



# Procurement Policies v. Food Service Guidelines: How they are different and how they can work together

**NOPREN Food Service Guidelines Workgroup**

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# Healthy Food Procurement

- **Food Procurement** encompasses the process of procuring, distributing, selling, and/or serving food.
  - Nutrition Standards
  - Food Purchasing Standards
  - Environmental Approaches

Source: Robles B, Wood M, Kimmons J, Kuo T. Comparison of nutrition standards and other recommended procurement practices for improving institutional food offerings in Los Angeles County, 2010-2012. *Adv Nutr* 2013; 4(2): 191-202.

# Healthy Food Procurement (HFP) Initiative

## 2010 – Present

DPH launched its initiative to create healthier food environments in the County of Los Angeles government and the private sector with support from the CDC.

- *Communities Putting Prevention to Work*
- *Community Transformation Grants*
- *1422 Grant, State and Local Public Health Actions to Prevent Obesity, Diabetes, and Heart Disease and Stroke*
- *Sodium Reduction in Communities Program (2010-Present)*

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





# County of Los Angeles Board Motion (March 2011)

## *Healthy Food Promotion in County of LA Food Service Contracts*

- Motion introduced by Supervisor Mark Ridley-Thomas and adopted by the Board of Supervisors
- Impacts County departments that purchase, distribute, and/or sell food
- Requires Departments to consult with Public Health prior to the release of any request for proposal (RFP) for food services contracts
- Integrates healthy nutrition standards in the contracting process

AGN. NO.

MOTION BY SUPERVISOR MARK RIDLEY-THOMAS

MARCH 8, 2011

Healthy Food Promotion in LA County Food Services Contracts

On September 7, 2010, the Los Angeles County Board of Supervisors directed the Department of Health Services (DHS) to consult with the Department of Public Health (DPH) prior to the release of their dietary services Request for Proposals (RFP). These efforts will ensure the final RFP promotes healthy nutrition choices at County-operated hospitals and clinics in compliance with previously adopted Board policies. Further, this interdepartmental partnership will promote wellness that will benefit employees, patients, their families and other County residents.

The Centers for Disease Control and Prevention (CDC), through its recent Communities Putting Prevention to Work (CPPW) Initiative, has provided funding to large cities, counties and school districts to improve the nutritional quality of food and beverage offerings in public programs, particularly those serving children and other vulnerable populations. As a CPPW grantee, one of DPH's key grant objectives is to

