Healthy Nutrition Guidelines

Implementation Guide for Agencies, Sites and Vendors

Your health. Your food. Your choice.

Washington State Department of Health
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Healthy Communities Washington
Partners promoting healthy people in healthy places
www.doh.wa.gov/healthycommunities

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To submit a request, please call 1-800-525-0127 (TDD/TTY 711).

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The *Guidelines* are also adapted from:

- **Public Health – Seattle & King County** Healthy Vending Guidelines
- **U.S. General Services Administration** Health and Sustainability Guidelines for Federal Concessions and Vending Operations
- **RAND Corporation** Performance Standards for Restaurants

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Overview

Introduction

In October 2013, Governor Jay Inslee signed Executive Order 13-06: Improving the Health and Productivity of State Employees and Access to Healthy Foods in State Facilities. This requires state executive agencies to adopt and implement food service guidelines that meet the Department of Health's ***Healthy Nutrition Guidelines (Guidelines)***.

The Department of Health's ***Healthy Nutrition Guidelines*** follow the guidance of the ***2010 United States Department of Agriculture's Dietary Guidelines for Americans*** (DGA 2010). They set criteria to ensure that healthy options can be found in cafeterias, cafés, on-site retail venues, vending machines, meetings and events, and institutional food service. The Department of Health will update the ***Guidelines*** as necessary – at least every five years – to ensure that they remain current and science-based.

The Department of Health developed this implementation guide to support agencies and other organizations in the implementation of the ***Guidelines***.

The ***Guidelines*** are based on the following guiding principles:

- Emphasize fruits, vegetables and whole grains.
- Minimize the use of processed foods that contain added sugar and sodium.
- Recommend use of healthy cooking techniques, such as baking, roasting, broiling, grilling, poaching, steaming, and stir frying. Recommend no use of deep fryers.
- Serve items in smaller portions if high calorie items are provided (e.g., mini muffins or 2-inch cookies), while still maintaining overall calorie and nutrient requirements.
- Work toward reducing overall sodium content.

More whole grains

More fruits and vegetables

Less fat, sodium and sugar

Important information for state executive agencies

As stated in Executive Order 13-06, state executive agencies must:

- Participate in the Washington Wellness Designation Program, administered by the Health Care Authority. This program is called Team WorkWell.
- Adopt and implement a food and beverage service policy that meets the *Healthy Nutrition Guidelines*, developed by the Department of Health.

Both the Health Care Authority's Team WorkWell Program and the Department of Health offer optional awards for participating agencies. Additionally, they have aligned their recognition programs to make it easy for state executive agencies to be recognized for their efforts. **Agencies can work towards the two awards at the same time.** The chart below further details how the two awards align.

	Health Care Authority Washington Wellness Team WorkWell Award	**Department of Health** Healthy Nutrition Guidelines Choose Well—Live Well Award
Summary	Team WorkWell focuses on building the infrastructure for a successful wellness program and creating a culture of health at the worksite.	The Choose Well—Live Well campaign was developed to support the implementation of the *Healthy Nutrition Guidelines* in the workplace.
Name of award	Zo 8 Award	Choose Well—Live Well Award
Requirements for receiving recognition	▪ Agency joins Team WorkWell by getting a letter of support and appointing a wellness coordinator. ▪ Agency achieves eight Team WorkWell Standards. ▪ Agency applies for recognition.	▪ Agency adopts a healthy food and beverage policy. ▪ Agency implements *Healthy Nutrition Guidelines* for all applicable guideline areas. ▪ Agency completes implementation plan checklist. ▪ Agency applies for recognition.
Activities that align	All of the activities required for the Choose Well—Live Well Award count towards the Zo 8 Award.	All of the activities required for the Choose Well—Live Well Award count towards the Zo 8 Award. Each activity in the implementation plan checklist includes a reference to the corresponding Team WorkWell standard.
Application for recognition	More information and the application for recognition are available at: www.hca.wa.gov/pebb/wellness/Pages/team_workwell.aspx	More information and the application for recognition are available at: www.doh.wa.gov/choosewell-livewell
Application due date	February 1 for work completed in the previous year.	February 1 for work completed in the previous year.
Contact	wawellness@hca.wa.gov	choosewell-livewell@doh.wa.gov

Where to begin

Thoughtful planning will help you successfully implement the *Healthy Nutrition Guidelines*. This section will help you build a strong foundation to promote healthy eating. This section includes:

- **A model food and beverage service policy**. By adopting this policy, you ensure that all foods and beverages available at your agency or organization meet the *Guidelines*. You can adapt this policy to meet your organization or agency's needs. There is an example policy for worksites and one for custodial populations.
- **Sample contract language**. You can insert this language into any food and beverage contracts that your agency holds. This will require your vendors to meet the *Guidelines*.
- **Implementation plan checklist**. This checklist will guide your agency in adopting and implementing the *Guidelines*. The completed checklist is one of the items you will need to submit to the Department of Health to receive recognition.
- **Information about the Department of Services for the Blind's (DSB) Business Enterprise Program** (BEP).

Make fruit prominent

Serve water

Offer vegetarian options

Model policy (agency)

[State Agency] Policy

Title:	Food and Beverage Service Policy		**Number:**
Procedure:			
References:			
Applies to:	All [State Agency] employees		
Contact:			
Effective Date:	July 1, 2014	**Review Date:**	
Supersedes:	New Policy		
Approved:			

Policy statement:

The [State Agency] supports efforts to create a healthy workplace for employees and guests. In support of that goal, we are ensuring access to healthy-choice options in the department's [vending machines, meetings and events, on-site retail venues and cafeterias]. Food and beverages served must meet defined nutrition guidelines (guidelines) in accordance with Executive Order 13-06. These guidelines must be fully implemented by December 31, 2016.

Resources:

www.doh.wa.gov/choosewell-livewell

Framework:

This policy ensures that food and beverages we offer or serve meet the *Healthy Nutrition Guidelines* defined by the Department of Health. The guidelines apply to foods offered and served by and in our [vending machines, meetings and events, cafeteria/restaurant, cafés and on-site retail venues].

The [Worksite Wellness/Health and Productivity Committee] is the agency leadership group that is responsible for implementing and monitoring the adoption of the guidelines. The [Health and Productivity Committee] appoints an agency lead to oversee implementation and monitoring of the guidelines.

Review and approval:

The [Health and Productivity Coordinator] is responsible to coordinate any updates or rescission of this policy or its associated procedure(s) with the Labor Relations Manager in the Office of Human Resources. The [Department Director/Secretary, state agency], has full authority to review and approve this policy and any associated procedure. The [Department Director/Secretary, state agency] also has the authority to delegate this responsibility.

Model policy (institution)

[State Institution] Policy

Title:	Food Service Policy for Custodial Populations		**Number:**
Procedure:			
References:			
Applies to:	Custodial populations		
Contact:			
Effective Date:	July 1, 2014	**Review Date:**	
Supersedes:	New Policy		
Approved:			

Policy statement:

The [State Institution] supports efforts to create a healthy environment for individuals in our custody. In support of that goal, we are ensuring access to healthy menus served to these individuals. Food and beverages served must meet defined nutrition guidelines (guidelines) in accordance with Executive Order 13-06. These guidelines must be fully implemented by December 31, 2016.

Resources:

www.doh.wa.gov/choosewell-livewell

Framework:

This policy ensures that food and beverages we serve meet the ***Healthy Nutrition Guidelines*** defined by the Department of Health. The [Agency Point-of-Contact] is the individual responsible for overseeing the implementation and monitoring of the guidelines.

Review and approval:

The [Agency Point-of-Contact] is responsible to coordinate any updates or rescission of this policy or its associated procedure(s) with the Labor Relations Manager in the Office of Human Resources. The [Department Director/Secretary, state agency] has full authority to review and approve this policy and any associated procedure. The [Department Director/Secretary, state agency] also has the authority to delegate this responsibility.

Sample contract language for on-site cafeterias, restaurants, delis and cafés

4.1 Menus, Healthy Food and Beverage Choices, Nutritional Information

4.1.1 Contractor shall plan and implement menus for concession operations. Menus shall provide for healthy food and beverage choices as defined by the Washington State Department of Health's ***Healthy Nutrition Guidelines for Cafeterias*** (see Appendix xx). Large food service venues[i] must offer two whole grain rich[ii] options at any time during operations hours. At least one raw, salad-type vegetable and at least one steamed, baked, or grilled vegetable seasoned without fat or oil must be available daily. A variety of at least three whole or sliced fruits must be offered daily. When protein entrées are offered, offer a lean meat[iii] entrée choice. Offer one lower sodium[iv] entrée and/or meal[v] and promote it. Limit deep-fried entrée options to no more than one choice per day. All meals items are free of artificial trans-fat or partially hydrogenated oils. Offer low-fat (1%) and non-fat (skim) milk and milk products at all times. Have free water available at all times and advertise its availability. In addition, large food service venues must earn an additional 25 points to meet the ***Healthy Nutrition Guidelines for Cafeterias***. A list of additional healthy options to be implemented in the cafeteria can be found on pages 3-4 of the ***Healthy Nutrition Guidelines for Cafeterias*** (see Appendix xx). Contractor can choose the additional options they would like to provide, so long as these options add up to at least an additional 25 points. Contractor must provide State Agency with a list of the additional healthy options they will provide within 30 days of execution of this contract. Whenever practical, Washington-grown products shall be purchased.

4.1.2 In light of the emphasis placed on the ***Healthy Nutrition Guidelines***, and in order to ensure optimum visibility of the healthy menu offerings, the Contractor should take into consideration the positive effects of priority placement of the products in the cafeteria and on the serving lines. Examples of product placement may include placement of healthy menu offerings as the first thing the customer encounters at each serving line, at the cash register or at key places on serving lines that are closest to eye level. For additional examples see How to Promote Healthy Choices in Cafeterias (Appendix xx).

4.1.3 Contractor shall comply with all nutrition guidelines outlined in this agreement, as well as any future State Agency policies concerning nutrition guidelines. The Department of Health will periodically update the guidelines and will communicate any changes to State Agency. State Agency will communicate these changes to Contractor within 30 days of notification from the Department of Health.

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[i] Large food service venues offer a large menu of options of food and that is made in-house, such as hot entrées, grill items, salad bars, bakery items, deli stations, etc. A full-service cafeteria or conventional food service operation is an example.

[ii] Whole grain rich foods have at least 50% of the grain ingredients as whole grain. This can be determined by the product listing a whole grain as the first ingredient, from the manufacturer, or if the product has a whole grain claim. Brown rice, whole grain rolls, corn tortillas, whole grain pasta, oatmeal, or whole grain cereal are examples. Items which bear the Whole Grain Stamp are whole grain rich.

[iii] Lean meats are seafood or game meat products that contain less than 10g total fat, 4.5g or less saturated fat, and less than 95mg cholesterol per RACC (reference amount customarily consumed) per 100g.

[iv] An entrée is considered the main part of a meal. Examples include a sandwich, pizza, or burger.

[v] A meal is a more complete offering intended for breakfast, lunch, or dinner that includes two or more items from recommended food groups served in combination. For example, a meal may include a lean meat, vegetable, fruit, and whole grain bread.

The Department of Services for the Blind's Business Enterprise Program

Legally blind individuals affiliated with the state's Business Enterprise Program (BEP) operate many of the cafeterias, delis and espresso stands located in state agencies. Before beginning to implement the Department of Health's ***Healthy Nutrition Guidelines (Guidelines)***, it's helpful for agencies to understand how BEP operates in our state.

What is the BEP?

The Randolph Sheppard Act is a federal law that gives legally blind vendors the opportunity to operate vending facilities (e.g., vending machines, cafeterias and snack bars) on federal property. The act also establishes a vending business program in each state to administer the program locally. In Washington, this program is referred to as the BEP. The Department of Services for the Blind (DSB), a state agency, oversees the program. The BEP provides opportunities for qualified legally blind adults to operate successful food service businesses in government buildings. DSB recruits, trains and licenses these individuals. The BEP's Blind Vendors Committee, whose members are participants in the program, actively works with DSB in arriving at major administrative decisions which affect BEP.

Washington State has adopted a state law similar to the Randolph Sheppard Act. This law gives DSB and its blind operators priority to operate vending facilities on specified public property. Many of the cafeterias, delis and espresso stands in our state agencies are run by DSB's blind operators. To find out if your food service venue is operated by a BEP operator, visit the DSB's webpage on BEP vendor locations.

How does this affect my state agency?

State agencies do not hold the contracts with these individuals, DSB does. Agencies do not have authority to amend these contracts or require the blind operators to meet certain standards or guidelines.

How can we work with our food service venues to implement the *Guidelines*?

DSB and BEP's Blind Vendor Committee have adopted policies stating that they will actively participate with the state agencies required by Executive Order 13-06 to implement the ***Guidelines*** or equivalent nutrition standards.

