



FOOD, BEVERAGE & PROCUREMENT STANDARDS

for Philadelphia Hospitals



AS A HOSPITAL FOOD SERVICE PROVIDER, YOU KNOW THAT **GOOD FOOD IS GOOD HEALTH CARE.**

The Good Food, Healthy Hospitals initiative is helping Philadelphia hospitals increase their offerings of nutritious, locally sourced foods, and recognizing Good Food leaders. These Food, Beverage and Procurement Standards are designed to help your institution set and achieve goals, and get the recognition you deserve.

GOOD FOOD CAN IMPROVE OUR HEALTH, ENVIRONMENT, AND REGIONAL ECONOMY.

Good Food not only provides us with adequate nutrition, but also promotes public health while improving environmental and economic sustainability.

One of this initiative's guiding principles is that Good Food should be simple, and making healthy choices should be easy. Ensuring access to fresh, unrefined, locally sourced food in hospitals demonstrates a health system's commitment to preventive care.

Among the ten largest U.S. cities, Philadelphia has some of the highest rates of poverty and diet-related chronic diseases, including hypertension, type-2 diabetes, and heart disease. Research shows that improving dietary intake can lower chronic disease risk, particularly among at-risk populations. For example, reducing excessive sodium intake from the average 3400mg/day to the recommended 2300mg/day can lower high blood pressure, and risk for heart disease and stroke.

The procurement of sustainably produced farm products supports personal, community, and environmental health by reducing non-therapeutic antibiotics, pesticides, and other toxic chemicals in our food system.

Additionally, purchasing regionally sourced products supports local farmers, improves the local economy,

increases food security through the preservation of arable land, and reduces the distance food travels. Many conventionally raised and harvested products travel an average of 1,500 miles from farm to market.

PHILADELPHIA HOSPITALS CAN LEAD THE WAY.

Philadelphia hospitals have a unique opportunity to improve community health and wellness. Every day, these hospitals prepare thousands of meals reaching our most vulnerable populations that often lack access to fresh, nutritious food. Their size and community presence provide them institutional leverage to impact procurement standards and influence suppliers to provide more foods that promote human health, a thriving regional economy, and a healthy environment.

Our region's farmers already grow foods that support these values, but access to the broader Philadelphia food system is not yet fully integrated.

Good Food, Healthy Hospitals gives Philadelphia hospitals and families the chance to say yes to local, sustainable, whole foods based meals.



WHAT IS "GOOD FOOD?"

We believe Good Food not only provides us with adequate nutrition, but also promotes public health while improving environmental and economic sustainability.

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The Good Food, Healthy Hospitals initiative strives to connect farming families with Philadelphia families, while advancing the City's public health.

MEASURING AND RECOGNIZING SUCCESS

The following Good Food standards provide a tool for measurement and a basis for recognizing achievement within the hospital food environment.

By implementing these voluntary standards, Philadelphia hospitals and healthcare systems will:

- ▶ Improve the health of Philadelphians, including nutritionally vulnerable populations such as the chronically ill, youth and seniors;
- ▶ Lessen the economic burden of healthcare costs associated with type-2 diabetes, cardiovascular disease, other diet-related illness; and
- ▶ Serve as a model for other large institutions, employers, and programs.

The documents provided are to be used as a guide wherein each participating hospital may develop priority areas of individual food service operations. The standards are set up as goals to reach while also recognizing current accomplishments.

WE'RE HERE TO HELP!

Our team is available to provide technical assistance, including conducting nutritional analysis, advising on menu planning, and assisting with product selection and vendor engagement, to help hospitals meet these goals.

We can also provide educational marketing materials for your use, such as nutrition facts and farmer profiles.

Finally, we can help promote your progress and accomplishments through our established recognition system. Contact us for assistance:

- ▶ Catherine Bartoli: catherine.bartoli@phila.gov
- ▶ Fran Cassidy: fran@thecommonmarket.org

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NOTE

- All percentages listed are a percentage of the total annual purchase of the specific food category.
- Standards such as “vegetables and fruit are local” and “unprocessed fresh or frozen seafood is a first preference” are intentionally written without suggesting a quantity or volume at this time. Hospitals are encouraged to track their purchases in order to meet purchasing benchmarks, which are quantitative. See purchasing benchmarks that follow.



GOOD FOOD, HEALTHY HOSPITALS

Good Food, Healthy Hospitals is a four-year initiative to transform Philadelphia’s hospital food environment and bring healthier options to employees, patients, and visitors every day. This work is made possible by funding from the Centers for Disease Control and Prevention and Get Healthy Philly, an initiative of the Philadelphia Department of Public Health.





GOOD FOOD IS LOCAL FOOD

Did you know? The Delaware Valley is home to more than 100 farms that use sustainable methods to reduce or eliminate chemical pesticides and fertilizers. These practices help protect our waterways, improve soil quality, and even help fight global warming.

1

FOOD & BEVERAGE PURCHASING STANDARD

These food and beverage purchasing guidelines incorporate most of food service, including patient meals, the cafeteria, cafés, catering and on-site restaurants. The purchasing benchmarks outline purchasing goals for healthy foods and beverages. Purchased food guidelines ensure that healthier food options such as vegetables and fruits, whole grains, and lean proteins are a regular part of individual's diets so that those who only eat a few items of each meal are still eating healthy options. Purchased beverage guidelines ensure that individuals are being encouraged to select beverages that support health and hydration. Purchased snack guidelines ensure that the healthiest and healthier options are available.

- ▶ There are 62 total guidelines in this Standard. To achieve recognition, hospitals must implement the following:
 - All Foods: at least 1 of the 4 guidelines
 - Food Groups: at least 21 of the 36 guidelines
 - Other Foods: at least 6 of the 10 guidelines
 - Snacks & Beverages: at least 7 of the 12 guidelines



TIP: Choose **whole grains** (oats, brown or wild rice, quinoa, buckwheat, and more) instead of **refined grains** (white flour, white rice).



