

# **FOOD, BEVERAGE AND PROCUREMENT STANDARDS**

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*for Hospitals*



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

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

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

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

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

Preventable, chronic diseases such as type 2 diabetes, cardiovascular disease and overweight and obesity, are on the rise and can be related to poor quality diet. Rates of these chronic diseases uncover health disparities by race, ethnicity and income. Research shows that improving dietary intake can lower chronic disease risk, particularly among at-risk populations. For example, reducing excessive sodium intake from the average 3400mg/day to the recommended 2300mg/day can lower high blood pressure and risk for heart disease and stroke.

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

Additionally, purchasing regionally sourced products supports local farmers, improves the local economy, increases food security through the preservation of arable land and reduces the distance food travels. Many conventionally raised and harvested products travel an average of 1,500 miles from farm to market.

## **HOSPITALS CAN LEAD THE WAY.**

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

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

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



## WHAT IS "GOOD FOOD"?

We believe Good Food provides us with adequate nutrition and promotes public health, while improving environmental and economic sustainability.

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The Good Food, Healthy Hospitals initiative strives to connect farming families with the broader community, while advancing public health.

### MEASURING AND RECOGNIZING SUCCESS

The following Good Food standards can be used for measurement and as a basis for recognizing achievement within the hospital food environment.

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

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

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

### WE'RE HERE TO HELP!

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

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

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

- ▶ [ra-dhspan@pa.gov](mailto:ra-dhspan@pa.gov)

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## NOTE

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



## GOOD FOOD, HEALTHY HOSPITALS

Good Food, Healthy Hospitals is an initiative to transform hospital food environments and bring healthier options to employees, patients and visitors every day. Funding is provided by the Pennsylvania Department of Health through the State Physical Activity and Nutrition grant and Preventive Health and Health Services Block Grant from the Centers for Disease Control and Prevention.





### GOOD FOOD IS LOCAL FOOD

Food that is grown and harvested locally can be fresher and more nutritious, while supporting local farms that use sustainable practices helps protect air and water quality.

# 1

## FOOD AND BEVERAGE PURCHASING STANDARD

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

- ▶ There are 59 total guidelines in this Standard. To achieve recognition, hospitals must implement the following:
  - All Foods: at least one of the four guidelines
  - Food Groups: at least 22 of the 34 guidelines
  - Other Foods: at least six of the nine guidelines
  - Snacks and Beverages: at least eight of the 12 guidelines



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



## VEGETABLES AND FRUIT

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



## GRAIN-BASED FOODS

### Whole Grains

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

### Processed Whole Grains

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

### Grains

- ▶ Grains are local and/or sustainably grown.



## PROCUREMENT RESOURCES

We can provide resources to help you source and promote fresh, healthy, sustainable foods.

Talbots  
Jos Banks  
No parking after 10pm  
All others will be towed

## FOR ALL FOODS



### ELIMINATE TRANS FAT

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



### LOWER SODIUM

All products have 480mg sodium or less per serving, unless otherwise noted.



### INCREASE WHOLE, UNREFINED FOODS, BEVERAGES AND INGREDIENTS

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



### INCREASE LOCAL AND/OR SUSTAINABLE FOODS

Increase local and/or sustainable food purchases by 20 percent of total food purchases over baseline year OR achieve 15 percent local and/or sustainable food purchases of total food purchases (measure = dollars or volume). (See Appendix 1 for terminology and definitions)



## BEANS, LEGUMES, NUTS, SEEDS

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



## MEAT

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

<sup>1</sup> In children's hospitals/pediatric menus, cereal 6 grams sugar or less per serving

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



## SEAFOOD

- ▶ Unprocessed fresh or frozen seafood is first preference.
- ▶ All frozen/canned seafood (e.g. salmon, tuna) has 290mg sodium or less per serving.
- ▶ Seafood is sustainable and least toxic.



## EGGS

- ▶ Eggs are local and/or sustainable.



## DAIRY

- ▶ All milk is 1 percent or non-fat, except for children under age 2 — they are served whole milk.
- ▶ All milk is unsweetened.
- ▶ All yogurt is non-fat or low-fat.
- ▶ All yogurt contains no added sweeteners or 20g or less sugar per six oz serving.
- ▶ All prepared cheese products contain 230mg sodium or less per serving.
- ▶ Reduce or eliminate prepared cheese products.
- ▶ Dairy is local and/or sustainable (including Recombinant Bovine Growth Hormone [rBGH] free).