State agencies and Wellness Committees can assist the blind operators in implementing the ***Guidelines*** by:

- Identifying one individual who will serve as the point-of-contact between the state agency/ wellness committee and the blind operator.
- Communicating often about reasonable healthy options that building employees would like to see in the food service venue.
- Promoting healthy changes in the food service venue to the building's employees. Examples include any combination of signage, presentations, emails, newsletter articles, etc.

Implementation plan checklist for agencies and sites

Use this checklist to adopt and implement the *Healthy Nutrition Guidelines*. All needed forms are available at www.doh.wa.gov/choosewell-livewell. Agencies can work towards recognition for implementing the Guidelines (the Choose Well–Live Well Award) at the same time as working towards Washington Wellness' Team WorkWell's Zo 8 Award.

Name of applicant: _____ **Position:** _____

Contact information (email/phone): _____

Where do you work? _____

How would you describe your worksite? ❑ **State executive agency** ❑ **Site of state executive agency** ❑ **Other agency or organization (voluntary adoption)**

Activity	Due date	Alignment with Zo 8 Award
❑ Adopt a healthy nutrition policy and send copy to the Department of Health. Include information for your agency or site's point-of-contact	July 1, 2014	**Standard 6.1** Gain policy support for wellness programs
❑ Communicate policy change to employees	September 1, 2014	**Standard 6.4** Inform employees of environmental supports
❑ Complete workplace assessments and send to Department of Health (check all that apply) ❑ Environmental assessment (required for all) ❑ Cafeteria assessment ❑ Institutional food service assessment	September 1, 2014	**Standard 3.4** Collect data about your organization
❑ Implement all applicable guidelines. (check all that apply) ❑ Vending ❑ Meetings and Events ❑ Cafeterias ❑ Institutions	December 31, 2016	**Standard 6.3** Get environmental support for wellness
❑ Promote Health Care Authority's Employee Health Assessment (required for state executive agencies)	Annually	**Standard 5.2** Promote Health Assessment
❑ Complete at least four activities to promote healthy eating in the workplace (list them)	February 1, 2016	**Standard 5.1** Choose activities and interventions **Standard 5.4** Choose awareness type activities
❑ Submit a success story	February 1, 2016	N/A
❑ Submit application for recognition with this completed implementation checklist	February 1, 2016	N/A

Implementation plan checklist for vendors

Use this checklist to adopt and implement the *Healthy Nutrition Guidelines*. Submit the completed checklist with your application for recognition and success story to the Department of Health at choosewell-livewell@doh.wa.gov.

Name of applicant: _____ **Position:** _____

Contact information (email/phone): _____

Where do you work? _____

How would you describe your worksite? ❑ **State executive agency** ❑ **Site of state executive agency** ❑ **Other agency or organization (voluntary adoption)**

Guidelines you are implementing	Activity	Submit as you finish
❑ Vending	❑ Record the number of machines _____ ❑ Record the number of slots per machine _____	
❑ Cafeterias	❑ Complete Steps 1–4 of the Implementation Tool for Cafeterias (page C–5) and submit to the Department of Health	
❑ Institutions	❑ Complete Steps 1–3 of the Implementation Tool for Institutions (page I–4) and submit to the Department of Health	

Required for all Guideline areas	Activity	Due date
	❑ Implement the *Healthy Nutrition Guidelines*	December 31, 2016
	❑ Submit a success story	February 1 each year
	❑ Submit application for recognition	February 1 each year
	❑ Submit this completed implementation checklist	February 1 each year

Submit all forms to the Department of Health at choosewell-livewell@doh.wa.gov

Healthy Nutrition Guidelines for
Vending Machines

Washington State supports healthy living by ensuring state agencies offer, purchase and serve healthy food and beverages. We are making the healthy choice the easy choice.

To meet the *Healthy Nutrition Guidelines*, 50% of vending options must meet the nutrition criteria listed in the **Healthier** and **Healthiest** categories below. Ideally, 100% of items in vending machines should meet the *Healthy Nutrition Guidelines* for foods and beverages. We will revisit this percentage after one year.

For items in vending machines, review the calories, fat, sugar and sodium content to determine their Vending Category. Increase the number of **Healthier** and **Healthiest** items while decreasing the number of **Limited** items.

Vending categories

Healthiest: Foods in this category are naturally nutrient-rich. They are mostly whole foods that contain low or no added sugar and sodium.

Healthier: Foods in this category are more processed or refined. They have more added sugar, sodium, or fat. They contain fewer nutrients for the amount of calories they provide.

Limited: Foods in this category are the least healthy. They are high in sodium, sugar, fat and refined grains.

Use **Table 1a** to determine the category for foods items. An item must meet all of the criteria – calories, fat, sugar and sodium – to be considered a **Healthiest** or **Healthier** item. Grain products must meet additional criteria – see **Table 1b**. It is important to look closely at an item's nutrition information. For example, granola bars could fall into all three of the categories, depending on how much sugar, fat, and sodium are included.

Use **Table 2** to determine the category for beverage items.

Use **Table 3** to see examples of food items for all three categories (this list does not include all potential products).

Trail mix

Raisins

Pistachios

Table 1a: Healthy Nutrition Guidelines for All Food Items

	Healthiest	Healthier	Limited
Calories	No more than 200 calories per package	No more than 250 calories per package	More than 250 calories per package
Fat	No added fat for vegetables, fruits, nuts and seeds, low-fat dairy and meat, beans and eggs For grains and soup: follow the recommendations for the Healthier category Zero trans-fat	No more than 35% of calories from total fat, excluding nuts, seeds and nut butters No more than 10% of calories from saturated fat Zero trans-fat	More than 35% of calories from total fat, excluding nuts, seeds and nut butters More than 10% of calories from saturated fat More than zero trans-fat
Sugar	No added sugar for all food groups except grains Grain products: no more than 6g of sugar per package	No more than 35% of weight from total sugars, excluding whole fruit products or ingredients with no added sugars Dairy products with sugar (pudding, yogurt, frozen yogurt or frozen milk desserts): no more than 30g total sugar per package Grain products: no more than 10g of sugar per package	More than 35% of weight from total sugars, excluding whole fruit products or ingredients with no added sugars Dairy products with sugar (pudding, yogurt, frozen yogurt, frozen milk desserts): more than 30g total sugar per package Grains products: more than 10g of sugar per package
Sodium	No more than 150mg per package	No more than 360mg per package for snack items*	More than 360mg per package for snack items

* For individual meal items, no more than 480mg per package

Table 1b: Additional Healthy Nutrition Guidelines for Grain Products

Use the list of ingredients on the nutrition label to determine the category for grain items.

	Healthiest	Healthier	Limited
Whole Grains	100% whole grains	At least 50% whole grains, whole grain as first ingredient, or the item has the whole grain stamp	Less than 50% whole grains or a whole grain is not listed as the first ingredient

Table 2: Healthy Nutrition Guidelines for Beverage Items

	Healthiest	Healthier	Limited
Beverages	Plain water Plain or unsweetened carbonated water (seltzer) Non-fat or low-fat (1%) milk and milk products that are unflavored, calcium fortified and less than 100 calories per 8 oz. serving Unsweetened tea or coffee 100% vegetable juice: must contain no more than 230mg of sodium per serving 100% fruit juice with no added sugars: no more than 8 oz. serving for adults	Zero- or low-calorie beverages: no more than 25 calories per 8 oz. Non-caloric, artificially sweetened beverages (diet) Fat-free or 1% flavored milk: no more than 22g of sugar per 8 oz. Zero- or low-calorie beverages: no more than 25 calories per 8 oz.	Reduced fat (2%) milk, flavored or unflavored Whole milk, flavored or unflavored Sugar-sweetened beverages, teas, coffee drinks, lemonade, fruit drinks, sports drinks and energy drinks: more than 25 calories per 8 oz.

Calorie information on vending machines

These guidelines require that calorie information is posted for each food item, as packaged. Once in effect, vendors should align product labeling with federal law for vending machines.

Plain water is healthiest

Baked chips are a good choice

Sugar can hide in energy bars

Table 3: Examples of Food Items by Category

	Healthiest	Healthier	Limited
Non-refrigerated, pre-packaged	Dehydrated vegetables Cup of low-sodium soup with ¼ cup of vegetables Dehydrated fruit (apples, oranges, pears, apricots, avocados, bananas) Fruit packed in its own juice 100% whole grain products (crackers, pretzels, rice cakes, pita) 100% whole grain cereals, granola bars, cereal bars, muffins Air popped or low-fat popcorn Unsalted nuts or seeds Trail mix or fruit nut bars with only unsalted nuts and unsweetened dried fruit Low-sodium dried meat (jerky) Low-fat, low-sodium bean soup	Dehydrated vegetables with added salt, sugar or fat Baked potato chips Dehydrated fruit with added salt, sugar or fat Fruit packed in "lite" syrup Whole grain products with at least 50% whole grains, whole grain as first ingredient (crackers, pretzels, pita, corn chips, soy crisps) Whole grain cereals, granola bars, cereal bars, muffins, fig bars Salted nuts and seeds (low-sodium) Trail mix or fruit nut bars with salted nuts and added sugar Low-fat bean soup	Fried vegetables Regular chips Fruit in heavy syrup Imitation fruit snacks and gummies Doughnuts, croissants, pastries, cookies, cakes, pies, pop tarts Full-fat granola Products made with refined grains (multigrain crackers, cereals, cereal bars) Salted nuts and seeds Trail mix that includes candy Full-sodium dried meat (jerky) Full-sodium tuna
Fresh or refrigerated	Fresh vegetables Fresh fruit 100% fruit sorbet with no added sugars Fat-free or low-fat plain yogurt Fat-free or low-fat and low-sodium cheese Low-fat and low-sodium cottage cheese Hardboiled egg	Fresh vegetables with added salt, sugar, or fat 100% frozen fruit juice bars with no added sweetener Fresh fruit with added salt, sugar, or fat Fat-free cream cheese "Lite" string cheese Pudding, yogurt, frozen yogurt, ice cream made with fat-free or low-fat milk Hummus	Popsicles Full-fat ice cream Full-fat yogurt Full-fat cheese

How to read a nutrition label — Example product assessment

Nutrition Facts

Serving Size 1 oz (28g)
Servings Per Container 1

Amount Per Serving	
Calories 140	Calories from Fat 70
	%Daily Value*
Total Fat 8g	**12%**
Saturated Fat 1g	**5%**
Trans Fat 0g	
Cholesterol 0mg	**0%**
Sodium 210mg	**9%**
Total Carbohydrate 16g	**5%**
Dietary Fiber 1g	**4%**
Sugars 0g	
Protein 2g	

Vitamin A 2% • Vitamin C 0%

Calcium 0% • Iron 0%

* Percent Daily Values are based on a 2,000 calorie diet. Your Daily Values may be higher or lower depending on your calorie needs:

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Sat Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carb		300g	375g
Dietary Fiber		25g	30g

Ingredients: corn, vegetable oil (sunflower, canola, and/or corn oil), maltodextrin (made from corn), salt, cheddar cheese (milk, cheese cultures, salt, enzymes), whey, monosodium glutamate, buttermilk, romano cheese (part-skim cow's milk, cheese cultures, salt, enzymes), whey protein concentrate, onion powder, corn flour, natural and artificial flavor, dextrose, tomato powder, lactose, spices, artificial color (including yellow 6, yellow 5, and red 40), lactic acid, citric acid, sugar, garlic powder, skim milk, red and green bell pepper powder, disodium insinuate, and disodium guanylate

Product example: Nacho cheese tortilla chips

Serving size: Always look at the Servings per Container. Foods must meet the *Healthy Nutrition Guidelines* for the entire item. If there is more than one serving in the container, you will need to multiply the nutrition facts by that number.

✓ This product is a single serving.

Calories: Items can have no more than 250 calories per package to meet the *Guidelines*.

✓ This item meets the calorie guideline for the **Healthiest** category because it has 140 calories.

Fat: No more than 35% of total calories can come from fat (except for nuts, seeds, and nut butters). Divide Calories from Fat by total Calories, and then convert the decimal into a percentage.

✗ This item would NOT meet the fat guideline. 70 calories from fat/140 total calories = 0.5 or 50% of total calories from fat.

Saturated fat: An item can have no more than 10% of calories from saturated fat. To calculate % calories from total saturated fat, multiply the grams of saturated fat x 10.

✓ This item would meet the saturated fat guideline.
1g of saturated fat x 10 = 10 or 10% of calories from saturated fat.

Trans-fat: An item cannot have any trans-fat.

✓ This item meets the trans-fat guideline for the **Healthiest** category, because it has 0g of trans-fat/no added fat.

Sodium: Items can have no more than 360mg of sodium per package.

✓ This item meets the sodium guideline for the **Healthier** category, because it has 210mg of sodium.

Sugar: Grain products: No more than 10g of sugar per package

✓ This item meets the sugar guideline for the **Healthiest** category, because it has 0g of sugar.

