2016 Standards consultation on Making healthy eating easy

Cafés, restaurants, workplaces and events catering
Retail settings - Cafés, restaurants, workplaces and events catering

These standards apply to Workplaces, cafés, restaurants, events, & leisure venues
Setting-specific exceptions are noted [in brackets]

20 points required for silver; 50 points required for gold

Key:
☐ Good practice measures: 1 point for compliance with each sector-applicable standard.
☒ Best practice measures: standards in this category are eligible for additional rewards ranging from 5-15 points.

Required Steps
☐ Over 50% of total snacks on offer are healthier options ['snacks' includes sandwiches and salad/fruit pots]: 5 points.

Guidance
» ‘Healthier options’ are defined according to FSA green or amber rating for salt/sugar/fat, with additional requirements for fibre if the snack is grain or potato based.
» Exemptions are made for nutritious whole foods.
» The introduction of fibre requirements for grain and potato based snacks, on top of nutrient thresholds for salt/sugar/fat, follows the New York City Food Standards ‘Food in Vending Machines’ criteria.
» Thus a ‘healthier option’ is:
  > **Salt**: contains no more than 1.5g/100g (equivalent of FSA amber rating)
    Salt and sodium are not the same.
    To convert sodium to salt, multiply by 2.5.
    To convert salt to sodium, divide by 2.5.
  > **Sugar**: contains no more than 15g/100g (equivalent of FSA amber rating)
    Fruit and vegetable products/options with no added sugar are exempt
  > **Fat**: contains no more than 20g/100g (equivalent of FSA amber rating)
    Nuts, seeds, nut butters and cheese are exempt
    Products containing nuts or nut butters are exempt
  > **Fibre**: if a grain or potato based item (made from wheat, potatoes, corn, oats, rice, or any other grain) it must be ‘high fibre’, containing a minimum of 6g/100g.
    Examples include crisps, biscuits, cakes, breads, pastries, cereal bars and cereals
    If sandwiches are offered then the bread must be ‘wholegrain’
    Use of wholegrain flour can help ensure that snacks are higher in fibre
  > **Portion size**: complies with the above requirements: savoury snack products 30g or less; confectionary and sweets do not exceed 150kcal.
Guidance (cont)
» Have a written procedure for purchasing which incorporates these requirements.
» Specify acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to recognise and promote healthier options.
» Calculate the number of snacks on offer and how many of them meet the above requirements. Keep a record of this calculation on file.
» Copies of purchasing and display policies, contracts, invoices and product specifications are required to demonstrate the healthier options you serve, their prevalence and how they are promoted.

☑ Over 50% of total drinks on offer are healthier options: 5 points.

Guidance
» Healthier drinks are those with no added sugar or sweetener, or combination milk drinks with <5% added sugar, served in maximum 150ml portion size.
» Have a written procedure for purchasing which incorporates these requirements.
» Specify acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to manually check products on delivery and when restocking drinks and to recognise and promote healthier options.
» Calculate the number of drinks on offer and how many of them meet the above requirements. Keep a record of this calculation on file.
» Copies of purchasing and display policies, contracts, invoices and product specifications are required to demonstrate the healthier drinks you serve, their prevalence and how they are promoted.
Optional steps
Cooking and serving practices

☑ No more than one dish each day contains fried food.

**Guidance**
- Record which meals include fried food.
- Consider baking, grilling and steaming as alternative cooking methods.
- Copies of menus, recipes and cooking instructions can be used to demonstrate compliance with this standard.

☑ Only polyunsaturated or monounsaturated oil is used in cooking.

**Guidance**
- Current UK government guidelines advise cutting down on all fats and replacing saturated fat with some unsaturated fat.
- Polyunsaturated and monounsaturated oils are healthier unsaturated fats and include vegetable, rapeseed, olive and sunflower oils.
- Palm oil is not a poly or monounsaturated oil so should be avoided.
- Remember all types of fat are high in energy so should be eaten sparingly.
- Specify in recipes which oil should be used for cooking.
- Invoices and recipes can be used to evidence compliance with this standard.