## OTHER FOODS



### SOUPS

- ▶ Purchase ingredients to make soups from scratch using whole, unrefined food ingredients as first preference over purchasing soup base.
- ▶ All soups contain 480mg sodium or less per eight oz serving.



### OILS, CONDIMENTS AND SAUCES

- ▶ Olive oil and non-GMO canola oil are first preferences.
- ▶ Salad dressings contain 290mg sodium or less per serving.
- ▶ Use low-fat mayonnaise.
- ▶ Use reduced sodium soy sauce, low-sodium ketchup and low-calorie salad dressings (per the Food and Drug Administration [FDA] definitions<sup>3</sup>).



### SWEETENERS

- ▶ Limit food purchases containing added sugars (e.g. cakes, muffins, cookies, ice creams, puddings). Purchase to meet criteria 200 calories or less and 18g sugar or less per serving.
- ▶ Fruit and whole, unrefined sweeteners are local and/or sustainable.



### DEEP FRIED FOODS

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

<sup>3</sup> FDA definitions for low-fat, reduced sodium, and low sodium can be found here: <https://www.ncbi.nlm.nih.gov/books/NBK209851/>.





## SNACKS AND BEVERAGES

See Dairy Category above for standards on fluid milk.

- ▶ Increase Green Light<sup>4</sup> beverage purchases by 20 percent of total beverage purchases over baseline year

OR achieve 65 percent Yellow Light<sup>5</sup> beverage purchases of total beverage purchases for use throughout the hospital (patient meals, cafeteria, café, catering and vending; includes promotion of tap water over bottled water where possible; measure = dollars).

### “Green Light” Beverages<sup>6</sup>

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

### “Yellow Light” Beverages<sup>7</sup>

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

### Healthiest Snack<sup>8</sup>

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

### Healthier Snack<sup>9</sup>

- ▶ Sixty-five percent of packaged snacks purchased meet the following criteria (collectively counts as one nutrition guideline):
  - 250 calories or less per package, excluding nuts and seeds;
  - seven grams total fat or less per serving, excluding snacks containing nuts and/or seeds;
  - one gram saturated fat or less per serving;
  - 230mg sodium or less per serving;
  - 18g sugar or less per serving, except for snacks containing only fresh fruits or vegetables, dried fruits or vegetables, or packaged fruit packed in its own juice or water may exceed 18 grams of sugar per serving;
  - “0 grams” trans fat and no partially hydrogenated oils in ingredient list;
  - is not gum or candy.

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

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

<sup>6</sup> Beverages listed in the “Green” beverage category in Appendix 2.

<sup>7</sup> Beverages listed in the “Yellow” beverage categories in Appendix 2.

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

<sup>9</sup> This is the complete definition of a healthier snack.



## 2

## STANDARD FOR FOOD AND BEVERAGES SERVED IN PATIENT MEALS

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

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

## FOOD AND BEVERAGE GUIDELINES



### VEGETABLES AND FRUIT

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



### SANDWICHES, SALADS, SOUPS AND ENTRÉES

- ▶ Whole, unrefined foods and ingredients are a first preference.
- ▶ Minimum 50 percent of grain-based items are whole grain where they are offered or are part of a dish such as breads for sandwiches and wraps, rice dishes, pasta meals and soups. e.g. if both a pasta dish and rice dish are offered, offer brown rice and/or whole grain pasta as an option.
- ▶ Soups contain 480mg sodium or less per eight oz serving.
- ▶ Offer a minimum of one plant-based entrée daily.
- ▶ Offer seafood at least two times a week.



### BEVERAGES

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

## PREPARATION AND PRESENTATION GUIDELINES

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



### GOOD FOOD IS GOOD HEALTH CARE

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



## NUTRITION GUIDELINES

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

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

Recommendations for adults ages 19-50 years. Based on United States Department of Agriculture (USDA) 2015 Dietary Guidelines for Americans: <https://www.fns.usda.gov/cnpp/dietary-guidelines-americans> and American Heart Association Recommendations for Added Sugar.

