



# Reducing Sodium in Senior Meals: Tips and Tricks

July 14, 2023

Pam Smith

Catherine MacPherson

Sherry Manyak



# Grant Disclosure

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# Our Speakers



**Sherry Manyak**



**Catherine MacPherson**



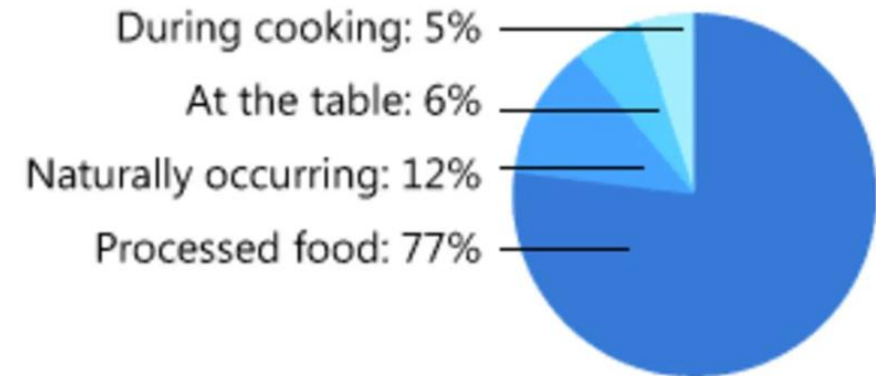
**Pam Smith**

# A Push to Reduce Sodium

- Reducing sodium intake has the potential to prevent hundreds of thousands of premature deaths and illnesses in the coming years
- The Food and Drug Administration (FDA) leads the voluntary strategy to lower the sodium in foods. These targets align with the DGA/DRI that OAA Senior Meal Programs follow.
- Nutrition programs can make small changes in what they buy and how they prepare meals to help meet these sodium goals.

## Salt in your diet

Relative amounts of dietary sodium in the American diet.



SOURCE: U.S. Dept. of Health & Human Services

msnbc.com

Source: <https://www.nbcnews.com/id/wbna43143369>



# Eating Healthy

**Low -Sodium**





# RiverMills Council on Aging Congregate Meal Program

## **Fresh Meals Prepared Daily Allow Us To:**

- Use whole foods
- Use fresh ingredients
- Create low sodium meals
- Create low fat meals



# What is sodium?

- Sodium is a mineral found in most foods. Our body needs sodium to promote normal muscle and nerve functions. It provides a healthy balance of body fluids. Most table salts are made from sodium chloride. Salt used when preparing or flavoring foods usually contains sodium.
- Having too much sodium in your diet is bad for your health. Consuming high-sodium foods regularly can cause your body to retain excess water. With the extra body water, your organs must work harder. This increases your risk for high blood pressure, which can harm your heart and kidney function.



# Sodium Daily Intake Limits

- 1 to 3 years old      **1,200** milligrams per day
- 4 to 8 years old      **1,500** milligrams per day
- 9 to 13 years old      **1,800** milligrams per day
- **14 years and older**      **2,300** milligrams per day

The typical American diet contains over **3,400** milligrams of sodium.





# Foods Containing the Most Salt

- Fast foods like pizza, burgers, and fried foods.
- Processed meats such as bacon, sausage, lunch meats and hotdogs.
- Breads and rolls or grains that include sauces or seasonings that include salt.
- Canned vegetables, canned soups or frozen dinners.
- Snacks including chips, pretzels and crackers.
- Condiments including salad dressings.



# How to Limit Your Intake of Sodium

- **Include a variety of fruits and vegetables regularly:**
  - For frozen products, look for ones without added sauces or sodium.
  - If choosing canned vegetables, select low-sodium or no-salt-added items. You can also rinse and drain canned vegetables to help reduce the amount of salt.
- **Limit your intake of highly processed foods by cooking more from scratch:**
  - Choose lower sodium options for protein foods, such as fresh or frozen lean cuts of meat, chicken, seafood, eggs or dried beans.
- **Skip the added salt:**
  - Instead of adding salt to recipes, experiment with spices, fresh herbs, lemon juice, lime juice and vinegars.



# Your Step-by-Step Guide to Reading Nutrition Labels

## Your Step-by-Step Guide to Reading Nutrition Labels

### 1. Check the serving size

- How many servings are in the container? A serving may be smaller than you think. A package may also appear to only contain a single serving, but it could contain multiple servings. Try to stick to just one serving. All the nutrition info — including calories — refer to the amount in one serving.

### 2. Check the calories in one serving

- 40 calories is low, 100 calories is moderate, and 400 calories or more is high. Remember: If you eat multiple servings, you'll need to multiply the calories by the number of servings that you eat.