VEGETABLES AND FRUIT

- ▶ A wide variety (“a rainbow”) of brightly colored, seasonally available vegetables and fruit.
- ▶ Fresh vegetables and fruit are first preference (whole or pre-cut); frozen are second preference; canned, processed or pre-prepared are third preference.
- ▶ All canned/frozen vegetables and fruit have ≤ 290 mg sodium per serving.
- ▶ All canned and frozen fruit is packaged in 100% water or unsweetened juice, without added sweeteners or preservatives (no syrup).
- ▶ Products made using vegetable based proteins (e.g. veggie burgers) contain ≤ 290 mg sodium per serving.
- ▶ Vegetables and fruit are local and/or sustainable.



GRAIN-BASED FOODS

Whole Grains

- ▶ Include whole, dry grains to cook from scratch.

Processed Whole Grains

- ▶ Minimum 50% of grain-based items are whole grain where they are offered or are part of a dish such as breads for sandwiches and wraps, rice dishes, pasta meals, and soups.
- ▶ All sliced sandwich bread contains ≤ 180 mg sodium per serving, is whole grain, and contains ≥ 2 g fiber per serving.
- ▶ All other grains/starches (pasta, buns, hoagie rolls, dinner rolls, tortillas, wraps, burrito and taco shells, muffins, bagels, waffles, pancakes) contain ≤ 290 mg sodium per serving.
- ▶ All cereal (hot or cold) contains ≤ 215 mg sodium per serving, ≤ 10 g sugar per serving, ≥ 2 g fiber per serving.^{1,2}

All Grains

- ▶ Grains are local and/or sustainably grown.



PROCUREMENT RESOURCES

We can provide resources to help you source and promote fresh, healthy, sustainable foods. Contact Catherine Bartoli, catherine.bartoli@phila.gov, or Fran Cassidy, fran@thecommonmarket.org, for assistance.

No parking after 10pm
All others will be towed

FOR ALL FOODS



ELIMINATE TRANS FAT

All products have “0 grams” trans fat and no partially hydrogenated oils in ingredient list.



LOWER SODIUM

All products have \leq 480mg sodium per serving, unless otherwise noted.



INCREASE WHOLE, UNREFINED FOODS, BEVERAGES AND INGREDIENTS

50% of all foods and beverages are whole and unrefined or are made with 100% whole, unrefined food ingredients (annual expenditure; measure = dollars).



INCREASE LOCAL AND/OR SUSTAINABLE FOODS

Increase local and/or sustainable food purchases by 20% of total food purchases over baseline year OR achieve 15% local and/or sustainable food purchases of total food purchases (measure = dollars).



BEANS, LEGUMES, NUTS & SEEDS

- ▶ Whole, dry beans and legumes cooked from scratch are first preference.
- ▶ Canned beans and legumes contain \leq 290mg sodium per serving
- ▶ All nuts, seeds, nut/seed butters contain \leq 230mg sodium per serving.
- ▶ All nut/seed butters contain \leq 4g sugar per serving.
- ▶ Nuts and seeds (unsalted) are added to menus as optional ingredients.
- ▶ Beans, legumes, nuts and seeds are local and/or sustainable.



MEAT

- ▶ Decrease the amount of meat purchased by 20% from baseline (meat = beef, poultry, pork, and lunchmeat; measure = lbs.)
OR provide documentation that this reduction has already been achieved.
- ▶ Unprocessed fresh or frozen meat is first preference.
- ▶ All beef, pork, and poultry is lean, i.e. contains \leq 10% fat per serving.
- ▶ All deli/luncheon and other ready-to-eat meats have \leq 480mg per 2oz serving.
- ▶ All canned/frozen meat contains \leq 290mg sodium per serving.
- ▶ Meat is local and/or sustainable.

¹ In children's hospitals/pediatric menus, cereal \leq 6 grams sugar per serving

² Cereals that contain dried cranberries, dates, and/or raisins are exempt from the sugar standard due to the limited availability of this product type that meets the sugar standard. Cereals must still meet fiber and sodium standards. Recommend phasing out high sugar cereals over time.



SEAFOOD

- ▶ Unprocessed fresh or frozen seafood is first preference.
- ▶ All frozen/canned seafood (e.g., salmon, tuna) has $\leq 290\text{mg}$ sodium per serving.
- ▶ 20% of total seafood is least toxic seafood.
- ▶ Seafood is local and/or sustainable.



EGGS

- ▶ Eggs are local and/or sustainable.



DAIRY

- ▶ All milk is 1% or non-fat, except children < 2 years old are served whole milk.
- ▶ All milk is unsweetened.
- ▶ All yogurt is non-fat or low-fat.
- ▶ All yogurt contains no added sweeteners or $\leq 20\text{g}$ sugar/6oz.
- ▶ All prepared cheese products contain $\leq 230\text{mg}$ sodium per serving.
- ▶ Reduce or eliminate prepared cheese products.
- ▶ Dairy is local and/or sustainable (including rBGH free).

OTHER FOODS



SOUPS

- ▶ Purchase ingredients to make soups from scratch using whole, unrefined food ingredients as first preference over purchasing soup base.
- ▶ All soups have $\leq 480\text{mg}$ per 8oz serving.



OILS, CONDIMENTS AND SAUCES

- ▶ Olive oil and non-GMO canola oil are first preferences.
- ▶ Salad dressings contain $\leq 290\text{mg}$ sodium per serving.
- ▶ Use low-fat mayonnaise.
- ▶ Use reduced sodium soy sauce, low-sodium ketchup & low-calorie salad dressings (per FDA definitions³).



SWEETENERS

- ▶ Limit food purchases containing added sugars. e.g. cakes, muffins, cookies, ice creams, puddings.
- ▶ Fruit and whole, unrefined sweeteners are local and/or sustainable.



DEEP FRIED FOODS

- ▶ No purchase of food products that are prepared by deep frying; this includes breaded, pre-fried products.

³ FDA definitions for low-fat, reduced sodium, and low sodium can be found here: <http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/ucm064911.htm>.



SNACKS AND BEVERAGES

See Dairy Category above for standards on fluid milk.

- ▶ Increase Green Light⁴ beverage purchases by 20% of total beverage purchases over baseline year

OR achieve 65% Yellow Light⁵ beverage purchases of total beverage purchases for use throughout the hospital (patient meals, cafeteria, café, catering and vending; includes promotion of tap water over bottled water where possible; measure = dollars).