## NUTRITION GUIDELINES FOR PEDIATRIC MENUS

- ▶ Hospitals serving patients under age 19 shall follow the Institute of Medicine, Food and Nutrition Board's Dietary Reference Intakes (DRI) for appropriate age groups.<sup>12</sup>

<sup>10</sup> Hospitals can meet the sodium standards gradually by developing a plan and fully implementing by specified date.  
<sup>11</sup> Per American Heart Association's recommendations for added sugars: [http://www.heart.org/HEARTORG/HealthyLiving/HealthyEating/Nutrition/Sugar-101\\_UCM\\_306024\\_Article.jsp#5\\_discretionary\\_calories\\_and\\_added\\_sugars](http://www.heart.org/HEARTORG/HealthyLiving/HealthyEating/Nutrition/Sugar-101_UCM_306024_Article.jsp#5_discretionary_calories_and_added_sugars).  
<sup>12</sup> Institute of Medicine, Food and Nutrition Board's Dietary Reference Intakes (DRI): Appendix 7 [https://health.gov/dietaryguidelines/2015/resources/2015-2020\\_Dietary\\_Guidelines.pdf](https://health.gov/dietaryguidelines/2015/resources/2015-2020_Dietary_Guidelines.pdf)



## GOOD FOOD IS SUSTAINABLY GROWN

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

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

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

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

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

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

*Clockwise from top left: Dairy goats at the Kirchenberg Family Farm in the Delaware Valley; organic arugula and radishes; hydroponic greens from Radicle Farm; local low spray apples.*



The Common Market



Woodley Wonderworks



Eric Ray





# 3

## **STANDARD FOR FOOD AND BEVERAGES SERVED IN CAFETERIAS, CAFÉS AND ON-SITE RESTAURANTS**

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

- ▶ There are 32 guidelines in this category. To achieve recognition, hospitals must implement at least 21 of the 32 guidelines.

## FOOD AND BEVERAGE GUIDELINES



### VEGETABLES AND FRUIT

- ▶ Offer local and/or sustainable fruits and vegetables (See Appendix 5 for availability chart).
- ▶ Offer minimum of four different brightly colored vegetable choices at lunch and dinner (e.g. leafy green salads, steamed, sautéed or roasted vegetables and/or raw vegetables).
- ▶ Offer minimum of four different brightly colored fresh fruit choices at each meal (e.g. whole fruit, cut fruit, fresh fruit salad).
- ▶ Offer at least one raw, salad-type vegetable and at least one steamed, baked or grilled vegetable daily at lunch and dinner.



### SANDWICHES, SALADS, SOUPS, AND ENTRÉES

- ▶ Rotate specially featured salad bar items using whole, unrefined foods and ingredients. (See Appendix 5 for availability chart).
- ▶ Minimum 50 percent of grain-based items are whole grain where they are offered or are part of a dish such as breads for sandwiches and wraps, rice dishes, pasta meals and soups. For example, if both a pasta dish and rice dish are offered as a hot menu item, offer brown rice and/or whole grain pasta as an option.
- ▶ Offer minimum of one non-cream based soup at each meal where soup is offered.
- ▶ Soups contain 480mg sodium or less per eight oz serving.
- ▶ Offer minimum of one plant-based entrée option daily.
- ▶ Offer seafood at least two times a week.



### DESSERTS

- ▶ At least 50 percent of all desserts have no more than 200 calories per serving and 18g sugar or less per serving.



### BEVERAGES

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



## PRESENTATION AND SERVICE GUIDELINES

### Healthy Meal Options

Offer minimum of one entrée and/or side at each food station or a total of eight entrées and/or sides that fit the following criteria:

- ▶ All meals offered contain 800mg sodium or less.
- ▶ Contain entrees with no more than 500 calories, 600mg sodium, 0g trans fat, 10 percent or less calories from saturated fat.
- ▶ Contain sides with no more than 250 calories, 230mg sodium, 0g trans fat, 10 percent or less calories from saturated fat.

### Food Content and Preparation

- ▶ Eliminate the use of deep fryers.
- ▶ Reduce number of pre-fried products.
- ▶ Reduce number of fried products on menu.
- ▶ All products have “0 grams” trans fat and no partially hydrogenated oils in ingredient list.

### Product Placement, Price, and Promotion

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



## NUTRITION INFORMATION

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





Chiots Run

# 4

## STANDARD FOR FOOD AND BEVERAGES SERVED IN CATERING

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

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

### FOOD AND BEVERAGE GUIDELINES



#### FOODS SERVED

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

<sup>13</sup> Healthiest and Healthier snacks: see criteria on page 9.



## BEVERAGES SERVED

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

## PRESENTATION AND SERVICE GUIDELINES

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



The Common Market



David Duran



KPG Payless for Shutterstock.com

# 5

## STANDARD FOR VENDING

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

To achieve recognition, 100 percent of snacks and meals offered per machine must contain 230 mg sodium or less, and have “0 grams” trans fat and no partially hydrogenated oils in the ingredient list. In addition, at least 65 percent of the products in each machine must meet the definition of healthy and/or healthier beverages, snacks and meals.