Product assessment:

✗ This item does not meet the *Guidelines* because of its fat content.

How to read a nutrition label — Sugar assessment for grain items

For items that meet the guidelines for calories, fat and sodium

Nutrition Facts

Serving Size 2 bars (42g)
Servings Per Container 1

Amount Per Serving	
Calories 190	Calories from Fat 50
	%Daily Value*
Total Fat 6g	**9%**
Saturated Fat 0.5g	**3%**
Trans Fat 0g	
Cholesterol 0mg	**0%**
Sodium 160mg	**7%**
Total Carbohydrate 29g	**10%**
Dietary Fiber 2g	**8%**
Sugars 12g	
Protein 4g	
Vitamin A 0% •	Vitamin C 0%
Calcium 0% •	Iron 4%

* Percent Daily Values are based on a 2,000 calorie diet. Your Daily Values may be higher or lower depending on your calorie needs:

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Sat Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carb		300g	375g
Dietary Fiber		25g	30g

Ingredients: whole grain rolled oats, sugar, canola oil, yellow corn flour, honey, soy flour, brown sugar syrup, salt, soy lecithin, baking soda, natural flavor

Product example: Crunchy granola bar

STEP ONE: Find out if the item is a grain or dairy product. Grain and dairy products have separate guidelines for sugar (see page V–2). Grain products will list a grain (corn, oats, wheat) in the **Ingredients**. Products may also have a whole grain stamp on the package, like the one shown here:

- **Healthiest** category grain products: 100% whole grain (corn, oats, wheat, etc.) will be listed as the first ingredient in the nutrition facts.
- **Healthier** category grain products: The first ingredient is a whole grain (but doesn't say 100%), or the item has a whole grain stamp on the package.
- **Limited** category grain products: Whole grain is not listed as the first ingredient, but the product is still a grain product.

Whole Grain Assessment: The first ingredient of this item is whole grain rolled oats.

✓ This item meets the **Healthier** category for grain products, because it doesn't say "100% whole grain rolled oats" but has a whole grain as the first ingredient and a whole grain stamp on the package.

STEP TWO: Now that the item has been identified as a grain product, see if it meets the sugar guideline for grains. Grain products can have no more than 6g of sugar to meet the **Healthiest** category and no more than 10g of sugar to meet the **Healthier** category.

Sugar assessment:

✗ This item doesn't meet the *Guidelines* because it has 12g of sugar.

Product assessment:

✗ This product doesn't meet the *Guidelines* because of its sugar content.

How to read a nutrition label — Sugar assessment for non-grain items

For items that meet the guidelines for calories, fat and sodium

Nutrition Facts

Serving Size (40g)
Servings Per Container 2

Amount Per Serving	
Calories 130	Calories from Fat 0
	%Daily Value*
Total Fat 0g	**0%**
Saturated Fat 0g	**0%**
Trans Fat 0g	
Cholesterol 0mg	**0%**
Sodium 15mg	**1%**
Total Carbohydrate 31g	**10%**
Dietary Fiber 0g	**0%**
Sugars 18g	
Protein 1g	

Vitamin A 25% • Vitamin C 100%
Calcium 0% • Iron 0%
Vitamin E 25%

* Percent Daily Values are based on a 2,000 calorie diet. Your Daily Values may be higher or lower depending on your calorie needs:

	Calories:	2,000	2,500
Total Fat	Less than	65g	80g
Sat Fat	Less than	20g	25g
Cholesterol	Less than	300mg	300mg
Sodium	Less than	2,400mg	2,400mg
Total Carb		300g	375g
Dietary Fiber		25g	30g

Ingredients: juice from concentrates (grape, pear, peach, pineapple), corn syrup, sugar, modified corn starch, fruit purees (strawberry, orange, raspberry, grape), gelatin, citric acid, lactic acid, natural and artificial flavors, ascorbic acid (vitamin C), alpha tocopherol acetate (vitamin E), vitamin A palmitate, sodium citrate, coconut oil, carnauba wax, red 40, yellow 5, blue 1

Product example: Gummy fruit snacks

This item follows the general guideline for sugar, because it is not a grain or dairy product.

STEP ONE: Look to see if the item has added sugars. If there are no added sugars, the product meets the Sugar guideline for the **Healthiest** category.

- There are a lot of different names for added sugars. Below is a list the most common names. Look at the **Ingredients** on the Nutrition Facts. If you see any of these added sugars listed, the item does not meet the **Healthiest** category.

  Names for added sugars: Agave syrup, anhydrous dextrose, brown sugar, brown sugar syrup, cane juice, confectioner's powdered sugar, corn syrup, corn syrup solids, crystal dextrose, dextrin, dextrose, evaporated cane choice, evaporated corn sweetener, fructose, fructose sweetener, fruit-juice concentrate, fruit nectar, glucose, high-fructose corn syrup (HFCS), honey, invert sugar, lactose, liquid fructose, malt syrup, maltose, maple syrup, molasses, nectars (peach nectar, pear nectar), pancake syrup, raw sugar, sucrose, sugar, sugar cane juice, white granulated sugar

Added sugar assessment: This item has added sugars listed as ingredients: juice from concentrates, corn syrup, sugar and fruit puree.

STEP TWO: Because this item has added sugars and doesn't meet the guideline for the **Healthiest** category, you will need to calculate the % weight from total sugars to see if it meets the guideline for the **Healthier** category.

- To calculate the % weight from sugars, divide the total grams of sugar by the serving size. And then multiply by 100.
  18g sugar/40g serving size = .45 x 100 = 45%.

Sugar assessment:

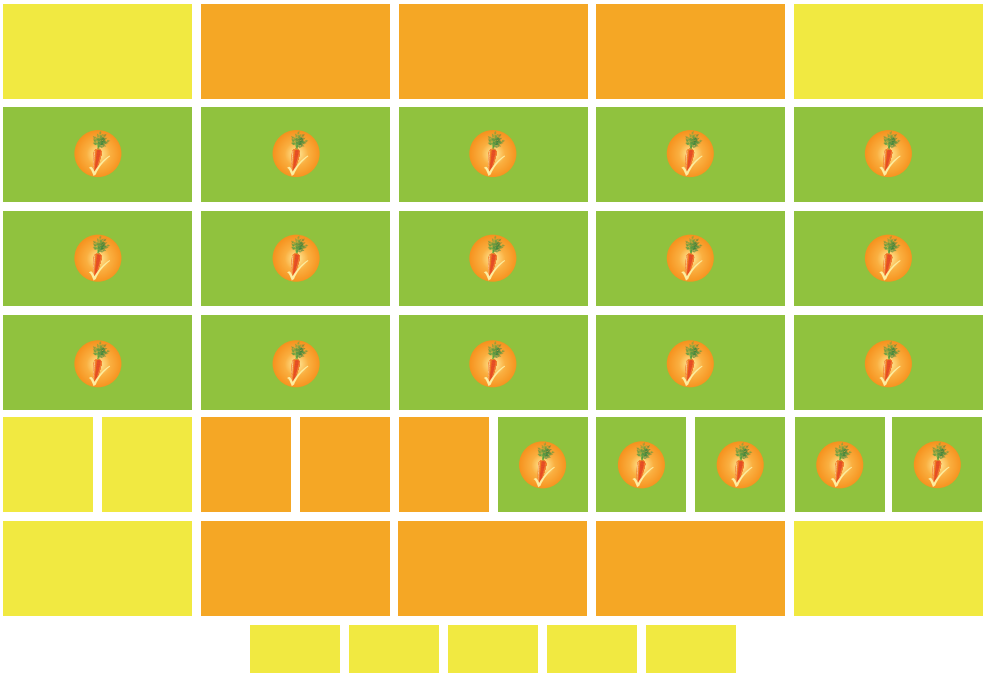
✗ This item doesn't meet the sugar guideline for the **Healthier** category, because more than 35% of its weight is from total sugars (45%).

Product assessment:

✗ This product does not meet the sugar guideline for the **Healthier** category, because more than 35% of its weight is from total sugars.

How to promote healthy choices in vending

- ❑ Put the **Healthiest** or **Healthier** items at eye level. Here is an example planogram:



This is an example of a vending machine that meets the *Healthy Nutrition Guidelines*. This machine has 40 slots, so fill at least 20 with items that meet the **Healthiest** and **Healthier** guidelines. Label these 20 slots with a sticker from the Choose Well—Live Well campaign. We recommend putting the **Healthiest** and **Healthier** items at eye level. The remaining 20 slots in this machine can be filled with items that meet the **Healthiest**, **Healthier** or **Limited** guidelines.

- ❑ Survey employees to find out which healthy choices they'd like to see in the vending machines.
- ❑ Organize a taste-testing event to let employees try the new healthy choices.
- ❑ Send an email out to employees to let them know healthy choices are available.
- ❑ Use the Choose Well—Live Well campaign materials to promote the healthy choice.
  - Vending machine stickers to label the healthiest and healthier items
  - Coin slot sticker
  - Vending machine banner
- ❑ Send quarterly communications about healthy choices in vending machines and the benefits of healthy eating.

Healthy vending success story

Canteen Vending has done "healthy vending makeovers" at a number of sites in Oregon, including Multnomah County Central Library, Multnomah County Mead Building, Clackamas County Public Service Building, Clackamas County Developmental Services Building and Clackamas County's Transportation Maintenance site. These makeovers usually include customer engagement to make sure that Canteen is filling the machines with products that people love. People are gravitating toward a new healthy beverage option: the Vita Coco product – coconut water with a hint of pineapple flavoring. The pineapple adds a refreshing element to the product. But the overall hottest new item in the healthy category is the Food Should Taste Good multigrain chips!

One of the sites that Canteen has worked with, Clackamas County's Transportation Maintenance, incorporated a 100% healthy vending makeover into their overall worksite wellness and safety program. They held a taste-testing event to give employees the opportunity to weigh-in on which options they'd like to see in the machines. The event was a success and so is the program. They have seen a modest lift in sales – about 3-5%! You can read a bit more about their event in the Clackamas County *Wellness & Safety @ Work Newsletter* January 2014 article below.

What's in the vending machine? Transportation Maintenance tastes new snacks.
By Tamra Dickinson

After the pilots with the leadership academy project, the Transportation Maintenance site at Abernethy signed up to be the next group to peer into their vending contents to determine what to keep and what to change.

"Yum" to the Blueberry Orchard Bar and Smartfood Feta Herb. "Yuck" to the coconut water. (For the record, not all coconut water is bad. This particular variety just didn't cut it.) "Please leave cherry coke, coke, and snickers," they said.

Vance Hoddle, Vice President of Canteen NW, joined the group to hear what they had to say and is remixing the machines with more healthy options. After staff presentations to the quarterly management meeting in October, five offices signed up for their vending overhaul.

Low-salt peanuts are tasty

Gummy is yummy, but sweet

Popcorn is a popular snack

Choose well Live well

Healthy Nutrition Guidelines for Meetings and Events

Washington State supports healthy living by ensuring state facilities and agencies offer, purchase and serve healthy food and beverages. We are making the healthy choice the easy choice.

To meet the *Healthy Nutrition Guidelines* for Meetings and Events, choose foods and beverages that meet at least the **Healthy** standard. We encourage agencies to work toward meeting the **Healthier** and **Healthiest** standards.

Healthy

- Provide food and beverage options that are appropriate for the attendees' dietary and cultural food needs.
- Provide water at breaks and meals – preferably tap water.
- Provide zero- and low-calorie beverage options when you serve beverages other than water.
- Serve fruit or vegetables with all light refreshments and meals.
- Choose foods that are low in fat – especially saturated and trans-fats.

Healthier

- Meet the **Healthy** standard.
- When you serve grains, make sure that whole grain rich options are available.
- When you serve dairy, make sure that low-fat or non-fat dairy options are available.
- When you serve proteins, make sure that lean meat and low-fat, non-meat protein options are available.
- Provide healthy portion sizes. For example, serve small or half bagels, 3 – 5 oz. servings of meat, and cakes and brownies in small serving sizes (2" square or smaller).

Healthiest

- Meet the **Healthier** standard.
- Provide at least one lower sodium option.
  - Lower sodium is 360mg of sodium or less per snack item, 480mg of sodium or less per individual food item as served, or 900mg of sodium or less per meal.
- Serve Washington grown foods when possible.
  - Ask your caterer about providing local foods.
  - Purchase foods from local farmers market.

Remember food safety standards when you serve food.

- Wash your hands before serving foods. Inadequate hand washing is a leading cause of foodborne disease.
- Keep hot foods hot and cold foods cold.