“Green Light” Beverages⁶

- ▶ Water is a first preference.
- ▶ Milk substitutes are available, such as nut and soy milks.
- ▶ Coffee and tea, where offered, is unsweetened.
- ▶ Beverages are local and/or sustainable.

“Yellow Light” Beverages⁷

- ▶ All beverages have ≤ 40 calories per container or serving (except 100% juice and milk).
- ▶ All juice is 100% vegetable or fruit juice.
- ▶ Vegetable juice contains ≤ 230 mg sodium per serving.

Healthiest Snack⁸

- ▶ Whole, unrefined food and/or food ingredients.
- ▶ No or low sodium and no artificial additives.
- ▶ Snack is local and/or sustainable.

Healthier Snack⁹

- ▶ Snack meets all of the following criteria (Collectively counts as one nutrition guideline):
 - ≤ 250 calories per package, excluding nuts and seeds.
 - ≤ 7 grams total fat per serving, excluding snacks containing nuts and/or seeds.
 - ≤ 1 gram saturated fat per serving.
 - ≤ 230 mg sodium per serving.
 - ≤ 18 g sugar per serving, except for snacks containing only fresh fruits or vegetables, dried fruits or vegetables, or packaged fruit packed in its own juice or water may exceed 18 grams of sugar per serving.
 - “0 grams” trans fat and no partially hydrogenated oils in ingredient list.
 - Is not gum, candy, or non-baked chips.

⁴ Green Light beverages: include water and other beverages listed in the “Green” beverage category in Appendix 2.

⁵ Yellow Light beverages: include beverages listed in the “Green” and “Yellow” beverage categories in Appendix 2.

⁶ Beverages listed in the “Green” beverage category in Appendix 2.

⁷ Beverages listed in the “Yellow” beverage categories in Appendix 2.

⁸ The complete definition of a healthiest snack is a whole, unrefined food or food that contains 100% whole, unrefined food ingredients, e.g. vegetables, fruit, nuts, seeds, whole grains, dairy, eggs, seafood, and meat. A healthiest snack is also fresh, dehydrated, processed or prepared in a manner that maintains its natural state; contains no or low sodium and no artificial additives; and is ideally local and/or sustainable food or food ingredients.

⁹ This is the complete definition of a healthier snack.



2

STANDARD FOR FOOD & BEVERAGES SERVED IN PATIENT MEALS

The patient meal standards listed below are to be used for the regular patient population that is not prescribed a specific therapeutic diet. These guidelines address how food is being prepared and promoted, the sodium and sugar content of foods, the variety of vegetables, fruit and other whole, unrefined foods and ingredients that are made available to patients. Guidelines are provided for specific food categories, beverages, snacks, food preparation and presentation, and nutrition standards for adult patients on a regular diet and for pediatric menus.

- ▶ There are 16 guidelines in this category. To achieve recognition, hospitals must implement at least 10 of the 16 guidelines.

FOOD & BEVERAGE GUIDELINES



VEGETABLES AND FRUIT

- ▶ Offer a minimum of 5 servings of different brightly colored vegetables and fruit per day.
- ▶ Offer a minimum of 2 servings of different brightly colored vegetables and fruit at lunch and dinner.
- ▶ Offer daily at least one raw, salad-type vegetable and at least one steamed, baked, or grilled vegetable at lunch and dinner.



SANDWICHES, SALADS, SOUPS, & ENTRÉES

- ▶ Whole, unrefined foods and ingredients are a first preference.
- ▶ Minimum 50% of grain-based items are whole grain where they are offered or are part of a dish such as breads for sandwiches and wraps, rice dishes, pasta meals, and soups. e.g. if both a pasta dish and rice dish are offered, offer brown rice and/or whole grain pasta as an option.
- ▶ Soups contain \leq 480mg sodium per 8oz serving.
- ▶ Offer a minimum of one vegetarian entrée daily.



BEVERAGES

- ▶ Tap water is available at all patient meals.
- ▶ All juices must be 100% vegetable or fruit juice; fruit juice is limited to \leq 4oz serving; vegetable juice contains \leq 230mg sodium per serving.
- ▶ Only Green and Yellow Light beverages are offered on the patient menu.

PREPARATION & PRESENTATION GUIDELINES

- ▶ No deep frying is used to prepare patient meals.
- ▶ Use juices from scratch cooking in gravies and sauces to flavor menu items, e.g. from cooking soup stock, vegetables, mushrooms, seafood, and meat.
- ▶ Where appropriate, encourage the selection of the healthiest offerings on the patient menu.
- ▶ Where appropriate, mark key indicators to define healthy menu items, e.g. cooked from scratch, vegetarian/vegan options, whole grain items, local and/or sustainable foods.



Nico Nelson



GOOD FOOD IS NUTRITIOUS

According to the Union of Concerned Scientists, increasing our consumption of fruits and vegetables could save more than 100,000 lives and \$17 billion in health care costs from heart disease each year.



NUTRITION GUIDELINES

Daily values for adult patients on a regular diet (collectively counts as one guideline):

Calories	2,000 calories
Sodium	≤ 2,300mg ¹⁰
Added Sugar	100-150 calories (or <10% total calories) ¹¹
Saturated Fat	≤ 10% of total calories
Fiber	≥ 28 grams
Protein	10-35% of total calories
Carbohydrate	45-65% of total calories
Potassium	4,700mg
Calcium	1,000mg
Iron	≥ 8mg (18mg F; 8mg M)

Recommendations for adults ages 19-50 years. Based on USDA's 2015 Dietary Guidelines for Americans: <http://www.cnpp.usda.gov/DietaryGuidelines> & American Heart Association Recommendations for Added Sugar.

NUTRITION GUIDELINES FOR PEDIATRIC MENUS

Hospitals serving patients under 19 years old shall follow the Institute of Medicine, Food and Nutrition Board's Dietary Reference Intakes (DRI) for appropriate age groups.¹²

¹⁰ Hospitals can meet the sodium standards gradually by developing a plan and fully implement by September 2018.

¹¹ Per American Heart Association's recommendations for added sugars: http://www.heart.org/HEARTORG/HealthyLiving/HealthyEating/Nutrition/Sugar-101_UCM_306024_Article.jsp#5_discretionary_calories_and_added_sugars.

