

# Cost Saving Strategies for Purchasing Local Sustainable Meats

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Seattle, Washington

# The Journey....

## Sinking Springs Farm



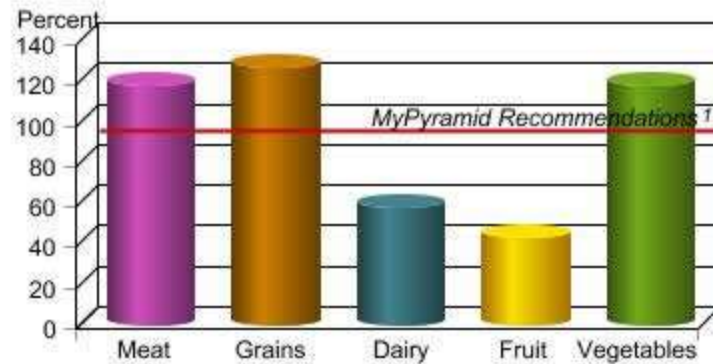
# Union Hospital's Sustainable Food Service Vision

- Commitment to the Healthy Food in Health Care Pledge
- Commitment to the Balanced Menus Challenge  
( a 20% meat procurement reduction challenge )
- Commitment to the State of Maryland Buy Local Challenge



# American Diets vs USDA recommendations

**American diets are out of balance with dietary recommendations**



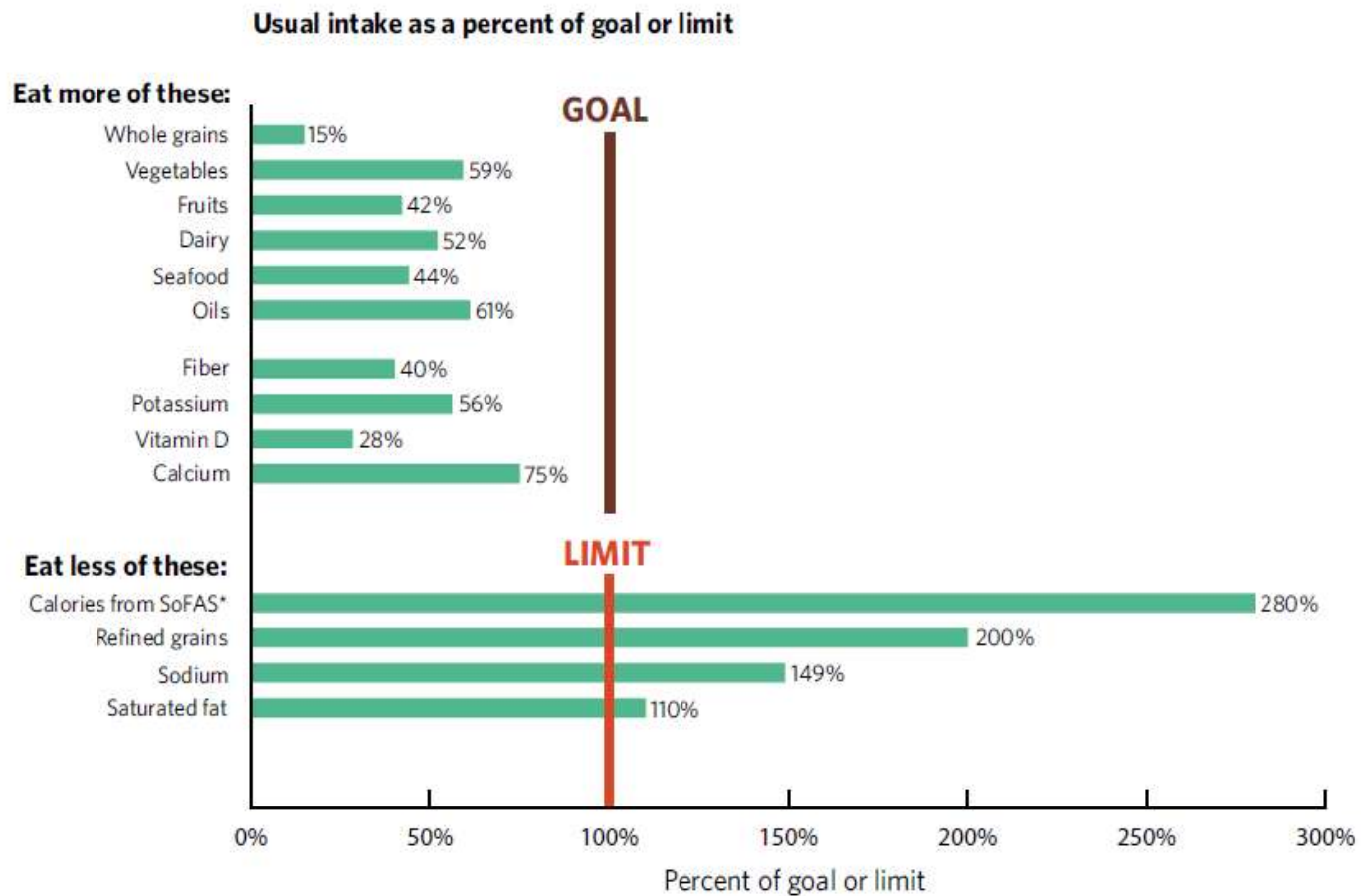
Note: Food availability data serve as proxies for food consumption.