How to promote healthy choices for meetings and events

- ❑ Allow meeting and events participants to pre-order their meals. People tend to choose healthier meals when they pre-order.
- ❑ Use attractive, descriptive names for healthier foods items and regular titles for less healthy options.
- ❑ Use tall, skinny glasses or other containers to give illusion of more drink or food.
- ❑ Use smaller plates and bowls.
- ❑ Add any kind of non-fried, low-fat vegetable to meals.
- ❑ Offer more than one choice of healthier foods (fruits, vegetables, whole grains, low-fat dairy) and decrease the number of less healthy options. For example, provide one choice of dessert but several choices for fruits and vegetables.
- ❑ For potlucks, encourage attendees to bring food and beverage items that meet the ***Healthy Nutrition Guidelines***. There are examples in the **Recommended Foods and Beverages** section (see pages R–7 and R–8). Examples include:
  - **For desserts** – small portion sizes
  - **For condiments** – low-sodium and low-fat options
  - **For breads** – whole grain breads
- ❑ If you're having a buffet, put the healthier options at the beginning of the line and label food and beverage options that meet the guidelines.
- ❑ Display a poster on the food table to let your attendees know the nutritional importance of what is in their meal.

Healthy veggie snack

Chicken wrap

Desserts in smaller portions

How to reduce sodium at meetings and events

Meeting planners

Tips for choosing low-sodium options

- ❑ Choose packaged products with no more than 10% of daily value of sodium per serving listed on their food label.
- ❑ Offer fresh vegetables rather than canned. If offering frozen vegetables, read the label to make sure they do not contain salt.
- ❑ Ask your caterer to prepare soups, salad dressings, dips and meat marinades from scratch to control sodium content.
- ❑ Offer lower sodium dairy products in 1 oz. serving sizes, and freshly roasted and cooked meats and fish rather than salted, cured, deli, or smoked meats and fish.

Caterers

Tips for delicious and healthy lower sodium cooking

- ❑ When making salad dressings, soups, sauces or marinades, use no more than 3/4 teaspoon of salt or 2 tablespoons of soy sauce in every 10-portion batch.
- ❑ Try using intensely flavored herbs, spices, low-sodium liquids and salt-free seasonings, such as vinegar, lemon juice, wine and fruit juices.
- ❑ Drain the liquid from and rinse canned foods.
- ❑ Use oil or unsalted butter instead of salted butter when possible.
- ❑ Be aware that baking soda, baking powder, monosodium glutamate (MSG), disodium phosphate, sodium alginate, sodium nitrate and nitrite all contain sodium.
- ❑ Roasted, grilled, broiled, baked, poached or steamed meats and fish are much lower in sodium than salted, cured, deli or smoked meats and fish.
- ❑ Make sauces, dressings, soups and condiments from scratch if possible, and serve dressings, sauces and condiments on the side.
- ❑ Be creative by adding low-sodium whole foods to processed products. For example, add diced fresh tomatoes or canned tomatoes with no salt added to canned tomato sauce or dilute low-sodium soy sauce with vinegar at a 1:1 ratio.

Chefs make the healthy choice

Meetings and events success story

The Combined Fund Drive (CFD) is Washington State's workplace giving program for active and retired public employees. Every year, the Department of Health enjoys organizing a CFD event around the Apple Cup. We use the Apple Cup to spark some competition between Husky and Cougar fans, in the spirit of charity. The Apple Cup event gathers donations of warm clothes like coats, scarves and gloves for the community. The winner of the Apple Cup is the team that gathers the most donated items.

To kick-off the event, we organize a lunch fundraiser. The money raised from this lunch is donated to organizations in the community. In 2011, we served hot dogs, chips and soda. The lunch was somewhat successful – we were able to sell the meals for $3.

Between the 2011 and 2012 Apple Cup events, a new employee joined our CFD planning committee. She suggested we follow what are now the *Healthy Nutrition Guidelines* for Meetings and Events. We served homemade chili, baked potatoes, and steamed broccoli. The Apple Cup lunch was SO much more popular. We had more people attend, received more positive feedback than from previous years, and we even ran out of food! We were able to sell the meals for $5 each, which meant a greater donation to our community. We decided to donate all of the money raised in 2012 to organizations working with youth.

People were thankful for the home-cooked, healthy meal. Although it took a little more work than serving people hot dogs, the event attendees noticed the difference. And, most importantly, the change in menu allowed us to have a much more successful CFD event!

Homemade chili

Steamed broccoli

Baked potato

Healthy Nutrition Guidelines for
Cafeterias

Washington State supports healthy living by ensuring state agencies offer, purchase and serve healthy food and beverages. We are making the healthy choice the easy choice.

To meet the *Healthy Nutrition Guidelines*, all food service venues must meet the following basic criteria (25 points). Large and medium food service venues must earn additional points to meet the *Guidelines*. See additional criteria for large and medium food service venues below. Please consult the glossary for definitions.

Small food service venue	**25 points**
Medium food service venue	**35 points**
Large food service venue	**50 points**

Basic criteria for all food service venues

All food service venues are required to implement the following criteria | 25 points

- Offer daily two whole grain rich options at any time during operation hours. For small and medium food service venues, offer at least one whole grain rich option at all times.
- Offer daily at least one raw, salad-type vegetable and at least one steamed, baked or grilled vegetable seasoned without fat or oil. Small and medium food service venues are not required to offer cooked vegetables.
- Offer a variety of at least three whole or sliced fruits daily. Small food service venues should offer at least two.
- When protein entrées are offered, offer lean meat, poultry, fish or low-fat vegetarian entrée choices.
- Offer one lower sodium entrée and/or meal and promote it.
- Limit deep-fried entrée options to no more than one choice per day.
- All meal items are free of artificial trans-fat or partially hydrogenated oils.
- Offer low-fat and non-fat milk and milk products.
- Have free water available and advertise its availability.

Additional criteria for large and medium food service venues

Medium and large food service venues can choose from the following options to achieve their required point levels. **Medium food service venues must earn an additional 10 points and large food service venues must earn an additional 25 points.** Small food service venues are encouraged to work on the following criteria, but are not required to do so.

Beverages

3 points

- Offer container/cup sizes for beverages that are no larger than 16 oz.
- Offer only low-fat and non-fat milk products.

2 points

- Do not offer free refills of sugar-sweetened beverages.

1 point

- Make low-fat or non-fat milk the default milk option.
- For coffee service, serve milk (whole, 2%, low-fat or non-fat) as the default option rather than cream or half and half.
- If sugar-sweetened beverages are offered, an equal number of zero- and low-calorie beverages must also be offered.
- Offer only 100% fruit juice with no added sugars.
- Offer vegetable juices that contain 230mg or less of sodium per serving.

Food Components

3 points

- Have at least one Washington grown food product available at all times.
- Offer half-sized portions for at least 50% of entrée items and promote that option.
- Serve non-fried vegetables or fruit as the default side dish with meals.
- When grains are offered, make whole grain options the default for 50% of the meals.
- Offer a salad bar.

2 points

- Allow substitution of a non-fried vegetable side dish for no extra charge and promote the option.
- Serve one meal that provides at least three of the following items: one serving of fruit, one serving of vegetables, one serving of beans (black, pinto, kidney), or one serving of whole grains.
- Offer healthy options with bread in place of butter, such as olive oil or hummus.
- If dessert is offered, offer smaller portions (2 oz.) of cookies, bars, etc.
- Offer at least one fish or seafood option prepared using a healthy cooking method (broiled, grilled, baked, roasted).
- For cheese, yogurt and other milk products, offer low-fat and non-fat products as the default options.
- For breakfast baked goods, offer small portions of muffins (3 – 3 ½ oz.), quick breads and bagels.
- Offer condiments, sauces and dressings on the side.

Food Components (continued)

1 point

- Offer low-sugar cereals (6g or less of sugar per serving) with at least 3g of fiber.
- Only offer yogurt with no added caloric sweeteners or labeled as reduced/less sugar.
- Locate fruit in close proximity to dessert options.
- Offer at least one oil and vinegar based salad dressing that is also low in sodium.
- **1 point for each low-sodium product purchased for a maximum of 5 points**
  Purchase lower sodium products, such as soup base, deli meats, canned tomatoes, fresh or frozen vegetables, or bread products.

Make it Easier for Customers to Choose Healthier Options

3 points

- Sell healthier options at equal or lower price than equivalent available items.

2 points

- Place healthier items more prominently — closer to customers and at eye level.
- Reserve at least 75% of promotional signage in the restaurant for healthier items.
- Do not market or promote deep-fried options as the special or feature of the day.

1 point

- Train employees to prompt customers to choose non-fried vegetables when ordering.
- Train employees to prompt customers to choose zero- and low-calorie beverages when ordering.
- List healthier options first for each category of the menu.
- List zero- and low-calorie beverages before sugar-sweetened beverages on the menu.
- **1 point for each approach used for a maximum of 3 points**
  Promote healthier menu options through advertising, coupons, price promotions, window signs, in-store signage, kiosks and table tents.

Yogurt parfait

Washington-raised chicken

Low-sodium tomato soup

Cafeteria success story

The Bienvenue Cafeteria at Labor & Industries (L&I) has worked closely with L&I's wellness program to respond to its customers' requests for healthier options. Together, they are planning menu options, developing communications, and supporting nutrition education.

Planning menu modifications
The Cafeteria and Wellness Program are working on surveying customers to learn what healthier options they'd like to see offered in the cafeteria. Bienvenue's business orientation has always been, "if they are willing to buy it, I will make it." The survey will allow them to get solid data they can use to meet the demands of the customers – in ways that allow the cafeteria to continue to be profitable. Based on what they learn from the survey, they will be able to determine how they can make menu modifications within the parameters of the current supply chain. Some changes to foods and beverages are already underway – like the downsizing of dessert portions!

Developing a communications campaign
The Cafeteria and Wellness Program are collaborating on a large scale communications campaign to highlight the healthier choices customers already have, but may not know about. These include food preparation methods and portion sizes. The campaign will encourage customers to 'just ask' as they would in any other kind of restaurant.

Supporting the nutrition education
The agency also has a nutrition education program called The Full Plate Diet. The program emphasizes adding more fiber-rich foods to one's diet. Bienvenue's owner has agreed to offer a weekly Full Plate Diet menu choice at his restaurant. The Wellness Program will provide him a Full Plate book that he can use in his menu planning.

Bienvenue has already made great strides in meeting the needs of its customers. Small steps in the right direction can benefit everyone in the long run. And, there are more, exciting changes to come!

wellness 360°
Doug Spohn, Wellness Manager
Washington Department of Labor & Industries
360-902-6304 | spon235@Lni.wa.gov

Oatmeal bar

Balanced meal

Reasonable portions

Implementation tool for cafeterias

- ❑ **STEP 1: Determine what size food service venue you are. Check the box that best describes your venue.**
  - ❑ **Small food service venue:** Offer only pre-made and pre-packaged options and the food is prepared off-site and brought in to the food service location. A grab-and-go venue is an example.
  - ❑ **Medium food service venue:** Typically offer a smaller number of menu options including premade or quick-to-make options, such as soups and sandwiches. Delis, cafés or food service operations with limited on-site preparation facilities are examples.
  - ❑ **Large food service venue:** Offer a large menu of options that are made in-house, such as hot entrées, grill items, salad bars, bakery items, deli stations, etc. A full-service cafeteria or conventional food service operation is an example.