- ▶ There are 20 guidelines in this category. To achieve recognition, hospitals must implement five guidelines for beverages and five guidelines for snacks.



### GOOD FOOD IS PART OF A FAIR, LOCAL ECONOMY

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



## BEVERAGES

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



## SNACKS AND MEALS

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



### GOOD FOOD IS ALL AROUND US

With so many local suppliers, choosing Good Food is not as difficult as you may think. Pictured right: Mark and Fran of Castle Valley Mill, artisan bread from Metropolitan Bakery; Koch’s Turkey Farm; and Gehman Family Farm.

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

- ▶ Other than snack display or placement that conforms to the requirements above, no snack shall be specially advertised, promoted, or featured on, in, or immediately surrounding any machine unless that snack is defined as a healthiest or healthier snack.
- ▶ The prices of healthiest and healthier snacks do not exceed the highest price of other snacks.
- ▶ A healthy meal is a meal that may include items such as salads, sandwiches, burritos, macaroni and cheese, soups and combination packaged items such as tuna salad kits. Breakfast breads and pastries must meet the snack standards. Each item should meet all of the following criteria:
  - a. No more than 700 calories per package (all items 250 calories or less would have to meet the snack standards);

- b. No more than 35 percent of calories from fat;
- c. No more than 10 percent of calories from saturated fat;
- d. No more than 800mg sodium per package. For soups, no more than 480mg per 8oz;
- e. No more than 35 percent of calories from sugar.

See Appendices 3 and 4 for sample beverage and snack planograms.

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



# TERMINOLOGY AND DEFINITIONS

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

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

**Healthier snack:**

Snack must meet all following criteria:

(Collectively counts as one nutrition standard):

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

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

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

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

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

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

**Local:** foods and beverages that are grown, raised or caught and processed and packaged within a 250-mile radius of the facility. Processed foods and beverages, especially those with multiple ingredients including breads, other bakery items, jams, beverages, etc., should contain a majority of ingredients (greater than 50% by weight) that have been grown, raised or caught and processed and packaged within a 250-mile radius. Where that is not possible, processors should source from sustainable partners who have close ties to family farms and small producers.

**Local businesses:** businesses within a 250-mile radius of the facility that prepare, process, package and/or distribute foods and beverages (ie. bakeries, coffee roasters and other businesses making or selling prepared foods and beverages). The food ingredients they use should be sourced from sustainable partners, and should be produced within a 250-mile radius where possible.

**Low-calorie:** a food or beverage that contains 40 calories or less per serving. For more information, see FDA definitions. <https://www.ncbi.nlm.nih.gov/books/NBK209851/>.

**Low-fat:** a food or beverage that contains 3 grams fat or less per serving. For more information, see FDA definitions. <https://www.ncbi.nlm.nih.gov/books/NBK209851/>.

**Lowest selling potential:** positions furthest from eye level.

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

**Plant-based:** foods made from fruits, vegetables, whole grains, legumes, nuts and seeds, herbs and spices. Excludes all animal products, including red meat, poultry, fish, eggs and dairy products.

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

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

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

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

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

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

**Sustainable:** food that is locally produced using responsible farming methods and business practices that do not harm the environment. Sustainable producers practice responsible land stewardship; ensure safe and fair conditions for farm workers; provide safe growing, harvesting and processing practices; reduce or eliminate pesticides; eliminate hormones and sub-therapeutic antibiotics in livestock; and provide healthy, humane care for livestock.

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

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

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

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

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

# HEALTHY BEVERAGE IDENTIFICATION SYSTEM

## HEALTHY BEVERAGE RESOURCE

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

*This identification system was adapted from Rethink Your Drink: [www.healthylincoln.org](http://www.healthylincoln.org) Boston Healthy Beverage Toolkit Healthier Hospitals Initiative*



### What do we mean by “Drink sometimes”?

Limit artificially sweetened beverages to no more than one per day.<sup>15</sup>



### Green Light:

- Drink freely (may contain 0-5g sugar/12oz)
- Water (includes tap, infused, unsweetened)
  - Seltzer water (includes those with natural flavors and unsweetened)
  - Milk – (Skim or 1 percent; whole milk for children under 2 years of age; unsweetened and USDA Certified Organic or rBGH-free)
  - Tea – (unsweetened)
  - Coffee – (unsweetened with only naturally occurring caffeine)
  - Non-dairy milks – (unsweetened and 8oz or less serving size)
  - Local and/or sustainable, when possible
  - Water dispensed by tap or fountain and reusable containers encouraged