MOTION

MOLINA \_\_\_\_\_

RIDLEY-THOMAS \_\_\_\_\_

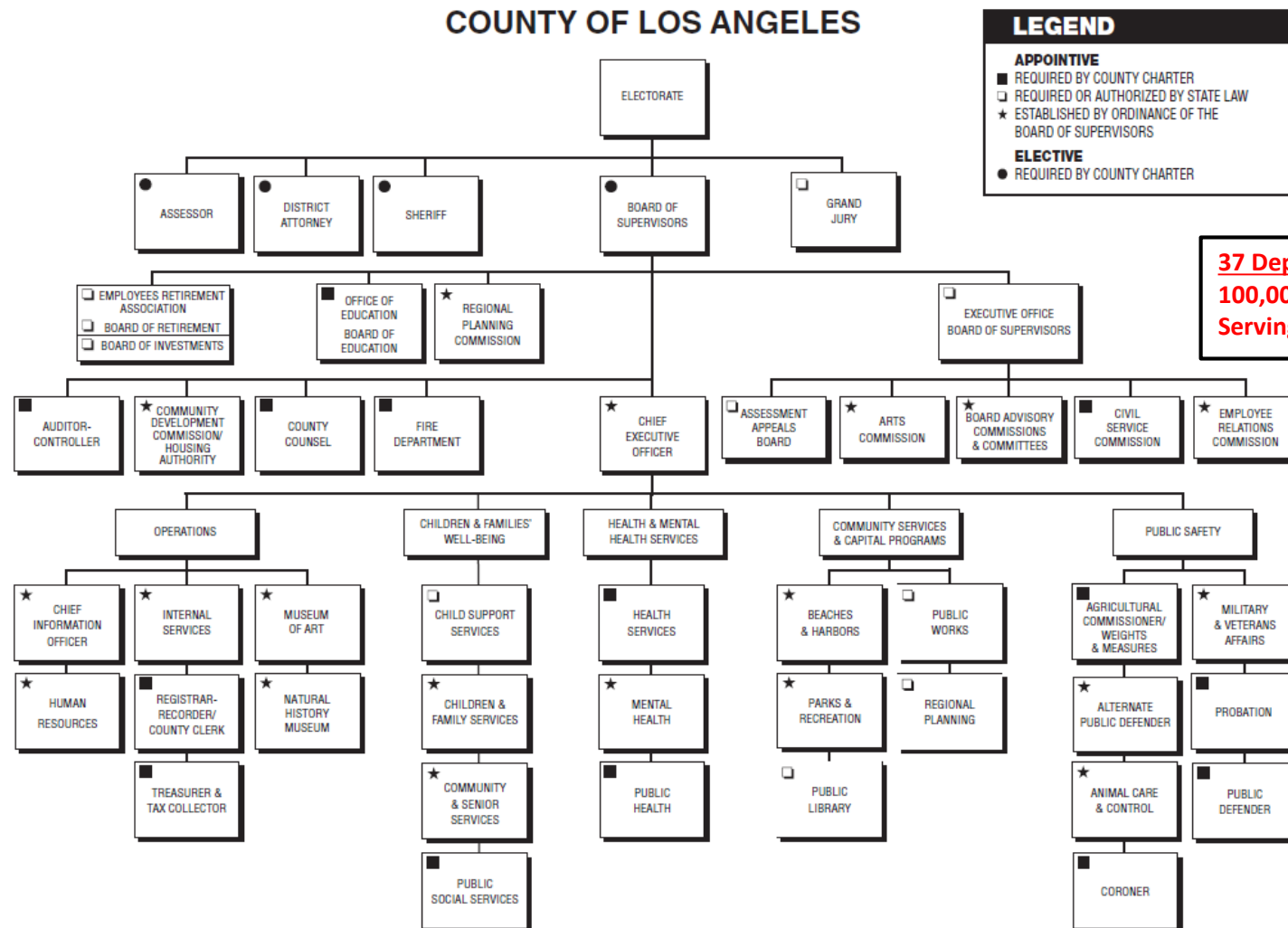
YAROSLAVSKY \_\_\_\_\_

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# County of Los Angeles Government



**37 Departments**  
**100,000+ staff**  
**Serving 10 M Residents**



# Board Motion

## Food Environment & Capacity Assessment

### Memo from DPH Health Officer

- Distributed in January 2012 to 37 County of Los Angeles departments.

### Requested Response from Departments

- Identified departments that purchase, sell or distribute food.
- Key contacts to complete DPH Interview on food environment and contracts.

### DPH Conducted Key Interviews with County Departments

- Included, but not limited to, questions related to:
  - Types of food service venues
  - Number of meals/snacks sold or served per day
  - Profile of customers that are served

# Food Service Venues Impacted

- Jails, juvenile detention centers, probation camps
- Worksite cafeterias, concession stands, and snack shops
- Distributive food programs (e.g., Summer lunch, senior meals)
- Mobile vending
- Vending machines





# Food Service Environments in the County of LA

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



# County of Los Angeles & City of Los Angeles

**2011- Present:** DPH has partnered with **7 County departments** on 17+ food service RFPs/contracts

- Chief Executive Office
- Department of Beaches & Harbors
- Department of Children and Family Services
- Department of Health Services
- Department of Parks and Recreation
- Department of Public Works
- Probation Department



**2012:** Good Food Purchasing Policy adopted by LA City Council

- Technical assistance on “nutrition” value

**2019:** Good Food Purchasing Policy pilot with the County of Los Angeles Department of Parks and Recreation

# Los Angeles County Nutrition Standards



## **2006 – Beverage and Snack Vending Machines**

Required for all County of Los Angeles departments which oversee vending machine contracts. All snack items in snack vending machines to meet nutrition standards per package. All beverages must adhere to beverage standards. (Revised 2019)



## **2011 – Food Purchased & Served (County of Los Angeles)**

Required for County of Los Angeles departments and contracted food service operations at worksite cafeterias, hospitals, correctional facilities, distributive meal programs.



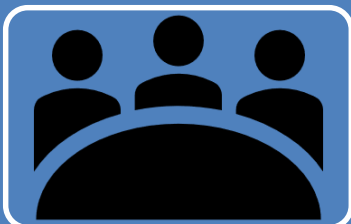
## **2013 – Cafeterias/Cafes/Concessions**

Voluntary implementation at private hospitals, universities, & employers. (Revised 2019)

## **2018 – Nutrition Policy for Meetings & Events**

All meetings and events sponsored by the Dept. of Public Health are required to adhere to specified nutrition standards.

