Partnering for Success…
Reducing Sodium in Hospital Settings

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Today’s Objectives

• Share the Great Living Patient Experience as a success in increasing the availability and variety of lower-sodium products for operators in food service.

• Describe the role of healthcare foodservice companies in the overall food system, and factors that can affect positive supply chain changes in the industry, and the barriers/challenges often faced.

• Review helpful strategies and insights for public health to consider when partnering with food service companies.
Who is Morrison Healthcare?

- Healthcare Specialty Company of Compass Group
- $2 Billion in Managed Volume
- 1,000 + Clients in 44 states
- 16,000 Associates (1,200 RDs, 275 chefs)
- Industry Leading Client Retention Rate of over 98%
- Modern Healthcare Top 100 places to work (only contract company)
- Top 125 Training Companies
- Regional Support Network:
  - Clinical Nutrition, HR, Finance, Retail Marketing, Culinary and Customer Service
HOW WE GO TO MARKET

A FAMILY OF COMPANIES DELIVERING THE BEST IN FOOD AND SUPPORT SERVICES
Wellness Platform Commitments

Healthy Retail Menu
Food Preparation
Nutrition Labeling
Great Living Patient Menu™

Food Marketing
Healthy Check-Outs
Sustainability
Healthy Beverages
Wellness Platform Commitments

- Healthy Retail Menu
- Food Preparation
- Nutrition Labeling
- Great Living Patient Menu™
- Food Marketing
  - **Healthy Check-Outs**
- Sustainability
- Healthy Beverages
Healthy Registers
Healthy Registers
Healthy Registers
Healthy Registers
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Average of **59%** sugar reduction
Healthy Registers

Average of **59%** sugar reduction
Strategic Partnerships:
Partnership for a Healthier America

Congratulations to Morrison Healthcare for work on the Hospital Healthier Food Initiative

FLOTUS Michelle Obama unveils NEW Food Label at PHA Summit 2016
Strategic Partnerships: 
Practice Greenhealth™

We’re doing our part to save antibiotics by serving sustainably raised meats.

Did you know?

80% of all antibiotics are used for industrial animal agriculture?

Antibiotic overuse in animals contributes to antibiotic-resistant infections in humans.

Antibiotic Resistance Costs the United States:

- 8 million additional hospital days a year
- $20 billion a year in direct health care expenses
- $35 billion a year in lost productivity

Serving meat raised without routine antibiotics, we’re doing our part to support healthy, sustainable food systems.

www.FoodDay.org
@FoodDay2014

WWW.NoHarm.org
@HCWithoutHarm

October 24, 2014

morrison healthcare
Great Living Patient Menu Experience™

Sodium Reduction in Hospitals
Poll Question #2

Do you currently work with a Healthcare Foodservice Contract Company?

a. Yes
b. No
**The S.A.D. Diet**

**CALL TO ACTION**

S.A.D. (Standard American Diet)

According to the U.S. Department of Agriculture, healthier diets might prevent $71 billion in medical costs each year. A USDA report says American diets are associated with a number of chronic illnesses, including heart disease, cancer and obesity.

Average daily calories per capita available from US food supply, adjusted for spoilage and other waste

- **meat, egg & nuts**: 482
- **fruit**: 86
- **grains**: 625
- **dairy**: 257
- **added fat**: 641
- **added sugar**: 459

Total: 2673
The standard US hospital menu provides 3-6 grams of salt each day on the Regular Diet.
Brand Promise for Great Living™ Menu

- The Regular, Cardiac and Consistent Carbohydrate diets are the same meal.
- We provide restaurant quality meals that are made with scratch ingredients and whole foods.
- A variety of whole grains, fresh fruits and vegetables are incorporated throughout the menu.
- Homemade soups are available at every lunch and dinner.
- ‘Stealth health’ is incorporated into every meal.
Examples of Stealth Health
Examples of Stealth Health
Examples of Stealth Health
Reducing Sodium in Hospitals

Switch from Refined to Whole Grains

Consolidate Brands/Salt-Free Products
Reducing Sodium in Hospitals

Ban Convenience Items  Homemade Soups
Average Great Living Menu Nutrients

<table>
<thead>
<tr>
<th>Nutrient</th>
<th>Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Calories per day</td>
<td>1800</td>
</tr>
<tr>
<td>Protein percentage</td>
<td>20%</td>
</tr>
<tr>
<td>Total Fat percentage</td>
<td>25 - 30%</td>
</tr>
<tr>
<td>Saturated Fat</td>
<td>7%</td>
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<tr>
<td>Cholesterol</td>
<td>&lt; 200 mg</td>
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<tr>
<td>Sodium</td>
<td>&lt; 2000 mg</td>
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<tr>
<td>Carbohydrate</td>
<td>60%</td>
</tr>
<tr>
<td>Fiber</td>
<td>20-25 grams</td>
</tr>
</tbody>
</table>