### Yellow Light:

- Drink sometimes (may contain 6-12g sugar/12oz or artificial sweeteners)
- 100 percent vegetable juice (optimal sodium 230 mg or less)
  - 100 percent fruit juice (4oz servings for patient meals)
  - Diet sodas
  - Diet iced tea
  - Non Fat/one percent Chocolate/Flavored milk
  - Low-calorie/sugar drinks (energy drinks excluded)
  - Flavored waters
  - Low-calorie sports drinks
  - Non-dairy sweetened milks (8oz or less container)



### Red Light:

- Drink rarely, if at all (may contain more than 12g sugar/12oz)
- Regular sodas
  - Sports drinks
  - Sweetened coffee drinks
  - Energy drinks
  - Sweetened tea and lemonade
  - Fruit and juice drinks with added sugar
  - Whole or two percent milk

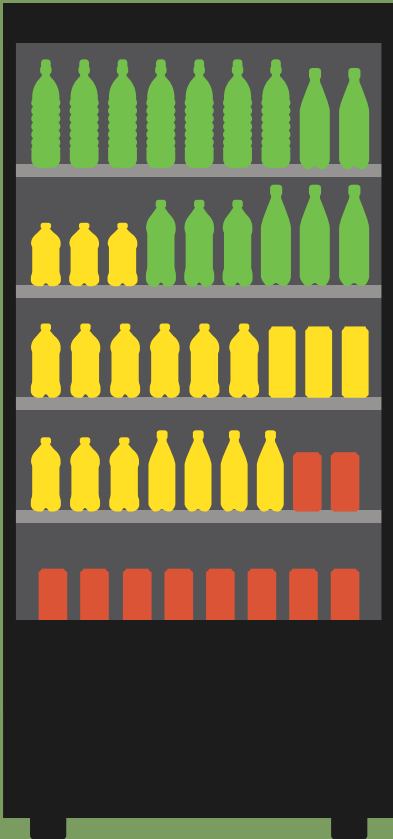
15. Malik VS, Li Y, Pan A, De Koning L, Schernhammer E, Willett WC, Hu FB. Long-term consumption of sugar-sweetened and artificially sweetened beverages and risk of mortality in US adults. *Circulation*. 2019; 139:2113–2125. doi: 10.1161/CIRCULATIONAHA.118.037401





Left: healthy beverage vending at a glance.

Photo: Beverage vending machine featuring healthier beverages at Lankenau Medical Center, part of Main Line Health near Philadelphia, PA.



# BEVERAGE VENDING PLANOGRAM ● ● ●

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

<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Water 20oz	<span style="color: green;">●</span> Unsweet Seltzer 20oz	<span style="color: green;">●</span> Unsweet Seltzer 20oz
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
<span style="color: yellow;">●</span> Diet Cola 12oz	<span style="color: yellow;">●</span> Diet Cola 12oz	<span style="color: yellow;">●</span> Diet Cola 12oz	<span style="color: green;">●</span> Unsweet Iced Tea 20oz	<span style="color: green;">●</span> Unsweet Iced Tea 20oz	<span style="color: green;">●</span> Unsweet Green Tea 20oz	<span style="color: green;">●</span> Unsweet Green Tea 20oz	<span style="color: green;">●</span> Unsweet Seltzer 20oz	<span style="color: green;">●</span> Unsweet Seltzer 20oz
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
<span style="color: yellow;">●</span> 100% Orange Juice 10oz	<span style="color: yellow;">●</span> 100% Orange Juice 10oz	<span style="color: yellow;">●</span> 100% Apple Juice 10oz	<span style="color: yellow;">●</span> 100% Apple Juice 10oz	<span style="color: yellow;">●</span> Diet Lemon/Lime 12oz	<span style="color: yellow;">●</span> Diet Lemon/Lime 12oz	<span style="color: yellow;">●</span> Diet Iced Tea 12oz	<span style="color: yellow;">●</span> Diet Iced Tea 12oz	<span style="color: yellow;">●</span> Diet Iced Tea 12oz
140 Cal	140 Cal	140 Cal	140 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal
<span style="color: yellow;">●</span> Diet Green Iced Tea 12oz	<span style="color: yellow;">●</span> Diet Green Iced Tea 12oz	<span style="color: yellow;">●</span> Diet Green Iced Tea 12oz	<span style="color: yellow;">●</span> Flavored Water	<span style="color: yellow;">●</span> Flavored Water	<span style="color: yellow;">●</span> Flavored Water	<span style="color: yellow;">●</span> Flavored Water	<span style="color: red;">●</span> Ginger Ale 12oz	<span style="color: red;">●</span> Ginger Ale 12oz
0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	0 Cal	130 Cal	130 Cal
<span style="color: red;">●</span> Iced Tea 12oz	<span style="color: red;">●</span> Iced Tea 12oz	<span style="color: red;">●</span> Orange Soda 12oz	<span style="color: red;">●</span> Cola 12oz	<span style="color: red;">●</span> Cola 12oz	<span style="color: red;">●</span> Cola 12oz	<span style="color: red;">●</span> Grape Soda 12oz	<span style="color: red;">●</span> Grape Soda 12oz	<span style="color: red;">●</span> Root Beer 12oz
70 Cal	70 Cal	170 Cal	140 Cal	140 Cal	140 Cal	180 Cal	180 Cal	160 Cal

