGES

is to healthy meal, snack and...

...of employees and... who use government... facilities.

...id beverages purchased... and public institutions with... is from the USDA's Dietary... guidelines, 2010.¹

...urchasing power of large... meals and increase availability... healthier food options.

Procurement in Los Angeles

...es County Department of... aid an initiative to create... iments through the adoption... of nutrition standards and... ing practices in cafeteria... ed programs in the County of... nant.

...tive, the County Board of... a motion in 2011 requiring Public... l make recommendations for... g food service and vending... ir release as Requests for... in requires that all food service... ase, distribute and/or sell food... arments incorporate Public... id nutrition standards and... nt feasible.

HEALTHLA.COM

IT MATTERS

GOOD MEAL NOW!



1964 | 2010
2.6 times larger
2.3 times larger



...id significantly over

...of about 300 more

...nd drink 200 more... day than they did

...reported that they... bility to cut down the... f each meal.

¹Source: Department of Health Services, 2010. For more information, visit www.healthla.com

Implementation Resources

SALT IS HIDDEN IN MANY PLACES YOU MAY NOT SUSPECT

Too much salt can raise blood pressure and lead to heart attack and stroke.
Compare labels.
Choose foods with less sodium.

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Daily sodium amount eaten by most adults: 3400 mg

Daily sodium first recommended by most doctors: 1500 mg

Amount of sodium in just one slice of sodium: 275 mg

Made possible with funding from the Centers for Disease Control and Prevention through the Los Angeles County Department of Public Health.

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Healthy Food Procurement Initiative Lessons Learned in the County of Los Angeles

Publications:

- Comparison of Nutrition Standards and Other Recommended Procurement Practices for Improving Institutional Food Offerings in Los Angeles County, 2010 – 2012.
- Adopting Healthy and Sustainable Food Service Guidelines: Emerging Evidence From Implementation at the United States Federal Government, New York City, Los Angeles County, and Kaiser Permanente.
- Integrating Sodium Reduction Strategies in the Procurement Process and Contracting of Food Venues in the County of Los Angeles Government, 2010-2012

Integrating Sodium Reduction Strategies in the Procurement Process and Contracting of Food Venues in the County of Los Angeles Government, 2010-2012

Patricia L. Cummings, MPH; Tony Kuo, MD, MPH; Lauren N. Gase, MPH; Kristy Mappone, MSN, MPH, RN

ASN 2012 ANNUAL MEETING SYMPOSIUM SUMMARIES

Adopting Healthy and Sustainable Food Service Guidelines: Emerging Evidence From Implementation at the United States Federal Government, New York City, Los Angeles County, and Kaiser Permanente¹⁻³

Open Access

REVIEWS FROM ASN EB 2012 SYMPOSA

Comparison of Nutrition Standards and Other Recommended Procurement Practices for Improving Institutional Food Offerings in Los Angeles County, 2010-2012^{1,2}

Patricia L. Cummings, MPH, Tony Kuo, MD, MPH, Lauren N. Gase, MPH, Kristy Mappone, MSN, MPH, RN

ABSTRACT
National, state, and local institutions that procure, distribute, sell, and/or serve food to employees, students, and the public are increasingly obligated by existing regulatory mandates to create healthier food environments. Integration of healthy nutrition standards and other recommended practices (e.g., energy labeling and posting of price information, portion size control, product disclosure guidelines, and signage for food and beverage choices) and other strategies to improve food and beverage offerings in these settings is critical to meeting these mandates. This review examines the implementation of these practices in Los Angeles County, New York City, and Kaiser Permanente. The review identifies common challenges and strategies for implementation, and discusses the importance of these practices in meeting regulatory mandates and other goals for improving institutional food environments.

INTRODUCTION
Strategies comprising the implementation of standards and practices that are directed at improving the availability of healthier food in institutions that procure, distribute, sell, and/or serve food to employees, students, and the public are increasingly becoming more popular and accepted approaches to creating healthier food environments (1-3). Common to these approaches is the integration of procurement requirements or best practices in an institution's contractual and/or operational process. Emerging evidence suggests that these strategies may potentially influence dietary choices among staff and students (4, 5).

In this article, we present evidence from the process of procuring, distributing, selling, and/or serving food to employees, students, and the public in Los Angeles County, New York City, and Kaiser Permanente. We describe the implementation of these practices in these settings and discuss the importance of these practices in meeting regulatory mandates and other goals for improving institutional food environments. We also discuss the challenges and strategies for implementation, and discuss the importance of these practices in meeting regulatory mandates and other goals for improving institutional food environments.

Food vendors, including those that serve multiple venues, have been successful in meeting these standards and have a key role in ensuring that information about food offerings is available to consumers. They need to make

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Healthy Food Procurement in the County of Los Angeles

Intent of the Intervention

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[Program Flyer](#)

In 2011, the County of Los Angeles ("County") Board of Supervisors adopted *Healthy Food Promotion in Los Angeles County Food Service Contracts*, a motion aimed at County departmental food procurement policies and practices as they relate to nutrition. The motion established a process for the County's Department of Public Health to develop nutrition standards and/or healthy food procurement practices in new and renewing Requests for Proposals (RFP) for food service and vending contracts across County departments. Since the proposed motion was adopted as a policy by vote, the Center TRT is disseminating it as a **practice-tested** institutional policy.

The institutional policy addresses multiple levels of the socio-ecologic model. The primary focus is on the organizational level as all County departments are required, to the extent feasible, to incorporate nutrition recommendations and food service requirements into their RFPs for new and renewing food service and vending contracts. Additionally, the policy changes the food procurement system to influence individual choice by increasing access to healthier foods and beverages through modifications on menus and in the food environment.

Intent

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<http://publichealth.lacounty.gov/chronic>

Public education resources

www.choosehealthla.com

Salt shocker videos

<http://www.youtube.com/user/ChooseHealthLA>

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