Sodium Reduction Initiative Strategies

2016
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Background

Poor nutrition is a risk factor for heart disease, cancer, stroke and diabetes—four of the seven leading causes of death in the U.S. High sodium intake increases blood pressure, which is a major risk factor for cardiovascular disease, the leading cause of death in Illinois. Cardiovascular disease includes heart disease, stroke and other vascular diseases.

The Illinois Sodium Reduction Grant is a partnership with the Centers for Disease Control and Prevention (CDC), Illinois Department of Public Health (IDPH) and the Illinois Health and Hospital Association (IHA). The purpose of this grant was to initiate comprehensive, population-based environmental change sodium reduction strategies in the hospital setting.

IDPH and IHA worked with 19 Illinois hospitals to implement best practices for sodium reduction outlined in the National Center for Chronic Disease Prevention and Health Promotion’s 2011 guide, *Under Pressure: Strategies for Sodium Reduction in the Hospital Environment*.

Since hospitals are uniquely positioned to impact the food supply in their communities through modeling healthy nutrition and responsible practices, each hospital developed unique healthy eating strategies to best fit its needs. Through this grant opportunity, each hospital engaged a work group of medical staff, food service staff, administrators and community partners to discuss the current food environment and how it relates to community and employee health and wellness. These work groups developed comprehensive food policies that included purchasing decisions, healthy food choices, nutrition standards, patient meals and food sold within the hospital.

The work groups utilized marketing techniques to promote healthy foods in the hospital and the community. The groups also worked with community partners to develop educational activities for patients, employees and community residents promoting healthy nutrition and eating habits. This document contains some of the approaches used by the 19 participating hospitals, along with sample materials of their initiatives.
Advocate BroMenn Medical Center, Normal
Contact: Sandi Gifford, RD, LDN, Clinical Dietician, 309-268-3926

Educate Patients, Staff and the Community

- **Cooking Demonstration:** During Cardiac Rehabilitation Week and Pulmonary Rehabilitation Week, a cooking demonstration was held at a local supermarket. Low-sodium foods were highlighted.
- **Education Tools:** A laminated flip chart education tool was created for cardiac rehab patients, congestive heart failure (CHF) nurse, Community Health Care Clinic, McLean County Health Department, mobile health van, outpatient nutritional services, and the cardiovascular floor and hospital dieticians.
- **Events:** A “Concerns for the Heart” community wellness event was held with physician speakers and booths. A booth was displayed at the “Women’s Health Night.” It included a nutrition display and Jeopardy game. Low-sodium nutrition questions were asked and visitors were given 2015-2020 Dietary Guideline handouts, label-reading handouts, low-sodium recipes and spatulas. In addition, a low-sodium display and taco seasoning activity was held for hospital employees and visitors and Cardiac Rehabilitation participants. Low sodium taco seasonings were made to take home and try. Recipes for low-sodium taco seasoning were distributed.
- **In-Services:** Low-sodium in-services were held for hospital employees on why a low-sodium diet is important for disease management, dining out and fast food. Recipe substitution, low-sodium testimonials and label reading were also part of these in-services. Feedback was also gained from employees at the end of the in-services to understand what they learned. Employees that attended the in-services each received a bag filled with low-sodium foods from a local grocery store.
- **Residents:** A presentation was given to residents. Low-sodium grant initiatives were reviewed and residents were educated on low-sodium guidelines and label reading. The importance of resident and physician support for low-sodium guidelines was also discussed.
- **Signs/Handouts:** A selection of posters and handouts were created to highlight choosing wisely, simple sodium savings and re-training taste buds. In addition, sodium information from the American Heart Association was also distributed. Laminated posters and handouts were provided to the CHF nurse, cardiac rehabilitation, outpatient nutrition services, Community Health Care Clinic, mobile health van, and the McLean County Health Department to use for education. Handouts are also available on the hospital shared drive for Advocate BroMenn Medical Center employee to use as a resource.
- **Twitter:** A Twitter chat held with the American Heart Association covered sodium, sugar-sweetened beverages, healthy eating on a budget and healthy eating on the go.

Establish a Comprehensive Food Policy

- **Consumer Supported Agriculture (CSA):** The hospital provided sign-ups for employees for the CSA throughout the grant period and worked with a local university on the
project. Questionnaires were also distributed to get feedback on this project and no salt seasonings were provided to participants.

Marketing Techniques to Promote Healthful Foods

- **Challenges:** The hospital established a fruit and vegetable challenge for employees. Human Resources encouraged hospital employees to log their fruit and vegetable intake for four weeks. If employees completed this task, they received 100 Healthe You points. In addition, the hospital led a Sodium Discovery Challenge for employees. Employees could earn 100 Healthe You points or a prize if they tracked their sodium intake for seven days, identified three sodium-filled foods and listed one way they would work to reduce their sodium intake. A healthy food summer challenge was also initiated. Employees were challenged to take pictures of the healthy snacks they packed for vacation and outdoor picnics and of their vegetable gardens. Employees were able to earn 100 Healthe You points. The Sodium Discovery Challenge was also offered to cardiac and pulmonary patients. The raffle prize was a mixing bowl filled with healthy low-sodium food.

- **Product of the Month:** In the cardiac rehabilitation area, a low-sodium product was highlighted monthly. Highlighted items included: low-sodium rice bowl mix, no-salt-added beans, fire and flavor cedar grilling papers, lower sodium spaghetti sauce, chicken bacon and flax seed. Each item was raffled off at the end of the month and given to a cardiac or pulmonary patient to take home and try.

- **Samples:** During Cardiac Rehabilitation Week, low-sodium samples of salt-free walnuts, and low-sodium Nut Thins® crackers were distributed. During cardiac and pulmonary nutrition classes participants were provided a bag filled with low-sodium foods from a local grocery store.

- **Seasonings:** The hospital added Lawry’s® Salt-Free 17 Seasoning to the cafeteria.

- **Taste Tests:** A taste test was held for hospital employees and visitors. Items included: Panera Bread® low-sodium salad dressing with vegetables, Minute® Multi-Grain Medley, no-salt seasonings (Mrs. Dash®: tomato basil, table blend, spicy jalapeno and Italian medley; Lawry’s®: salt-free seasonings; McCormick®: Perfect Pinch®garlic and herb; and Tony Chachere’s®: salt-free seasoning) and Blue Diamond® Nut Thins crackers.

- **Vending:** A “Better for Us” sign was displayed by the beverage cooler to encourage water consumption. In addition, a logo was added to “Stop, Think, Make a Healthy Choice.”

Utilize Community Partners

- **Church:** The hospital started a pilot to collect low-sodium food donations at a local church. The donations were then shared with a food pantry. A grant workgroup representative attended a hospital church delegate meeting. Low-sodium recipes were distributed during the church delegate meeting. The representative also requested that the churches participate in asking church members to bring in low-sodium food items for food donations. In addition, a sample newsletter article was provided for churches to use.
• **Community Clinic:** Two presentations on low-sodium were provided to clinic employees who educate patients at the Community Health Care Clinic.

• **YMCA/Community Mobile Van:** The hospital provided education on low-sodium diets.

• **Health Department:** A lunch and learn on recipe substitutions for all county health employees was held. Participants were given a bag filled with low-sodium ingredients from a local grocery store. Other educational displays were also shared.

• **Grocery Store:** A grocery store dietician led a tour of the grocery store for cardiac rehabilitation patients and shared how to shop for healthier items. An education display on blood pressure and low-sodium was provided to another grocery store.

• **Senior Fair:** The hospital educated seniors at an ARC Center about low-sodium diets.

• **State Farm Health Fairs:** The hospital provided a display and an interactive booth on low-sodium foods.
Simple Sodium Savings
Try these substitutions to easily help lower your sodium/salt intake.

✓ Try this vs. Instead of this

- Use tub oatmeal vs. Individual packets
- Use Swiss cheese vs. American cheese
- Use natural cheeses vs. Processed cheeses
- Add a fruit or vegetable side vs. Bag of potato chips
- Make your own soups and pasta sauces vs. Pre-made/Store-bought soups and pasta sauces

Other ideas for saving on sodium:

✓ Cook plain rice or pasta and season it with herbs, vegetables and fruit instead of prepackaged/boxed rice and pasta.

✓ Read labels and choose lower sodium varieties of breads, rolls and other grain products.

✓ Try lower sodium condiments.

✓ Look up nutrition facts of restaurant meals before dining out.

✓ Pack low sodium snacks when traveling to prevent vending machine and gas station purchases.

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Sodium Adds Up Quickly

Not all foods are high in sodium. But when you combine foods with varying levels as part of your diet, sodium can add up quickly!

**BREAKFAST**
250 mg sodium
Bowl of cereal with skim milk

**LUNCH**
2,200 mg sodium
Cup of soup and a turkey sandwich

**DINNER**
710 mg sodium
Slice of pizza and salad with light dressing

**TOTAL SODIUM**
3,160 mg sodium

*Remember,* the 2015 - 2020 Dietary Guidelines for Americans recommend that Americans consume **less than 2,300 milligrams (mg) of sodium each day** as part of a healthy eating pattern.

For individuals with hypertension or prehypertension, further reduction to 1,500 mg of sodium can result in even greater blood pressure reduction.

*Ask your doctor if you have any of these conditions.*

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Choose Wisely

Sodium content can vary within food categories.

Top slice of bread
200 mg

1 teaspoon mustard
120 mg

1 slice of cheese
310 mg

6 thin slices of turkey
690 mg

1 leaf of lettuce
2 mg

Bottom slice of bread
200 mg

Total = 1,522 mg per whole sandwich

Top slice of bread
110 mg

1 teaspoon mustard
120 mg

1 slice of Swiss cheese
55 mg

2 oz. baked chicken breast
42 mg

1 leaf of lettuce
2 mg

Bottom slice of bread
110 mg

Total = 439 mg per whole sandwich

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Re-train your taste buds

Stop using salt, consume fewer processed foods, and pay attention to the natural flavors of various foods. Your taste for salt/sodium will lessen over time.