### 3. Check the % Daily Value

- The % Daily Value (DV) tells you how much a nutrient in a serving of food contributes to a daily diet. 2,000 calories a day is used for general nutrition advice. Low is 5% or less. **Aim for low in saturated fat, trans fat, cholesterol, sodium, and added sugars.** High is 20% or more. Aim high in vitamins, minerals and dietary fiber.

### 4. Check the ingredients

- Ingredients are listed by volume. The higher up on the list an ingredient is, the more of it the product contains. Make sure sugar isn't one of the first ingredients listed. Sugar goes by many names, including high-fructose corn syrup, barley malt syrup and dehydrated cane juice, to name a few.

Source: Mayo Clinic



## Low Sodium Cooking Tips

Cook from scratch.

Don't add any salt to the recipes.

Use low sodium bases (The Minor brand is good).

Use low sodium sauces. We make a lot of our own.

Use unsalted butter.

Use fresh herbs (we grow and dry our own herbs and grind them).

Mashed potato tip: If you cook the potatoes with garlic cloves it will add flavor to the potatoes without having to add salt.

We have salt and pepper on the tables for the seniors to use themselves.

# Chicken Thigh Bone-in Recipe



- Chicken thighs, bone-in.
- Chicken is seasoned with pepper, basil, rosemary and garlic.
- It is topped with a simple sauce that is used from the drippings and corn starch to thicken slightly.
- The rice is a blend of white rice and wild rice. We added pepper and a small amount of butter.
- The carrots are steamed and left plain.

## Chicken Cacciatore



Chicken thigh baked with pepper, basil, garlic topped with roasted peppers and onions and a tomato sauce. Penne pasta with tomato sauce. Parsley to garnish. This was served with a side salad.

# Salmon

The salmon is seasoned with pepper, dill and basil. Lemon slices on top with a light cream sauce. Sides of rice pilaf and steamed peas.



# Mexican Chicken Salad

- Romaine and iceberg mixed, topped with a salsa of black bean, corn, tomato, peppers, mango, lime, orange juice, and cilantro. Dressing is shallots, honey, extra virgin olive oil and pepper. Topped with a chicken breast that is cooked with garlic and pepper.







# HOME DELIVERED NUTRITION & CONTROLLING SODIUM

July 2023

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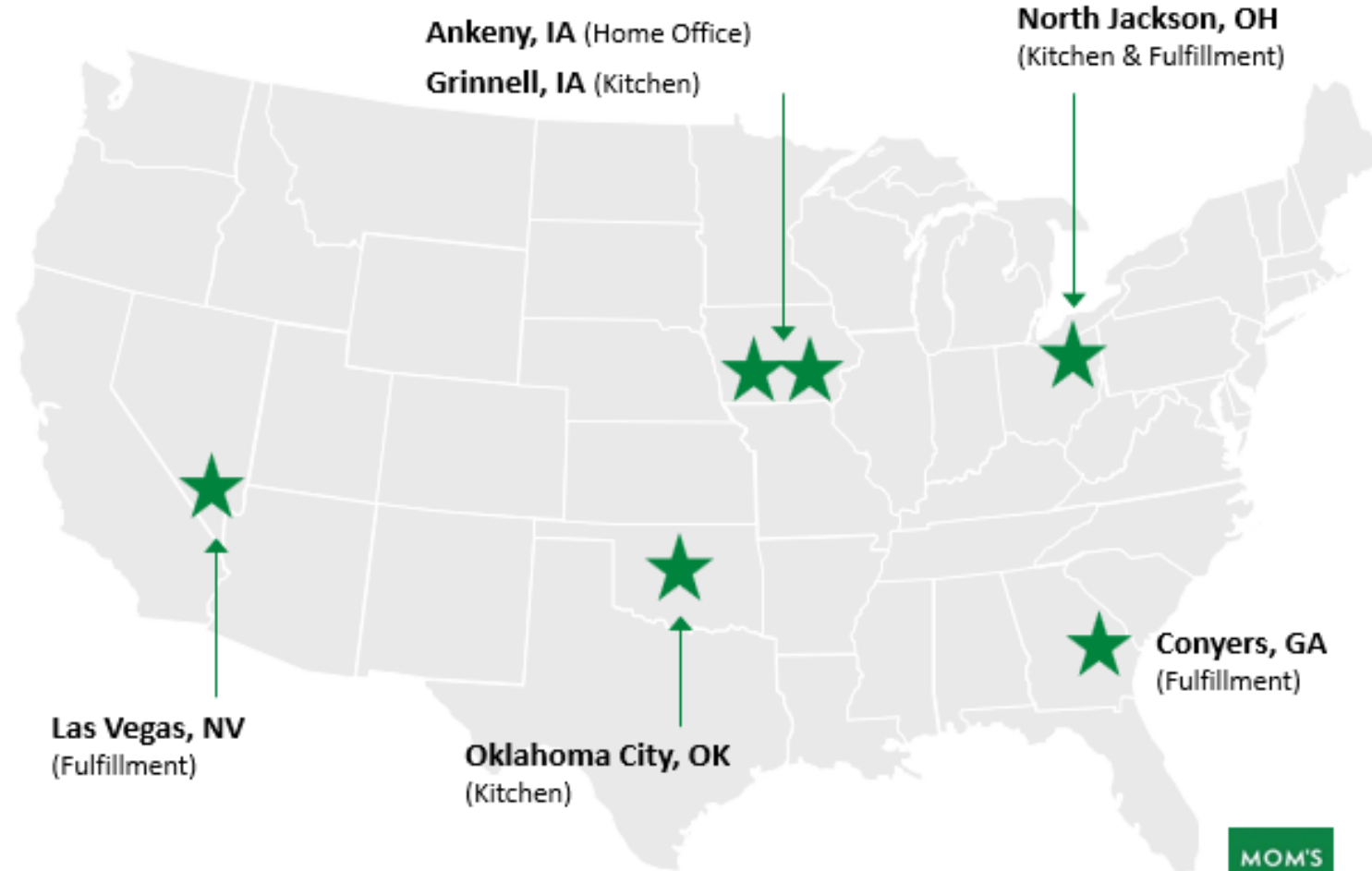
## MISSION