- ❑ **STEP 2: Assess how well your food service venue meets the guidelines.**

Basic criteria (required for all food service venues)	**Yes**	**No**
Large: Do you offer daily two whole grain rich options at any time during operations hours? **Medium and small:** Do you offer daily at least one whole grain rich option at all times?	❑ 3 pt	❑ 0 pt
Large: Do you offer daily at least one raw, salad-type vegetable and at least one steamed, baked or grilled vegetable seasoned without fat or oil? **Medium and small:** Do you offer daily at least one raw, salad-type vegetable?	❑ 3 pt	❑ 0 pt
Large and medium: Do you offer daily at least three whole or sliced fruits? **Small:** Do you offer daily at least two whole or sliced fruits?	❑ 3 pt	❑ 0 pt
All: When protein entrées are offered, do you offer a lean meat choice such as poultry, fish or low-fat vegetarian option?	❑ 3 pt	❑ 0 pt
All: Do you offer one lower sodium entrée and/or meal and do you promote it?	❑ 3 pt	❑ 0 pt
All: Do you offer no more than one deep-fried entrée option per day?	❑ 3 pt	❑ 0 pt
All: Are all meal items free of artificial trans-fat or partially hydrogenated oils?	❑ 3 pt	❑ 0 pt
All: Do you offer low-fat and non-fat milk products?	❑ 2 pt	❑ 0 pt
All: Do you have free water available and do you advertise its availability?	❑ 2 pt	❑ 0 pt
Total points — Basic criteria		

Food components (optional for small food service venues)	**Yes**	**No**
Do you have at least one Washington grown food product available at all times?	❑ 3 pt	❑ 0 pt
Do you offer half portions for at least 50% of entrée items and promote that the option is available?	❑ 3 pt	❑ 0 pt
Do you serve non-fried vegetables or fruit as the default side dish with meals?	❑ 3 pt	❑ 0 pt
When grains are offered with meals, do you serve whole grain rich options as the default with 50% of meals?	❑ 3 pt	❑ 0 pt
Do you offer a salad bar?	❑ 3 pt	❑ 0 pt
Do you allow substitution of a non-fried vegetable side dish for not extra charge and do you promote that the option exists?	❑ 2 pt	❑ 0 pt
Do you serve one meal that provides at least three of the following items: one serving of fruit, one serving of beans (black, pinto, kidney) or one serving of whole grains?	❑ 2 pt	❑ 0 pt
Do you offer healthy options, such as olive oil or hummus, with bread in place of butter?	❑ 2 pt	❑ 0 pt
If dessert is offered, do you offer smaller portions (2 oz.) of cookies, bars, etc.?	❑ 2 pt	❑ 0 pt
Do you offer at least one fish or seafood option prepared using a healthy cooking method such as broiled, grilled, baked or roasted?	❑ 2 pt	❑ 0 pt
For cheese, yogurt and other milk products (i.e. yogurt, cottage cheese), do you offer low-fat and non-fat products as the default options?	❑ 2 pt	❑ 0 pt
For breakfast baked goods, do you offer small portions of muffins (3 – 3.5 oz?)	❑ 2 pt	❑ 0 pt
Do you offer all condiments, sauces and dressings on the side?	❑ 2 pt	❑ 0 pt
Do you offer low-sugar cereals (6g or less of sugar per serving) with at least 3g of fiber?	❑ 1 pt	❑ 0 pt
Do you only offer yogurt with no added caloric sweeteners or labeled as reduced/less sugar?	❑ 1 pt	❑ 0 pt
Do you locate fruit in close proximity to dessert options?	❑ 1 pt	❑ 0 pt
Do you offer at least one oil and vinegar based salad dressing that is also low in sodium?	❑ 1 pt	❑ 0 pt
Do you purchase lower sodium products, such as soup base, deli meats, canned tomatoes, fresh or frozen vegetables, or bread products? *1 point for each low sodium product purchased for a maximum of 5 points*	❑ 5 pt ❑ 4 pt ❑ 3 pt ❑ 2 pt ❑ 1 pt	❑ 0 pt
Total points — Food Components		

Beverages (optional for small food service venues)	Yes	No
Do you offer container/cup sizes for beverages that are no larger than 16 oz.?	❑ 3 pt	❑ 0 pt
Do you offer only low-fat and non-fat milk products?	❑ 3 pt	❑ 0 pt
Do you restrict refills of sugar-sweetened beverages?	❑ 2 pt	❑ 0 pt
Is low-fat or non-fat milk your default milk option?	❑ 1 pt	❑ 0 pt
For coffee service, do you serve milk (whole, 2%, low-fat or non-fat) as the default option rather than cream or half and half?	❑ 1 pt	❑ 0 pt
If you offer sugar-sweetened beverages, do you offer an equal number of zero- and low-calorie beverages?	❑ 1 pt	❑ 0 pt
If you offer juice, do you only offer 100% fruit juice with no added sugars?	❑ 1 pt	❑ 0 pt
If you offer vegetable juices, do you offer at least one that contains less that 230mg of sodium per serving?	❑ 1 pt	❑ 0 pt
Total points — Beverages		

Make it easier for customers to choose healthier options (optional for small)	Yes	No
Do you sell all healthier options at equal or lower price than equivalent available items (i.e., turkey burger vs. regular burger)?	❑ 3 pt	❑ 0 pt
Do you place healthier items more prominently — closer to customers and at eye level?	❑ 2 pt	❑ 0 pt
Is at least 75% of your promotion signage in your venue for healthier items?	❑ 2 pt	❑ 0 pt
Do you restrict marketing of deep-fried options as the special or feature of the day?	❑ 2 pt	❑ 0 pt
Do you train employees to prompt customers to choose non-fried vegetables when ordering?	❑ 1 pt	❑ 0 pt
Do you train employees to choose zero- and low-calorie beverages when ordering?	❑ 1 pt	❑ 0 pt
Do you list healthier options first for each category of the menu?	❑ 1 pt	❑ 0 pt
Do you list zero- and low-calorie beverages before sugar-sweetened beverages on the menu?	❑ 1 pt	❑ 0 pt
Do you promote healthier menu options through advertising, coupons, price promotions, window signs, in-store signage, kiosks or table tents? *1 point for each approach used for a maximum of 3 points*	❑ 3 pt ❑ 2 pt ❑ 1 pt	❑ 0 pt
Total points — Easier to Choose Healthier		

❑ **STEP 3: Add up the points you calculated in the previous section.**

- **Small food service venues** must meet all of the Basic Criteria = **25 points**
- **Medium food service venues** must meet Basic Criteria 25 points + additional 10 points = **35 points**
- **Large food service venues** must meet Basic Criteria 25 points + additional 25 points = **50 points**

Record the total number of points received in each category:

Basic criteria (required for all food service venues)	Subtotal _____
Additional criteria (optional for small food service venues)	
▪ Food components	Subtotal _____
▪ Beverages	Subtotal _____
▪ Make it easier for customers to choose healthier options	Subtotal _____
	Total Points _____

❑ **STEP 4: Plan for the changes your food service venue needs to make to meet the guidelines.** Start with the changes that are easiest to make and work towards the more difficult changes. These changes may take some time.

Does your food service venue meet the *Guidelines* for:			If "no," what do you need to do to meet the *Guidelines*?	What is your goal completion date?
Small food service venues (25 pt)	❑ Yes	❑ No		
Medium food service venues (35 pt)	❑ Yes	❑ No		
Large food service venues (50 pt)	❑ Yes	❑ No		

❑ **STEP 5: Implement the changes in your plan.** Make sure to include everyone who needs to be involved. If you have questions or need technical assistance, remember to contact us at choosewell-livewell@doh.wa.gov!

❑ **STEP 6: Congratulations! Your food service venue meets the *Healthy Nutrition Guidelines*!** Make sure you apply for recognition. You can sustain your work by making sure that all future menu items meet guidelines when you're menu planning!

How to promote healthy choices in cafeterias

1. **Use strategies other cafeterias have found successful** to encourage customers to make the healthy choice.

- ❑ Make the healthier items the first thing customers see when they enter the cafeteria. Place healthier items first in cooler or on food line.
  - ✓ **It works!** White milk sales increased up to 46% when placed first in school lunchroom coolers.
- ❑ Make healthier choices more visible by placing at eye-level and in good lighting.
  - ✓ **It works!** Moving and highlighting fruit in a school cafeteria increased sales by up to 102%.
- ❑ Make the healthier choice the default option. You can still have the less healthy side available for customers who ask for it.
  - ✓ **It works!** People are more likely to choose default options.
- ❑ Consider an "express line" with healthy grab-and-go items such as boxed lunches with sandwiches made on whole grain bread, a side of fruit and vegetable, and water.
  - ✓ **It works!** 35% more students in one cafeteria chose healthier items when the cafeteria offered a "healthy choice only" convenience line.
- ❑ Try accepting pre-orders of healthier items in the morning, and then have them ready for pick up.
  - ✓ **It works!** People tend to order healthier choices more often when they pre-order.
- ❑ Make smaller portions the "regular" and the larger portions "double."
  - ✓ **It works!** Customers respond more to portion size labeling than actual container size. We eat less when items have a larger sounding name.
- ❑ Use attractive, descriptive names for healthier meal options.
  - ✓ **It works!** Naming vegetables in an attractive way increased the selection of vegetables in school cafeterias.
    - One cafeteria incorporates "exotic new veggies" in their menu like creamed cauliflower and mixed roots.
    - One cafeteria serves "breakfast salads" made with eggs, chicken or tofu, and vegetables.
- ❑ Use tall, skinny glasses for beverages. Tall and skinny glasses make it look like there's more drink. This also works for food containers.
  - ✓ **It works!** People pour more into a short, wide glass than a tall, narrow glass.
- ❑ Use smaller plates and bowls.
  - ✓ **It works!** People over-serve themselves when using larger plates and bowls, and they underserve themselves when using smaller plates and bowls.
- ❑ Make sure meals come with a vegetable. You can add any kind of non-fried, low-fat vegetable to meals.
  - ✓ **It works!** People think meals with vegetables are more appealing.

- ❑ Offer more than one choice of healthier foods and decrease the number of less healthy options.
  - ✓ **It works!** We eat more when we have more options to choose from.
    - Students in one cafeteria chose more vegetables when they had two choices instead of one choice.
    - One cafeteria has an oatmeal bar with fun, healthy toppings that customers can choose from like blueberries, cranberries, apples, dried currants, dried apricots, walnuts, toasted almonds, flax seed and honey.
    - One cafeteria allows customers to "create their own bowl" by choosing a whole grain, a protein, and then a seasonal vegetable.

- ❑ Encourage people to make the healthy choice by asking, "Would you like a piece of fresh fruit today?" or "Would you like water with that?"
  - ✓ **It works!** Students at one school were four times more likely to take fruits when the servers asked them if they wanted fruit or juice.
    - One cafeteria found that giving options helps control costs and reduce calorie consumption. They'd ask customers "would you like cheese <u>or</u> sour cream?" on taco bar days.

- ❑ Make the daily special a healthier choice.
  - ✓ **It works!** Customers are more likely to choose a meal featured on the front of a menu as the special.
    - One cafeteria had "Wellness Wednesdays." The Wednesday special featured a new, healthy food like sweet potato casserole.
    - One cafeteria had "Fresh Start Mondays." The menu included new vegetable-loaded recipes and exotic flavors.

2. Market healthier choices by using the Choose Well—Live Well materials

- ❑ Use the Choose Well—Live Well campaign materials to promote the healthy choice. Label vegetarian, gluten-free and healthy options with food and beverage labels.
- ❑ Put up Choose Well—Live Well posters around the cafeteria and worksite.
- ❑ Tell your customers about the healthy options available in your cafeteria through emails or newsletter articles.

Healthy Nutrition Guidelines for Institutions

Washington State supports healthy living by ensuring state facilities and agencies offer, purchase and serve healthy food and beverages. We are making the healthy choice the easy choice.

These guidelines apply to state agencies that supervise and care for clients and/or provide services and supplies to specific groups. This includes food and beverages provided to clients, inmates and patients by Department of Corrections (DOC) and Department of Social and Health Services (DSHS).

A. Food and Beverage Standards for Meals[i]

The U.S. Department of Agriculture's recommended healthy eating pattern from the *Dietary Guidelines for Americans, 2010* (DGA 2010) is the basis for these standards.[ii] If these standards are met, individual nutrients needs should be met as well.

Food

Fruits

- A minimum of 2 cups of a variety of fruits daily.
- Fresh and frozen fruits, instead of canned. If canned fruit is served, it should be canned in light syrup, unsweetened juice, or water.

Vegetables

- A minimum of 2½ cups of vegetables daily.
- Vegetables that are fresh, frozen with no added sodium, or canned with low or no added sodium.
- A variety of vegetables, especially dark-green, red and orange, and beans and peas. See *DGA 2010* for details.

Grains

- Approximately 6 oz. of grains daily.
- At least 50% whole grains in each serving.

Protein

- Approximately 5½ oz. of protein daily.
- A variety of lean proteins including meat, poultry, eggs, fish, seafood, beans, peas, nuts, seeds and soy products.

Milk Products

Institutions should offer low-fat (1%) or non-fat milk and milk products daily.[iii]

Beverages

Offer only beverages from the **Healthiest** and **Healthier** lists.

Healthiest

- Water should be available at all meals. Plain or unsweetened carbonated water (seltzer).
- Non-fat or low-fat (1%) milk and milk products that are unflavored, calcium fortified and less than 102 calories per 8 oz. serving.
  - The *DGA 2010* recommendation is that adults consume 3 cups daily.
- Unsweetened coffee or tea.
- 100% fruit juice, with no added sugars (less than 8 oz. serving for adults).
- 100% vegetable juice; provide low-sodium option (less than 230mg of sodium per serving).

Healthier

- Zero- and low-calorie beverages, less than 25 calories per 8 oz. for beverages other than 100% juice or milk.
- Non-caloric, artificially sweetened beverages (diet).
- Fat-free or 1% flavored milk (less than 22g sugar per 8 oz.).

B. Standards for Scheduled Snacks[iv]

Overarching Guidelines

- Snacks should contain items from two of the snack categories listed below.
- All items should have 0g trans-fat.
- Water should be available at all snack times.

Milk and Milk Product Beverages

- Non-fat or low-fat (1%) milk and milk products, preferably unsweetened.

Fruit or Vegetable

- 100% fruit juice, with no added sugars (less than 8 oz. serving for adults).
- Fresh and frozen fruits, instead of canned. If canned fruit is served, it should be canned in light syrup, unsweetened juice or water. Examples: apples, bananas, pears, oranges, dried fruit, applesauce with no added sugar, canned fruit in unsweetened juice, light syrup or water.
- Vegetables that are fresh, frozen with no added sodium, or canned with low or no added sodium. Examples: carrot sticks, celery sticks, pepper slices, salads.