☑ Use of lower-salt products (FSA 2017 salt targets), including reduced salt stock.

**Guidance**
- About 75% of the salt we eat is already in the foods we buy. The FSA is working with the food industry to encourage reductions in the levels of salt in foods by implementing [salt reduction targets](#).
- Review your ingredients against the FSA salt reduction targets and make any adjustments necessary to ensure you are meeting the requirements.
- Keep a record of how you have verified your food against the standards and the changes you have made on file.
- Check any new ingredients/products that are added to your menus against the targets.
- Send a copy of the targets to your suppliers and ask them to suggest products which will help you demonstrate compliance.
- Salt and sodium are not the same. To convert sodium to salt, multiply by 2.5. To convert salt to sodium, divide by 2.5.
- Your verification records, communications with suppliers and product specifications can be used to demonstrate compliance with this standard.
Use of alternative seasoning methods to salt (herbs, spices, lemon etc.).

Guidance
- Use non-salted flavourings (e.g. homemade stocks, lemon juice, vinegars, spices, curry powder/paste, mustard powder, frozen, dried and fresh herbs, onions, peppers, garlic and tomato paste) to enhance the taste of food.
- Specifically state in recipes that salt is not to be added.
- Compliance with this standard should be evidenced by recipes and any relevant salt reduction policies.

Test recipes to ensure minimum amount of salt used.

Guidance
- Experiment with recipes to ensure the minimum amount of salt is used without compromising on taste.
- Specifically state in recipes that salt is not to be added or if it is to be added, exactly how much.
- A good tip is to ensure that sauces are reduced first and then seasoned because gradual reduction cooking methods affect the amount of salt in the final dish.
- Remember that there are times when salt is essential for flavour if we want people to eat healthy options (wholemeal bread and many soups, for example).
- Salt reduction policies and recipes can be used to demonstrate compliance with meeting this standard.

Vegetables, rice, potatoes and pasta are not routinely salted when cooking.

Guidance
- Try flavouring pasta, potatoes, rice and vegetables with fresh or dried herbs, spices and healthy dressings instead of salt.
- Train/brief staff not to routinely add salt.
- Specifically state in recipes not to routinely add salt.
- Salt reduction policies, recipes and staff training materials can be used to demonstrate compliance with this standard.
Salt and sugar are only available from the point of service, not on tables.

Guidance
» Encourage customers to taste food before adding salt or condiments.
» Where salt and/or sugar are available from the service point, consider providing them in small pre-measured sachets rather than free pouring containers.
» Salt/sugar reduction policies and the site visit during the inspection will be used as evidence for meeting this standard.

Sweet recipes use wholegrain flour and less sugar.

Guidance
» The ratio of sugar to flour in cakes, crumbles and other sweet dishes must be to 1:2 or less.
» Wholegrain flour must be used.
» Compliance with this standard should be demonstrated by recipes.

Steps taken to reduce the amount of food left uneaten (plate waste).

Guidance
» Record the amount of food wasted after each meal (by quantity or weight)
» Demonstrate that you are taking at least two of the following steps to address waste:
  > adjusting portion sizes
  > monitoring portions served and removing unpopular items from the menu
  > seeking feedback from diners about which dishes/accompaniments are left and why.
» Ensure portion sizes are appropriate for the target audience and that serving staff are trained on this.
» The Love Food, Hate Waste campaign offers a helpful tool to plan suitable portion sizes.
» Consider introducing portion control ladles/serving utensils or having photos of how the plate should look available so that serving staff know exactly how much to serve.
» The Waste Resources Action Programme (WRAP) has a selection of useful information for reducing plate waste.
**Healthier menus:**

**Fruit and vegetables**

- Fresh fruit is always available and >80% desserts are fruit-based.