# SNACK VENDING PLANOGRAM

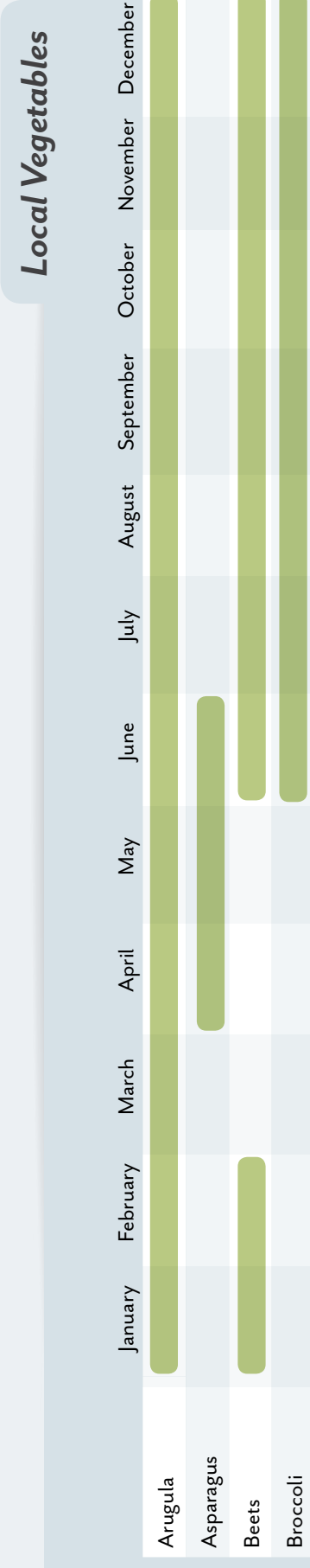
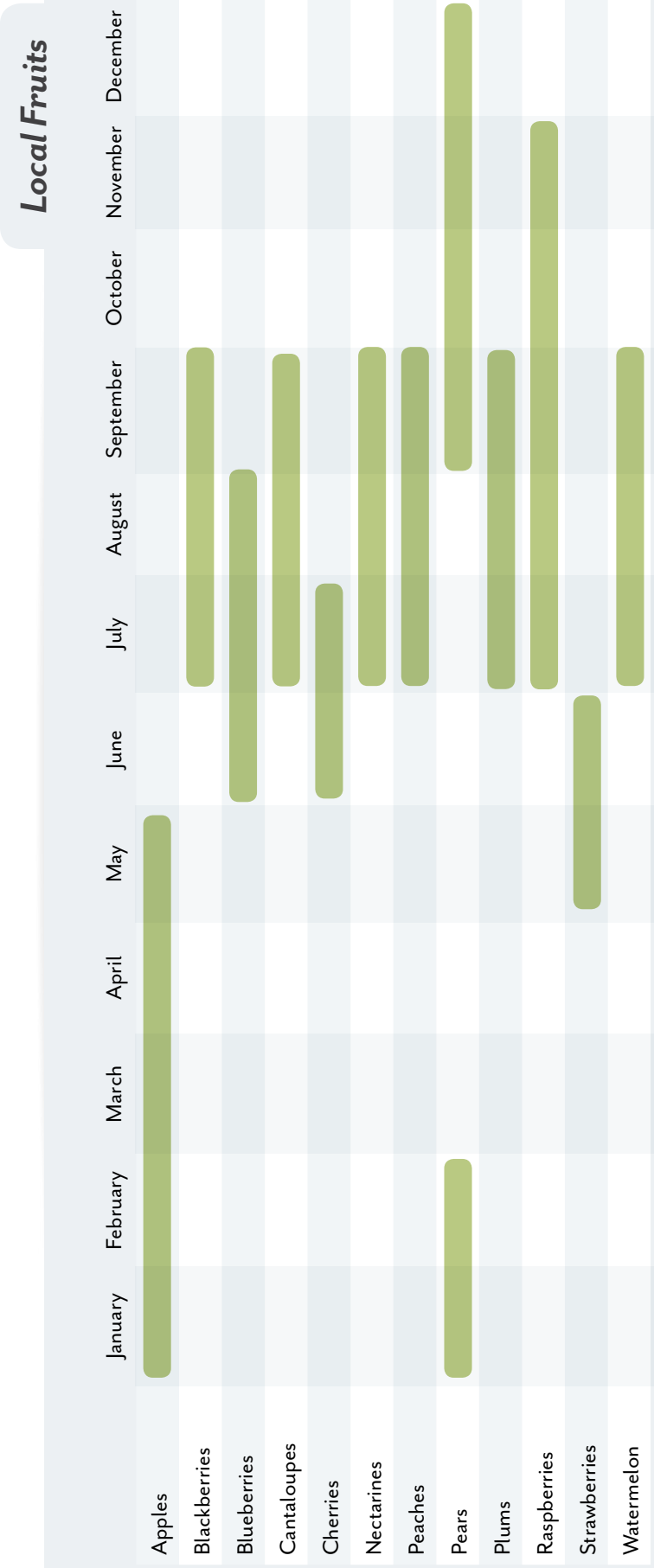
A sample snack vending order form that prioritizes healthier snacks.