¹² Institute of Medicine, Food and Nutrition Board's Dietary Reference Intakes (DRI): <http://iom.nationalacademies.org/Activities/Nutrition/SummaryDRIs/~media/Files/Activity%20Files/Nutrition/DRIs/New%20Material/5DRI%20Values%20SummaryTables%202014.pdf>.



GOOD FOOD IS SUSTAINABLY GROWN

The Centers for Disease Control and Prevention envision a food system that provides healthy, sustainable choices, minimizes environmental impacts, and serves as a model for the broader public health community.

Choosing local, healthy, environmentally responsible food helps promote personal health as well as the overall health of the community.

The best indicators of the sustainability of a product are third party certifications or USDA/FDA approved label claims, since they are based on clear and meaningful standards.

When possible, food and beverage products should carry one or more third party certification or USDA/FDA label claims for sustainability.

In the case of local farmers that don't have certifications or label claims, foods and beverages will be considered sustainable under these procurement standards if appropriate documentation is provided to substantiate that sustainable food production methods have been used.

Got questions about sustainable food qualifications or sources? Get in touch with us, we are here to help.

Clockwise from top left: Dairy goats at the Kirchenburg Family Farm, in the Delaware Valley; organic arugula and radishes; locally grown hydroponic basil; low spray apples.



The Common Market



Woodley Wonderworks



Eric Ray





3

STANDARD FOR FOOD & BEVERAGES SERVED IN CAFETERIAS, CAFÉS, & ON-SITE RESTAURANTS

The guidelines for foods and beverages served listed below are to be used for cafeterias, cafés, and for on-site restaurants located in hospitals that sell food to staff, visitors and patients. These guidelines address how food is being prepared, made available and promoted. The meal, beverage and snack serving guidelines also ensure that people eating meals have a healthy, balanced diet and people eating snacks have healthy options available. The guidelines include food categories; healthy meal options; food content and preparation; product placement, pricing and promotion; and nutrition information.

- ▶ There are 30 guidelines in this category. To achieve recognition, hospitals must implement at least 19 of the 30 guidelines.

FOOD & BEVERAGE GUIDELINES



VEGETABLES AND FRUIT

- ▶ Offer local and/or sustainable fruits and vegetables (See Appendix 4 for availability chart).
- ▶ Offer minimum of 4 different brightly colored vegetable choices at lunch and dinner, e.g. leafy green salads, steamed, sautéed or roasted vegetables, and/or raw vegetables.
- ▶ Offer minimum of 4 different brightly colored fresh fruit choices at each meal, e.g. whole fruit, cut fruit, fresh fruit salad.
- ▶ Offer daily at least one raw, salad-type vegetable and at least one steamed, baked, or grilled vegetable at lunch and dinner.



SANDWICHES, SALADS, SOUPS, AND ENTRÉES

- ▶ Rotate specially featured salad bar items using whole, unrefined foods and ingredients. (See Appendix 4 for availability chart).
- ▶ Minimum 50% of grain-based items are whole grain where they are offered or are part of a dish such as breads for sandwiches and wraps, rice dishes, pasta meals, and soups. Examples: If both a pasta dish and rice dish are offered on the hot bar, offer brown rice and/or whole grain pasta as an option.
- ▶ Offer minimum of one non-cream based soup at each meal where soup is offered.
- ▶ Soups contain \leq 480mg sodium per 8oz serving.
- ▶ Offer minimum of one vegetarian option entrée daily.



DESSERTS

- ▶ At least 50% of all desserts have no more than 200 calories per serving and \leq 18g sugar per serving.
- ▶ Use low-calorie/low-fat items for desserts when possible.



BEVERAGES

- ▶ Tap water is available at all meals (includes infused water).
- ▶ Limit serving size of sugar sweetened beverages to maximum of 16 ounces (applies to bottles and fountain drinks).
- ▶ Offer minimum of 3 Green and/or Yellow light beverage options at fountain machines.
- ▶ Provide nutrition information for beverages at the point of choice including but not limited to name of beverage, container size and calories per container.
- ▶ Use “Green,” “Yellow,” “Red” beverage “traffic light” labeling or similar system to indicate healthier beverages (Appendix 2).
- ▶ Offer minimum of 65% Green and/or Yellow light beverages.



PRESENTATION & SERVICE GUIDELINES

Healthy Meal Options

Offer minimum of 1 entrée and/or side at each food station or a total of 8 entrees and/or sides that fit the following criteria:

- ▶ Contain entrees with no more than 500 calories, 600mg sodium, 0g trans fat, < 10% calories from saturated fat, ≤ 30% calories from fat.
- ▶ Contain sides with no more than 250 calories, 360mg sodium, 0g trans fat, < 10% calories from saturated fat, ≤ 30% calories from fat.

Food Content & Preparation

- ▶ Eliminate the use of deep fryers.
- ▶ Foods used are not pre-fried products.
- ▶ All products have “0 grams” trans fat and no partially hydrogenated oils in ingredient list.

Product Placement, Price, and Promotion

- ▶ Food and beverage promotions are limited to healthy options. This includes meal combos and “specials of the day.”
- ▶ Only items that fit criteria for healthier offerings (standards for healthiest and healthier snacks and Green and Yellow light beverages) are placed within 5 feet of point of purchase (cash register).
- ▶ Green and yellow light beverages and healthiest or healthier snacks are placed in positions with the highest selling potential.
- ▶ Sugar sweetened beverages and other snacks are placed in positions with the lowest selling potential.
- ▶ Encourage selection of the healthiest and healthier offerings at the point of choice. This may be done via nutrition labeling or specific signage that indicates a healthy option.
- ▶ The price per ounce of healthy offerings does not exceed the price of other menu options, e.g. Water is not be more expensive than soda packaged in the same sized bottle.
- ▶ Local and sustainable foods and beverages are indicated on menus, menu boards, and/or other signage by way of source identification (Indicating supplier and location).



NUTRITION INFORMATION

- ▶ Nutrition information for entrée and side items is provided at the point of choice including but not limited to serving size, calories, total fat (g), sodium (mg), carbohydrate (g), protein (g), and fiber (g) content for each item.