Bread or Grain

- Items must contain at least 50% whole grains. Examples: whole wheat pita triangles, whole grain cereal, whole grain crackers, whole grain bread, rice cakes, plain popcorn.

Protein

- A variety of lean proteins including meat, poultry, eggs, fish, seafood, beans, peas, nuts, seeds and soy products. Examples: hummus, bean dip, cottage cheese, low-fat cheese, hard boiled eggs, low-fat or non-fat yogurt, low-sodium tuna, nuts, nut butters, sunflower seeds, turkey slices.

C. Guiding Principles

- Emphasize fruits, vegetables and whole grains.
- Use less processed foods that do not contain added sugar and sodium.
- Use healthy cooking techniques such as baking, roasting, broiling, grilling, poaching, steaming and stir frying.
- Do not use deep fryers.
- Serve high-calorie items in smaller portions, if provided.
- Work toward reducing sodium content.

D. Exceptions for Specific Population Groups

Seniors

Follow the *DGA 2010* recommendations for seniors (populations over 50 years of age).

Patients under Therapeutic Care and Correctional Populations

Follow nutrition requirements consistent with medical guidelines and diets for people under therapeutic care. This includes pregnant women and correctional inmates with special dietary needs.

Food for Disaster or Emergency Response

Food served by agencies for a disaster, crisis or emergency response is not restricted by the *Healthy Nutrition Guidelines*. These stocks intentionally include nutrient dense food products.

Religious/Cultural Diets

Honor religious and cultural diets by using healthier versions of traditional foods when possible.

Additional Agency Exceptions

These *Guidelines* do not apply to the Department of Veterans Affairs. These *Guidelines* do not apply to training programs conducted by the Washington State Patrol and other criminal justice training programs. Excepted programs include training for park rangers and trainings at the Criminal Justice Training Center and the Washington Military Department. The *Guidelines* will allow for additional agency exceptions as requested.

E. Guidelines for Celebratory and Special Occasions

The *Guidelines* do not apply to limited special occasions (once a month). Trips, parties for holidays, and special events are considered special occasions. Agencies should follow the *Healthy Nutrition Guidelines for Meetings and Events* for such occasions.

Department of Social and Health Services' behavior food and beverage rewards system is considered a "special occasion" and is excluded from the *Guidelines*.

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[i] Based on USDA Dietary Guidelines for Americans, 2010; Food Patterns for a 2,000 calorie diet.

[ii] USDA Dietary Guidelines for Americans, 2010; pages 43–54.

[iii] USDA Dietary Guidelines for Americans, 2010 includes soy beverages in the definition of milk and milk products because they are similar to milk both nutritionally and in their use in meals.

[iv] Based on Massachusetts State Agency Food Standards: Requirements and Regulations.

Implementation tool for institutions

- ❑ **STEP 1: Communicate food and beverage policy change to employees and custodial populations.** Include information about exceptions for specific population groups.
- ❑ **STEP 2: Assess how well your institution meets the *Guidelines* and Guiding Principles.**

Beverages			How to meet the *Guidelines*
Do you provide water at meals?	❑ Yes	❑ No	Make sure to offer water with all meals. This can be plain or unsweetened carbonated water.
Do you serve unsweetened coffee or tea?	❑ Yes	❑ No	Prepare drinks without adding sugar.
Do you only offer juices that are 100% juice?	❑ Yes	❑ No	Look for 100% juice on the juice label or package. It's also important to make sure there are no added sugars listed in the ingredients.
Do you serve low-sodium vegetable juices?	❑ Yes	❑ No	Look for vegetable juices that have less than 230mg per serving.
Do you serve low or no-calorie sodas and other beverages?	❑ Yes	❑ No	Switch sugar-sweetened beverages to "diet" or "light" versions. Make sure there are less than 25 calories per 8oz. serving.
Do you serve non-fat or 1% milk?	❑ Yes	❑ No	Replace whole and 2% milk with lower fat options.
Fruits			**How to meet the *Guidelines***
Do you avoid fruit canned in heavy syrup?	❑ Yes	❑ No	Switch to fresh, frozen, or fruit canned in light syrup or water.
Do you offer at least 2 cups of fruits every day?	❑ Yes	❑ No	Add more whole fruits to your menu such as apples, bananas and oranges. Serve fruit salad as part of a meal.
Vegetables			**How to meet the *Guidelines***
Do you offer a variety of vegetables?	❑ Yes	❑ No	Try to incorporate different types of vegetables including dark-green, red and orange vegetables. Examples: Spinach, red bell peppers, carrots, peas, beans, broccoli, winter squash.

Do you offer at least 2 ½ cups of vegetables every day?	❑ Yes	❑ No	Add more vegetables to your menu, such as a side salad, steamed vegetable medley, carrots and cucumbers with low-fat ranch dressing or sautéed spinach.
Do you offer vegetables without added sodium?	❑ Yes	❑ No	Serve fresh vegetables whenever possible. Check the nutrition facts of frozen and canned vegetables for sodium content.
Grains			**How to meet the *Guidelines***
Do you offer whole grain rich breads, crackers, cereals, pastas or rice?	❑ Yes	❑ No	Make sure all items contain at least 50% whole grains. To find out if an item is whole grain rich, look for a whole grain stamp, 100% whole grain or whole grain listed as the first ingredient. Examples: Whole wheat/whole grain breads, whole wheat pasta, brown rice, oats, quinoa, whole wheat couscous, bulgur.
Protein			**How to meet the *Guidelines***
Do you offer low-fat proteins?	❑ Yes	❑ No	Replace high-fat proteins with lean options including lean beef, chicken or turkey breast, eggs, fish, seafood, beans, peas, nuts, seeds and soy products.
Fat			**How to meet the *Guidelines***
Are your meals trans-fat free?	❑ Yes	❑ No	Avoid using products while cooking that may contain trans-fats including margarine, oil and sauce mixes. Make sure to check the nutrition facts for baked goods, baking mixes, pudding and snacks for trans-fat content.

How does your institution align with the Guiding Principles?

Does your institution:			**What can help you achieve this**
Emphasize fruits, vegetables, and whole grains in your menu planning?	❑ Yes	❑ No	Visit ChooseMyPlate.gov for ideas.
Cook from scratch as much as possible?	❑ Yes	❑ No	Check out the Example Meals in Resources (see pages R–9 and R–10) for ideas!
Use healthy cooking techniques?	❑ Yes	❑ No	Avoid using deep-fryers. Try techniques such as baking, roasting, broiling, grilling, poaching, steaming and stir frying.
Serve high-calorie items in smaller portions?	❑ Yes	❑ No	Cut cakes and brownies into small serving sizes (2 inches square).
Work towards reducing sodium?	❑ Yes	❑ No	See Why is Sodium an Issue? (page R–5).

❑ **STEP 3: Plan for the changes your institution needs to make to meet the *Guidelines*.** Start with the changes that are easiest to make and work towards the more difficult changes. These changes may take some time.

Does your institution meet the *Guidelines* for:			If "no," what do you need to do to meet the *Guidelines*?	What is your goal completion date?
Beverages	❑ Yes	❑ No		
Fruits	❑ Yes	❑ No		
Vegetables	❑ Yes	❑ No		
Grains	❑ Yes	❑ No		
Protein	❑ Yes	❑ No		
Fat	❑ Yes	❑ No		
Does your institution align with the Guiding Principles?	❑ Yes	❑ No		

❑ **STEP 4: Implement the changes in your plan**. Make sure to include everyone who needs to be involved. If you have questions or need technical assistance, remember to contact us at choosewell-livewell@doh.wa.gov!

❑ **STEP 5: Congratulations! Your institution meets the *Healthy Nutrition Guidelines*!** Make sure you apply for recognition. You can sustain your work by making sure that all future menu items meet the *Guidelines* when you're menu planning!

Institution success story:
Department of Corrections sodium reduction

I started working for the Department of Corrections (DOC) in July of 2009 when the regular men's mainline menu had a daily average sodium content of 3600mg. At that time all 15 prisons in the state were preparing and cooking meals in their kitchens utilizing the standardized statewide menu.

One of the biggest concerns I had at the time was that each prison was able to adjust the ingredients in these recipes. I found out that the main adjustment to recipes was the addition of salt since most of the recipes had minimal to no salt added. That meant on paper our menu only had 3600mg per day of sodium but in reality it was more than likely much higher than that due to the addition of salt to recipes. Over the next couple of years my emphasis was to bring down the sodium to fewer than 3000mg per day.

After reviewing the statewide recipes I eliminated any added sodium and substituted with herbal seasonings whenever appropriate. These initial changes only brought total sodium down to less than 3400mg per day. I was still concerned that the kitchens were continuing to add salt to their recipes and I knew that I'd have to work on reducing foods that had higher sodium content and remove them if possible. Fortunately, during this same time DOC decided to change their paradigm in how they produced meals. DOC decided that our revenue branch – Correctional Industries (CI) would start producing the bulk of the meals served instead of letting each prison's kitchen prepare the menu on site. Now the prison kitchens only have to reheat and serve the meals that CI provides.

More spice, less salt

At first, I wasn't happy about this paradigm shift because I was concerned that the quality of the food would not be as nutritious as the foods being prepared fresh in each prison's kitchen. However, this change did give me more confidence that meals would be more standardized statewide with less if any recipe adjustments. This process change gave me the opportunity to work with CI in menu development to reduce the sodium content in the recipes that CI produced for the new menu. I also participated in recipe evaluation to guarantee that the food had acceptable taste and quality. The result of my collaborative efforts with CI was the ability to reduce the men's regular mainline menu sodium content level to less than 3000mg per day.

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Program Manager Dietary Services
Health Service Division
Dept. of Corrections
360-725-8314

Resources

Applying for recognition

State executive agencies, worksites and vendors that would like to be recognized for their efforts implementing Executive Order 13-06: Improving the Health and Productivity of State Employees and Access to Healthy Foods in State Facilities, can apply for recognition. Other agencies and organizations who voluntarily adopt and implement the ***Guidelines***, may also apply for recognition. All forms required to apply for recognition are available at www.doh.wa.gov/choosewell-livewell. Questions? Contact us at choosewell-livewell@doh.wa.gov.

	Criteria	Recognition
Agency recognition The entire agency based on the level of compliance for all applicable *Healthy Nutrition Guidelines* in all sites. This applies to: ▪ State executive agencies that are affected by EO 13-06. ▪ Other state agencies that voluntarily adopt the *Guidelines*.	▪ The agency implements the *Guidelines* in all applicable areas. ▪ The wellness coordinator or other agency representative completes and submits implementation plan checklist. ▪ The wellness coordinator or other agency representative applies for recognition by February 1 for work completed in the previous year.	▪ An award signed by Secretary John Wiesman and HCA Director Dorothy Teeter. ▪ Announcement of recognition in a press release and posted on the Choose Well—Live Well website. ▪ Permission to use recognition logo on website.
Site recognition A smaller site within an agency (off-campus locations, individual state buildings) based on the level of compliance for all applicable *Guidelines*. This applies to: ▪ Worksites of state executive agencies that are affected by EO 13-06. ▪ Other organizations that voluntarily adopt the *Guidelines*.	▪ The site implements the *Guidelines* in applicable areas. ▪ The site completes and submits implementation plan checklist. ▪ The site applies for recognition by February 1 for work completed in the previous year.	▪ Permission to use recognition logo. ▪ Announcement of recognition posted on the Choose Well—Live Well website.
Vendor recognition Individual vendors, operators, food services managers, etc. based on their individual level of compliance.	▪ The vendor implements the *Guidelines* as applicable. ▪ The vendor completes and submits the implementation plan checklist. ▪ The vendor applies for recognition by February 1 for work completed in the previous year.	▪ Permission to use recognition logo (on menu, vending machines, etc.). ▪ Announcement of recognition posted on the Choose Well—Live Well website.

Glossary

- An **entrée** is considered the main part of a meal. Examples include a sandwich, pizza or burger.
- **Healthier options** are fruits, non-fried vegetables, lean proteins, whole grain rich grains (excluding sweet baked goods), zero- or low-calorie beverages, water, or low-fat or fat-free milk.
- **Large food service venues** offer a large menu of options that are made in-house, such as hot entrées, grill items, salad bars, bakery items, deli stations, etc. A full-service cafeteria or conventional food service operation is an example.
- **Lean meats** are seafood or game meat products that contain less than 10g total fat, 4.5g or less saturated fat, and less than 95mg cholesterol per RACC (reference amount customarily consumed) per 100g.
- **Lower sodium** is 360mg of sodium or less per snack item, 480mg of sodium or less per individual food item as served, or 900mg of sodium or less per meal.
- A **meal** is a more complete offering intended for breakfast, lunch, or dinner that includes two or more items from recommended food groups served in combination. For example, a meal may include a lean meat, vegetable, fruit and whole grain bread.
- **Medium food service venues** typically offer a smaller number of menu options including premade or quick-to-make options, such as soups and sandwiches. Delis, cafés or food service operations with limited on-site preparation facilities are examples
- **No added sugars** – FDA-recognized examples include: agave syrup, anhydrous dextrose, brown sugar, brown sugar syrup, confectioner's powdered sugar, corn syrup, corn syrup solids, dextrin, dextrose, evaporated cane choice, fructose, high-fructose corn syrup (HFCS), honey, invert sugar, lactose, malt syrup, maltose, maple syrup, molasses, nectars (peach nectar, pear nectar), pancake syrup, raw sugar, sucrose, sugar, white granulated sugar.