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**Improving life through  
better nutrition at home.**

# LEADING NUTRITION SOLUTIONS COMPANY

- Founded in 1999, headquartered in Ankeny, Iowa
- National Provider of home delivered meal programs
- 2,200+ employees, senior management with deep food and healthcare industry experience
- 60+M meals delivered annually



# IMPORTANCE OF NUTRITION ACROSS POPULATIONS

## Program Types:

- Long Term Care Support
- Post-Discharge
- Hospital at Home
- Chronic Condition Management
- Maternal Health
- Child Health
- Food Insecurity

## 1,000+ Contracts Nationwide to Provide Meals for:

- Medicaid LTSS/HCBS Waivers
- Medicaid Managed Care
- Medicare Advantage
- CBOs/AAAs
- Hospitals, Health Systems
- Other Government Funded
- Self-Pay

Current partners include all major national and regional health plans:





# REFRIGERATED MEDICALLY TAILORED MEALS

Crafted by chefs and registered dietitians, our meals taste great and nutritionally support most common chronic conditions.

## Options Available

- ✓ General Wellness Meets dietary guidelines to support overall wellness
- ⊕ Diabetes Friendly Carbs: <67g/meal, sodium avg 570/entrée, 810mg/meal
- ↓ Lower Sodium Sodium <600mg
- ♥ Heart-Friendly Sodium <800mg, fat <30%, sat fat <10%
- 👤 Renal-Friendly Sodium <700mg, potassium <833mg, phosphorus <330mg
- 🎗️ Cancer Support Calories >600, protein >25g
- 🥕 Vegetarian Includes dairy, eggs, plant protein, nuts and beans
- 🌾 Gluten Free Tested less than 20ppm, not a dedicated kitchen
- 🍲 Pureed For dysphagia patients - those with difficulty swallowing



# CONTROLLING SODIUM ONE MEAL AT A TIME

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**Side:** Applesauce (10 mg)



**Entree:** BBQ Chicken Patty with Potato Medley and Green Beans (543 mg)





[Order Now](#)



## Better health begins with the meals we eat.

### HEALTH PLANS

Information for leaders in Medicare, Medicaid, or other managed care organizations.

### AAAs & STATE GOVERNMENTS

Information for leaders in government or at Area Agencies on Aging.

### CASE MANAGERS

Information for case managers who are looking for solutions for their clients or members.

### INDIVIDUALS & CAREGIVERS

For self-pay customers managing a chronic disease, living independently, or caring for a





**CIA's Healthy Menus R&D Collaborative  
*Tasting Success with Cutting Salt***

**Pamela Smith, RDN**

[www.pamsmith.com](http://www.pamsmith.com)





Healthy Menus R&D Collaborative

# HEALTHY

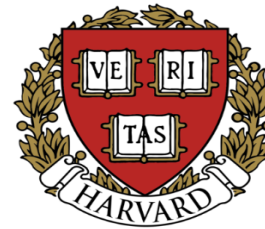
DELICIOUS SOLUTIONS  FOR CHANGING APPETITES

# MENUS

R&D COLLABORATIVE



# Operator Member Companies



# Impact of Small Changes on Menus

38,000,000

meals a day are served by HMC member companies, small changes can have big impact on public health!