Chiots Run

4

STANDARD FOR FOOD & BEVERAGES SERVED IN CATERING

The Catering Standard is for meetings and special events held on or off the hospital campus.

- ▶ There are 17 guidelines in this category. To achieve recognition, hospitals must implement at least 11 of the 17 guidelines.

FOOD & BEVERAGE GUIDELINES



FOODS SERVED

- ▶ Serve at least one fresh vegetable option at all lunch and dinner meals and one fresh fruit at all meals.
- ▶ Offer local and/or sustainable foods.
- ▶ Minimum 50% of grain based items are whole grain where they are offered or are part of a dish such as sandwiches and wraps, rice dishes, pasta meals, and soups.
- ▶ No deep frying may be used to prepare foods.
- ▶ If serving sweets/desserts, offer in smaller portions. Or serve fruit as dessert.
- ▶ Snacks must meet standards for the healthiest or healthier snacks.¹³
- ▶ Offer low sodium options as a default choice.
- ▶ Offer minimum of one vegetarian option on the menu.

¹³ Healthiest and Healthier snacks: see criteria on page 9.



BEVERAGES SERVED

- ▶ Water is available at all times (includes filtered tap, infused, unsweetened).
- ▶ Juice must be 100% vegetable and/or fruit juice. Limit size to 6oz portion or 10oz bottle.
- ▶ Sugar sweetened beverages are not offered on catering guide.
- ▶ If served upon request, sugar sweetened beverages are limited to 12oz servings.
- ▶ Milk served is local and rBGH free.

PRESENTATION & SERVICE GUIDELINES

- ▶ Offer reasonable portion sizes for foods served. See our “Know Your Servings” tips sheet for serving size suggestions.
- ▶ Include a vegetarian option at all meals.
- ▶ Include signage to indicate nutrition information or indicate on catering guide.
- ▶ Indicate source identification of local and sustainable foods.



The Common Market



David Duran



KPG Payless for Shutterstock.com

5

VENDING STANDARD

Healthy vending guidelines offer and promote healthy choices among hospital patients, staff, and visitors. The vending standard is applied to beverages and foods contained in machines that sell products such as hot and cold beverages, shelf-stable snacks, frozen meals, frozen desserts, and refrigerated meals, snacks and beverages.

- ▶ There are 20 guidelines in this area. To achieve recognition, at least 65% of the products in each machine must meet the definition of healthy and/or healthier beverages and snacks and meet 5 guidelines for beverages and 5 guidelines for snacks.



GOOD FOOD IS PART OF A FAIR, LOCAL ECONOMY

According to a research team from Cornell University, every additional \$1 spent on local food from food hubs results in an additional \$0.75 in the local economy.



BEVERAGES

- ▶ At least 65% of beverages offered per machine are Green and Yellow Light beverages.
- ▶ Sugar sweetened beverages should not be larger than 12oz each.
- ▶ Green and Yellow Light beverages are placed in positions with the highest selling potential.
- ▶ Sugar sweetened beverages are placed in positions with the lowest selling potential.
- ▶ Other than beverage display or placement that conforms with the definition of Green or Yellow Light beverages, no beverage shall be specially advertised, promoted, or featured on, in, or immediately surrounding any machine unless that beverage is a Green Light beverage.
- ▶ Calorie information for beverages must be clearly and conspicuously labeled.
- ▶ The price of water must not exceed the lowest price of any sugar-sweetened beverage.
- ▶ Pricing models that promote healthy choices by establishing lower prices for the Green and Yellow Light beverages relative to sugar-sweetened beverages are strongly encouraged.



SNACKS & MEALS

- ▶ At least 65% of snacks offered per machine are healthiest or healthier snacks.¹⁴
- ▶ At least one high fiber snack is offered per machine.
- ▶ At least one item must be unsalted or lightly salted nuts.
- ▶ At least one item must be a dried or shelf-stable fruit item.
- ▶ Healthiest or healthier snacks have no more than 18g sugar/serving except those that contain only fresh fruits or vegetables, dried fruits or vegetables, or packaged fruit packed in its own juice or water, which may exceed 18g sugar/serving.
- ▶ Snacks have 0g trans fats and no partially hydrogenated oils.
- ▶ At least five non-grain/potato based healthy snacks must be offered per machine.
- ▶ Healthiest and healthier snacks are placed in positions with the highest selling potential.
- ▶ All healthiest and healthier snacks in each machine are clearly and conspicuously labeled.



GOOD FOOD IS ALL AROUND US

With so many local suppliers, choosing good food is not as difficult as you may think. Pictured: Mark and Fran of Castle Valley mill, artisan bread from Philly Bread; and lettuce from Butter Valley Farm.

¹⁴ Healthiest and Healthier snacks: see criteria on page 9 or in the terminology appendix on page 22.

▶ Other than snack display or placement that conforms to the requirements above, no snack shall be specially advertised, promoted, or featured on, in, or immediately surrounding any machine unless that snack is defined as a healthiest or healthier snack.

▶ The price of the healthiest and healthier snacks does not exceed the highest price of other snacks.

▶ Healthy meal: a meal item includes salads, sandwiches, burritos, mac and cheese, soups and combination packaged items such as tuna salad kits. Breakfast breads and pastries must meet the snack standards. Each item should meet all of the following criteria:

a. No more than 700 calories per package (all items \leq 250 calories would have to meet the snack standards).

b. No more than 35% of calories from fat.

c. No more than 10% of calories from saturated fat.

d. No more than 800mg sodium per package. For soups, no more than 480mg per 8 ounces.

e. No more than 35% of calories from sugar.

See Appendices 4 and 5 for sample snack and beverage planograms.

These suggestions will continue to be evaluated and updated based on the latest scientific research on nutrition, the relationship between human health and food production methods, and the sustainability of the food system.



TERMINOLOGY & DEFINITIONS

Added Sugar: any caloric sweetener not naturally found in a food that is added during processing or preparation.

Green Light beverages: water and other beverages listed in the green light beverage category in Appendix 2.