Easy Steps for Reducing Sodium:

✓ Enjoy home prepared foods
✓ Think fresh, less processed
✓ Use herbs and salt-free seasonings
✓ Fill up on vegetables and fruits
✓ Ask for lower sodium foods when you eat out
✓ Pay attention to condiments
✓ Read all labels - watch out for sodium
✓ Identify high sodium foods
✓ Find lower sodium food options
✓ Bring your own low sodium dish to parties and events

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Last Review: 08/16
Make Your Own - Taco Seasoning

Ingredients:
1.5 tsp ground cumin
1.5 tsp garlic powder
1.5 tsp ground oregano
1.5 tsp chili powder

Directions:
Combine all ingredients in a bowl. Mix well and use immediately or store in airtight container for up to 2 months.

Recipe makes 2 tablespoons of seasoning and is adequate for 1 lb. of ground meat.
Advocate Illinois Masonic Medical Center, Chicago
Contact: Dana Artinyan, RD, LDN, Clinical Dietician, 773-296-7727

Educate Patients, Staff and the Community

- **Articles**: Created articles for Healthe News, which is sent throughout the healthcare system. Articles on reducing sodium were also emailed to staff.
- **Cooking Demonstrations**: Equipment was purchased for cooking demonstrations for employees and at-risk patient groups (cardiac rehab, cancer center, etc.). In addition, a healthy smoothie cooking demonstration was held for cancer patients. They also received recipe cards to take home.
- **Education Tools**: Supplies and tools were provided to cardiac rehab nurses so they can implement nutrition classes with their patients on an ongoing basis.
- **Events**: During the annual health fair the Registered Dietician table highlighted low-sodium education. In addition, staff participated in a health fair for cancer survivors and provided education. Staff also hosted a table in the cafeteria to teach employees and visitors about ways to reduce sodium by using herbs and seasonings.
- **Lunch and Learn**: A lunch and learn held for employees discussed heart-healthy eating that also promotes gut health. Education was provided with a low-sodium lunch comprised mainly of fruits and vegetables. Samples were given on no-sugar-added, probiotic rich beverages. The importance of fruits, vegetables and a healthy diet for health and gut health were also discussed.
- **Presentations**: The hospital held a presentation on a Mediterranean diet for cardiac rehab and presented “Reducing Sodium and HTN” to a group of seniors and the stroke support group. Cardiac rehab members also received education monthly about ways to improve their diet and cut down on unhealthy foods. Some of the topics covered included: portion sizes, low-sodium snack and seasoning options, and how to flavor food without salt.
- **Signs/Handouts**: A bulletin board was created to address sodium reduction, spice use and increasing consumption of fruits and vegetables. A series of table tents were also displayed in retail food service and vending areas. The table tents provide 15 tips for reducing sodium.

Marketing Techniques to Promote Healthful Foods

- **Giveaways**: The “Savor the Flavor” giveaway was held during National Nutrition Month. Winners were announced in the hospital newsletter.
- **Pricing Strategies**: Through the new Advocate Health Care policy, the hospital implemented and promoted pricing strategies as incentives for purchasing healthful foods. “Better for Us” items were discounted.
- **Samples**: Produce prescriptions were provided. 225 boxes filled with fresh, local fruits and vegetables were given to cardiac rehab patients. Patients were also provided with nutrition information on the produce items and recipe suggestions.
- **Seasonings**: Mrs. Dash seasonings were added to the cafeteria. Promotional signage was added to educate employees and visitors on the new offering. Feedback from
employees showed that they appreciated the healthier options to season their food. Also, there was a decrease in the number of salt packages used in the retail food service settings.

- **Taste Tests**: A taste test was held in the cafeteria for employees and visitors to try low-sodium roasted ranch chickpeas. Feedback about this offering was very positive.
- **Vending**: Signage and table tents created awareness about more healthful options in the vending area.

**Utilize Community Partners**

- **Hispanocare Community**: A class was conducted for the Hispanocare community to learn about low-sodium diets and hypertension.
- **Senior Health Fair**: Low-sodium foods were discussed at a senior health fair.
Cut the Salt

Order Sauces on the Side

Sauces, dressing and condiments pack major salt. Order them on the side and use “the fork method” to help you use less: before sticking your fork into the food, dip it into the sauce. This way you will get the sauce flavor in every bite but will use much less, which means less salt and calories.

Cut the Salt

Frozen, Not Canned

Choose plain frozen vegetables rather than canned varieties to save on sodium. Frozen vegetables are just as nutritious as fresh varieties and will help you always have vegetables on hand.

Cut the Salt

Wean the Habit

You don’t have to go cold turkey when cutting back on salt. Try an incremental approach, decrease salt every two weeks (aim for a 25% decrease) and your taste buds will slowly adjust without you even noticing.
Cut the Salt

Get in the Kitchen

Read the Label

More than 75% of the salt we eat comes from restaurant meals and pre-packaged or processed foods. Cooking at home means you can better control the amount of salt in your diet. Try making big batches of foods such as soup, chilli, dried beans, meat and chicken over the weekend or when you have more time.

Read the nutrition facts label to find a food’s sodium content and other useful nutrition information. Compare different brands and varieties of a given food and choose the item that is lower in sodium. A low sodium food is considered one that contains less than 140 mg sodium per serving.
MAKE YOUR OWN SALAD DRESSING

Packaged salad dressings are often full of salt and sugar. Make your own by mixing a 1:1 ratio of oil and vinegar with a dab of mustard. You can also add in herbs, chopped shallots, lemon zest or pepper for a little extra zip.

CHOOSE THE SALT-FREE OR NO SALT ADDED VARIETIES

Many canned items, such as canned tomatoes, beans, and soups come in “No Salt Added” or “Low Sodium” varieties. These versions can help you save anywhere from 100 - 1,000 mg of sodium. The recommended sodium intake is 2,300 mg daily.
Cut the Salt

Fresh Meat

Choose fresh, rather than packaged meats. Fresh cuts of chicken, beef, or pork contain significantly less sodium than more processed varieties such as lunchmeat, bacon, and sausage.

Ask Questions

When dining out, ask to have your food prepared without salt. You can also ask your server which items on the menu are already prepared without added salt.

Spice Things Up

Herbs and spices, such as garlic and chili powder, cumin, basil, oregano, and paprika add flavor without sodium. Play around with different flavor combinations, such as cinnamon and curry powder or garlic powder and herbs de provence.
Acidic foods, such as lemon and lime juice or vinegar, mimic the mouthfeel of salt without any additional sodium. Try tossing roasted vegetables in balsamic vinegar and herbs or spritzing chicken or fish with lemon juice.

The top sources of sodium in America include meat, pizza, bread, processed cheese, hot dogs, spaghetti with sauce, and ketchup. If these foods are part of your diet, look for lower-sodium versions to get the most bang for your buck.

Fruits and vegetables are rich in potassium - a nutrient that can counteract the effects of sodium. Add in more bananas, potatoes, tomatoes, beans and avocados to your diet! (Note: for those with kidney disease, these high-potassium foods may need to be limited.)
Know How to Identify Salty Foods

Scan menus for terms like pickled, brined, cured, smoked, soy sauce, or teriyaki sauce, as these can signal high sodium foods. Try to avoid these options when possible or order them on the side.

Rinse Canned Foods

Rinsing canned foods such as beans can decrease their sodium content by up to 40 percent.
INCREASE FRUITS & VEGETABLES

Add more fruits and vegetables to your day with these tips

Add vegetables, such as spinach, tomatoes or peppers, to your morning eggs

Eat raw, grilled or roasted vegetables with your favorite dip, such as hummus or guacamole

Blend frozen fruit, a handful of greens, and yogurt for a quick breakfast or snack
Toss fruit into salad – berries, apples, pears and oranges are tasty options – to add natural sweetness

Choose fruits & vegetables that are in season – they cost less and are at their peak flavor

Try cauliflower “rice”, zucchini “noodles” and carrot “fries” instead of their higher-calorie counterparts

Buy packaged, ready-to-eat fresh or frozen fruits & vegetables to cut down on preparation time

Add vegetables, such as zucchini, peppers, kale or carrots to pasta sauces & soups

Bake or grill fruit and drizzle with a small amount of honey for a delicious dessert
ENHANCE FLAVOR & REDUCE SODIUM With Herbs And Spices
**Cumin**

*Use in:* Curries, rice, soups, sauces, dry rubs, marinades

*Proteins:* Beans, chicken, beef, fish, lentils, pork, tofu

*Pairs well with:* garlic powder, turmeric, ginger, cinnamon, oregano

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**Basil**

*Use in:* Salad dressing, sauces, dry rubs, marinades

*Proteins:* Cheeses, chicken, fish, pork

*Pairs well with:* Garlic powder, rosemary, thyme, oregano

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**Paprika**

*Use in:* Rice, soups, salad dressings, marinades

*Proteins:* Chicken, shellfish, lamb, tofu

*Pairs well with:* Garlic powder, chili powder, cinnamon, cumin

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**Rosemary**

*Use in:* Marinades

*Proteins:* Beans, chicken, lamb, pork, fish

*Pairs well with:* Garlic powder, oregano, thyme, basil

---

**Cinnamon**

*Use in:* Fruit sauces, desserts, breads

*Proteins:* Chicken, lamb

*Pairs well with:* Allspice, cloves, nutmeg

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**Ginger**

*Use in:* Curries, rice

*Proteins:* Beans, lentils, chicken, fish, tofu

*Pairs well with:* Cardamom, garlic powder
Garlic Powder

**Use in:** Curries, soups, sauces, stir-fries, dressing, dry rubs, marinades

**Proteins:** Beans, chicken, beef, fish, tofu

**Pairs well with:** Oregano, cumin, coriander, turmeric

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Cayenne Pepper

**Use in:** Rice, soups, salad dressings, sauces, marinades

**Proteins:** Chicken, beef, fish

**Pairs well with:** Cumin, paprika, cinnamon

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Thyme

**Use in:** Soups, salad dressings, dry rubs, marinades

**Proteins:** Beef, chicken, fish, lamb, pork, lentils

**Pairs well with:** Oregano, rosemary
Alton Memorial Hospital, Alton
Contact: Marlene Lewis, Manager, Foundation and Development, 618-463-7701

Educate Patients, Staff and the Community
- **Articles:** The hospital newsletter “House Calls,” which is distributed to 35,000 homes, included a story about the hospital’s “Be Salt Savvy” program, and promoted both the local Grassroots Grocery and the Farmers’ & Artisans’ Market.
- **Events:** Sodium education was offered at the Bicycle Helmet and Safety Fest.
- **Presentations:** The BJC School Outreach and Youth Development Program taught good nutrition to elementary and high school students in the community through the Fun-Tastic Nutrition, Explore Health and Fast Food Facts programs. In addition, a physician gave a presentation on “What you Need to Know about Hypertension” at the Heart-Stroke Fair.
- **Signs/Handouts:** A display board was added to the cafeteria and included education on sodium reduction habits. Other items in the “Be Salt Savvy” campaign included table tents, flyers, an interactive salt savvy quiz, a “Be Spice Savvy” handout listing common uses of herbs and spices, and a “Salt Savvy Kids” flyer encouraging families to be aware of their children’s salt intake. All items were distributed in the hospital and externally. Organizations that have received information include: Weight Watchers®; Community Hope Center; Crisis Food Center; Operation Blessing; Salvation Army; Riverbend Head Start; Women, Infants and Children; 12 area churches and the Madison County Health Department.

