

Food Procurement for HHSC Healthcare Facilities

DADS: State Supported Living Centers
(12) – Long-term Care

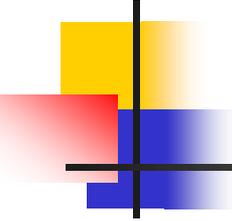
DSHS: State Hospitals (12 sites)

LOS: 1-3 Weeks



Centralized & Regional Contracts

- **Frozen** – Centralized Purchases, HHSC Delivers via Trucks excluding El Paso
- **Grocery** – 5 Regions, Delivered by Vendor
- **Bread/Bakery** – Delivered by Vendor
- **Nutritional Products** – Buying Group/GPO
One Vendor, Delivered with Med. Supplies
- **Produce** – LOCAL Contract



Available Food Items:

- 98 Different Frozen Food Products
- Snapshot Inventory Value: \$1.6 million per month in Central Frozen Storage
- Est. Frozen Current Case Count: 72,333
- 537 Different Grocery Products
Available –Varies by Purchasing Region

Food Provided

FY 2011, at Facilities:

- Total Meals,(with Meal Equivalents & Formulas): **9,241,143**
- Food Purchased including Supplements & Formulas:
\$15,368,600
- Highest Cost Area: **Entrees**



Menu Based Purchasing

- Items Purchased Based on Menus
- Items Selected Translate Ideas on Paper into Quality Meals
- Tiers of Food Quality – HHSC=Mid Tier
- Specifications & Quality Checks Key
- Menu/Item Changes Possible,
Due to Drought, Price Changes, etc.



History: Menu Based Purchasing Since Early 1960's – for MHMR

- Identical meals, no regional changes
- Use of traditional USDA Commodity Foods: cheese, butter, canned meats, hot cereals, canned vegetables (sodium a factor)
- Inventory Levels: 6 month supply
- Bid system – group purchases + local produce; local purchases rare – central approval needed for local purchases
- Menus: high in calories, sodium(>10 g.), fat & cholesterol; low in fiber; focus on vitamins



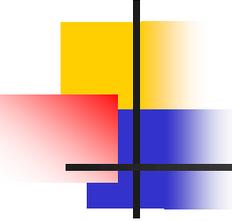
Current Menu Based Purchasing for HHSC

- Start with same menu & adjust as needed, purchase same items, with some local purchases. Regional changes encouraged
- Limited USDA Commodities, > choice of items including frozen produce
- Inventory Levels: 1-2 month supply
- Group Contracts: frozen, supplements
- Regional/Local contracts:groc., dairy, bread, produce;
- Working to optimize calories, sodium, fat, fiber, cholesterol while maintaining vitamins/minerals



Menu Specifics

- Master Regular Menu, 26 Therapeutic Menus, such as Low Sodium, Cal. Controlled, Vegetarian, Pureed & Heart Healthy (low sodium, low fat, lower calorie)
- Regular Menu Planned by Committee of Food Service Directors, Managers, Reg. Dietitians (3 meals/day)
- Therapeutic Menus Written by a Registered Dietitian
- Recipes Developed & Tested for Menu Items
- FY12 Target Meal Costs: State Hospitals--\$5.41/day
State Supported Living Centers--\$6.06/day



Purchasing Overview: Grocery

- **Grocery:** Needs for Each Location Projected Before Vendors Bid, to Determine Volume Involved; >400 items
Vendors Deliver

ECPS Handles Bid Advertisement & Regional Vendor Awards; Renewable up to 2 yrs.

HHSC/NFS Handles Estimated Volume & Writes Specs., Approves Products



Purchasing Overview: Frozen

- **Frozen:** Needs for Locations Projected Before Vendors Bid, to Determine Volume Involved; # Deliveries Needed for 1 yr Contract; **HHSC Delivers**

ECPS Handles Bid Advertisement & Awards; Awarded by Items >1 Vendor

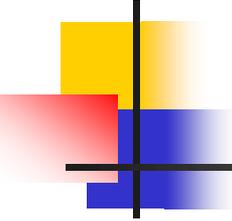
HHSC/NFS Estimates Volume & Writes Specs., Approves Products, Monitors Quality at Frozen Warehouse



Selection of Ingredients for Recipes Determined By:

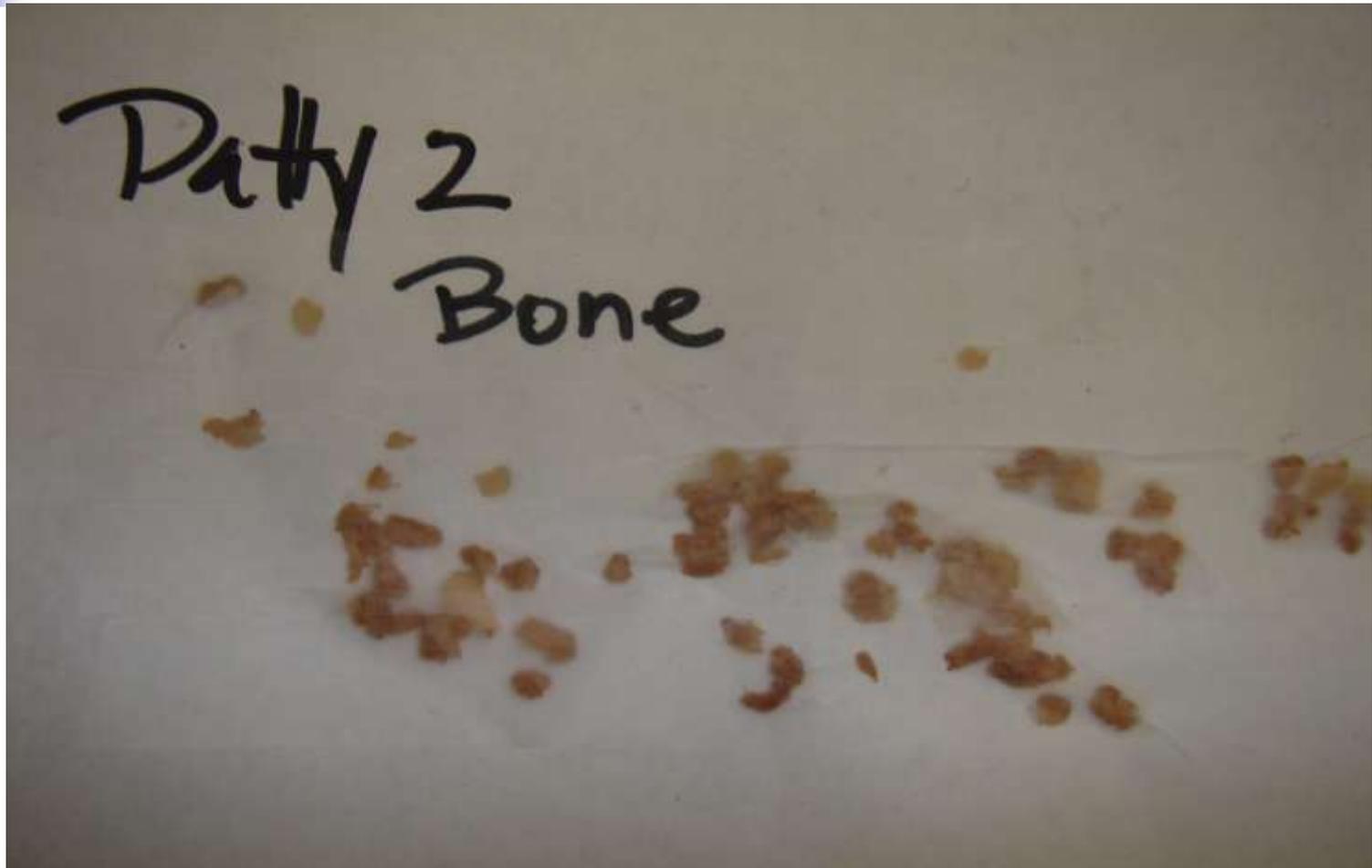
- Written Specifications, including Grade Standards (Grade A/Fancy), USDA Graded Meats, Standards of Identity
- Item Must Meet Written Spec., and Pass a Taste Test Panel, then Awarded for Price/Best Value
- Approval Valid 2 Years then Re-Tested Vendors Submit Food Samples

Specification for Hamburger Patty



- Char Broiled Hamburger Patty, IQF, 3 oz, round in shape, precooked, with char marks, unseasoned, all beef from IMPS #136. No mechanically separated meat. *Zero tolerance for foreign matter including bone, cartilage, gristle.* **No added sodium**, binders, extenders or water. Potassium chloride allowed. Maximum fat 19 gms per 3 oz. cooked wt. Max net wt 30 lbs/cs.