Healthier snack:

Snack must meet all following criteria:

(Collectively counts as one nutrition standard):

- \leq 250 calories per package, excluding nuts and seeds.
- \leq 7 grams total fat per serving, excluding snacks containing nuts and/or seeds.
- \leq 1 gram saturated fat per serving.
- \leq 230mg sodium per serving.
- \leq 18g sugar per serving, except for snacks containing only fresh fruits or vegetables, dried fruits or vegetables, or packaged fruit packed in its own juice or water may exceed 18 grams of sugar per serving.
- “0 grams” trans fat and no partially hydrogenated oils in ingredient list.
- is not gum, candy, or non-baked chips.

Healthiest snack: a whole, unrefined food or food that contains 100% whole, unrefined food ingredients, e.g. vegetables, fruit, nuts, seeds, whole grains, dairy, eggs, seafood and meat. A healthiest snack contains no or low sodium and no artificial additives; can be fresh, dehydrated, processed or prepared in a manner that maintains its natural state; is ideally local and/or sustainable food or food ingredients.

High fiber snack: a snack that contains at least 5 grams of fiber per serving and meets the definition of healthiest or healthier

Highest selling potential: positions at or closest to eye level.

Infused water: tap water with sliced fruit, herbs and/or vegetables (cucumbers etc.); unsweetened.

Least toxic seafood is defined by the Environmental Defense Fund’s Seafood Selector as “Eco-friendly & Healthy” Best Choices, “Eco-friendly” Best Choices, and Eco-OK Choices. Avoid the Eco-Worst Choices.

Local: foods and beverages that are grown, raised or caught, and processed and packaged within a 250-mile radius of the facility. Processed foods and beverages, especially those with multiple ingredients including breads, other bakery items, jams, beverages, etc., contain a majority of ingredients ($>$ 50% by weight) that have been grown, raised or caught, and processed and packaged within a 250 mile radius.

Local businesses: businesses within a 250 mile radius of the facility that prepare, process, package and/or distribute foods and beverages (i.e. bakeries, coffee roasters and other businesses making or selling prepared foods and beverages). The food ingredients they use may nor may be produced within a 250 mile radius.

Low-calorie: a food or beverage that contains \leq 40 calories per serving. For more information, see FDA definitions. <http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/ucm064911.htm>

Low-fat: a food or beverage that contains \leq 3 grams per serving. For more information, see FDA definitions. <http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/LabelingNutrition/ucm064911.htm>

Lowest selling potential: positions furthest from eye level.

Other snack: any snack that is not a healthiest or healthier snack.

Prepared cheese product: a food product made from cheese (and sometimes other, unfermented dairy by-product ingredients) plus emulsifiers, saturated vegetable oils, extra salt, food colorings, whey or sugar.

rBGH Free: products free of Recombinant Bovine Growth Hormone (rBGH), a genetically engineered growth hormone which increases milk production in cows. May also be referred to as Recombinant Bovine Somatotropin (rBST).

Refined grains: are grains or grain products that have been modified from their natural composition, typically involving the mechanical removal of the bran and germ, either through grinding or selective sifting. Further refining can include mixing, bleaching and brominating. Although minerals and vitamins are often added back in to enrich the product, refined grains are typically nutritionally inferior to whole grains.

Seasonal: Local foods harvested in season and are defined by regional growing conditions.

Soda: a carbonated beverage with added sugar or other sweeteners including artificial sweeteners.

Sugar sweetened beverage: any beverage that is not a healthiest or healthier beverage and contains an added caloric sweetener. Examples include but are not limited to regular soda, sugar sweetened fruit drinks, teas, sugar sweetened flavored water, and energy drinks.

Sustainable: Food that does not harm the environment, supports and preserves rural communities, is healthy and nutritious to eat, respects farm animals, provides farmers with a fair wage, is free of added toxins, is grown in the local community, and does not harm the health of farm workers.

The best indicators of the sustainability of a product are third party certifications or USDA/FDA approved label claims since they are based on clear and meaningful standards. When possible, food and beverage products should carry one or more third party certifications or USDA/FDA label claims for sustainability (See Resources). In the case of local farmers that don't have certifications or label claims, foods and beverages will be considered sustainable if appropriate documentation is provided to substantiate sustainable food production methods have been used.

Whole grains: grains and grain products made from the entire grain seed, usually called the kernel, which consists of the bran, germ and endosperm. Whole grains are generally good sources of dietary fiber. Examples include whole-wheat flour, oatmeal, whole cornmeal, brown rice and bulgur. Dietary fiber from whole grains, as part of an overall healthy diet, helps reduce blood cholesterol levels and may lower risk of heart disease. Fiber-containing foods such as whole grains help provide a feeling of fullness with fewer calories and so may help with weight management.

Whole, unrefined foods, beverages and ingredients: any food, beverage or ingredient in a food or beverage that is in its natural form. Examples include:

- Vegetables
 - Fruit
 - Nuts
 - Seeds
 - Whole Grains
 - Beans
 - Legumes
 - Mushrooms
 - Herbs
 - Spices
 - Seaweed
 - Dairy
 - Eggs
 - Seafood
 - Meat
 - Organ Meat
 - Bones
 - Honey*
 - Pure Maple Syrup*
- * in limited quantities

Yellow Light beverages: beverages listed in the yellow light beverage categories in Appendix 2.

HEALTHY BEVERAGE IDENTIFICATION SYSTEM

HEALTHY BEVERAGE RESOURCE

To help customers choose healthier options at a glance, we can provide you with display materials for use in vending and food service.