Marketing Techniques to Promote Healthful Foods
- **Farmers Market:** Promoted the local Alton Farmers’ & Artisans’ Market.
- **Fit Criteria:** Promoted the use of the FIT criteria in the cafeteria. The criteria include guidelines for calories, saturated fat and sodium.
- **Seasonings:** Salt substitutes, such as Mrs. Dash, were added to the cafeteria. Connected to the caddy was a table tent promoting the “Be Salt Savvy” program and reminding staff and visitors to choose fresh foods, be aware of high-sodium food, try using the salt substitutes and participate in the “Salt Savvy” quiz.
- **Warnings:** Created a salt shaker label to identify foods that are high in sodium.

Utilize Community Partners
- **Grassroots Grocery:** Coloring books for children on healthy eating were shared with the grocery. The store features organic and locally grown foods and is located in a food desert.
- **Health Department:** In discussions with the local health department, a coloring book was created for young families who visit the health department for school physicals during the summer. The coloring book contained an age-appropriate message to reduce salt intake and activities such as, “Can you name these vegetables?” and “Plan a healthy meal for the day.”
Did you know that on average, most Americans consume about 3,400 milligrams of sodium per day? That’s more than double the recommended amount for most people. A diet high in sodium can increase your blood pressure and your chances of heart disease and stroke.

Take this Salt Savvy quiz to learn more about salt and your health.

1. The words salt and sodium are not exactly the same.
   - True  - False

2. Most of the salt we eat is added to our foods from the salt-shaker while cooking or during a meal.
   - True  - False

3. Canned vegetables such as green beans, corn, and tomatoes have more salt per serving than fresh or frozen vegetables.
   - True  - False

4. A muffin can have more salt than a bag of potato chips.
   - True  - False

5. Foods can have high salt content and not even taste salty.
   - True  - False

6. Individuals should consume no more than 2,300 milligrams of sodium per day.
   - True  - False

7. People who have high blood pressure should consume no more than 1,500 milligrams of sodium per day.
   - True  - False

8. Reducing the amount of salt in your diet can reduce your blood pressure.
   - True  - False

9. When you lower your salt intake, your blood pressure can drop in a matter of years.
   - True  - False

10. Children don’t need to worry about sodium intake.
    - True  - False
#1 True
The words "salt" and "sodium" are not exactly the same, yet these words are often used in place of each other. For example, the Nutrition Facts panel uses "sodium," whereas the front of the package may say "low salt." A major component of salt is made up of sodium and chloride.

#2 False
Usually only a small portion is added during cooking or at the table, the rest occurs naturally in foods. About 75 percent of the sodium we consume comes from processed and restaurant foods.

#3 True
Canned vegetables have more salt than freshly prepared or frozen vegetables unless you choose foods with "no salt added."

#4 True
Salt is hidden in foods that you might not expect, including salad dressing, cheese, pasta sauce, bread, tomato juice, and condiments.

#5 True
Salt content in food varies greatly. Check nutrition labels and choose foods with lower salt.

#6 True
Current dietary guidelines for Americans recommend that the general population should consume no more than 2,300 mg of sodium per day (about 1 teaspoon of table salt).

#7 True
People who have high blood pressure, African Americans, and people older than 40 are population groups that should consume no more than 1,500 mg/day. This represents about 70 percent of American adults.

#8 True
Reducing salt intake improves blood pressure and can lower the risk of heart disease and stroke - even for people who have normal blood pressure.

#9 False
Blood pressure can respond to lower sodium intake within weeks.

#10 False
One in six children has raised blood pressure. Pizza, hot dogs and boxed macaroni and cheese are favorite foods that have high sodium content.

Funding for this material is made possible by a grant from the Illinois Department of Public Health.
Salt Savvy Kids

Many of the foods kids love contain high levels of sodium. High sodium intake in children and teens can lead to high blood pressure and an increased risk for heart disease and stroke later in life.

For the general population of kids, 2300 mg/day is the recommended amount. For African Americans and those with hypertension, diabetes or kidney disease, the recommended amount is 1500 mg/day.

About 9 in 10 children in the US consume more sodium than recommended. And around 1 in 6 children ages 8-17 has raised blood pressure.

What can you do to limit your child’s sodium intake?

• Read food labels – not all high sodium foods taste salty!
• Eat fresh foods rather than pre-packaged foods.
• Try flavoring foods with herbs and spices instead of salt.
• Serve fresh fruits and vegetables at snack time.
• Make fast food an occasional treat, not a regular part of their diet.
• Keep an eye on the salt shaker. A taste for salt is established at a young age – the less salt kids consume, the less they will want.

The Salty Six
1. Pizza
2. Bread & rolls
3. Lunch meat & hot dogs
4. Salty snacks
5. Canned soup
6. Boxed pasta dishes

Funding for this material is made possible by a grant from the Illinois Department of Public Health.
Be Salt Savvy. A little bit of salt is good for you. A lot of salt is not. On average, Americans consume more than twice as much salt as they should.

Look at the cafeteria options to see which foods contain high levels of sodium.

Try using salt substitutes available on the cafeteria tables and condiment station.

Take our Salt Savvy quiz to learn some surprising facts about sodium. (Quizzes are available at the cafeteria cash registers.)

At home and in the grocery store, read the nutrition labels and pay attention to the sodium content.

Eat fresh foods, rather than canned or processed.

Funding for this material is made possible by a grant from the Illinois Department of Public Health.
Be Spice Savvy
Use these spices and herbs to add flavor to your food

<table>
<thead>
<tr>
<th>NAME</th>
<th>FLAVOR</th>
<th>COMMONLY USED IN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allspice</td>
<td>Sweet mixture of cinnamon, cloves &amp; nutmeg flavors</td>
<td>Breads, cakes, cookies</td>
</tr>
<tr>
<td>Basil</td>
<td>Sweet pungent flavor</td>
<td>Chicken, eggs, fish, pasta, tomatoes</td>
</tr>
<tr>
<td>Bay leaf</td>
<td>Woodsy</td>
<td>Meats, pickling, sauces, soups, stews, vegetables</td>
</tr>
<tr>
<td>Cayenne (red) pepper</td>
<td>Hot, acrid</td>
<td>Eggs, Cajun recipes, stews</td>
</tr>
<tr>
<td>Celery seed</td>
<td>Celery flavor, slightly bitter</td>
<td>Pickling, salads, soups</td>
</tr>
<tr>
<td>Chili powder</td>
<td>Variety of seasonings, mild to hot</td>
<td>Chill, eggs, soups, stews</td>
</tr>
<tr>
<td>Chives</td>
<td>Onion or garlic flavor</td>
<td>Appetizers, shellfish, soups, salads, potatoes</td>
</tr>
<tr>
<td>Cilantro</td>
<td>Spicy and fragrant</td>
<td>Mexican foods, fish, salsa, salads</td>
</tr>
<tr>
<td>Cinnamon</td>
<td>Aromatic and sweet</td>
<td>Sweets, hot drinks, sweet potatoes</td>
</tr>
<tr>
<td>Clove</td>
<td>Savory and sweet</td>
<td>Spice cakes, cookies, baked beans</td>
</tr>
<tr>
<td>Coriander</td>
<td>Mixture of lemon, sage and caraway flavors</td>
<td>Mostly Mexican and Spanish recipes, pickling</td>
</tr>
<tr>
<td>Cumin</td>
<td>Slightly bitter, earthy</td>
<td>Fish, lamb, pickling, Middle Eastern cuisine</td>
</tr>
<tr>
<td>Curry</td>
<td>Musky flavor</td>
<td>East Indian cuisine, dips</td>
</tr>
<tr>
<td>Dill weed</td>
<td>Tangy</td>
<td>Fish, pickling, salads, eggs, dips</td>
</tr>
<tr>
<td>Fennel seed</td>
<td>Aromatic, slight licorice flavor</td>
<td>Breads, fish, sauces, sausage, soups</td>
</tr>
<tr>
<td>Ginger</td>
<td>Slightly sweet, spicy aroma</td>
<td>Chinese, Jamaican recipes, cakes, cookies, sauces</td>
</tr>
<tr>
<td>Marjoram</td>
<td>Aromatic, slightly bitter</td>
<td>Fish, meat, poultry, vegetables</td>
</tr>
<tr>
<td>Mint</td>
<td>Strong, sweet, cool</td>
<td>Beverages, desserts, lamb, sauces</td>
</tr>
<tr>
<td>Mustard seed</td>
<td>Hot, pungent</td>
<td>Meats, pickling, relishes</td>
</tr>
<tr>
<td>Nutmeg</td>
<td>Nutty, warm, spicy</td>
<td>Beverages, cakes, white sauces</td>
</tr>
<tr>
<td>Name</td>
<td>Flavor</td>
<td>Commonly Used In</td>
</tr>
<tr>
<td>--------------</td>
<td>--------------------------------------</td>
<td>-------------------------------------------------------</td>
</tr>
<tr>
<td>Oregano</td>
<td>Strong, aromatic</td>
<td>Fish, meat, poultry, Italian recipes</td>
</tr>
<tr>
<td>Paprika</td>
<td>Slightly bitter, sweet to hot</td>
<td>Dips, fish, poultry, potatoes, soups</td>
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<tr>
<td>Parsley</td>
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</tr>
<tr>
<td>Peppercorn</td>
<td>Hot, peppery</td>
<td>Meats, eggs, poultry</td>
</tr>
<tr>
<td>Poppy seed</td>
<td>Deep nutty flavor</td>
<td>Pastries, breads, salad dressings</td>
</tr>
<tr>
<td>Rosemary</td>
<td>Sweet, hint of lemon</td>
<td>Casseroles, fish, lamb, soups, stuffing</td>
</tr>
<tr>
<td>Saffron</td>
<td>Pungent, aromatic</td>
<td>Rice, poultry, sauces, stews</td>
</tr>
<tr>
<td>Sage</td>
<td>Musty, minty, slightly bitter</td>
<td>Chicken, duck, goose, pork</td>
</tr>
<tr>
<td>Sesame seed</td>
<td>Nutty, slightly sweet</td>
<td>Breads, cakes, cookies, seafood</td>
</tr>
<tr>
<td>Tarragon</td>
<td>Slight licorice flavor</td>
<td>Eggs, meats, pickling, poultry</td>
</tr>
<tr>
<td>Thyme</td>
<td>Tea-like</td>
<td>Fish, meats, poultry, soups, sauces</td>
</tr>
<tr>
<td>Turmeric</td>
<td>Earthy, slightly bitter flavor</td>
<td>East Indian cuisine, curries</td>
</tr>
</tbody>
</table>
Decatur Memorial Hospital, Decatur
Contact: Matt Oberheim, Food Service Director, 217-876-6501