  Added sugars not recognized by the FDA include: cane juice, crystal dextrose, evaporated corn sweetener, fruit-juice concentrate, fruit nectar, glucose, liquid fructose, sugar cane juice.
- **Small food service venues** offer only pre-made and pre-packaged options and the food is prepared off-site and brought in to the food service location. A grab-and-go venue is an example.
- **Sugar-sweetened beverages** include sodas, fruit drinks, sport drinks, iced teas and coffee drinks that contain added caloric sweeteners. These do not include low-fat or fat-free milk.
- **Whole grain rich** foods have at least 50% of the grain ingredients as whole grain. This can be determined by the product listing a whole grain as the first ingredient, from the manufacturer, or if the product has a whole grain stamp. Brown rice, whole grain rolls, corn tortillas, whole grain pasta, oatmeal or whole grain cereal are examples. Items which bear a whole grain stamp are whole grain rich.
- **Zero- or low-calorie beverages** include water and other beverages with no more than 25 calories per cup or container as offered for sale.

Purchasing Washington-grown products

The Washington State Department of Agriculture's (WSDA) farm-to-school program assists schools and other agencies/institutions looking to purchase and serve Washington-grown products. Their website, www.wafarmtoschool.org, is a great resource for purchasing locally. The website includes:

Washington state apricots

- Sourcing Local Food for Institutional Meal Programs. This webpage has information about the Farm-to-Prison pilot program and distribution models for local food.
- A School's Guide to Purchasing Washington-Grown Food. This guide includes seasonality charts for Washington-Grown Produce (pages 59 – 62).
- Washington Grown Food Kit. This webpage includes general information about locally-grown foods, recipes, sample menus and nutrition facts. The Food Kit is an evolving and growing resource.

For additional assistance, please contact Tricia Kovacs at 206-256-6150 or tkovacs@agr.wa.gov. Tricia can answer any questions specific to your food purchasing situation.

Washington state low-fat dairy products

Washington state organic farmer

Behavioral economics? Another way to promote healthier foods and beverages

Efforts to promote healthier food and beverage choices have tried to change people's behavior in a variety of ways.

Traditionally, most efforts to promote healthier choices relied on **educating the consumer**. This could be education on the benefits of eating healthy or the potential consequences of making an unhealthy choice. Recent research shows this may not be the most effective way to influence people's choices.

Another common strategy to improve food and beverage choices is to **restrict or eliminate** less healthy options. This approach can backfire. People have a natural reaction to rebel when they feel coerced into making a choice. Eliminating less healthy food options or offering excessive incentives prompts individuals to rebel and over-compensate when the restrictions are not in place. These strategies are unlikely to lead to consistent, long-term behavior change. People tend to value the outcome of a decision more when they feel like they have had the freedom to make their own choice.

With both education and restriction falling short of achieving the outcome we're looking for (healthier individuals), behavioral economics has looked into why we sometimes make irrational decisions. Researchers have created strategies based on behavioral economics that influence our choices by understanding our decision-making process.

We have two decision-making systems: Automatic and reflective. The automatic system is unconscious and often irrational. The reflective system is rational and deliberate. We tend to default to the automatic system when we are under stress, have many decisions to make, or have low resources to make a decision. This is why we are more likely to "pre-order" a healthy meal a day ahead of time rather than order it when we're hungry. Quite often, we are under the influence of the automatic system when making food choices.

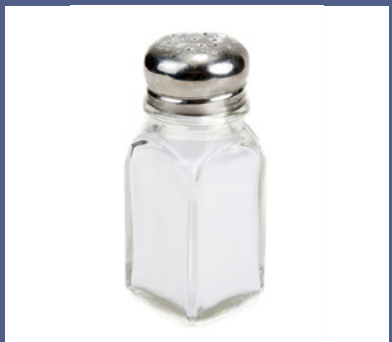
Behavioral economics strategies are evidence-based and are used to "nudge" people to make healthier food choices. They make the healthy choice the easy choice, which is especially helpful when we are under the influence of the automatic system. Some example strategies include:

- Provide an attractive fresh fruit presentation, such as baskets at the checkout with prompts asking "Would you like a piece of fresh fruit today?"
  - The research says to increase the visibility and improve the placement of healthier items. People are more likely to buy what they see first.
- Make the healthier items the first thing customers see when they enter the cafeteria.
  - One study found that white milk sales increased up to 46% when placed first in school lunchroom coolers.

Not only are behavioral economics strategies low-cost, applying these strategies won't negatively affect the food business's profit margin. In many studies, implementing these strategies actually increased sales.

Why is sodium an issue?

The average American eats too much sodium. Eating too much sodium raises blood pressure. High blood pressure can lead to heart disease and stroke, which are the nation's first and third leading causes of death. Ninety percent of the sodium we eat is in the form of salt. More than 75% of this sodium comes from pre-packaged foods and restaurant meals.



Stay away from the salt shaker

The *Dietary Guidelines for Americans 2010* recommend that people consume no more than 2300mg of sodium a day — about 1 teaspoon of salt. People with high blood pressure, diabetes, or kidney disease, people 51 or older or African Americans of any age, should consume no more than 1500mg of sodium a day — about 2/3 teaspoon of salt.

All of the *Healthy Nutrition Guidelines* include a lower sodium component. This section includes some additional information and tips to reduce sodium.

Surprisingly salty

Dairy products

- Choose cheeses with less than 200mg of sodium per serving.

Cold breakfast cereals and instant hot cereal

- Choose cereals with 200mg or less of sodium per serving.

Bread

- Choose breads with 200mg sodium or less per slice and consider eating or serving half sandwiches. Don't eat or serve bread with other high-sodium foods.

Condiments

- Choose condiments in portion-controlled containers, with no more than 75mg sodium per serving.

Start with fresh, whole foods

General tips for reducing sodium

- Avoid processed products whenever possible. If this is not an option, read labels to find the lowest sodium versions.
- Select whole foods, such as fruits, vegetables, lower-sodium dairy products, whole grains, dry and fresh beans and peas, unsalted nuts, eggs, and minimally processed meats whenever possible.
- Avoid pickled and brined foods, and read labels to limit portions when offering olives.
- Let your manufacturers and suppliers know that you are interested in lower sodium products.

Make low-sodium dressings

Tips for delicious and healthy low-sodium cooking

- When making salad dressings, soups, sauces or marinades, use no more than 3/4 teaspoon of salt or 2 tablespoons of soy sauce in every 10-portion batch.
- Try using intensely flavored herbs, spices, low-sodium liquids, and salt-free seasonings, such as vinegar, lemon juice, wine and fruit juices.
- Drain the liquid from and rinse canned foods.
- Use oil or unsalted butter instead of salted butter when possible.
- Be aware that baking soda, baking powder, monosodium glutamate (MSG), disodium phosphate, sodium alginate, sodium nitrate and nitrite all contain sodium.
- Roasted, grilled, broiled, baked, poached or steamed meats and fish are much lower in sodium than salted, cured, deli or smoked meats and fish.
- Make sauces, dressings, soups and condiments from scratch if possible, and serve dressings, sauces, and condiments on the side.
- Be creative by adding low-sodium whole foods to processed products. For example, add diced fresh tomatoes or canned tomatoes with no salt added to canned tomato sauce or dilute low-sodium soy sauce with vinegar at a 1:1 ratio.

Tips for choosing low-sodium options

- Choose packaged products with no more than 10% of daily value of sodium per serving listed on their food label.
- Choose fresh vegetables rather than canned. If purchasing frozen vegetables, read the label to make sure they do not contain salt.
- Ask your caterer to prepare soups, salad dressings, dips, and meat marinades from scratch to control sodium content.
- Choose lower sodium dairy products in 1-ounce serving sizes, and freshly roasted and cooked meats and fish rather than salted, cured, deli or smoked meats and fish.

Resources

- For tips on reading labels, visit the U.S. Food and Drug Administration — www.fda.gov — and search for "nutrition labeling."
- For more information on sodium, visit the American Heart Association — www.heart.org — and search for "salt habit."
- For more strategies to reduce salt in your menu, visit Nation's Restaurant News — www.nrn.com — and search for "low-sodium recipes."

Recommended foods and beverages

Beverages	Recommended	Not Recommended
Coffee	Served with non-fat (skim) or low-fat (1%) milk	Served with half and half
Juice drinks	100% fruit or vegetable juice	Fruit or vegetable drinks (including full-sodium tomato juice) and "ades"
Milk	Non-fat or low-fat (1%) milk, enriched low-fat soy	Reduced-fat (2%) or whole milk
Soft drinks	Diet soft drinks or reduced calorie sports drinks	Full calorie soda, sports drinks
Tea	Unsweetened iced tea with lemon slices or hot tea	Sweetened iced tea
Water	Provide as an option at every meal	Flavored waters with more than 5g of sugar per serving
Foods	**Recommended**	**Not Recommended**
Bagel	2½" – 3½" size or cut in half; whole wheat, whole grain, rye or pumpernickel	Greater than 3½"; "salt" bagels
Baked goods	Small slices of quick bread (pumpkin, oatmeal, banana); lower fat, lower sugar granola bars or small muffins; whole grain pancakes less than 4" made from scratch; no trans-fats or partially hydrogenated oils	Doughnuts, sweet rolls, pastries, large muffins
Bread	Whole wheat, good source of fiber, whole grain, rye or pumpernickel; 200mg or less of sodium per slice	White, "wheat"
Cereal	Whole grain, good source of fiber, lightly sweetened or unsweetened cereal (low-fat granola, oatmeal), non-instant oatmeal; less than 200mg sodium per serving	Highly sweetened, low fiber, instant oatmeal
Cheese	Low- or reduced-fat cheeses (part skim mozzarella, skim ricotta, reduced calorie Cheddar); low-sodium cheeses (American, Colby, Cheddar, Swiss, other products labeled "low-sodium")	Large slices or cubes, processed cheese unless labeled "low-sodium," higher sodium cheeses such as bleu, Roquefort, Edam, feta, Gorgonzola, Romano, Parmesan, Provolone
Chips	Baked chips, pretzels, whole grain chips	Full-fat chips
Condiments	Ketchup, mustard or low-fat mayonnaise, low-sodium soy sauce in 1 tsp portions, lemon juice, vinegar, homemade salsa, guacamole, no or low-sodium seasoned salts	Regular soy sauce, tartar sauce, teriyaki sauce, steak sauce, full-sodium seasoned salts, barbeque sauce
Crackers	Low- or reduced-fat, whole grain, brown rice, whole wheat; sodium below 150mg per serving	Full-fat, not labeled "whole grain;" sodium above 150mg per serving
Desserts	Lower fat, lower calorie desserts (fresh fruit, low-fat ice cream, low-fat frozen yogurt, sherbet, sorbet, yogurt parfait with fruit and low-fat granola); small slices (2") low-fat cake (angel food cake with fruit and light whipped cream)	High-fat, high-calorie desserts (ice cream, cheese cake, pie, cream puffs, large slices of cake)
Dips	Salsa, low-fat cottage cheese, hummus, reduced- or low-fat salad dressing, dips from low-fat mayonnaise, low-fat sour cream, reduced-fat cream cheese	Dips made from mayonnaise, full-fat sour cream, cream cheese, cream sauce
English muffin	Whole wheat English muffin	White English muffin
Fruit	Fresh, dried, canned in juice, frozen	Sweetened, canned in syrup