Rejected: Quality Check for Bone Fragments in Beef Patty



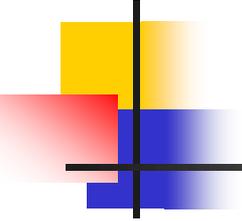
Rejected: Quality Check for Appearance, Texture - Ham





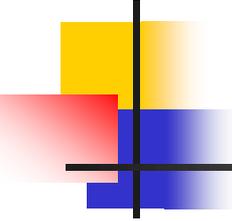
Some Factors Considered for Specifications:

- **Nutrient Content** – Minimums & Maximums Set for Protein, Fat and Sodium; Binders; Gluten Content
- **Preparation** – Avoiding Foods Requiring Deep Frying – must be “Oven able”
- **Raw vs. Cooked**; Whole Muscle Meat vs. Chopped/Formed
- **Texture** – No Hard Casing for Sausage
- **Market Cost** – Is this In HHSC Tier?



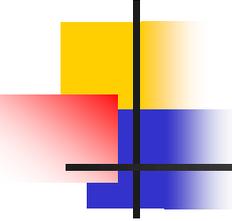
Recipe Development:

- Prepared in Test Kitchen with Commercial Equipment
- Taste Test Panel Approves Recipes
--Appearance, Texture & Flavor--
- Revised if Problems, or too High in Fat or Sodium (per Nutrient Analysis)
- Completed for 100 servings



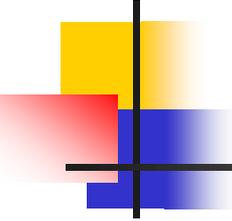
Sodium Challenge Areas:

- **Grocery:** Tomato Sauce, Condiments, Soups, Cereals, Chips, Snacks & Canned Vegetables (unless NAS); Better low sodium products needed; NAS can cost more if available
- **Frozen:** Prepared Entrees (Lasagna, Breaded Meats), Ready to Eat Poultry, Some Raw, Frozen Chicken with Broth Added; As fat is lowered, sodium often is added for flavor
- **Breads:** All – most contain added salt



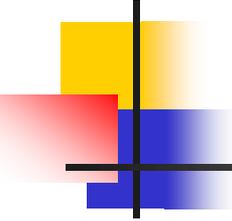
Current Menu Sodium

- Regular/House Menu: 4098 mg.
(2256 Calories)
- Low Sodium Menu: 2480 mg.
(2060 Calories)
- Heart Healthy Menu: about 2300 mg.
(1575 Calories)



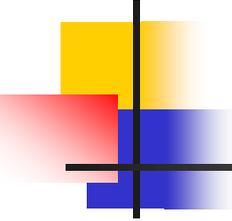
Sodium Content Remains a Challenge

- Prepared Foods High in Sodium
- Includes Grocery & Frozen Items
- Includes Breads & Cereals
- Applies to All Price Categories
- Option of Custom Made Frozen Foods – from Smaller Vendors – Issues of Quality Control, ?Accuracy Nutrient Analysis



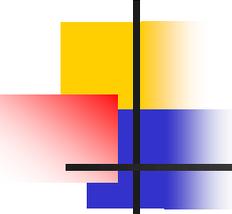
Strategies Taken to Lower Sodium:

- **Increase Scratch Cooking** – Alert: many ingredients remain high in sodium (tomato/soy sauces, broths, condiments);
Requires >Labor, >Time, >Skill
- Purchase **More Frozen & Fresh** Vegetables
- Purchase **More Raw Meats** – Alert: poultry often injected with broth;
Requires > attention to food safety



Strategies Taken to Lower Sodium:

- **Serve fruit for dessert** in place of baked goods more often
- **Serve hot cereals** in place of cold cereals (not as popular). Alert: flavored hot cereals may be high in sodium; control amount of salt, added
- **Avoid adding salt & margarine/butter** to recipes or decrease substantially



Strategies Taken to Lower Sodium:

- **Limit added cheeses** – use more as garnish
- **Limit pre-prepared gravies** or select low sodium ingredients for scratch prepared gravies, use low sodium broth/base
- **Increase use of herbs & spices** (Alert: check blends for added salt)
- **Request lower sodium items** from vendors
- **Specify lower sodium foods** for bids (limit to 300 – max of 500 mg./entree serving)