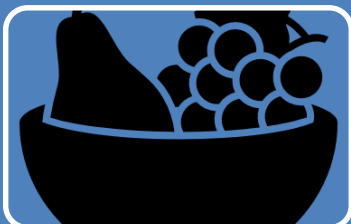
# Revised Cafeteria/Cafes/Concession Standards



Reviewed by an *Advisory Committee* including CIA Consulting, County of San Diego Health and Human Services Agency, and the Div. of Chronic Disease and Injury Prevention's Nutrition program



Shifting focus to meal components such as grains, protein, dairy, vegetables, and fruits



Each food category includes purchasing and serving requirements

- Purchasing refers to the raw ingredients

# Purchasing Standards vs. Serving Standards

## Fruit

- **Purchasing**
  - **Require** canned fruit is in unsweetened juice or water, not syrup
- **Serving**
  - **Require** at least 3 fresh fruit options per meal service, 2 of which are whole fruit options
  - **Recommend** seasonal fruit whenever possible



# Vending Machine Nutrition Policy – Snacks

## (Approved 07.18.19)

No more than 7 g total fat (excluding legumes, nuts, nut butters, seeds, eggs, non-fried vegetables, and cheese packaged for individual sale)

No more than 2 g saturated fat (excluding eggs and cheese packaged for individual sale)

No more than 5 g “added sugar” and 10 g total sugar (excluding fruits and vegetables products)

No more than 200 calories

No more than 200 mg

0 g trans fat per package

At least 2 grams of dietary fiber if the snack food item is grain/potato based

At least 2 slots/buttons per vending machine will sell grain-based products that are 100% whole grain, as labeled and meet the other nutrient requirements



## Vending Machine Nutrition Policy – Beverages

Water with no caloric sweeteners


Fruit-based and vegetable-based drinks that are 100 percent juice (without added sweeteners) and no more than 230 mg sodium per serving

Milk products, including one-percent, nonfat, soy, rice, and other similar non-dairy milk without added sweeteners


Beverages that do not exceed 25 calories per 8 ounces

Beverages that contain artificial sweeteners, other natural non-nutritive or very low-calorie sweeteners (e.g. stevia, erythritol), artificial flavors or artificial colors shall comprise no more than 50% of vending machine slots/buttons


## Product Placement, Pricing and Promotion




Vending machines with beverages should include water as an option. The price of the water should be no higher than the prices of the other beverage options in the vending machine.



Display all water products in eye-level sections or in the highest selling position of the beverage vending machines.



All vending machines are required to post calorie information for each snack and beverage, as packaged.



Only snack and beverage products that meet the County of Los Angeles Vending Machine Nutrition Policy shall be advertised on snack and beverage vending machines.

# Los Angeles County Department of Public Health

## Nutrition Policy for Meetings and Events



Applies to all DPH sponsored meetings and events where food is purchased from external food vendors using any DPH funding, including County funds (Net County Cost and grant funds)



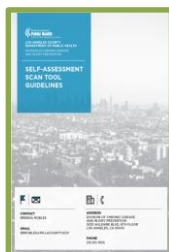
### Integration into the Department's procurement & contracting process

- No sugar sweetened or artificially sweetened beverages
- Offer at least one-plant-based protein entrée and/or side (e.g., legumes, quinoa, soy products, nuts & seeds)
- Offer fresh fruit (with no added sugars) and/or non-starchy vegetables when food is offered
- For dessert, only offer fresh fruit (with no added sugars)
- No fried foods may be offered



# Los Angeles County Department of Public Health

## *Technical Assistance on Food Service Contract Implementation*



Providing evaluation technical assistance from a business case standpoint (e.g., benchmarking untapped revenue, understanding menu mix, adjusting product set)



Developing nutrition standards and procurement policies.



Aligning recipes with nutrition standards.



Providing nutrition education to staff and visitors.