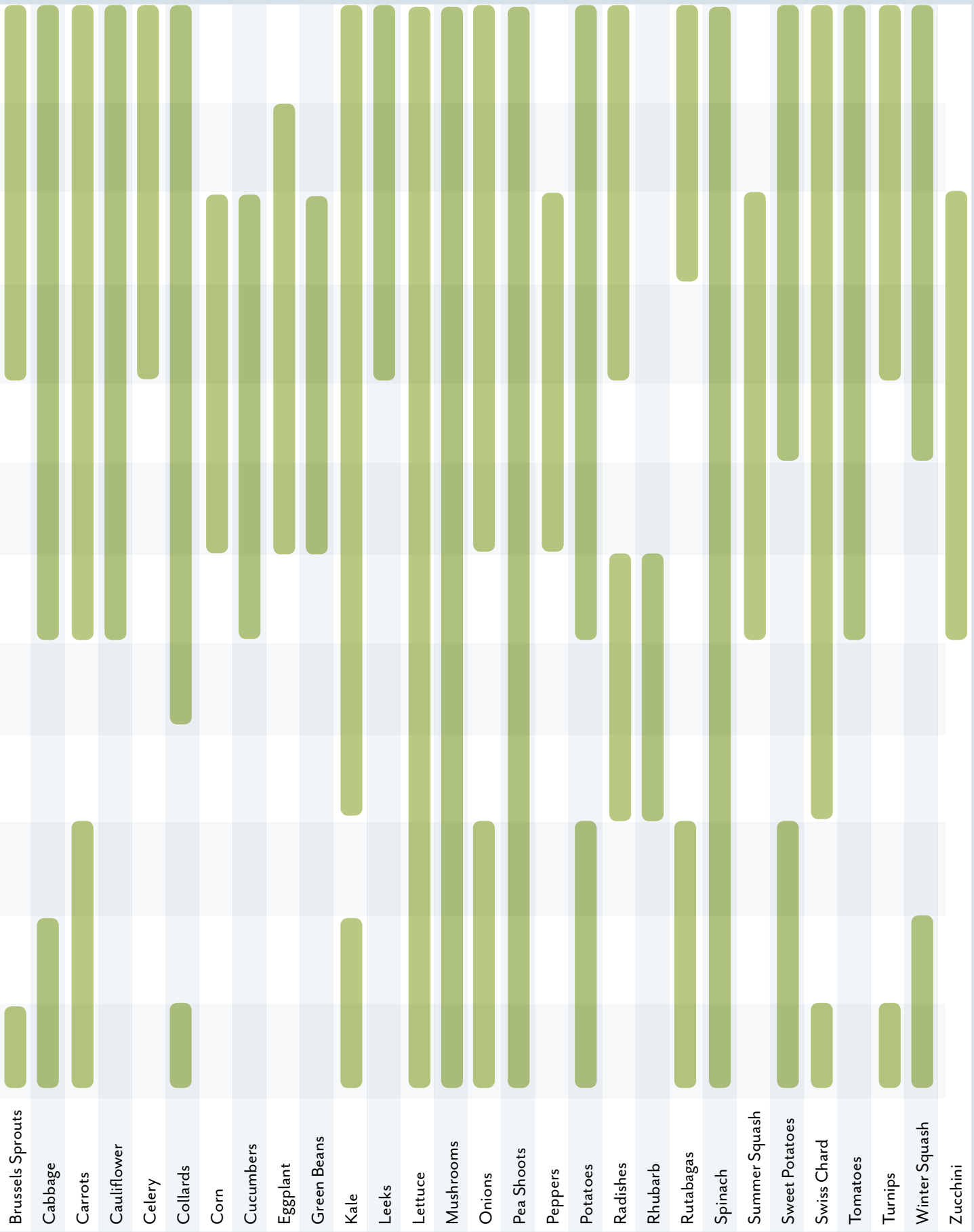
Popcorners Kettle (1 oz)		Baked Lay's BBQ (7/8 oz)		Baked Lay's Plain (7/8 oz)		Rold Gold Heartzels (.7 oz)		Wise Popcorn (.62 oz)											
Smartfood Delight Sea Salt Caramel (1oz)		Lay's Kettle 40% Reduced Fat Jalepeno (1 3/8 oz)		Lay's Kettle 40% Reduced Fat Sea Salt (1 3/8 oz)		PoppedChips BBQ (.875 oz)		PoppedChips Sea Salt (.8 oz)											
Baked Cheetos (7/8 oz)		Kar's Cranberry Almond (1.25oz)		Real Deal Veggie Chip (1.5 oz)		Special K Cracker Chips Sea Salt (.87oz)		Special K Cracker Chips Sour Cream & Onion (.87 oz)											
Cheezelt (1 oz)		Pirate's Booty (1 oz)		Fritos (1 oz)		Herr's Regular Chip (1 oz)		WG Rice Krispie Treat (40g)											
Snickers (1.9 oz)		M&M (1.7 oz)		Quaker Chewy 90 Calorie (24g)		Nat Valley Oats & Honey (1.5 oz)		Kashi Honey Almond Flax (1.2 oz)		Nutrigrain (1.3 oz)		Roasted Edamame (.79 oz)		Pistachio (1 oz)		Kar's Original (1.5 oz)		Kar's Almonds (1 oz)	
GoGo Fruit Squeeze (3.2 oz)		Dole Mandarin Oranges in 100% Juice/Water (4 oz)		Belvita Bites Blueberry (1 oz)		Belvita Bites Cinnamon (1 oz)		Dole Peaches in 100% Juice/Water (4 oz)											
BS SF Mint .75 oz		BS SF Mint .75 oz		BS SF Mint .75 oz		BS SF Mint .75 oz		BS SF Mint .75 oz											