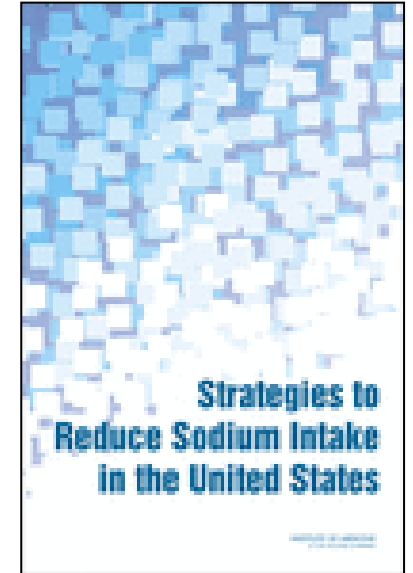
# The Genesis of Healthy Menus R&D Collaborative

## January 2010: Small Group Dinner

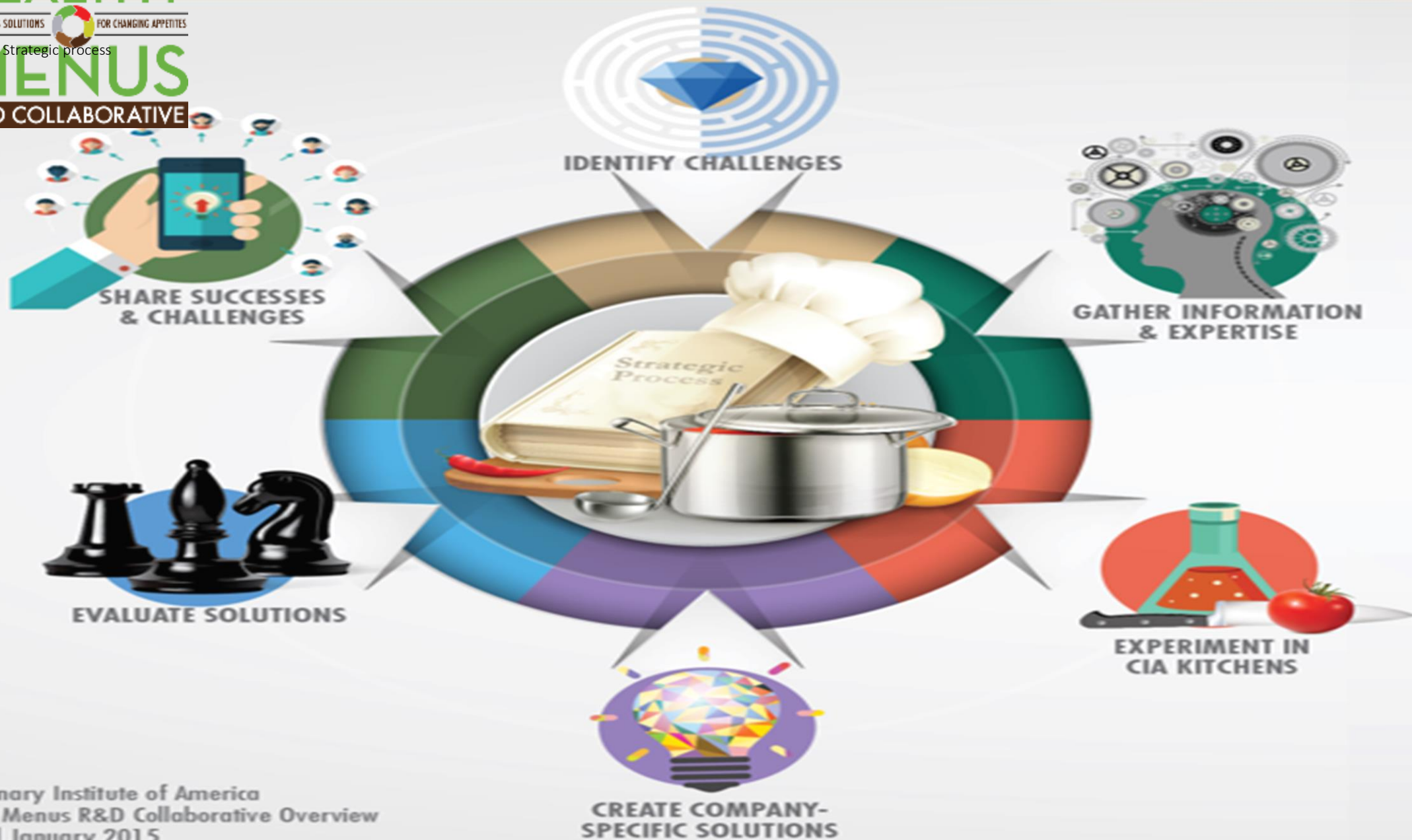
*Would this work? Would major competitors be willing to collaborate?*