*Modifications for renal, modified textures and 2 gram sodium diets have been planned to comply with therapeutic restrictions.*
Compared to Standard Menus*:

- An average of 28% fewer calories,
- A 50% reduction in sodium,
- Average saturated fat reduction of almost 60%,
- An increase in Dietary Fiber by over 20%.

*patient
Success:
Sodium Reduction in Hospitals

Noticeable increase in patient satisfaction for therapeutic diets.
Success: Sodium Reduction in Supply Chain and Recipes

The Morrison Healthcare Great Living patient menu reduced daily sodium intake from ~4,500 mg to 2,300 mg. The Morrison retail menu limits sodium to 720 mg for combo meal items, 600 mg for entrees, 200 mg for side dishes and 200 mg for packaged snacks.

- Our shrimp averages 25% lower sodium than our previous supplier.
- Freezer-to-oven pizza dough has 25% less sodium.
- Lamb Weston potato program features low-sodium options.
- We offer No Salt Added (NSA) diced tomatoes from ConAgra.
- Reduced sodium tortillas from Mission Foods.
- Arnold Sandwich Thins average 50% less sodium than typical sandwich buns.
- We partner with McCormick seasoning blends for flavorful, low-sodium and no-sodium options.
- Yellowfin canned tuna sodium reduced by 37%.
- Skipjack canned tuna sodium reduced by 16%.
- Our Butterball roast turkey has 49% less sodium than foil-wrapped turkey.
- Au Bon Pain soups include reduced sodium options.
- The Tyson ham program provides 20% sodium reduction.
- Unilever Dressings has reduced sodium by 10% on average.
Barriers and Challenges

- Healthcare Staff
- Patients on Regular Diets
- Nursing
- CMS Regulatory Surveys
INSIGHTS: Power of Partnerships
Synergy in Partnership:

Public Health and Foodservice Companies

- Involve your Foodservice Partner in an Advisory Board
- Learn the Language of Public Health
- DPH Consulting Report provides Valuable Insight
- Tap into Employee Wellness Programs
Poll Question #3

Did you identify at least one best practice/lesson learned that will be helpful with your journey towards sodium reduction?

Yes
No
REDUCING SODIUM MAKES CENTS
How Morrison Healthcare Is Moving the Marketplace Toward Healthful, Lower Sodium Foods for Smaller Purchasers

Statement of Problem
Exposure in the hospital setting to unhealthful foods containing excess sodium can lead to increased sodium consumption in already sick populations as well as their families, hospital staff, and the public. Many food purchasers have cited cost concerns as a reason for not sourcing and purchasing lower sodium foods and ingredients. Further, hospitals frequently contract with foodservice companies to supply patient and visitor foodservice operations, and hospitals rely on the knowledge and expertise of these companies when deciding what foods to provide. Depending on the volume of food purchased and other factors, including the duration and specifications included in contracts, hospitals and the foodservice operators with whom they contract vary in purchasing power and ability to negotiate for new products and prices.

Project Description
More than 600 hospitals nationwide use Morrison Healthcare, a member of Compass Group, to supply their healthcare foodservice operations. With more than 450 executive chefs and 18,000 foodservice associates, Morrison has significant purchasing power that enables them to acquire lower sodium ingredients without negatively affecting their bottom line. In 2013, Morrison transitioned its retail menu to include at least 60% healthy offerings, including lower sodium options. These foods were incorporated into the menu using the following strategies:
- Enhancing flavor through modified cooking methods.
- Using seasonal and sustainable foods.
- Appealing to all the senses, not just taste.
- Incorporating functional foods and ingredients, such as cold water fish, nuts, and whole grains.
- Working with food manufacturers to develop and provide lower sodium, more healthful foods.
- Reducing portion sizes.

Patient menus also benefited. Morrison’s new Great Living patient menu reduced daily sodium intake from ~4,500 mg to 2,500 mg. Making these changes required sourcing new ingredients and negotiating with business partners and manufacturers to develop lower sodium alternatives at an affordable price.