<sup>1</sup> 2009 data based on a 2,000-calorie diet.

Source: USDA, ERS.



**FIGURE 5-1. How Do Typical American Diets Compare to Recommended Intake Levels or Limits?**





## Key Recommendations

Individuals should meet the following recommendations as part of a healthy eating pattern and while staying within their calorie needs.

Increase vegetable and fruit intake.

Eat a variety of vegetables, especially dark-green and red and orange vegetables and beans and peas.

Consume at least half of all grains as whole grains. Increase whole-grain intake by replacing refined grains with whole grains.

Increase intake of fat-free or low-fat milk and milk products, such as milk, yogurt, cheese, or fortified soy beverages.<sup>58</sup>

Choose a variety of protein foods, which include seafood, lean meat and poultry, eggs, beans and peas, soy products, and unsalted nuts and seeds.

Increase the amount and variety of seafood consumed by choosing seafood in place of some meat and poultry.

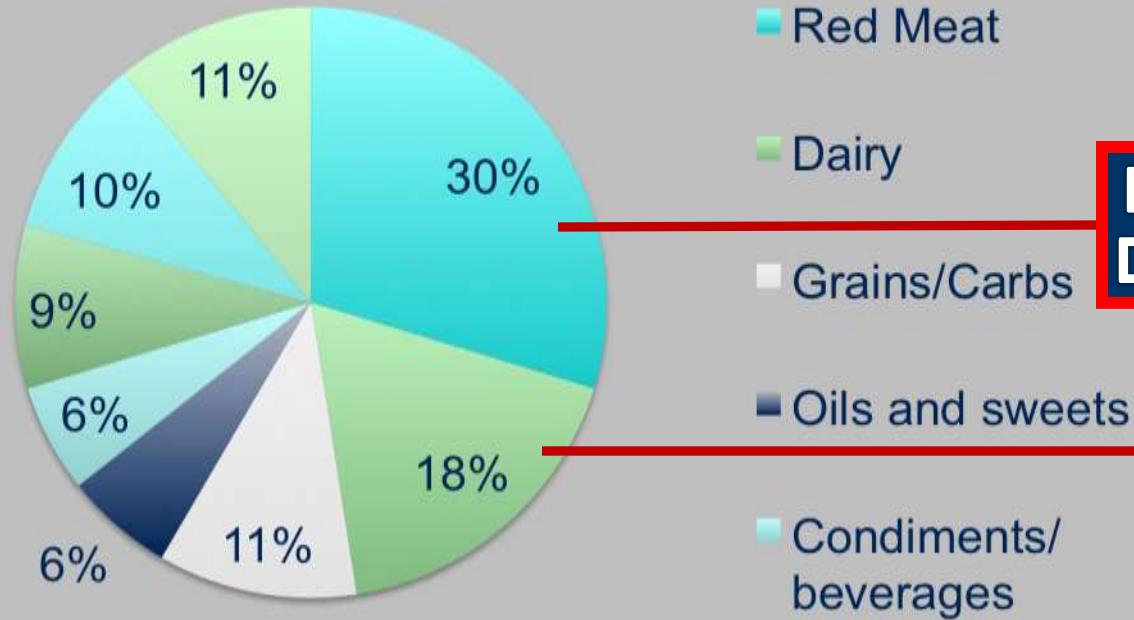
Replace protein foods that are higher in solid fats with choices that are lower in solid fats and calories and/or are sources of oils.