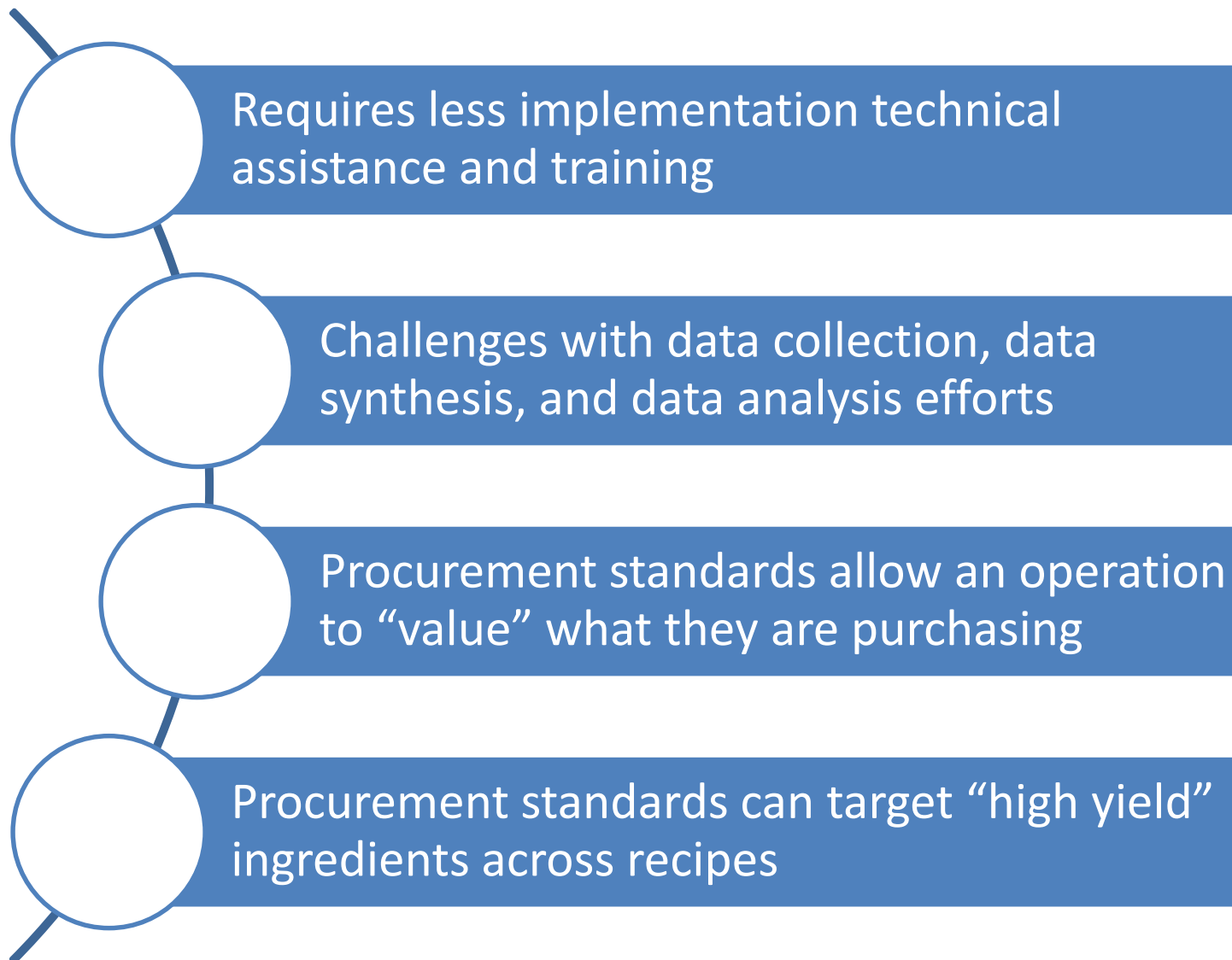


Implementing reduction strategies for specific nutrients of concern, such as sodium.

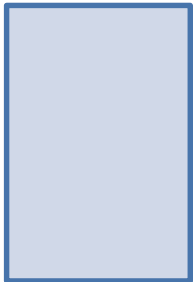


Implementation trainings.

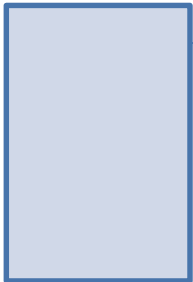
# Lessons Learned: Procurement Standards



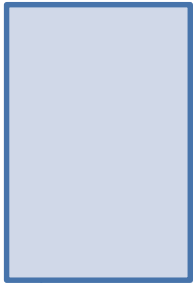
# Lessons Learned: Food Service Guidelines



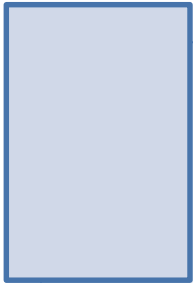
Shapes and impacts menu and recipe design



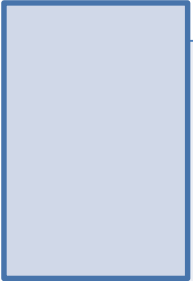
Supports cafeteria choice architecture and design



Requires more implementation technical assistance and training



Challenges with data collection, data synthesis, and data analysis efforts



Challenges with implementation with smaller-scale food vendors



# Questions?

# THANK YOU!

Division of Chronic Disease and Injury Prevention

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