## December 2010: 1<sup>st</sup> Meeting

- Determine need for Charter: Purpose, Vision, Mission
- Identify **SODIUM REDUCTION** and **INCREASING USE OF PRODUCE** as top priorities.
- Align on HMC Strategic Process



# STRATEGIC PROCESS





# Healthy Menus R&D Collaborative Timeline

January 2010  
HMC formed.

December 2010  
First priorities set.



Could mushrooms be the answer?



June 2012  
HMC Charter ratified.

**HEALTHY MENUS R&D COLLABORATIVE**

**TASTING SUCCESS with CUTTING SALT**  
A Culinary Institute of America Healthy Menus R&D Collaborative Success Story

**Summary**  
The Culinary Institute of America (CIA) formed the Healthy Menus R&D Collaborative (HMC) in January 2010 to help the volume foodservice industry increase the availability of healthy menu options. Founding members selected sodium reduction as their first priority area for collaboration. There were potential federal mandates to reduce sodium in the food system, and members were eager to seek cost neutral solutions to the challenge that would have a negative impact on taste, flavor, or consumer acceptance. Members have had collaborative success in reducing sodium through several strategies and tactics. Between 2011 and 2012, HMC operators collectively reported reducing sodium levels across all foods and beverages on their menus by 13%.

Strategic Calorie Design

2010

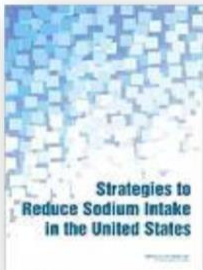
2011

2012

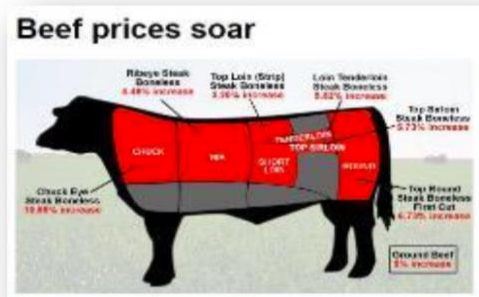
2013

2014

April 2010  
IOM Report published.



June 2011  
Restaurants struggling with meat & poultry price increases.



April 2012  
"The Blend"  
Sensory Study



Restaurant Menu Labeling Challenges...



# Finely Chopped Mushrooms Look, Act, Taste and Perform like Ground Meat,,,

Could allow for healthier versions of iconic American foods with:

- Better flavor & texture, with less salt
- Better nutrition benefits
- Better sustainability
- Favorable cost implications



# Using Mushrooms to Improve the Nutrition Properties and Consumer Appeal of Popular Meat-based Dishes

## Principal Investigators

Jean-Xavier Guinard, PhD,  
University of California, Davis  
Amy Myrdal Miller, MS, RDN, FAND

