Marion County, Indiana
Sodium Reduction in Communities Program at Eskenazi Health

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ESKENAZI HEALTH

• Eskenazi Health is comprised of the Sidney and Lois Eskenazi Hospital, outpatient care center and administrative offices on the campus in downtown Indy; and 9 Community Health Clinics (CHCs)

• Employees and visitors served by 5 retail venues

- The Marketplace (cafeteria)
- Café Soleil™ (restaurant)
- Café Soleil™ Express (carryout/grab and go at Fifth Third Bank Building)
- Café Soleil™ Express at West 38th Street CHC (sandwiches, salads)
- Vending (on hospital campus and CHCs)
• HHS/GSA standards adopted so results can be more widely replicated.

• Sodium
  Individual Food: \(\leq 480\) mg
  Side: \(\leq 230\) mg
  Snacks: \(\leq 230\) mg
  Meal*: \(\leq 900\) mg

*A meal is defined as: 1) main entrée, side of vegetable and side of starch; 2) meal with a beverage; or 3) salad or soup, main entrée, a vegetable, a starch and a dessert.
SODIUM REDUCTION STRATEGIES

1. Align sodium reduction with existing hospital initiatives
2. Recycle recipes (review, replace, remove, reduce)
3. Revise procurement policy
4. Create demand for lower sodium foods
1 - ALIGNMENT WITH HOSPITAL INITIATIVES

- Meals on Wheels
- Medical Nutrition
- Wellness Dept + Coaches MyPlate + Healthy Me
- Customer & Administration perception and belief system
- Protein Reduction Initiative
- Local Sourcing Initiative
- Optimal Nutrition Initiatives / CDE
- Partnership for America
- Sodium Reduction in Communities Program
- Center for Mind Body Medicine
- In Diet Manual (Midtown)
- Joint Commission on Hospital Accreditation

INTERNAL AND EXTERNAL INFLUENCES ON ESKENAZI HEALTH'S FOOD AND NUTRITION SERVICES' NUTRITION POLICY

Purchasing Contracts

F - Financial  R - Regulatory
N - Nutrition  Q - Quality
P - Perception / Belief System
SKY FARM

- 5,000 Square feet; 100 pounds produce/week late spring/early summer & 500 pounds produce/week late summer
- Dedicated sky farmer uses organic farming practices (60 – 70 items)
- Weekly classes taught by Outpatient Dietitians and Executive Chef
CULTURE OF WELLNESS

Fresh Harvest Market

Farmer’s Market and Locally Grown Products
## 2 - RECYCLE RECIPES

| Recipe: |
| Location: |
| Date Reviewed: |
| Date Taste Test: |
| Date Approved: |
| Approved By: |

### Review
- Cooking methods
- Procedures ("salt to taste")
- Serving Size
- AP:EP
- Nutrition analysis/patient menu

### Replace
- Salt/seasonings with salt with salt-free versions
- Broth with low sodium versions
- Canned vegetables/sauces with low sodium versions
- Recipe with healthier option
- Enriched grains with whole-grain
- Lower sodium meat alternative: (chicken breast, turkey sausage, tomato products)

### Reduce
- Serving size
- High sodium ingredients
- Protein
- Cheese
- Sauces

### Remove
- High sodium garnishes (pickles, condiments)
- High sodium sauces
PRODUCTION MEETINGS

• Lower sodium product availability
• Internal taste tests
• Determine Sky farm produce use
• Plan for Fresh Harvest Stand
• Recipe recycling form
• Group Purchasing Organization contract & supply issues (manufacturers reps, taste test, new products for consideration)
3 – REVISE PROCUREMENT POLICY

• Purpose – patient and retail services

• Procedure for submitting requests
  – Adding new product
  – Increase par level
  – Request product samples for testing
  – Changing a product that affects multiple recipes

• Substitution guidelines

• Attachments: Procurement Approval Form, New Item Acceptance Survey, and Item Change Summary Log
4 – CREATE DEMAND

**Salad Parfaits:**
- Calories 245 – 412
- Fat (gm) 7.3 – 21.9
- Sodium (mg) 71 – 422
- Carbohydrates (gm) 25.3 – 47.3
- Dietary fiber (gm) 3.6 – 6.3
- Protein (gm) 5.6 - 10

**Heart Healthy Meals:**
- <600 calories
- <700 mgs of sodium
- <10 percent of calories from saturated fat
CHOOSE HEALTH INITIATIVE

- Easily and quickly identify healthier choices by traffic-light color-coding
- Marketplace salad/yogurt bar (Green, Yellow & Red pans; signage, rack cards, web presence)
- Vending (Green, Yellow & Red spirals, signage/web)
- Expand to other areas in retail venues
- Communications: E-Hub (intranet); retail sites; and Eskenazi Health Daily Communications e-mail.
Choose Health

Eskenazi Health is committed to providing healthier salad bar options through a “traffic light” color system for easy identification of healthier selections.