Educate Patients, Staff and the Community
- **Cooking Demonstration**: A cooking demonstration was added to cardiac rehab classes for more hands-on learning. Topics included: low-sodium meals, increasing fruit and vegetable consumption, lean proteins and portion sizes.
- **Database**: The hospital updated the system used to nutritionally analyze food items and recipes. An improved database allowed the hospital to more efficiently and accurately plan low-sodium, healthy menus for patients, Meals on Wheels, cafeteria patrons and catering events.

Establish a Comprehensive Food Policy
- **Menu**: A wellness menu was created for in-house catering events.
- **Recipes**: The hospital identified items/recipes that could be made in the hospital kitchen to provide healthier cafeteria options.

Marketing Techniques to Promote Healthful Foods
- **Be Healthy, Be Smart (BHBS) Criteria**: The hospital created promotional materials and updated the cafeteria menu design to highlight the BHBS items. Pricing strategies were also used for BHBH foods.
- **Farmers Market**: A farmers market was held at the hospital. To manage vendors and items sold, the hospital used the “Manage My Market” web program. Banners, promotional posters and flyers were used to promote the farmers market. Advertising on social media sites and the hospital’s message board were also utilized. During the event a table was displayed with a poster board with nutritional labels. Hospital staff were also available to teach customers how to read food labels.
- **Vending**: The hospital created space for vending machines snacks that meet the BHBS wellness criteria. Marketing decals were made to feature the BHBS items. One beverage vending machine was dedicated exclusively to beverages that meet BHBS criteria. Other beverage vending machines throughout the hospital were re-organized so that beverages are listed on the buttons from the least amount of calories on top to the highest amount of calories at the bottom.
Be Healthy. Be Smart.

- SALT SAVVY
- MODERATE CARBOHYDRATES
- ANTIOXIDANT RICH
- REDUCED FAT
- TRANS FAT FREE

Smart ENTREÉS
A la carte contain less than 500 calories
- No more than 600 mg sodium
- Zero grams trans fat
- No more than 45 grams carbs per serving

Smart SIDES
(Rice, Potatoes, Noodles, Fruits or Vegetables, Bread)
- No more than 30 grams carbs
- No more than 35% calories from fat
- Max 10% of calories from saturated fat
- Less than 200 mg sodium
- No trans fat

Smart PRE-PACKAGED
(Snacks, Desserts, Pastries)
- No more than 30 grams carbs
- No more than 35% calories from fat
- Max 10% of calories from saturated fat
- Less than 200 mg sodium
- No trans fat
(100% nuts or seeds are exempt from the fat criteria)

Smart GRAB AND GO
Same as Pre-packaged Snacks and Entrées

Smart BEVERAGES
- Contain 50 calories or less (per 8 oz serving)
- All milk and 100% juice products are considered SMART
JOIN US AT THE
DMH FARMERS MARKET

The DMH Farmers Market features fresh, homegrown produce from locally-owned operations in Illinois.

DATES:
June 17 • July 1, 15, 29 • August 12, 26
September 9, 23 • October 7, 21

Where: Café DMH - Patio
Time: 10 AM to 2 PM

dmhcares.com/FarmersMarket
Fairfield Memorial Hospital, Fairfield
Contact: Dana Taylor, LCSW, ACSW, Director of Organizational Development, 618-847-8362

Educate Patients, Staff and the Community
- **Articles:** The Registered Dietician’s bimonthly article for a local publication highlighted the “Top 3 Diabetes Diet Myths” and other health education.
- **Education Tools:** Informational displays on salt, fat and sugar were utilized during outpatient diabetes education appointments and were used at a Diabetes Support Group and Health Fair.
- **Facebook:** The hospital’s Facebook page was used to highlight local health and wellness resources.
- **Signs/Handouts:** Digital signs were installed in the cafeteria to promote nutritional information and provide education. In addition, calorie information was posted directly below fountain soda drinks for high visibility. Soda consumption decreased substantially through the grant period. Educational pamphlets were also provided in the cafeteria. Napkin dispensers in the cafeteria were used to highlight sodium intake. Topics included: sodium reduction, American Heart Association recommended levels of sodium intake, the typical American’s sodium intake and the amount of sodium in one teaspoon of salt.

Marketing Techniques to Promote Healthful Foods
- **Healthy Symbols:** “Heart healthy” symbols were created to designate foods served in the cafeteria.
- **Pricing Strategies:** The highlighted healthy meal of the month was discounted. The meal included: a healthy entrée, two sides of vegetables, fresh fruit and a low-calorie drink.
- **Taste Tests:** Participants were able to sample recipes and then vote on their favorite. The winning item was included in the next month’s healthy meal promotion. The recipe and nutrition information was available to all participants.

Modify the Build Environment to Promote Healthful Foods
- **Equipment:** The hospital purchased a reach-in cooler to provide healthy on-the-go options. The healthiest items are displayed at eye level and nutrition information is provided.

Utilize Community Partners
- **Health Department:** Educational materials on low sodium and nutrition were distributed to the local health department.
**STOP!**
Rethink your **DRINK**
Go On **GREEN**

**RED**
- Regular Soda
- Sports Drinks
- Sweetened Coffee
- Fruit & Juice Drinks
- Soft Drinks (with added sugar)

**YELLOW**
- Diet Soda
- Diet Cool Tea
- 100% Juice
- Caffeinated/Flavored Milk
- Drink Occasionally

**GREEN**
- Water
- Decaf/Decaffeinated Coffee
- Alkaline Water
- Unsweetened Tea
- Unsweetened Coffee

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**FAIRFIELD MEMORIAL HOSPITAL**
EXCELLENCE IN COMMUNITY HEALTHCARE

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**Join the Movement!**

**SODIUM ADDS UP...**
Remember, the recommended level is only 2300 mg/day!

---

**SODIUM ADDS UP QUICKLY**

Not all foods are high in sodium. But when you combine foods with varying levels as part of your daily diet, sodium can add up quickly.

<table>
<thead>
<tr>
<th>Meal</th>
<th>Sodium (mg)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BREAKFAST</strong></td>
<td></td>
</tr>
<tr>
<td>Bowl of cereal with skim milk</td>
<td>250</td>
</tr>
<tr>
<td><strong>LUNCH</strong></td>
<td></td>
</tr>
<tr>
<td>Cup of soup and a turkey sandwich</td>
<td>1200</td>
</tr>
<tr>
<td><strong>DINNER</strong></td>
<td></td>
</tr>
<tr>
<td>Slice of pizza and salad with light dressing</td>
<td>400</td>
</tr>
<tr>
<td><strong>TOTAL SODIUM</strong></td>
<td></td>
</tr>
<tr>
<td></td>
<td>3,160 mg</td>
</tr>
</tbody>
</table>

---

**FAIRFIELD MEMORIAL HOSPITAL**
EXCELLENCE IN COMMUNITY HEALTHCARE
Tips to reduce sodium from processed foods:

- Buy fresh, frozen (no sauce), or no salt added canned vegetables.
- Use fresh poultry, fish, pork, and lean meat, rather than canned or processed meats.
- When available, buy low sodium, lower sodium, reduced sodium, or no salt added versions of products.
- Limit your use of sauces, mixes, and "instant" products, including flavored rice and ready-made pasta.

Reduce the Sodium!

According to the American Heart Association, the recommended level of daily sodium intake should be 1500-2400mg. The average American currently gets closer to 3400mg daily! As you work to decrease your sodium intake, remember that just 1 teaspoon of salt contains 2300mg of sodium--nearly an entire day's worth!
Educate Patients, Staff and the Community

- **Articles:** Through the FHN Insight publication, an article titled “Salt Can Sabotage Your Health: Reduce Your Sodium Intake and Increase Your Wellness” was distributed to the local community.

- **Education Tools:** “Take Heart: Successfully Living with Heart Failure” book was distributed to inpatients diagnosed with heart failure. This book was developed by staff and was recently updated to include a sodium tracker log. The book addresses limiting salt intake at home and in restaurants, examples of high- and low-sodium foods, as well as instructions on reading and interpreting nutrition labels. The FHN “The Sodium Content of Your Food” booklet was distributed to all Cardiac Rehab patients. In addition, three books: “The No-Salt, Lowest-Sodium Light Meals Book,” “The No-Salt Lowest-Sodium Baking Book,” “The No-Salt Lowest-Sodium Cookbook” were purchased and are available in the FHN Resource Library, which is accessible to community members, staff and providers.

- **Electronic Health Records:** The hospital integrated dietitian referrals into the electronic health record system. New criteria allow for more consults in a timely manner.

- **Facebook:** The FHN Facebook page has links to low-sodium/healthy eating programs for children.

- **Menus:** Patient menus identify high sodium-food. In addition, menus sent to staff members include nutritional information about entrees, including sodium content.

- **Presentations:** Lifestyle seminars featuring a Registered Dietician provided education on healthier eating.