**Guidance**

- Fresh fruit must always be available and does not count towards the % calculation. To achieve this standard >80% of other desserts must be fruit based.
- Fruit needs to be the largest ingredient by weight and quantity for a dish to count as a fruit-based dessert.
- Fruits can be in all forms including fresh, frozen, dried, canned and juiced and desserts can be hot or cold.
- If using canned fruit, products in natural juice rather than syrup are healthier options and will also help the dish count as freshly prepared under bronze standard 1.1.
- Fruit added as decoration or jam added to a dessert does not count towards this standard.
- Designing menus to use fruit that is in season will ensure a variety of fruit is served across the year. It will also help you meet bronze standard 1.8.
- Calculate the total amount of desserts and the amount of fruit-based desserts across the menu to work out your percentage.
- Compliance with this standard should be demonstrated by recipes, menus and invoices.

- Fresh fruit or fruit salad is cheaper than alternative dessert.

**Guidance**

- Review the prices of all desserts and fruit offered and ensure that fruit is always the cheaper option.
- Make prices clear to customers.
- Consider presenting fruit in fruit pots or on chopped fruit platters and using a wide variety of colours to make it look appealing and encourage people to choose it.
- Using seasonal fruit can help you meet bronze standard 1.8.
- Record prices of fresh fruit/fruit salad compared to desserts and use this to demonstrate compliance at your inspection.
A range of pre-prepared easy-to-eat fruit and/or vegetables is available as a snack or dessert choice.

**Guidance**

» Pots or platters of chopped fruit and vegetables look appealing and often prove more popular than whole pieces.

» Use a rainbow of coloured fruit and vegetables as this will provide a range of different nutrients.

» Vegetable sticks with dips, salad shaker pots and fruit kebabs are often popular.

» Ensure fruit and vegetables are chopped to appropriate size/shape for the target audience to eat easily.

» Using fruit that is in season will ensure a variety of fruit is served across the year. It will also help you meet bronze standard 1.8.

Raw vegetables are available as salads.

**Guidance**

» Some nutrients in vegetables can be destroyed during the cooking process.

» Review salad offerings and ensure cooked salads, such as pasta and potato, are not the only/main salad options.

» Chop vegetables in a variety of ways to add interest and texture (eg. grate, julienne batons, thick/finely dice, spiralize, shred, thinly/diagonally slice).

» Use a variety of different coloured salad and vegetables to add appeal and provide a range of different nutrients.

» Menus, recipes and site visit verification will be used to demonstrate compliance with this standard.

Salads have dressing provided separately.

**Guidance**

» Don't pre-dress salads before serving.

» Consider providing smaller pre-measured portions of dressing to help reduce fat intake.

» Consider offering lower fat vinaigrettes or yoghurt dressings as healthier alternatives to mayonnaise.

» Consider offering spices and herbs to flavour salads with, alongside or instead of oil based dressings.

» Menus and site visit verification will be used to demonstrate compliance with this standard.
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- Portion of fruit, vegetables or salad provided as standard in all specials and meal deals.

**Guidance**

- Review your menu and check that every main meal (including specials) contains at least a portion of salad or vegetables.
- If any don’t, adapt the recipe or add an accompaniment.
- Consider thickening soups and sauces with pureed vegetables or reductions, rather than adding extra flour and fat to help you meet this standard.
- Salad or vegetables added as a garnish don’t count towards this standard.
- Using a variety of different coloured salad and vegetables can make dishes look appealing, and will provide a range of different nutrients.
- Serving seasonal vegetables or salad can help you to meet bronze Standard 1.8.
- Menus and recipes can be used to evidence this standard.

**Starchy foods**

- Real Bread is served.

**Guidance**

- Real Bread, as defined by the Real Bread Campaign must be served as part of a dish, in sandwiches or as an accompaniment at least once per week.
- The Real Bread Campaign defines Real Bread as bread made without the use of any processing aids or any other artificial additives in the flour or dough. Real Bread can be unleavened flatbread or bread leavened with bakers’ yeast (fresh or dried active) or sourdough culture.
- In the UK white flour must be fortified with calcium, iron, niacin and thiamine as per the UK Bread and Flour Regulation 1998. Therefore flours/bread mixes containing these ingredients are fine to use.
- Examples of artificial additives we would not accept include E481 (sodium stearoyl-2-lactylate), E472e (mono- and diacetyl tartaric acid esters of mono- and diglycerides of fatty acids), E920 (l-cysteine).
- The Real Bread Campaign can help you find out where to source Real Bread, or provide you with a range of information about how to make your own.
- At inspection your menus and other supporting evidence such as recipes, bread mix specifications and invoices will be checked.
☑ More than 50% of bread on offer is wholegrain.