- Healthy
- Non-grain/potato
- High Fiber

# SEASONAL AVAILABILITY OF LOCAL PRODUCE

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





# RECOGNITION



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

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

## HEALTHY STANDARDS AWARDS

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

### PURCHASED FOODS AND BEVERAGES

- ▶ All Foods: At least one of the four guidelines is fully implemented
- ▶ Food Groups: At least 22 of the 34 guidelines are fully implemented
- ▶ Other Foods: At least six of the nine guidelines are fully implemented
- ▶ Snacks and Beverages: At least eight of the 12 guidelines are fully implemented

### FOODS AND BEVERAGES SERVED IN PATIENT MEALS

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

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

- ▶ At least 21 of the 32 guidelines are fully implemented

### FOODS AND BEVERAGES SERVED IN CATERING

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

### VENDING MACHINES

- ▶ At least 65 percent of the products in each machine meet the definition of healthy and/or healthier beverages and snacks
- ▶ 100 percent of snacks and meals offered per machine must contain 230mg sodium or less and have “0 grams” trans fat and no partially hydrogenated oils in ingredient list
- ▶ At least five guidelines for beverages are fully implemented
- ▶ At least five guidelines for snacks are fully implemented

## LEVELS OF RECOGNITION:



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



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



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



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



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

## INNOVATION AWARDS



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

Examples include:

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



## ABOUT THESE NUTRITION AND PROCUREMENT STANDARDS

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

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

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

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



[www.foodfitphilly.org](http://www.foodfitphilly.org)