- **Quiz:** A sodium quiz has been offered across FHN events.

- **Radio:** Radio interviews were held at local stations, featuring dieticians and RNs educating about lowering sodium intake.

- **Signs/Handouts:** Materials regarding reducing sodium to control blood pressure, sodium in processed food, sodium reduction tips and salt myths were distributed at various local events, in the FHN cafeteria and in provider offices.

- **Video:** A video was created to the tune of “Shake it Off” to help educate on the importance of sodium reduction.

- **Website:** The FHN website (www.fhn.org) featured segments and articles on sodium reduction.

Marketing Techniques to Promote Healthful Foods

- **Beverages:** “Thirsty Thursdays” allowed diners in the cafeteria to enjoy fruit-infused water instead of soda every Thursday during August.

- **Giveaways:** The FHN cafeteria offered free salad bowls to those who purchased salad. Salad prices also were reduced to encourage diners to purchase a salad. After diners
purchased five salads, they were entered into a drawing for shares at the local Community Supported Agriculture.

- **Seasonings:** Salt shakers on the tables were replaced with Mrs. Dash seasoning. Table tents provided education to the diners regarding lower-sodium diets. Salt-free seasonings (Gift Pack Kind Heart Box) were distributed to members of the FHN Cardiac Rehab program. In addition, salt-free seasonings (Gift Pack Kind Heart Box) were distributed to the members of the Northern Illinois Health Plan (NIHP) disease management groups for coronary artery disease and hypertension. The members also received a personalized congratulatory message for their focus on reduced sodium in their diet, acknowledging any positive health changes such as losing weight and lowering blood pressure.

**Utilize Community Partners**

- **Churches:** Low-sodium food donations were collected for the Freeport Area Church Cooperative.
- **High School Football Games:** During football season, lower-sodium popcorn was distributed along with information on the importance of reducing sodium intake.
SHAKE IT OFF!

Too much sodium (salt) can lead to high blood pressure, heart attack, and stroke. People particularly at risk for these health issues are those over 50, with diabetes, and/or African-Americans. Lower-sodium options, like this popcorn from TreeLee Popcorn in Shannon, are healthier and taste great. Start shaking the salt habit today!
MacNeal Hospital, Berwyn
Contact: Jill Whitney, MS, RDN, LDN, Clinical Nutrition Manager, 708-783-2694

Educate Patients, Staff and the Community
- **Brochure:** A nutrition guide was created and included the nutrition content of food to educate customers, patients and employees about their food choices.
- **Cooking Demonstrations:** The hospital included cooking demonstrations on heart-healthy cooking and sodium intake as part of a mindful eating presentation.
- **Signs/Handouts:** Overhead electronic signs with nutrition information were added to the cafeteria to. In addition, materials were created for education programs.

Marketing Techniques to Promote Healthful Foods
- **Labeling:** Foods made in-house now include nutrition information.
- **Low-Sodium Entrée Deal:** Low-sodium meals were highlighted in the cafeteria. The “Sodium Meal Deal” provided a free meal once an individual bought 10 low-sodium meals.

Modify the Build Environment to Promote Healthful Foods
- **Placement:** Items were rearranged in the cafeteria to promote healthier grab-and-go items at the point of sale.

Utilize Community Partners
- **Community Health Fairs:** The hospital participated in local community health fairs and focused on sodium education.
### Grill Items

<table>
<thead>
<tr>
<th>Item</th>
<th>Calories</th>
<th>Carbs</th>
<th>Fat</th>
<th>Sodium</th>
<th>Protein</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Panini</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chicken Panini (w/cheese)</td>
<td>287</td>
<td>428</td>
<td>47.6</td>
<td>13.1</td>
<td>1,445</td>
</tr>
<tr>
<td>Chicken Panini (w/o cheese)</td>
<td>433</td>
<td>115</td>
<td>12.8</td>
<td>4.4</td>
<td>980</td>
</tr>
<tr>
<td>Cheese Panini</td>
<td>633</td>
<td>301</td>
<td>31.7</td>
<td>13.2</td>
<td>1,403</td>
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<tr>
<td>Veggie Panini (w/cheese)</td>
<td>639</td>
<td>165</td>
<td>18.3</td>
<td>3.0</td>
<td>880</td>
</tr>
<tr>
<td><strong>Wraps</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Caesar Wrap (w/cheese)</td>
<td>753</td>
<td>324</td>
<td>36.0</td>
<td>16.0</td>
<td>1,536</td>
</tr>
<tr>
<td>Chicken &amp; Bacon Wrap</td>
<td>761</td>
<td>326</td>
<td>36.2</td>
<td>16.9</td>
<td>2,018</td>
</tr>
<tr>
<td>Western Chicken (w/cheese)</td>
<td>787</td>
<td>428</td>
<td>47.6</td>
<td>13.1</td>
<td>1,445</td>
</tr>
<tr>
<td><strong>Burgers (bun &amp; cheese included)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beef Burger</td>
<td>489</td>
<td>268</td>
<td>29.2</td>
<td>11.6</td>
<td>870</td>
</tr>
<tr>
<td>Turkey Burger</td>
<td>486</td>
<td>299</td>
<td>33.2</td>
<td>11.0</td>
<td>1,128</td>
</tr>
<tr>
<td>Veggie Burger</td>
<td>361</td>
<td>186</td>
<td>15.1</td>
<td>6.2</td>
<td>1,063</td>
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</table>

### Subs & Sandwiches (cheese not included)

<table>
<thead>
<tr>
<th>Item</th>
<th>Calories</th>
<th>Carbs</th>
<th>Fat</th>
<th>Sodium</th>
<th>Protein</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turkey</td>
<td>314</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
<tr>
<td>Chicken</td>
<td>501</td>
<td>206</td>
<td>29.6</td>
<td>12.5</td>
<td>1,601</td>
</tr>
<tr>
<td>Ham &amp; Cheese</td>
<td>457</td>
<td>126</td>
<td>14.0</td>
<td>3.5</td>
<td>750</td>
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<tr>
<td>Roast Beef</td>
<td>529</td>
<td>233</td>
<td>25.9</td>
<td>7.0</td>
<td>901</td>
</tr>
<tr>
<td>Italian Sub</td>
<td>380</td>
<td>117</td>
<td>13.2</td>
<td>5.0</td>
<td>1,770</td>
</tr>
<tr>
<td>Reuben</td>
<td>433</td>
<td>127</td>
<td>14.1</td>
<td>2.5</td>
<td>1,264</td>
</tr>
<tr>
<td>Ham</td>
<td>332</td>
<td>30</td>
<td>3.4</td>
<td>0.9</td>
<td>930</td>
</tr>
<tr>
<td>Turkey Ham</td>
<td>332</td>
<td>30</td>
<td>3.4</td>
<td>0.9</td>
<td>930</td>
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### Salads

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<th>Item</th>
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<th>Carbs</th>
<th>Fat</th>
<th>Sodium</th>
<th>Protein</th>
</tr>
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<tbody>
<tr>
<td>Chicken Caesar Salad</td>
<td>416</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
<tr>
<td>Caesar Dressing</td>
<td>310</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
<tr>
<td>Chef Salad</td>
<td>355</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
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<tr>
<td>Italian Dressing</td>
<td>416</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
<tr>
<td>Greek Salad</td>
<td>416</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
<tr>
<td>Western Salad</td>
<td>416</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
<tr>
<td>Berry and Blue Salad</td>
<td>416</td>
<td>132</td>
<td>14.7</td>
<td>2.9</td>
<td>969</td>
</tr>
</tbody>
</table>

### Pizza

<table>
<thead>
<tr>
<th>Item</th>
<th>Calories</th>
<th>Carbs</th>
<th>Fat</th>
<th>Sodium</th>
<th>Protein</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cheese Pizza</td>
<td>513</td>
<td>223</td>
<td>24.8</td>
<td>15.4</td>
<td>1,300</td>
</tr>
<tr>
<td>Pepperoni Pizza</td>
<td>653</td>
<td>223</td>
<td>24.8</td>
<td>15.4</td>
<td>1,300</td>
</tr>
<tr>
<td>Vegetable Pizza</td>
<td>570</td>
<td>223</td>
<td>24.8</td>
<td>15.4</td>
<td>1,300</td>
</tr>
<tr>
<td>Sausage Pizza</td>
<td>715</td>
<td>223</td>
<td>24.8</td>
<td>15.4</td>
<td>1,300</td>
</tr>
<tr>
<td>Chicken Caesar</td>
<td>584</td>
<td>223</td>
<td>24.8</td>
<td>15.4</td>
<td>1,300</td>
</tr>
<tr>
<td>Ham &amp; Pineapple</td>
<td>615</td>
<td>223</td>
<td>24.8</td>
<td>15.4</td>
<td>1,300</td>
</tr>
</tbody>
</table>