Guidance

» Wholegrain bread is bread made from wholegrain and granary flours.

» To meet this standard either:
  > over 50% of the bread on offer must be made using only wholegrain flour; or
  > bread made with a mix of flours (where over 50% is wholegrain) must be the only bread on offer.

» Check the ingredients and specifications of pre-bought bread to find out what flour they are made with.

» Use your menus, purchasing policies and invoices to demonstrate how much wholegrain bread is on offer.

☑ Two or more complex carbohydrates are provided on the menu each week, in addition to bread.

Guidance

» Complex carbohydrates are higher in fibre so keep people fuller for longer.

» Complex carbohydrates include wholegrain pasta, brown rice, wholegrain oats, spelt, quinoa, buckwheat, sorghum, and koras.

» Offer a range of complex carbohydrates across the menu for variety.

» Use menus and recipes to demonstrate compliance with this standard.

☑ At least one main dish each day includes a healthier starchy food choice.

Guidance

» Healthier starchy food choices are any of the complex carbohydrates, jacket, boiled or mashed potatoes where butter/oil has not been added, rice or pasta.

» Less healthy starchy foods which don’t meet this standard are higher fat options e.g. fried chips, wedges, pasta or potatoes in mayonnaise, butter/oil.

» Use menus and recipes to demonstrate compliance with this standard.
Milk and dairy

- Natural yoghurts are the only available yoghurt.

Guidance

» Natural yoghurt is plain yoghurt that contains only milk and its naturally occurring sugars. No sugar or other ingredients are added during the manufacturing process.

» Check the ingredients with suppliers and on product specifications to see if yoghurts meet this standard.

» Consider serving plain yoghurt with fresh fruit, nuts or seeds to add appeal. Cinnamon can be used to naturally sweeten products.

» Prominently display the plain yoghurt or make its availability clear on menus.

» Ensure there is sufficient plain yoghurt available to meet demand.

» Use menus, invoices and product specifications to demonstrate compliance with this standard.

- Semi and skimmed milk are available alongside whole milk.

Guidance

» To achieve this standard, all three types of milk (skimmed, semi-skimmed and whole milk) must be available.

» Ensure there is a sufficient amount of each type to meet demand.

» Advertise availability to customers clearly.

» Purchasing policies and invoices can be used to demonstrate compliance with this standard.
Meat, fish, eggs, beans

- Oily fish is on the menu at least twice per week.

**Guidance**

- Oily fish are high in vitamin D and omega 3, a type of fat that is good for health.
- Oily fish include fresh, tinned or frozen salmon, mackerel, anchovies, sardines, herring, pilchards, trout and fresh or frozen tuna.
- Canned tuna does not count as an oily fish as the omega-3 fatty acids are removed during the canning process.
- Remember to check that any fish you use is not on the MCS fish to avoid list in order to meet bronze standard 1.3.
- Menus, recipes and invoices should be used to evidence compliance with this standard.

- Pulses are incorporated into recipes to reduce the meat content.

**Guidance**

- More than 50% of meat-based dishes must contain pulses in place of at least some of the standard meat content.
- Use a small amount of a strongly flavoured meat such as bacon, or some meat stock, to add some meaty flavour to a dish which is mainly vegetable/plant protein based.
- Keep a record of how much your meat consumption has reduced by and use this along with menus and recipes to demonstrate compliance with this standard.

- Promoting healthy protein options: 5 points for 2 days per week, 10 points for 3 days per week.