Salad Bar: $0.39 per ounce

Assessments
• Salad Bar User Survey
• Weight Study
• Planogram Compliance Audits

Blueberries (1 oz)

<table>
<thead>
<tr>
<th></th>
<th>Calories</th>
<th>Fat</th>
<th>Carbs</th>
<th>Sodium</th>
</tr>
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<tbody>
<tr>
<td>gm</td>
<td>gm</td>
<td>gm</td>
<td></td>
<td>mg</td>
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</tbody>
</table>
## VENDING OUTCOMES

### Number (66) and Location of Machines

<table>
<thead>
<tr>
<th></th>
<th>EH Hospital Campus (N = 42)</th>
<th>CHCs N=24</th>
</tr>
</thead>
<tbody>
<tr>
<td>Snack</td>
<td>Beverage</td>
<td>Snack</td>
</tr>
<tr>
<td>11</td>
<td>31</td>
<td>11</td>
</tr>
</tbody>
</table>

### % items by category

<table>
<thead>
<tr>
<th>Vending Items</th>
<th>Baseline (April 2014)</th>
<th>Year 1 (March 2015)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Red</td>
<td>20%</td>
<td>5%</td>
</tr>
<tr>
<td>Yellow</td>
<td>35%</td>
<td>24%</td>
</tr>
<tr>
<td>Green</td>
<td>44%</td>
<td>71%</td>
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</table>

### % vending machines by classification

<table>
<thead>
<tr>
<th>NEMS-V Criteria</th>
<th>Baseline</th>
<th>Year 1</th>
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</thead>
<tbody>
<tr>
<td>Bronze</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Silver</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Gold</td>
<td>53</td>
<td>66</td>
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<tr>
<td>Total Assessed</td>
<td>53</td>
<td>66</td>
</tr>
</tbody>
</table>

### NEMS-V Award Criteria

- None (less than 30% choices yellow and green)
- **Bronze** (30% or more yellow and green)
- **Silver** (40% or more yellow and green)
- **Gold** (50% or more yellow and green with no unhealthy advertising)
## SODIUM REDUCTION RESULTS

<table>
<thead>
<tr>
<th>Retail Venues</th>
<th>Sodium Reduction Strategies</th>
<th>% Reduction in Average Sodium Content from Baseline (April 2014) – Year 1 (March 2015)</th>
</tr>
</thead>
</table>
| **All Sites** | • Alignment with existing hospital initiatives  
• Recycle recipes (review, reduce, replace, remove – 255 mg pickle)  
• Procurement policy adherence  
• Healthy food marketing | Sodium reduction goal: 10% decrease annually |
| **The Marketplace (cafeteria)** | • Streamlined menu (367 to 279 items)*  
• Salad/Yogurt Bar additions (R/Y/G) with new planogram  
• Eliminated ready to serve salads; added shaker salads | 40%* |
| **Café Soleil (restaurant)** | • Added 20 “heart healthy” meals  
• Modified recipes impacting several entrees  
• Changed soup rotation  
• Remove pickle garnish (255 mg sodium) on all sandwiches | -2%  
(19% decrease prior to adding “heart healthy” meals) |
| **Café Soleil Express - Fifth Third Bank Building (Grab and go items/Café Soleil Menu to go)** | • Added additional lower sodium grab and go items (average sodium from 1139-1045 mg)  
• Breakfast menu: added lower sodium cereals (oatmeal); reduced number of grains offered (11-5 items) | 8% |
| **Café Soleil Express - West 38th Street Clinic (Sandwich, salads, prepared items)** | • Streamlined menu (91 to 58 items) – soups, vegetables,  
• Removed breakfast casseroles; some sandwiches; side salads  
• Breadsticks without butter; added MP rice blend  
• Added lower sodium snack items (average sodium 1350-1053 mg) | 22% |
| **Vending (Located on hospital campus and off-campus community clinic sites)** | • Remove large single serving items  
• Streamline products/reduce “red” items – (92 to 56 items)  
• Add “Choose Health” marketing message/Add R/Y/G spiral tips  
• Implement new Planogram  
• Maintain sugar-free sodas | 22% |

*Computrition software used for nutrient analysis*
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