44
<table>
<thead>
<tr>
<th>Soups (12 oz bowl)</th>
<th>Calories</th>
<th>Carbohydrates (g)</th>
<th>Calories from Fat (g)</th>
<th>Total Fat (g)</th>
<th>Saturated Fat (g)</th>
<th>Sodium (mg)</th>
<th>Total Carbohydrate (g)</th>
<th>Dietary Fiber (g)</th>
<th>Protein (g)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beef Barley</td>
<td>116</td>
<td>9</td>
<td>1</td>
<td>0.4</td>
<td>275</td>
<td>22</td>
<td>6</td>
<td></td>
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</tr>
<tr>
<td>Beef Noodle</td>
<td>127</td>
<td>17</td>
<td>1.6</td>
<td>1.6</td>
<td>241</td>
<td>22</td>
<td>7</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Black Bean &amp; Cheese</td>
<td>131</td>
<td>31</td>
<td>3</td>
<td>1</td>
<td>487</td>
<td>14</td>
<td>4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Beef &amp; Chorizo</td>
<td>84</td>
<td>2</td>
<td>0</td>
<td>0</td>
<td>891</td>
<td>35</td>
<td>6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cervel &amp; Cabbage</td>
<td>44</td>
<td>7</td>
<td>1</td>
<td>0</td>
<td>267</td>
<td>10</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chicken &amp; Green</td>
<td>128</td>
<td>33</td>
<td>4</td>
<td>2</td>
<td>884</td>
<td>10</td>
<td>10</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chicken &amp; Wild Rice</td>
<td>195</td>
<td>47</td>
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| French Onion       | 116     | 67                | 7                    | 2           | 107           | 22          | 6                    |                 |           |
| Fisherman's Soup   | 196     | 9                 | 1                    | 0           | 78            | 0           | 24                   |                 |           |
| Italian Wedding     | 126     | 62                | 7                    | 2           | 715           | 11          | 5                    |                 |           |
| Lentil Andouillette| 134     | 23                | 3                    | 0           | 159           | 10          | 7                    |                 |           |
| Leek & Potato       | 52      | 7                 | 1                    | 0           | 244           | 12          | 1                    |                 |           |
| Macaroni            | 110     | 9                 | 1                    | 0           | 329           | 26          | 44                   |                 |           |
| Minestrone          | 88      | 3                 | 0.3                  | 0.1         | 892           | 15          | 6                    |                 |           |
| Noodle             | 67      | 27                | 3                    | 1           | 559           | 7           | 11                   |                 |           |
| Seafood Chowder     | 115     | 85                | 5.6                  | 1.5         | 880           | 13          | 6                    |                 |           |
| Split-Pea Soup & Rice| 210  | 7                 | 1                    | 0           | 638           | 16          | 15                   |                 |           |
| Tuna                | 108     | 16                | 2                    | 1           | 289           | 21          | 4                    |                 |           |
| Tuna-less           | 73      | 4                 | 0.5                  | 0           | 633           | 12          | 3                    |                 |           |
| Vegetable & Beef   | 65      | 9                 | 1                    | 0.4         | 279           | 10          | 5                    |                 |           |
| Vegetable & Pesto   | 112     | 10                | 1.1                  | 0           | 244           | 11          | 4                    |                 |           |
| Vegetable & Pasta   | 64      | 6                 | 1                    | 0           | 289           | 14          | 2                    |                 |           |
| Wonton              | 117     | 35                | 4                    | 0           | 311           | 23          | 4                    |                 |           |

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Northwestern Medicine Kishwaukee Hospital, DeKalb
Contact: Emily Martinez, Food and Nutrition Director, 815-756-1521 ext. 153279

Educate Patients, Staff and the Community
- **Cooking Demonstrations**: Classes were held in the culinary kitchen. Topics included: how to lower sodium in cooking, how to shop and cook healthy on a $10 budget and healthy eating on a budget.
- **Providers**: The hospital incorporated provider education about the impact of high-sodium intake on health and sources of sodium as a standard component of healthcare provider training programs focused on primary prevention and wellness.
- **Signs/Handouts**: A display was created to show how to make better food choices. Handouts were also distributed. Registered Dieticians were available at lunch with the display to discuss sodium-related topics. Recipes used in the café and samplings were also provided. An education campaign to promote a healthful food environment to staff and visitors was promoted through materials. In addition, new signage was added in the retail area.

Marketing Techniques to Promote Healthful Foods
- **Giveaways**: Cookbooks and spices were used as giveaways during classes. Quizzes were also distributed to receive a giveaway.
- **Menus**: Heart-healthy foods were designated on the patient menu.
- **Seasonings**: Low-sodium blends were created and put on cafeteria tables. In addition, low-sodium blends were used as rubs for smoked meats and marinades. Free samples were given away during classes and community events.

Modify the Build Environment to Promote Healthful Foods
- **Point of Sale**: Fruit was added to the cafeteria checkout area.

Utilize Community Partners
- **Community Programs**: Registered Dieticians provided community nutrition education programs about reducing sodium in the diet.
OSF Saint Anthony Medical Center, Rockford
Contact: Nathan Hamman, Manager of Wellness and Weight Management, 815-227-2761

Educate Patients, Staff and the Community
- **Cooking Demonstrations**: Sodium-reduction diet classes were held in addition to cooking demonstrations on lower-sodium foods.
- **Education Tools**: Class participants received cookbooks on low-sodium foods.
- **Signs/Handouts**: New educational handouts on lowering sodium intake were distributed to patients and staff.

Establish a Comprehensive Food Policy
- **Herb Garden**: An herb garden was created to grow herbs for heart-healthy recipes.

Marketing Techniques to Promote Healthful Foods
- **Labeling**: Several food items were labeled in the cafeteria and vending areas.
- **Seasonings**: Mrs. Dash seasoning was distributed to cardiac rehab patients.

Modify the Build Environment to Promote Healthful Foods
- **Vending**: Created a food pantry for offsite workers with healthier choices.

Utilize Community Partners
- **Community Groups**: The hospital partnered with local community groups to provide low-sodium cooking demonstrations and education.
**OSF Saint Francis Medical Center, Peoria**
Contact: Jo Garrison, Director-Business and Community Health Services, 309-282-1610

**Educate Patients, Staff and the Community**
- **Cooking Demonstrations:** Sodium reduction classes were offered at the hospital and in the community.
- **Education Tools:** Models were purchased to help educate patients.
- **Signs/Handouts:** New education handouts were distributed to patients and staff on lowering sodium intake.

**Establish a Comprehensive Food Policy**
- **Herb Garden:** An herb garden was created on the roof of the hospital. The herbs were used as part of community and professional education presentations. The OSF chef and dietetic interns included fresh herbs in cooking demonstrations throughout the summer. For example, a class called “Totally Tomatoes” was held at the Botanical Gardens. During the class, they demonstrated how to make an herbal salt using sage and rosemary from the OSF garden. All participants received a sample, instructions on how to make the herbal salt at home, and examples of how to use the seasoning at home to enhance the flavor and reduce salt in recipes. Another community program, “Dirt, Worms and Tomato Sauce,” was designed for children to create a healthy lunch from the produce they grew. OSF herbs were incorporated into the class. The children smelled and tasted the herbs before adding the herbs into recipes. Herbs are also used for food preparation for OSF catering events. The hospital provided taste tests of herbs grown in the garden as well.
- **Menus:** The hospital included language supporting the availability of healthy, lower-sodium foods at meetings and workshops. Catering menus were modified as well.

**Marketing Techniques to Promote Healthful Foods**
- **Labeling:** Nutrition labels were added to several food items in the cafeteria and vending areas.
- **Seasonings:** Additional seasonings were offered in the cafeteria.

**Modify the Build Environment**
- **Point of Purchase:** Placed lower-sodium, healthier options in strategic locations at and around the point of purchase.

**Utilize Community Partners**
- **Community Groups:** The hospital partnered with local community groups to provide low-sodium cooking demonstrations and education.
OSF St. Joseph Medical Center, Bloomington
Contact: Erin Kennedy, Manager, Center for Healthy Lifestyles, 309-661-5153

Educate Patients, Staff and the Community

- **Articles**: A flyer was created that stressed the importance of monitoring salt and sodium intake on a regular basis. The flyer, “Shake the Salt Habit,” was posted throughout the hospital and shared with outside organizations.
- **Blood Pressure Assessments**: Trained hospital personnel performed blood pressure assessments in the cafeteria once a month. The screening was offered to all guests who wanted to participate. As part of the activity, the hospital provided printed education materials on blood pressure, sodium intake and chronic conditions affected by increased sodium. The hospital’s Center for Healthy Lifestyles collaborated with the Cardiac and Pulmonary Rehabilitation Department to offer blood pressure education utilizing models for patients and community members. Blood pressure screenings were also offered through local businesses and fairs.
- **Cooking Demonstrations**: The Center for Healthy Lifestyles provided a low-sodium cooking class for the community focusing on the American Heart Association’s DASH diet. During the class, a Registered Dietician taught low-sodium cooking techniques while providing a cooking demonstration. Participants were served food prepared during class, and received educational materials and recipes.
- **Education Tools**: Models of the heart were used in cardiac-pulmonary rehab for education classes.

Marketing Techniques to Promote Healthful Foods

- **Labeling**: Nutrition information for many items were added to the cafeteria. Employees and guests can see the information in binders at the cafeteria’s entrance. A chart was added to the salad bar with an icon illustrating the amount of salt in each item.
- **Seasonings**: Sodium-free spices were made available in the cafeteria.
OSF Saint Luke Medical Center, Kewanee
Contact: Lori Christiansen, Director of Rehabilitation Services, 309-852-7930

Educate Patients, Staff and the Community
- **Education Tools:** Heart and cardiovascular anatomy models were used for patient education. MyPlates were also purchased for use as wellness incentives.
- **Signs/Handouts:** The hospital distributed materials with nutrition facts to employees, patients, visitors and community members. Table tents and other signs were displayed prominently at strategic points in the café and throughout the hospital.

Establish a Comprehensive Food Policy
- **Farmers Market:** The hospital included language to support locally grown agriculture and allow farmers markets to operate at the hospital.
- **Garden:** A garden was planted next to the hospital. Fresh produce was served in the cafeteria and to patients. Future expansion of the garden would allow for fresh produce donations.
- **Menus:** Language was included to support the availability of healthful, lower-sodium foods at meetings and workshops hosted by the hospital. Catering menus were also modified. The hospital eliminated or modified therapeutic diets so all patients were on a heart-healthy or low-sodium diet.
- **Recipes:** Dieticians and nutrition services staff developed low-sodium recipes.

Marketing Techniques to Promote Healthful Foods
- **Beverages:** Fruit- and vegetable-infused water was offered in the cafeteria at no charge. Regular lemonade was removed from the line.
- **Fruits and Vegetables:** The hospital purchased baskets of fresh fruits and vegetables from a local farmer on a weekly basis. They were used both in the hospital café and as incentives for staff to try new recipes provided by the dietician and prepare healthier meals at home.
- **Seasonings:** The hospital provided healthy spices and seasonings in café that could be used in place of salt. In addition, visitors could take home samples of spices and seasonings to use at home.

Modify the Build Environment
- **Point of Purchase:** Lower-sodium, more healthful options were placed in strategic locations at and around the point of purchase.
Where does your sodium hide?

Check the labels!
Some breads are higher in sodium than others!

Two ounces of processed deli meat is 4-6 THIN slices and can be anywhere from 400 to 1200mg sodium!