**Guidance**

- Up to 3 days a week are eligible for points, where main dishes are based around beans, pulses, fish, eggs, and other non-meat proteins (not just cheese).
- To meet this standard on the healthier protein days, cheese can be used in dishes as a flavouring or garnish (for example on top of a lentil bake), but another healthier protein must also be included.
- Build healthier proteins days into the menu designing process and ensure there are at least 2 a week.
- Make sure healthy vegetable and pulse-based dishes are positioned at the top of the menu and are always included in any special offers or meal deals.
- Consider holding themed vegetarian or healthier protein days.
- Campaigns such as Meat Free Monday can help you to explain why it’s important for health and the environment to eat less meat.
- At inspection you should demonstrate the number of healthier protein days through your menus and recipes.
Healthier snacks (in vending, on trolleys and over the counter) ‘Snacks’ includes sandwiches and salad/fruit pots

☑ Only low salt or unsalted savoury snack foods are available.

Guidance
» Low salt snacks contain 0.3g salt (0.1g sodium) or less per 100g (equivalent of FSA green rating).
» Salt and sodium are not the same. To convert sodium to salt, multiply by 2.5. To convert salt to sodium, divide by 2.5.
» Have a written procedure for purchasing which incorporates this requirement.
» Specify only acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to manually check products on delivery and when restocking snacks.
» Copies of purchasing policies, contracts and product specifications are required to demonstrate compliance with this standard.

☑ Savoury snack products are only available in packet sizes of 30g or less.

Guidance
» This step is recommended under Public Health England Best Practice Guidelines.
» Have a written procedure for purchasing which incorporates this requirement.
» Specify only acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to manually check products on delivery and when restocking snacks.
» Copies of purchasing policies, contracts and product specifications are required to demonstrate compliance with this standard.
» Sandwiches are exempt from this standard.
Confectionary and packet sweet snack products are in the smallest standard single serve portion size available within the market and do not exceed 150kcal.

Guidance

» This step is recommended under Public Health England Best Practice Guidelines.
» Have a written procedure for purchasing incorporating this requirement.
» Specify only acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to manually check products on delivery and when restocking snacks.
» Copies of purchasing policies, contracts and product specifications are required to demonstrate compliance with this standard.
» Fruit and vegetable products/options with no added sugar are exempt from this standard demonstrate compliance with this standard.
> 75% of total snacks available are healthier options: 10 points (includes 5 required points).

100% of total snacks available are healthier options: 15 points (includes 5 required points).

**Guidance**

- ‘Healthier options’ are defined according to FSA green or amber rating for salt/sugar/fat, with additional requirements for fibre if the snack is grain or potato based.
- Exemptions are made for nutritious whole foods.
- The introduction of fibre requirements for grain and potato based snacks, on top of nutrient thresholds for salt/sugar/fat, follows the New York City Food Standards ‘Food in Vending Machines’ criteria.
- Thus a ‘healthier option’ is:
  - **Salt**: contains no more than 1.5g/100g (equivalent of FSA amber rating)
    Salt and sodium are not the same. To convert sodium to salt, multiply by 2.5. To convert salt to sodium, divide by 2.5.
  - **Sugar**: contains no more than 15g/100g (equivalent of FSA amber rating)
    Fruit and vegetable products/options with no added sugar are exempt
  - **Fat**: contains no more than 20g/100g (equivalent of FSA amber rating)
    Nuts, seeds, nut butters and cheese are exempt
    Products containing nuts or nut butters are exempt
  - **Fibre**: if a grain or potato based item (made from wheat, potatoes, corn, oats, rice, or any other grain) it must be ‘high fibre’, containing a minimum of 6g/100g.
    Examples include crisps, biscuits, cakes, breads, pastries, cereal bars and cereals
    If sandwiches are offered then the bread must be ‘wholegrain’
    Use of wholegrain flour can help ensure that snacks are higher in fibre
  - **Portion size**: complies with the above requirements: savoury snack products 30g or less; confectionary and sweets do not exceed 150kcal
- Have a written procedure for purchasing which incorporates these requirements.
- Specify acceptable products in contracts with your suppliers.
- Check the products with the supplier when ordering.
- Train staff to manually check products on delivery and when restocking snacks.
- Ensure all snacks on offer meet the above requirements. Keep a record of how you have verified this on file.
- Copies of purchasing and display policies, contracts, invoices and product specifications are required to demonstrate the healthier options you serve, their prevalence and how they are promoted.
Healthier drinks (including vending, on trolleys and over the counter)

☑ Any sweetened drinks on offer are in max 330 ml portion size.