Use oils to replace solid fats where possible.

Choose foods that provide more potassium, dietary fiber, calcium, and vitamin D, which are nutrients of concern in American diets. These foods include vegetables, fruits, whole grains, and milk and milk products.

# Greenhouse Gas Emissions From Food – U.S.

## Percent GHG Emissions, US



**Red meat + Dairy = 48%**

# Balancing Act

- Meeting nutrition needs
- Taking responsibility for environmental impact

Answer =  
Balanced Menus



# Balanced Menus Budget Strategy

- Reduce high cost red meat options and increase plant and other protein based options , ie Meatless Mondays
- Use savings to increase % of:
  - grass fed meat (no pesticide, ABX, hormone) meat and poultry
  - Organic and/or local (not always more expensive) fruit / vegetables
- Use GPO committed manufacturer agreements/  
manufacturer rebates
- Maximize cooked yields-increased with dry aged sustainable meat

# Menu Development Process

1. Utilize seasonal menus to take advantage of cost savings in season
2. Reduce the number of times per week that red meat is served, replace with lower food cost ie poultry, egg, vegetarian/non meat options
3. Reduce higher cost prepared/processed menu items, replace with fresh whole ingredients



# Ingredient Selection

1. Purchase fresh produce, lower food cost, better quality
2. Purchase whole roasts for beef, whole birds for turkey, and chicken, utilize all parts ie bones for stock
3. Utilize lower cost non brand name when quality and nutrition are equal
4. Bring the scales out of hibernation, Portion control

To compensate for increased labor needs, reduce breadth of menus, consolidate menus (economies of scale), so there are less number of items to prepare on a daily basis

Encourage teamwork by setting the example!!!

# Other strategies

- Benchmark statistics on a monthly/quarter basis
- Manage Food waste and leftovers, utilize composting/recycling statistics
- Strict accounting methodology for production
- Collaborate with local restaurants, ie buy whole pizzas

# Procurement Benchmarks

- Fiscal year, July 2008 through June 2009 compared to July 2009 through June 2010
- Less Red Meat, More Poultry, More Fruit and Vegetables
  - 13% decrease in meat purchases
  - 6% increase in poultry purchases
  - 11% increase in fresh fruits/vegetables
- Increase in Organic / Sustainable Production
  - 5% meat purchases were from local/sustainable source
  - 9% produce purchases were organic

# Fiscal 2011

## Meat purchases

49 % local, sustainable source

## Vegetable and Fruit purchases

14 % local, sustainable source

## Compared to Fiscal 2010

9% local, sustainable meat purchases

9% local, sustainable produce purchases



# Purchasing Dollars Comparison

## Benchmark year, July 2008 - June 2009

Meat, poultry, produce, dairy = \$ .89/meal  
Inflation factored (5%) = \$ 1.01/meal 2010 dollars  
\$ 1.06/meal 2011 dollars

## Last year, July 2009-June 2010

Meat, poultry, produce, dairy = \$ .94/meal  
Inflation factored (5%) = \$1.08/meal

Current year, July 2010-June 2011  
Meat, poultry, produce, dairy = \$1.28

# Local economy



For the categories of meat, poultry, vegetables, fruit, and dairy, purchases from local farms were

- Fiscal 2009 18% local
- Fiscal 2010 25% local
- Fiscal 2011 44% local

Economic benefits of local purchasing  
\$1 local spent = 7\$ effect on local economy

Union Hospital contribution = over 1 million dollars

# Sustainable Timeline

- January 2010-Started negotiations with sustainable beef farmer met at MD Buy Grower Meeting
- March 2010- Incorporated sustainable beef into patient and retail menus. Started with substituting ground beef in recipes. Started Meatless Mondays
- Spring 2010-Reduced beef entrees, developed vegetarian entrees
- Summer 2010-continued to substitute meat entrees with vegetarian
- Fall/Winter 2010- 100% beef conversion, all cuts to sustainable, started roasting, eliminated deli beef
- Fall/Winter- Participated in the Local Sustainable Holidays Campaign by serving local, sustainable turkeys for Thanksgiving, and Christmas

# Current year Sustainable Timeline

- January 2011- started negotiations with poultry vendor
- Spring 2011- implemented sustainable chicken and turkey into patient and retail menus
- Summer 2011- close to 100% conversion to sustainable chicken and poultry, roasting whole birds, eliminated processed poultry items