Read all labels. Some fresh and frozen poultry has salt injected and will result in 600mg or more per serving instead of the natural 50-75mg.
Perry Memorial Hospital, Princeton
Contact: Ashley Schwind, Registered Dietician, 815-876-4448

Educate Patients, Staff and the Community

- **Articles**: A wellness newsletter was sent out by the hospital to discuss portion sizes and other topics related to sodium. Additional items were included in the hospital’s newsletter.
- **Community Education**: Salt sense discussions were provided to hospital support groups focusing on health eating and sodium reduction. Salt sense education was also provided to the local Senior Center.
- **Cooking Demonstrations**: Demonstrations were held at local farmers markets and through the community. Several of the topics were covered, including spices and herbs, homemade fajita or taco seasoning, and homemade salad dressing. Monthly cooking classes were held at the hospital focusing on health eating as well.
- **Signs/Handouts**: The hospital distributed materials with sodium reduction education. In addition, a booth of sodium reduction materials was provided within the hospital cafeteria, local health fairs and other community events.

Marketing Techniques to Promote Healthful Foods

- **Farmers Market**: Hospital staff attended the local farmers market and provided a cooking demo, recipes and education to those attending.
- **Giveaways**: Cookbooks, insulated bags and other materials were given away at fairs, parades and community events to promote healthy eating and lower-sodium diets.
- **Labeling**: Additional food labels were added to the cafeteria. A new sodium label was introduced to highlight high sodium containing foods. High sodium was defined as over 300 mg for a side or snack item and over 800 mg for an entrée, full-size sandwich, 12-ounce bowl of soup or main dish. Nutrition labels included sodium for all entrees and soups. Signage and other descriptors also were added to highlight nutrient-rich and low-sodium foods, such as fruits and vegetables.
- **Samples**: During health walks and parades, samples of low-sodium snacks were distributed to promote healthy eating. Oranges were handed out at a health walk at the local elementary school and each student received a healthy snack crossword puzzle that highlighted items low in sodium.

Utilize Community Partners

- **Workplace**: The hospital staff provided a lunch and learn to a local workplace focusing on healthy eating and sodium reduction.
- **School District**: Hospital staff worked with the local school to educate students on healthy eating and sodium reduction.
- **Senior Center**: the hospital staff provided educational materials to the local Senior Center focusing on heart health and sodium reduction.
WAYS TO LIMIT
SALT
IN YOUR DIET

Reduce your salt intake to guard against or reduce high blood pressure.

- Check Nutrition Facts labels and choose foods with the least sodium or no salt added. Rinse canned foods to remove some sodium.

- Taste food before adding salt, or use salt-free seasonings and spices.

- Avoid instant or flavored rice, pasta, and cereal mixes, which usually have added salt.

- Cut back on what the American Heart Association calls "the salty six": breads and rolls, cold cuts and cured meats, pizza, poultry, canned soup, and sandwiches.

- Remove the salt shaker from your table so you’re not tempted to use it.

- Snack on fresh vegetables and fruit, or unsalted peanuts or popcorn.

Perry Memorial Hospital
**Very Veggie Chicken Fajitas**

**Ingredients**

- 3 tsp. olive or canola oil
- 1 lb. chicken breast, sliced
- 1 recipe Fajita Seasoning blend
- 1 small Onion, sliced
- 1 Green bell pepper, sliced
- 1 Red bell pepper, sliced
- 1 Zucchini, halved and sliced
- ½ cup mushrooms, sliced
- ½ tsp black pepper
- ¼ tsp salt
- 1 cup plain yogurt
- 1.5 tbsp. lime juice
- 3 tbsp. chopped cilantro
- 12 tortilla shells
- ½ cup salsa
- ½ cup shredded cheese

**Instructions**

1. Mix together the following ingredients for the Salt-Free Fajita Seasoning Blend: 1 tsp. chili powder, 1 tsp. cumin, 1/2 tsp. dried oregano leaves, 1/2 tsp. garlic powder, 1/2 tsp. paprika, 1/4 tsp. onion powder, & 1/4 tsp. red pepper flakes.
2. Coat the strips of chicken in the fajita seasoning.
3. In a sauté pan, Heat 1 tsp. of the oil on medium-high heat. When pan is hot, add the seasoned chicken to the pan and sauté until cooked thoroughly to 165 F.
4. Remove chicken from pan and set aside. In the same pan, heat remaining oil on medium-high heat. Add onions, peppers, pepper & salt. Sauté vegetables for 3-4 minutes.
5. Add zucchini & mushrooms, sauté for an additional 2-3 mins.
6. Return chicken to pan and heat thoroughly.
7. In a small bowl mix plain yogurt, lime juice, & cilantro. Use as a healthier sour cream topping for fajitas.
8. Enjoy fajita meat & veggies in a tortilla shell topped with salsa, shredded cheese, and cilantro yogurt. Enjoy!

*Created by Ashley Schwind, Registered Dietitian at Perry Memorial Hospital*
Presence Covenant Medical Center, Urbana
Contact: Elise Boyer, MS, RDN, LDN, Regional Clinical Nutrition Manager, 217-337-2890

**Educate Patients, Staff and the Community**
- **Articles:** The hospital newsletter contained articles on sodium reduction and one article was highlighted in the local newspaper. The articles included: Lower your Sodium Intake, Dangers of Sodium and In the Know About Sodium.
- **Blood Pressure Screenings:** Education and blood pressure screenings were provided at hospital and local events. Recipes and samples were also distributed at that time.
- **Cooking Demonstrations:** The hospital purchased cooking demonstration equipment to teach staff, visitors and the community how to cook with healthy ingredients. Chef’s tips were also provided.
- **Lunch and Learn:** Nutritional topics were discussed with a dietician. A food demonstration and meal was also provided to the participants.
- **Signs/Handouts:** New signs were created describing foods that are labeled “mindful.” In addition, signage addressed reading nutrition labels, low-sodium diets and why salt shakers were moved. Other materials included table tents, flyers and posters on the importance of a lower-sodium diet. An informational bulletin board also was created to highlight the hidden sodium in various foods.

**Establish a Comprehensive Food Policy**
- **Menus:** The hospital worked to expand “mindful” food options offered in the cafeteria. In addition, the hospital adopted a food policy on serving sodium-friendly options at meetings and hospital events. Low-sodium catering options were also implemented. A policy on nutrition standards was discussed in the organization and a better-beverage policy was examined.

**Marketing Techniques to Promote Healthful Foods**
- **Apps:** The hospital encouraged and promoted the use of the MyFitnessPal app and the Sodexo app for nutrition information.
- **Farmers Market:** A mini pop-up farmers market with subsidized pricing was held in the café for staff and visitors.
- **Giveaways:** Loyalty incentives were given for those who purchased a certain number of “mindful meals.”
- **Pricing Strategies:** The café offered bundled value pricing on reduced-sodium foods and beverages, including “mindful” soups and salads, “mindful” sandwiches and better-for-you beverages. Also, offered limited-time offers on reduced-sodium foods and beverages.
- **Samples:** Different healthy samples were shared at “mindful” events throughout the hospital and community. The mindful events were held every Monday.
- **Seasonings:** Salt substitutes, such as Mrs. Dash, were added to the cafeteria.
- **Vending:** Discussions were held with the vending company to increase the amount of healthy foods available.
Utilize Community Partners

- **Food Pantry**: The hospital provided education on reading nutrition labels, optimal blood pressure numbers and low-sodium options at local food pantries.
Why a Low-Sodium Diet?

Benefits of Following a Low-Sodium Diet

A

“Studies confirm the benefits of a low-sodium diet. Salt, which is sodium chloride, has long been linked to high blood pressure. And high blood pressure, or hypertension, which afflicts nearly one in three Americans, is a leading cause of cardiovascular disease. Blood pressure is the measure of the force of blood against artery walls. When it rises too high, the pressure causes damage to many organs, including heart, kidneys, brain, and even eyes. The less salt you consume, the more likely your blood pressure will remain out of the danger zone.”

How to Read Food Labels

B

“Read the nutrition label. The nutrition facts label is one way to identify foods low or high in sodium. The percent daily value listed on the nutrition facts label can help you quickly determine if a food is low or high in sodium. Remember this rule for sodium: if the percent daily value is five or less this is a good deal. If the percent daily value is twenty percent or more leave it at the store. Be sure to choose foods with five percent sodium or less.”

Why We Moved the Salt Shakers

C

“Presence Health is taking the step to remove salt shakers from tables to encourage patrons to reduce the temptation of adding salt to food before eating it. Instead of finding a salt shaker, patrons will find that salt shakers are still available but located at the condiment station.”

Presence Health
### This is what it takes to be mindful.

<table>
<thead>
<tr>
<th>Category</th>
<th>Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PLATES</strong></td>
<td>- less than or equal to 600</td>
</tr>
<tr>
<td><strong>ENTRÉES</strong></td>
<td>- less than or equal to 550</td>
</tr>
<tr>
<td><strong>SIDES</strong></td>
<td>- less than or equal to 225</td>
</tr>
<tr>
<td><strong>SOUPS</strong> (8 oz)</td>
<td>- less than or equal to 200</td>
</tr>
<tr>
<td><strong>DESSERTS•SNACKS</strong></td>
<td>less than or equal to 35% of calories from fat OR less than or equal to 15g</td>
</tr>
<tr>
<td><strong>DRINKS</strong></td>
<td>- less than or equal to 5% of calories from fat OR less than or equal to 15g</td>
</tr>
<tr>
<td><strong>TOTAL FAT</strong></td>
<td>- less than or equal to 10% of calories from saturated fat</td>
</tr>
<tr>
<td><strong>TRANS. FAT</strong></td>
<td>- FREE! (less than 0.5g)</td>
</tr>
<tr>
<td><strong>SODIUM</strong></td>
<td>- less than or equal to 100mg</td>
</tr>
<tr>
<td><strong>SODIUM</strong></td>
<td>- less than or equal to 700mg</td>
</tr>
<tr>
<td><strong>FIBER</strong></td>
<td>- more than or equal to 3g</td>
</tr>
</tbody>
</table>

**Presence Health**

[www.mindful.sodexo.com](http://www.mindful.sodexo.com)
**Presence Saints Mary and Elizabeth Medical Center, Chicago**

Contact: Nick Groch, Clinical Nutrition Manager, 312-770-2165

**Educate Patients, Staff and the Community**

- **Articles**: The hospital emailed a weekly newsletter to associates containing information on sodium reduction and an article was highlighted in the local newspaper.
- **Lunch and Learn**: A dietician discussed nutrition and the cafeteria’s chef held cooking demonstrations.
- **Presentations**: “Mindful Nutrition Tables” helped educate staff and visitors about nutrition.
- **Signs/Handouts**: New signs were created describing foods that are labeled “mindful.” In addition, signage addressed reading nutrition labels, low-sodium diets and why salt shakers were moved. Other materials included table tents, flyers and posters on the importance of a lower-sodium diet.