Foods	Recommended	Not Recommended
Meatballs	Made with lean meat or turkey, served in broth or vegetable based sauce	Made with high-fat meat, served in gravy or high-fat, high-sodium sauces
Meat	Healthy cooking methods (grilled, broiled, baked, poached, steamed, roasted), lean meats (poultry without skin, fish, lean beef)	Unhealthy cooking methods (fried, cured, smoked, brined), high-fat meats (poultry with skin, bacon, sausage, high-fat cold cuts)
Pasta salad	Whole wheat pasta made with reduced- or low-fat mayonnaise or mayonnaise cut with sour cream, low-sodium oil and vinegar based dressing, freshly made dressing	Made with mayonnaise or a cream based dressing, with high-sodium and commercially prepared dressings unless "low-sodium"
Pizza	Made with thin, whole wheat crust, topped with tomato sauce, thin layer of part skim mozzarella cheese, and vegetables, 450mg of sodium or less per serving	Made with thick crust, with high-fat cheese, pepperoni, Italian sausage or other high-fat meats, more than 450mg of sodium per serving
Popcorn	Reduced- or low-fat or "lite"	Buttered, salted
Potatoes	Baked and served with low-fat sour cream and vegetable toppings	Baked and served with butter, sour cream, bacon bits
Rolls	Whole grain rolls; 200mg of sodium or less per roll	Croissants, white rolls
Salad dressing	Served on the side, low-fat or fat-free, freshly made with low-sodium ingredients, oil and vinegar	Full-fat and high-sodium served on the salad
Salad toppings (non-dressing)	Fresh fruits and vegetables, dried fruits, unsalted nuts and seeds, hardboiled eggs, low-sodium or rinsed beans, canned fruit in juice, canned vegetables with lower sodium, cooked vegetables	Bacon bits, pre-prepared croutons, cheese containing more than 200mg of sodium per 1 oz serving (see "cheese" for recommendations)
Sandwich bread	Good source of fiber, whole wheat, whole grain, rye or pumpernickel; 200mg or less of sodium per slice	Croissants, white bread, wheat bread that does not say "whole wheat"
Sauces	Homemade, cut high-sodium sauces with fresh and low-sodium products; sodium lower than 200mg per serving	Cream-based; sodium greater than 200mg per serving
Seafood	Healthy cooking methods (broiled, grilled, steamed, baked, poached), served with reduced- or low-fat and low-sodium cocktail sauce in 1 tsp servings, fish packed in water, canned fish with 290mg of sodium or less per serving	Unhealthy cooking methods (deep fried, brined), served in high-fat, high-sodium sauces, fish packed in oil
Soups	Made with lower sodium broth, lower sodium boullion cubes, vegetable puree or skim milk, vegetables and meat	Made with cream or half and half, only meat; sodium exceeds 300mg per serving
Spreads	No trans-fats, light margarine, reduced- or low-fat cream cheese, spreadable fruit, jam, nut butters	Butter, cream cheese, spreadable cheese
Sweets	Fresh fruit with low-fat yogurt dip, small cookies, half or small muffins, small hard candies or dark chocolate	Large cookies, muffins
Vegetables (cooked)	Healthy cooking methods (steamed, grilled, baked), marinated in oil, vinegar and spices	Unhealthy cooking methods (fried, heavily salted), served in cream sauce or butter
Vegetables (uncooked)	Fresh cut and served with low-fat, lower sodium dressing, salsa, or hummus, canned with no salt added	Served with high-fat and high-sodium dip, canned with salt
Yogurt	Light yogurt (low-fat or low-calorie), plain unsweetened with fruit and sweetener on the side	Full-fat, high-calorie

Sample meals that meet the Guidelines

Prepare recipes with less sodium, and choose pre-made products with no or low-sodium content.

Breakfast

- **Low-fat breakfast burrito bar:** Whole wheat flour or corn tortillas (low-fat), scrambled eggs, sautéed onions and peppers, fresh tomatoes, homemade salsa. Serve with fresh fruit tray.
- **Oatmeal bar:** Oatmeal with cinnamon, skim milk, raisins, almonds. Serve with assorted seasonal fruits.
- **Frittata:** Mushroom and spinach frittata. Serve with whole grain English muffin with jam and unsalted butter or trans-fat free margarine on the side, fresh cantaloupe wedge with purple grapes.

Light Refreshments

- Fresh fruit skewers or tray with low-fat yogurt dip.
- Raw vegetables with hummus dip and low-fat ranch.
- Individually packaged servings of baby carrots.
- Light popcorn and unsalted nuts.
- Low-fat granola bars and fresh fruit.
- Whole grain English muffins with peanut butter, low-fat cream cheese or hummus. Serve with whole fresh fruit or vegetables.
- Unsalted almonds with dried cranberries or craisins.
- Fresh pear slices with mozzarella and Swiss cheese slices.
- Trail mix made of dried fruit, roasted unsalted nuts and seeds.
- Parfait made with low-fat granola, low-fat yogurt and fruit slices.
- Quick bread (banana, pumpkin) in small slices. Serve with fruit spread, margarine (no trans-fats), hardboiled egg or whole fresh fruit.
- Fruit for dessert.

Lunch and Dinner

Boxed lunch examples

- **Chicken taco salad:** Grilled skinless chicken breast, lettuce, tomato, bell pepper, onion, homemade salsa, smashed avocado, low-fat sour cream. Serve with baked tortilla chips, fresh fruit, small cookie.
- **Boxed salad:** Leaf lettuce, sliced tomato, hardboiled egg, fresh raspberries, kidney and garbanzo beans, chopped spinach, diced red onion, shredded carrots, sliced mushrooms, roasted beets and sliced cucumber with low-fat dressing on the side. Serve with fresh fruit, whole grain roll, and unsalted almonds and sunflower seeds.
- **Grilled or roasted chicken sandwich:** Whole wheat or rye bread, lean roasted or grilled chicken breast, lettuce, tomato, avocado slices, mustard and low-fat mayonnaise on the side. Serve with baby carrots and fresh fruit.

Vegetarian wrap

- **Roasted vegetable and mozzarella wrap (vegetarian):** Marinated, roasted and chilled eggplant, red and yellow peppers, red onion, zucchini with part skim mozzarella cheese in a whole wheat wrap. Serve with unsalted nuts, cookie, whole fruit.
- **Hummus and pita (vegetarian):** Garbanzo bean spread, mozzarella cheese, tomato, onions, smashed avocado, lettuce on whole wheat pita bread. Serve with small salad, light salad dressing, whole fruit, small cookie.
- **Roasted vegetable wrap (vegetarian and vegan):** Marinated and roasted eggplant, red and yellow pepper, red onion, zucchini in a whole wheat wrap. Serve with unsalted nuts, dark chocolate square, whole fruit.

Buffet lunch and dinner examples

- **Deconstructed burrito bar:** Grilled skinless chicken or lean pulled pork with vegetarian black beans, sautéed onions and peppers, steamed corn, low-fat cheddar cheese, brown rice, homemade salsa, smashed avocado, tomatoes, leaf lettuce. Serve with side salad with low-fat dressing, sorbet with berries.
- **Meat and potatoes buffet:** Baked or grilled fish, skinless chicken, beef, or pork (3–5 oz. portion) of with choice of oven-baked herbed potatoes or herbed wild rice, steamed mixed vegetables. Serve with green salad with low-fat dressing on the side, baked apples with vanilla low-fat frozen yogurt.
- **Pasta bar:** Whole wheat pasta with marinara sauce, sautéed vegetables, grilled skinless chicken. Serve with spinach salad with dried cranberries and chickpeas, low-fat dressing on the side, angel food cake with berries.
- **Potato bar:** Baked potatoes with low-fat sour cream, broccoli, low-fat cheddar cheese, green onions. Serve with choice of turkey chili or vegetarian chili, green salad with low-fat dressing on the side, low-fat fruit crisp.
- **Soup and salad buffet:** Leaf lettuce, tomatoes, mushrooms, roasted beets, unsalted nuts and seeds, sliced red onions, baby spinach, garbanzo beans, hardboiled egg slices, fresh fruit. Serve with soups made with broth or skim milk (not cream) and low-fat yogurt parfait.
- **Stir-fry:** Choice of skinless chicken breast or tofu with stir-fried vegetables, steamed brown rice, cabbage salad with low-fat dressing. Serve with fresh fruit, fortune cookie.

Plated lunch and dinner examples

- **Baked salmon fillet:** Fillet of salmon with lemon dill sauce. Serve with baby green salad with choice of low-fat dressings on table, smashed red potatoes, steamed vegetables and low-fat chocolate pudding with berries.
- **Red beans and rice:** Spiced red beans and brown rice with smashed avocado, sautéed seasonal vegetables. Serve with seasonal fruit and citrus sorbet.
- **Pineapple chicken:** Skinless chicken breast (3–5 oz. portion) in pineapple, garlic, celery seed, and tarragon marinade, whole grain pasta with sautéed vegetables, garden salad with oil-and-vinegar dressing. Serve with sorbet and fresh seasonal fruit.
- **Portobello mushroom entrée (vegetarian and vegan):** Marinated and grilled Portobello mushroom filled with polenta, grilled vegetables and fresh herbs. Serve with roasted mushroom tomato ragout, fresh fruit.
- **Grilled tempeh and pasta entrée (vegetarian and vegan):** Grilled fermented soy bean cake with sautéed zucchini and vegetables in a light tomato sauce served over pasta. Serve with fresh fruit.

Special dietary needs

Vegetarian diet: Free of meat and meat products

Avoid serving meat products

- Beef, chicken, pork, other meats
- Seafood
- Broth made from animal stock

Meat replacements for the vegetarian diet

- Dry beans such as kidney, black, garbanzo, lentils
- Soy products such as tempeh and tofu
- Nuts and seeds
- Low-sodium broth made from vegetable stock
- Low-sodium dairy products
- Eggs

Baked kale chips as a snack

Vegan diet: Free of animal products

Avoid serving animal products

- Beef, chicken, pork, other meats
- Seafood
- Dairy products
- Eggs
- Honey
- Animal gelatin
- Broth made from animal stock

Meat replacements for the vegan diet

- Beans such as kidney, black, garbanzo, lentils
- Soy products such as tempeh and tofu
- Unsalted nuts and seeds
- Low-sodium broth made from vegetable stock

Dry beans as an ingredient

Dairy-free diet: Free of dairy foods or foods derived from dairy products

Avoid sources of dairy

- Milk in any form
- Cheese in any form
- Cottage cheese, cream cheese, sour cream
- Yogurt, frozen yogurt, sherbet
- Ice cream and ice milk
- Half and half, whipping cream, coffee cream
- Pudding, custard
- Butter, including artificial butter flavor
- Ghee
- Margarine (unless labeled "dairy free" or Kosher)
- Casein and caseinates
- Whey
- Rennet
- Lactose and lactulose
- Lactalbumin and lactoglobulin
- Curd

Non-dairy fruit smoothie

Replacements for dairy products

- Low-sodium soy cheese
- Soy products, such as tempeh and tofu
- Soy, rice, lactose-free milk
- Low-sodium broth made from meat vegetable stock or tomatoes
- Vegan margarine

Gluten-free diet: Free of foods derived from gluten-containing cereals

Avoid sources of gluten

- Barley
- Beer
- Bran
- Brewer's yeast
- Coloring
- Couscous
- Fillers
- Flavorings
- Flour (wheat)
- Graham flour
- Hydrolyzed plant protein
- Hydrolyzed vegetable protein
- Kamut
- Malt
- Matzo
- Mono- and diglycerides
- Monosodium glutamate (MSG)
- Pasta
- Rye
- Seitan
- Semolina
- Soy Sauce
- Spelt
- Spices
- Sprouted wheat or barley
- Teriyaki sauce
- Textured vegetable protein
- Triticale
- Udon
- Wheat

Gluten free menu examples

- Stir fry entrée with rice
- Pasta entrée with rice noodles or gluten free noodles
- Burrito, taco, or quesadilla with corn tortilla
- Breakfast items: eggs, omelets, gluten-free pancakes, gluten-free waffles

Vegetarian taco

Tofu stir fry

Scrambled eggs with herbs

Take cultural food needs into account

- Serve foods that are culturally appropriate.
- Serve pork products separately from other food products.
- Serve meat products on a separate dish from non-meat products.
- Provide a vegetarian entrée option at meals.

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Additional resources for implementing the *Healthy Nutrition Guidelines*

For Vending

Center for Science and Public Interest's (CSPI) **Financial Implications of Healthy Vending** – This resource highlights examples of places that have successfully increased healthier vending choices.

Childhood Obesity Coalition Healthy (COPC) Vending Resources – This resource includes success stories in Washington State, best practices for implementing healthy vending, and other implementation tools.

COPC Healthy Vending Product List – The Healthy Nutrition Guidelines for Vending Machines are based on and very similar to the **King County Healthy Vending Guidelines**. This list is for products that meet the King County Guidelines, but is also applicable to the *Healthy Nutrition Guidelines*.

King County Healthy Vending Toolkit – This very comprehensive toolkit walks you through the steps of implementing healthy vending in your workplace. Page 12 has a list of resources that may provide you with additional guidance as you implement your healthy vending program.

For all Guideline Areas

The Center for Disease Control and Prevention's (CDC) **Improving the Food Environment Through Nutrition Standards: A Guide for Government Procurement**

CSPI's **Reasons to Offer Healthier Options at Public Facilities** Fact Sheet

CSPI's **Tips for Successfully Implementing Healthy Food Guidelines** Fact Sheet

Healthy and Human Services General Services Administration's **Health and Sustainability Guidelines for Federal Concessions and Vending Operations**

United States Department of Agriculture's **Dietary Guidelines for Americans, 2010**

Additional resources can be found on CSPI's **Healthier Food Choices for Public Places** page