## Research Funders

Mushroom Council and Australian  
Mushroom Growers Association



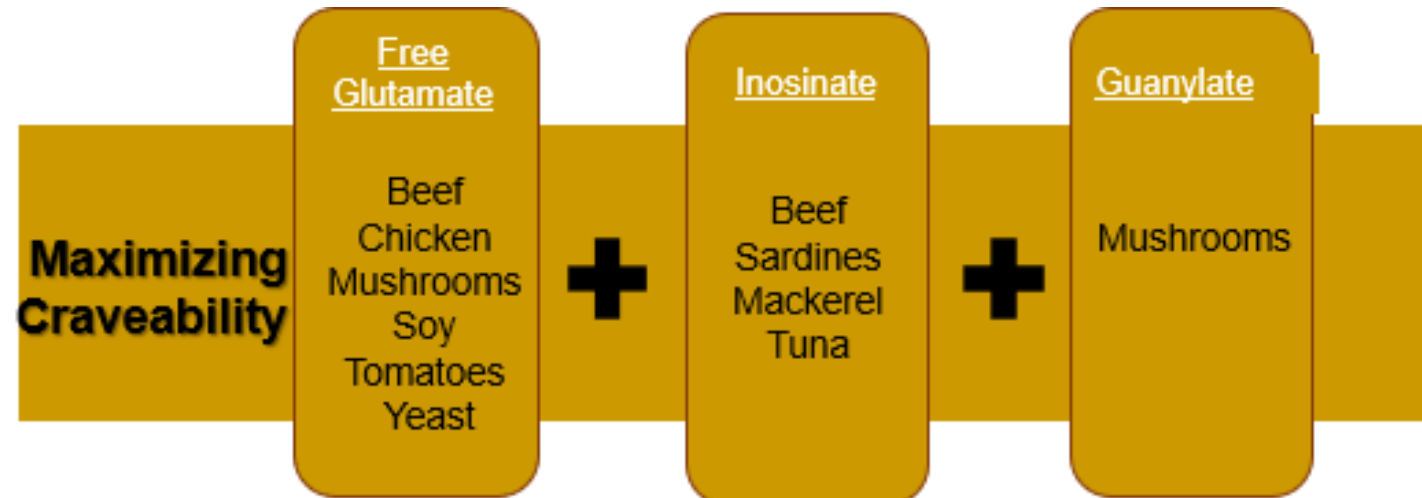


Mushrooms: the ultimate flavor



“A 50-50 mixture of two nucleotide compounds can produce eight times as much flavor as either one of the compounds alone!”

# MUSHROOMS: THE ULTIMATE FLAVOR LIFTER!



# REAL WORLD IMPACT



- In 2013 Pizza Hut “silently” rolled out an improved hand-tossed crust with **35% less sodium**.
- In November 2015 Pizza Hut successfully completed another “stealth” sodium reduction, rolling out Thin ‘N Crispy crust with **38% less sodium** and cheese with **30% less sodium**.
- In 2015 Pizza Hut developed a **new meatball with mushrooms** that is nutritionally superior to its traditional beef topping—**38% fewer calories, 53% less sodium, and 60% less saturated fat!**





Hey! A tomato,  
another plant!

Wow! That burger  
is 25-30% mushroom!