*This identification system was adapted from Rethink Your Drink: www.healthylincoln.org
Boston Healthy Beverage Toolkit
Healthier Hospitals Initiative*

Green Light:

Drink freely (may contain 0-5g sugar/12oz)

- Water (includes tap, infused, unsweetened)
- Seltzer water (includes those with natural flavors and unsweetened)
- Milk – (Skim or 1%; whole milk for children under 2 years of age; unsweetened and USDA Certified Organic or rBGH-free)
- Tea – (unsweetened)
- Coffee – (unsweetened with only naturally occurring caffeine)
- Non-dairy milks – (unsweetened and ≤ 8oz serving size)
- Local and/or sustainable, when possible
- Water dispensed by tap or fountain and reusable containers encouraged when possible

Yellow Light:

Drink sometimes (may contain 6-12g sugar/12oz or artificial sweeteners)

- 100% vegetable juice (optimal sodium less than 230 mg)
- 100% fruit juice (4oz servings for patient meals)
- Diet sodas
- Diet iced tea
- Non Fat/1% Chocolate/Flavored milk
- Low-calorie/sugar drinks (energy drinks excluded)
- Flavored waters
- Low-calorie sports drinks
- Non-dairy sweetened milks (≤ 8oz container)

Red Light:

Drink rarely, if at all (may contain ≥ 12g sugar/12oz)

- Regular sodas
- Sports drinks
- Sweetened coffee drinks
- Energy drinks
- Sweetened tea and lemonade
- Fruit & juice drinks with added sugar
- Whole or 2% milk

BEVERAGE VENDING PLANOGRAMS ● ● ●

Sample Glass-front Coke Vending Machine prioritizing “green light” and “yellow light” beverages.

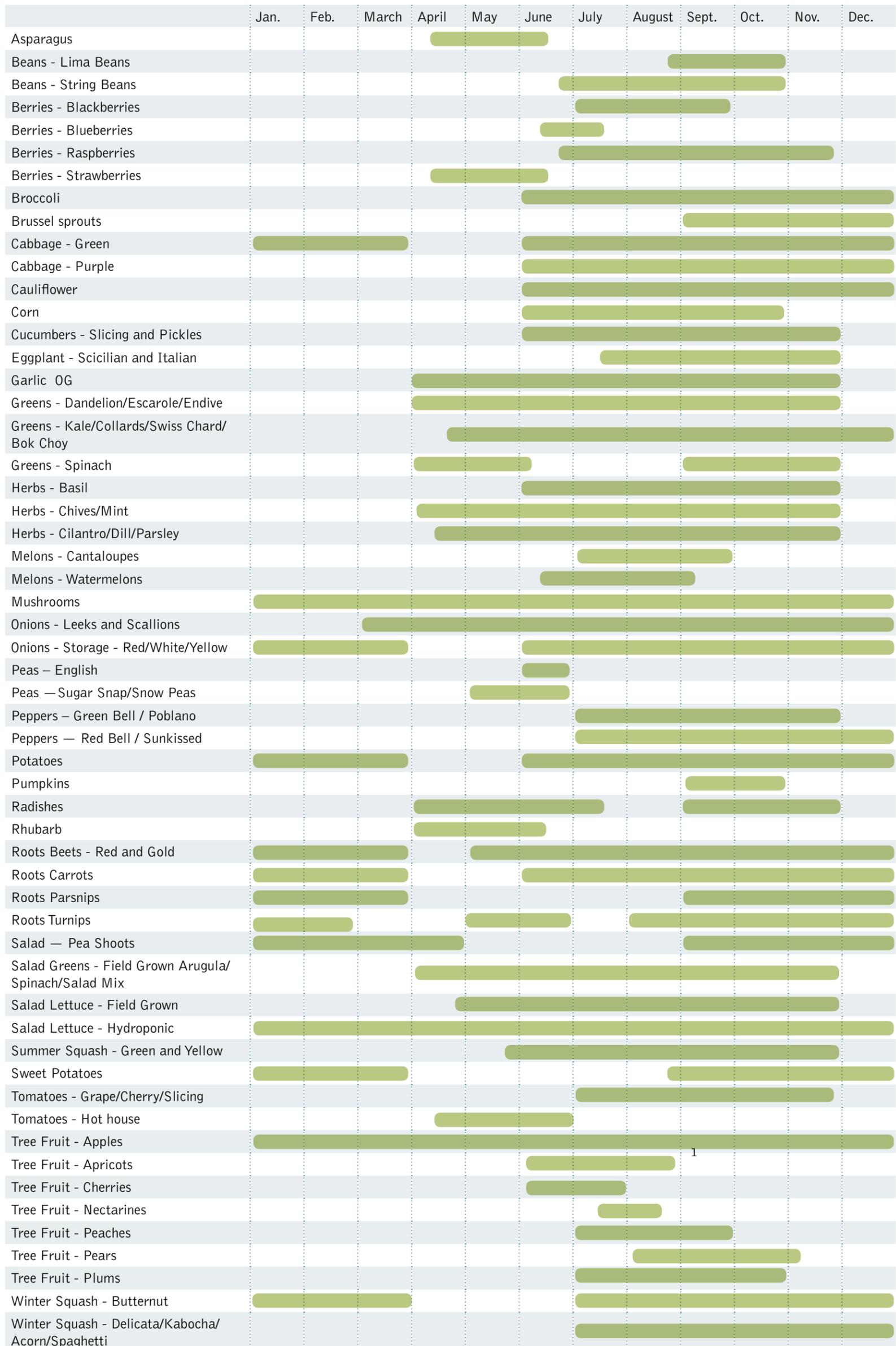
●	●	●	●	●	●	●	●	●
Diet Coke	Diet Coke	Diet Coke	Coke Zero	Coke Zero	Coke Zero	Diet Dr. Pepper	Diet Dr. Pepper	Diet Dr. Pepper
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
●	●	●	●	●	●	●	●	●
Dasani Water	Dasani Water	Dasani Water	Dasani Water	Dasani Water	Dasani Water	Seagrams Seltzer	Seagrams Seltzer	Seagrams Seltzer
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
●	●	●	●	●	●	●	●	●
Minute Maid 100% Orange Juice	Minute Maid 100% Orange Juice	Minute Maid 100% Apple Juice	Minute Maid 100% Apple Juice	Sprite Zero	Sprite Zero	Diet Snapple Tea	Diet Snapple Tea	Diet Snapple Tea
220 Cal	220 Cal	220 Cal	220 Cal	0 Cal	0 Cal	10 Cal	10 Cal	10 Cal
●	●	●	●	●	●	●	●	●
Snapple Tea	Snapple Tea	Snapple Tea	Dasani Flavored Water	Dasani Flavored Water	Dasani Flavored Water	Ginger Ale	Ginger Ale	Ginger Ale
190 Cal	190 Cal	190 Cal	0 Cal	0 Cal	0 Cal	160 Cal	160 Cal	160 Cal
●	●	●	●	●	●	●	●	●
Fanta	Fanta	Fanta	Coke	Coke	Coke	Dr. Pepper	Dr. Pepper	Dr. Pepper
300 Cal	300 Cal	300 Cal	240 Cal	240 Cal	240 Cal	250 Cal	250 Cal	250 Cal

Sample Glass-front Pepsi Vending Machine prioritizing “green light” and “yellow light” beverages.