**Establish a Comprehensive Food Policy**

- **Garden**: The hospital’s rooftop garden was expanded. Vegetables and herbs from the garden were used for demonstrations and education.
- **Menus**: The hospital worked to expand “mindful” food options offered in the cafeteria. Specific attention was given to sodium levels.

**Marketing Techniques to Promote Healthful Foods**

- **Apps**: The hospital encouraged the use of the MyFitnessPal app and the Sodexo BITE app to disseminate nutrition information.
- **Farmers Market**: A monthly farmers market was implemented in the hospital. Patient food prescriptions were given to at risk patient populations to help individuals obtain healthy low-sodium produce options.
- **Food of the Month**: The cafeteria highlighted healthy foods every month.
- **Point of Purchase**: Lower-sodium foods were highlighted at eye level and candy was moved away from the point of purchase.
- **Seasonings**: Salt substitutes, such as Mrs. Dash, were added to the cafeteria.
- **Vending**: Discussions were held with the vending company to increase the amount of healthy foods available. Vending signage and products were changed to enhance the amount of low-sodium options available.
Presence United Samaritans Medical Center, Danville
Contact: Elise Boyer, MS, RDN, LDN, Regional Clinical Nutrition Manager, 217-443-5000 ext. 5105

Educate Patients, Staff and the Community
- **Articles**: The hospital newsletter contained articles on sodium reduction and one article was highlighted in the local newspaper. The articles included: Sodium and the Nutrition Facts Label and Sodium and Health.
- **Blood Pressure Screenings**: Education and blood pressure screenings were provided at hospital and local events. Recipes and samples were also distributed.
- **Cooking Demonstrations**: Cooking demonstrations were held to teach staff, visitors and the community how to cook with healthy ingredients. Chef’s tips also were provided.
- **Lunch and Learn**: Nutritional topics were discussed with a dietician. A food demonstration and meal were also provided to participants.
- **Signs/Handouts**: New signs were created describing foods that are labeled “mindful.” In addition, signage addressed reading nutrition labels, low-sodium diets and why salt shakers were moved. Other materials included table tents, flyers and posters on the importance of a lower-sodium diet. An informational bulletin board also was created to highlight the hidden sodium in various foods.

Establish a Comprehensive Food Policy
- **Menus**: The hospital expanded “mindful” food options offered in the cafeteria. In addition, the hospital adopted a food policy on serving sodium-friendly options at meetings and hospital events. Low-sodium catering options were also implemented. A policy on nutrition standards was discussed in the organization and a better-beverage policy was examined.

Marketing Techniques to Promote Healthful Foods
- **Apps**: The hospital encouraged and promoted the use of the MyFitnessPal app and the Sodexo app for nutrition information.
- **Farmers Market**: A mini pop-up farmers market with subsidized pricing was held in the café for staff and visitors.
- **Giveaways**: Loyalty incentives were given for those who purchased a certain number of “mindful meals.”
- **Pricing Strategies**: The café offered bundled value pricing on reduced-sodium foods and beverages, including “mindful” soups and salads, “mindful” sandwiches and better-for-you beverages. Also, offered limited-time offers on reduced-sodium foods and beverages.
- **Samples**: Different healthy samples were shared at “mindful” events throughout the hospital and community. Mindful samples were provided every Monday.
- **Seasonings**: Salt substitutes, such as Mrs. Dash, were added to the cafeteria.
- **Vending**: Discussions were held with the vending company to increase the amount of healthy foods available.
**FAQ**

**What is sodium?**
Sodium is a mineral needed by your body. Table salt (sodium chloride) is approximately 60% sodium by weight. Sodium is found naturally in foods, but is more commonly added to processed foods to flavor and to act as a preservative.

**Is sea salt healthier?**
Sea salt is often promoted as a healthier alternative to table salt. Unfortunately, sea salt is salt. Sea salt and table salt have comparable amounts of sodium by weight. Therefore, it is not recommended to use sea salt as a healthy alternative to table salt.

**How does it affect me?**
Your body has regulatory processes to balance the proper amount of water and minerals. Eating too much sodium can cause the muscles in your arteries and make your heart work harder, resulting in high blood pressure. Over time, this can lead to more serious conditions such as heart disease, stroke, osteoporosis, stomach cancer, and kidney disease.

**How much is too much?**
The average American is consuming more than 3,400 milligrams of sodium per day, whereas the American Heart Association recommends no more than 2,300 milligrams of sodium per day. Your body may be accustomed to a higher level of sodium.

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**SOURCES**

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**WATCH OUT FOR SNEAKY SODIUM!**

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**MORE INFO**

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**GET THE FACTS.**

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Thomas H. Boyd Memorial Hospital, Carrollton
Contact: Deb Campbell, CEO, 217-942-6946

Educate Patients, Staff and the Community
- **Blood Pressure:** Free blood pressure screenings, education and counseling were offered to employees.
- **Labeling:** The hospital used a logo to highlight healthier items in the cafeteria.
- **Signs/Handouts:** Educational materials were created to provide sodium information to schools, senior citizens, staff, patients and visitors. Other materials were posted on the dining room bulletin board, employee newsletter, hospital website, hospital social media and other employee information outlets.

Establish a Comprehensive Food Policy
- **Food Supply:** The hospital investigated alternative sources of food supply for more nutrient-rich lower-sodium options that are also cost effective.
- **Menus:** The meal-planning team evaluated the current menu and established dietary guidelines for cafeteria offerings. In addition, healthier options, such as fruits and vegetables, were added.

Marketing Techniques to Promote Healthful Foods
- **Seasonings:** Salt substitutes, such as Mrs. Dash, were added to cafeteria tables.

Modify the Build Environment to Promote Healthful Foods
- **Salad Bar:** The hospital added a salad bar to encourage staff and visitors to choose healthier options when dining in the cafeteria.

Utilize Community Partners
- **School Districts:** The hospital worked with the local school districts’ dietary departments to provide education on nutrition and sodium intake. In addition, education was given to local students on sodium reduction.
- **Senior Citizen Groups:** Education on the importance of sodium intake was discussed at events for seniors.
**WHERE CAN YOU FIND THE SALT CONTENT OF A FOOD?**

<table>
<thead>
<tr>
<th>Nutrition Facts</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Serving Size 5oz.</td>
<td>Serving Per Container 2</td>
</tr>
<tr>
<td>Amount Per Serving</td>
<td></td>
</tr>
</tbody>
</table>
| Calories 120          | Calories From Fat 0%
| % Daily Value         | 0%                   |
| Total Fat 0g          | 0%                   |
| Saturated Fat 0g      | 0%                   |
| Cholesterol 5mg       | 2g                   |
| Sodium 970mg          | 90%                  |
| Total Carbohydrates 26g | 9%                  |
| Dietary Fiber 2g      | 9%                   |
| Sugar 16g             | 9%                   |
| Protein 3g            | 9%                   |
| Vitamin A 8%          | Vitamin C 60%        |
| Calcium 2%            | Iron 2%              |

*Percent daily values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs.*
University of Chicago Medical Center, Chicago
Contact: Kristyn Clark, MS, RD, LDN, CNSC, Lead Clinical Dietician, Adult Patient Population, Interim Clinical Nutrition Manager, 773-834-2624

Educate Patients, Staff and the Community
- **Video:** an educational video on growing, harvesting and cooking healthy foods was developed due to the garden expansion.

Establish a Comprehensive Food Policy
- **CSA:** The hospital established partnerships with local farms to set up a CSA agreement. Employees and patients had the option to purchase seasonal organic fruits and vegetables. A low-sodium recipe was also included in every box utilizing one of the ingredients.
- **Garden:** The hospital expanded its garden to a more open space. As the garden continues to grow, the hospital will use the organic, local fruits, herbs and vegetables to educate hospital visitors and employees.
- **Menus:** Hospital staff discussed increasing healthy options with the cafeteria vendor. Discussions about how best to make changes are ongoing. Changes include creating a heart-healthy monthly meal option.

Marketing Techniques to Promote Healthful Foods
- **Giveaways:** Items such as cookbooks and cooking devices were awarded to individuals who correctly answered nutrition questions.
- **Vending:** Hospital staff discussed changes to the vending machines to reduce or eliminate high-sodium snack options. The project is ongoing.
**Educate Patients, Staff and the Community**

- **Articles:** The hospital submitted articles on sodium intake to the local newspaper and the employee newsletter.
- **Blood Pressure:** Classes and community events offered opportunities for individuals to have their blood pressure checked.
- **Cooking Demonstrations:** Five cooking demonstrations were held for employees and the community. They covered: “How Much Salt is Okay? Salt and High Blood Pressure,” “Grilling Healthy—Best Seasoning Tips,” “Snack Attacks,” “Drink Healthy,” “Marvelous Meal Planning” and “Grocery Shopping and Smart Label Reading.”
- **In-Service:** The cooks in the cafeteria were retrained with new equipment to cook healthier for staff and patients.
- **Labeling:** All foods in the cafeteria and vending machines include labels detailing sodium content.
- **Signs/Handouts:** Flyers on sodium reduction were distributed throughout the community. The hospital had extensive marketing of health information on hypertension and diet, low-sodium food choices, and label reading.

**Establish a Comprehensive Food Policy**

- **Menus:** The menus for patients and staff were altered to include healthier and less-processed foods.

**Marketing Techniques to Promote Healthful Foods**

- **Seasoning:** Salt was removed from the cafeteria tables and replaced with Mrs. Dash.
- **Vending:** Healthier vending options were added to the vending machines and healthier items were located at eye level.

**Modify the Build Environment to Promote Healthful Foods**

- **Cooking Equipment:** Several healthier cooking equipment purchases were made to make the cooking process healthier.
- **Salad Bar:** The hospital added a salad bar to encourage staff and visitors to choose healthier options when dining in the cafeteria.