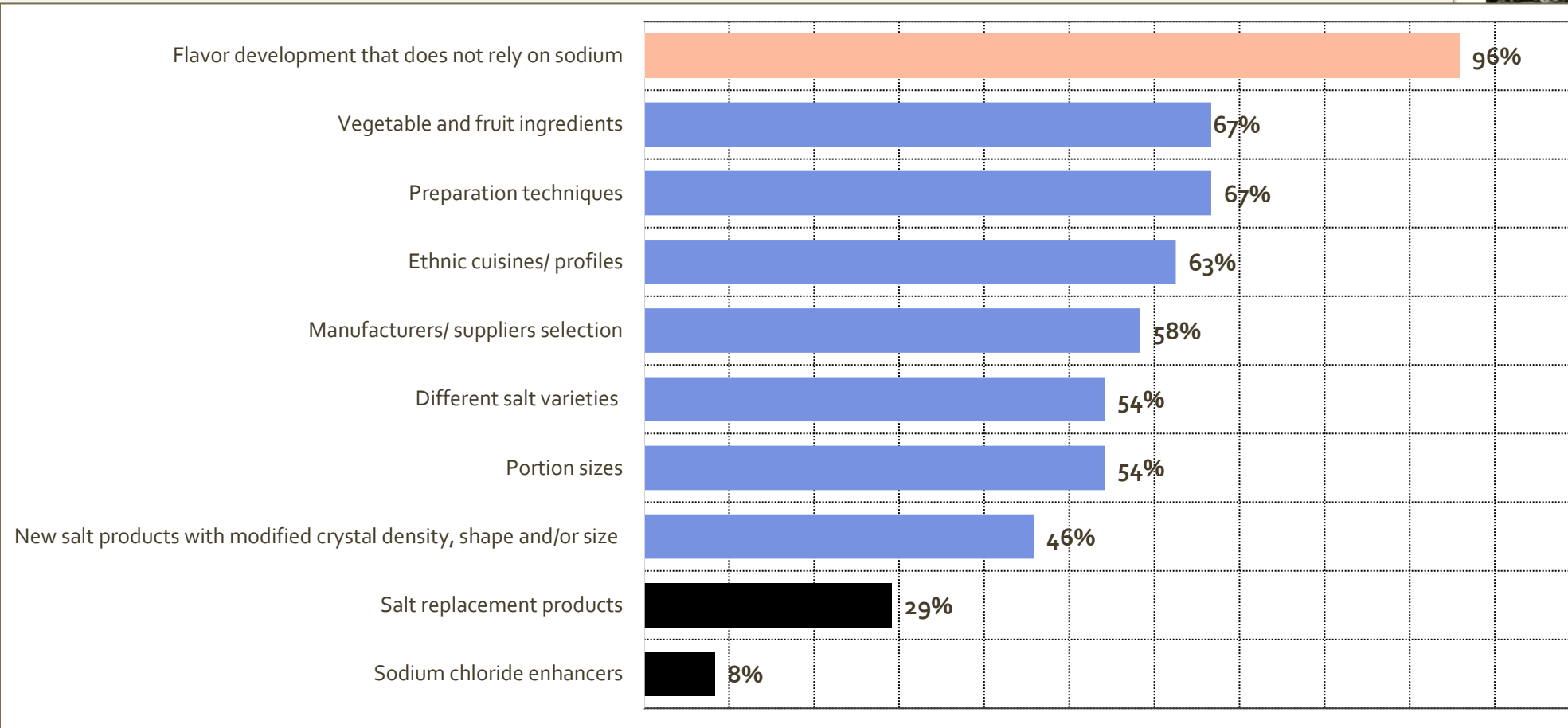


Made from plants

Look! More plants!

The Original SONIC® Slinger,  
a Blended Mushroom Burger

# SODIUM REDUCTION STRATEGIES



Source: 2012 HMC Sodium Study, conducted by Datassential



# Achieving Balance



IT'S ABOUT WHAT FOOD HAS,  
...NOT WHAT IT DOESN'T HAVE



# Flavor Model



**Quality  
Ingredients**



**Sweet & Sour  
Balance**



**Spice &  
Aromatics**



**Technique &  
Texture**



**Coax out  
Umami**



**Strategic  
Salting**



# Pantry Flavor Building



- **Front Line Ingredients**

- **Spices, Herbs, Onion, Garlic, Celery**
- **Mushrooms**
- **Heat / Peppers /Smoked**
- **Tomato/Tomato Powders**
- **Citrus/Vinegars**
- **Dairy, particularly aged/fermented**
- **Sweet Brown Spices**
- **Toasted Nuts and Seeds**
- **Fermented, Smoked, Roasted, Grilled**





# Another Sodium Success Story

Type of Salt	Weight of 1 teaspoon	Sodium Content of 1 teaspoon
Fine Grain Iodized Table Salt	6 g	2360 mg
DIAMOND CRYSTAL Fine Sea Salt	5.6 g	2160 mg
MORTON Salt Balance (contains potassium chloride)	6 g	1760 mg
<b>DIAMOND CRYSTAL Kosher Salt</b> (soft, “fluffy” granules that melt quickly)	2.8 g	1120 mg



[Download the “Tasting Success with Cutting Salt” report.](#)

# Simple Tomato Sauce

**Total sodium: 305 mg per qt.; 38 mg per ½ cup**

**In heavy bottom pot, sweat on medium high heat 10-15 minutes till translucent & soft:**

**1 teaspoon olive oil  
1 cup onion, fine dice  
1/4 cup celery, fine dice**

**Add/Stir for 30 seconds:**

**1 tablespoon minced garlic  
1/2 teaspoon dried Italian Herb seasoning**

**Add:**

**28 oz. Cento San Marzano Tomatoes,  
pulsed/diced (40 mg sodium per 1/2 cup)**

**Let simmer, covered for 15 minutes**

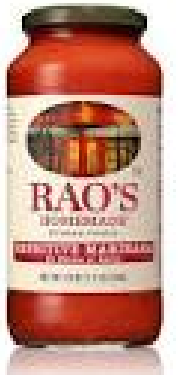


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# Tasting Samples

## Sodium in ½ cup (4 oz.)

- |  |            |
|--|------------|
| 1. Commercial: Rao's, Bertolli, Newmans)         | 470-520 mg |
| 2. Simple Marinara + 1.5 tsp. DC Kosher Salt     | 249 mg     |
| 3. Same DC + 5 grams Buffered Potassium Salt     | 249 mg     |
| 4. Same DC + 9 g Yeast Extract (30 mg sodium/gm) | 280 mg     |
| 5. Same DC + 4 g MSG (100 mg sodium/gm)          | 298 mg     |
| 6. Same DC + 3 Tbs. Mushroom Powder Blend        | 249 mg     |
| 7. Same DC + 4 oz. roasted, ground mushrooms     | 257 mg     |
| 8. Same DC + 1.5 Tbs. Ponzu, 1 Tbs. Pom Conc.    | 298 mg     |



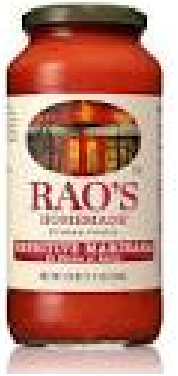
# Simple Marinara Sauce vs. Commercial

## Tasting Samples

Commercial: Rao's, Bertolli, Newmans)

Sodium in ½ cup

> 470-520 mg



Simple Marinara:

PLUS Flavor Boosts

< 300 mg



< Provides a 36% reduction in sodium – or more! >



## HMC Success Stories

# Tasting Success with Cutting Salt

 [Tasting Success with Cutting Salt](#)

### Summary

The Culinary Institute of America (CIA) formed the Healthy Menus R&D Collaborative

# Thank you!



**Pam Smith, RDN**

Shaping America's Plate

[www.pamsmith.com](http://www.pamsmith.com)

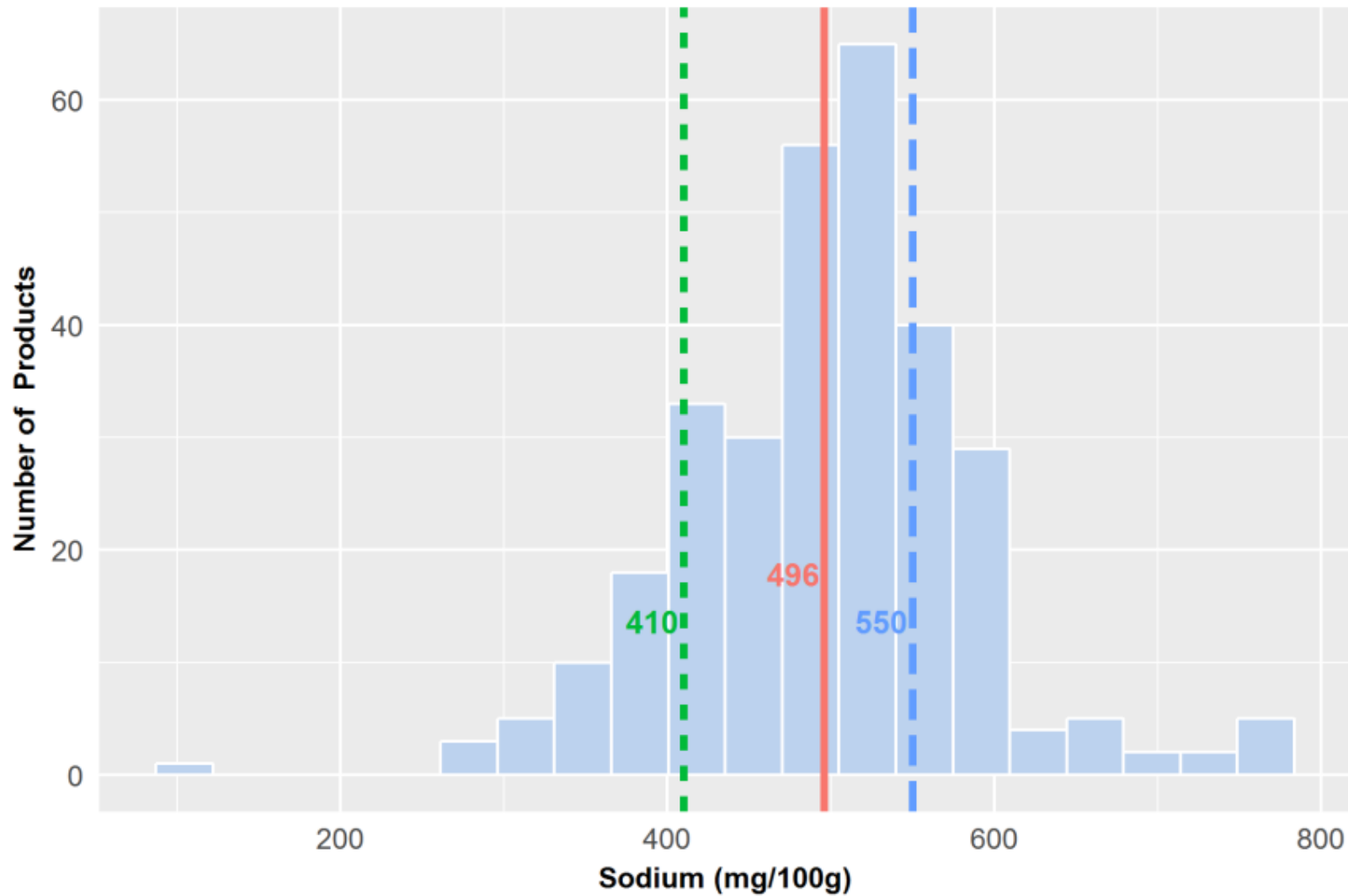
[pam@pamsmith.com](mailto:pam@pamsmith.com)

407.492.1771



Questions?

# Sodium Content in White Bread



Baseline Short-Term Mean Short-Term Upper Bound