 Diet Pepsi	 Diet Pepsi	 Diet Pepsi	 Diet Dew	 Diet Dew	 Diet Dew	 Diet Cherry	 Diet Cherry	 Diet Cherry
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
 Aquafina	 Aquafina	 Aquafina	 Aquafina	 Aquafina	 Aquafina	 Sparkling Water	 Sparkling Water	 Sparkling Water
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
 100% Orange Juice	 100% Orange Juice	 100% Apple Juice	 100% Apple Juice	 Lipton Diet Green	 Lipton Diet Green	 Lipton Diet Green	 Sparkling Water	 Sparkling Water
200 Cal	200 Cal	200 Cal	200 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
 Pepsi	 Pepsi	 Pepsi	 Aqua Splash	 Aqua Splash	 Aqua Splash	 Orange Crush	 Orange Crush	 Orange Crush
250 Cal	250 Cal	250 Cal	0 Cal	0 Cal	0 Cal	270 Cal	270 Cal	270 Cal
 Cherry Pepsi	 Cherry Pepsi	 Cherry Pepsi	 Mug Root Beer	 Mug Root Beer	 Mug Root Beer	 Lipton Lemon Tea	 Orange Crush	 Lipton Lemon Tea
260 Cal	260 Cal	260 Cal	260 Cal	260 Cal	260 Cal	120 Cal	270 Cal	120 Cal

SEASONAL AVAILABILITY OF LOCAL PRODUCE

The following chart indicates when locally grown vegetables and fruit are available in the Greater Philadelphia region. These foods have a relatively long season and are available in large quantities for large buyers. Talk with your vendors about sourcing these products from local farmers when they are in season.



RECOGNIZING ACHIEVEMENT



Listed below are the minimum requirements hospitals must reach in order to be recognized for implementing a percentage of standards in each category. Hospitals can be recognized at any time for reaching any of these levels of achievement.

Two different categories of awards will be recognized, Healthy Standards and Innovation Awards.

HEALTHY STANDARDS AWARDS

Implement one or more of the Good Food, Healthy Hospitals standards in different types of food service (e.g. purchasing, patient meals, cafeteria/café/on-site restaurant, catering, vending).

PURCHASED FOODS AND BEVERAGES

- ▶ All Foods: At least 1 of the 4 guidelines is fully implemented
- ▶ Food Groups: At least 21 of the 36 guidelines are fully implemented
- ▶ Other Foods: At least 6 of the 10 guidelines are fully implemented
- ▶ Snacks & Beverages: At least 7 of the 12 guidelines are fully implemented

FOODS AND BEVERAGES SERVED IN PATIENT MEALS

- ▶ At least 10 of the 16 guidelines are fully implemented

FOODS AND BEVERAGES SERVED IN CAFETERIAS, CAFÉS, AND ON-SITE RESTAURANTS

- ▶ At least 19 of the 30 guidelines are fully implemented

FOODS AND BEVERAGES SERVED IN CATERING

- ▶ At least 11 of the 17 guidelines are fully implemented

VENDING MACHINES

- ▶ At least 65% of the products in each machine meet the definition of healthy and/or healthier beverages and snacks *and*:
- ▶ Meet at least 5 guidelines for beverages
- ▶ Meet at least 5 guidelines for snacks

LEVELS OF RECOGNITION:



Participant: Sign the Good Food, Healthy Hospitals Pledge and identify 1 standard above that will be achieved in year one.



Bronze Medal: Implement 2 of the Good Food, Healthy Hospitals standards in different types of food service.



Silver Medal: Implement 3 of the Good Food, Healthy Hospitals standards in different types of food service.



Gold Medal: Implement 4 of the Good Food, Healthy Hospitals standards in different types of food service.



Platinum Medal Implement all 5 of the Good Food, Healthy Hospitals standards in different types of food service.

INNOVATION AWARDS



This award category recognizes hospitals for going above and beyond the standards to achieve best practices and/or develop a creative pilot program or initiative to increase access to healthy options and/or educate and engage stakeholders in healthier eating in novel ways.

Examples include:

- ▶ Develop and implement an innovative approach to educate and engage your community (staff, patients, visitors) in healthier eating and in understanding the relationships between food, our food system, and our health and well-being;
- ▶ Implement programs focused on increasing access to healthy foods and beverages via the installation of farmers markets, payroll deductions for healthy food purchases, or other related activities;
- ▶ Implement one or more of the best practices listed within the standards to provide the healthiest food environment for the communities you serve;
- ▶ Engage your onsite restaurants in implementing a set of standards; and more.



ABOUT THESE NUTRITION & PROCUREMENT STANDARDS

These standards are based on existing evidence-based standards including the following:

- The City of Philadelphia's Comprehensive Food Standards for City Departments
- The United States Department of Agriculture's (USDA) 2015 Dietary Guidelines
- The American Heart Association (AHA) nutrition guidelines for healthy workplaces
- Institute of Medicine's (IOM) Food and Nutrition Board's Dietary Reference Intakes
- Los Angeles Food Policy Council's Good Food Purchasing Program Standards
- The Healthy Food in Health Care Program and the Healthier Hospitals Initiative of Health Care Without Harm
- The Real Food Guide of Real Food Challenge (University sector)
- The Health and Sustainability Guidelines for Federal Concessions and Vending Operations by the U.S. Department of Health and Human Services (HHS)
- The U.S. General Services Administration (GSA) and the Centers for Disease Control and Prevention (CDC)
- Food standards adopted by other local and federal governments

Review and feedback on the standards was also received from Philadelphia hospitals and health systems, and community partners as part of a stakeholder engagement process.

As dietary guidelines and public health information is updated, the Philadelphia Department of Public Health (PDPH) will make periodic revisions to the standards to ensure they follow the latest dietary guidance. For more information, please visit: www.phila.gov/nutritionstandards.



www.foodfitphilly.org