Guidance

» Have a written procedure for purchasing incorporating this requirement.
» Specify only acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to manually check products on delivery and when restocking drinks.
» Copies of purchasing policies, contracts and product specifications are required to demonstrate compliance with this standard.

☑ >75% healthier drinks available: 10 points (includes 5 required points).
☑ 100% healthier drinks available: 15 points (includes 5 required points).

Guidance

» Healthier drinks are those with no added sugar or sweetener, or combination milk drinks with <5% added sugar, served in maximum 150ml portion size.
» Have a written procedure for purchasing which incorporates these requirements.
» Specify acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to recognise and promote healthier options.
» Calculate the number of drinks on offer and how many of them meet the above requirements. Keep a record of this calculation on file.
» Copies of purchasing and display policies, contracts, invoices and product specifications are required to demonstrate the healthier drinks you serve, their prevalence and how they are promoted.
Breastfeeding support and children’s food

☑ Make breastfeeding mums feel welcome.

Guidance

» Adopt and create a breastfeeding welcome policy.
» Train staff to make mums feel welcome.
» Display public signage stating that breastfeeding is welcome.
» Policies, staff training records and signs can be used to demonstrate compliance with this standard.

☑ If baby food is made available ensure this is not a variety marketed for children under 6 months of age.

Guidance

» Check product labels and specifications to ensure they are not targeted for babies less than 6 months of age.
» Consider stating on display signs the age any baby food offered is designed for.
» Keep a record of the checks you have made on file to evidence this standard.

☑ Only healthy drinks are offered on the children’s menu: 5 points [not applicable in workplaces].

Guidance

» Healthy drinks are: plain water, milk, pure fruit juices (max 150ml portion size), soy, rice, oat drinks enriched with calcium, yoghurt or milk drinks (less than 5% sugar), or combinations of the above.
» Have a written procedure for purchasing for children’s menus which incorporates this requirement.
» Specify acceptable products in contracts with your suppliers.
» Check the products with the supplier when ordering.
» Train staff to manually check products on delivery and to recognise, promote and encourage children to try healthy drink choices.
» Ensure all drinks on offer to children meet the above requirements. Keep a record of how you have verified this on file.
» Copies of purchasing policies, contracts and product specifications are required to demonstrate compliance with this standard.
Serve a portion of fruit and veg with every children’s meal [not applicable in workplaces].

Guidance

» Review your children’s menu and check that every meal (including specials) contains at least one portion of fruit and vegetables.
» If any don’t, adapt the recipe or add an accompaniment.
» Consider thickening soups and sauces with pureed vegetables or reductions, rather than adding extra flour and fat to help you meet this standard.
» Salad or vegetables added as a garnish don’t count towards this standard.
» Using a variety of different coloured salad and vegetables can make dishes look appealing and will provide a range of nutrients.
» Serving seasonal vegetables or salad can help you to meet bronze standard 1.8.
» Menus and recipes can be used to demonstrate compliance with this standard.

Make adult main meals available in smaller portions for children [not applicable in workplaces].

Guidance

» Providing smaller portions of adult meals for children provides them with more variety and can encourage them to try new foods.
» Adjust prices and portion sizes so that they are appropriate.
» Make it clear on menus and signs that children’s portions are available from the adult menu.
» Train staff to offer smaller portions of adult meals when serving families.
» Menus, signs, recipes and policies can be used to demonstrate compliance with this standard.

Children’s food complies with the School Food Standards: 10 points [not applicable in workplaces].

Guidance

» Assess your menus against the national standards or guidelines relevant to school food:
  > In England, demonstrate compliance with the Department for Education’s ‘Standards for school food in England’ (including food other than lunch) using the audits and inspection toolkit available from the School Food Plan.
  > In Scotland, review menu plans against nutrient-based standards for food and drink as required by the Scottish Government.
  > In Northern Ireland, review menu plans against the government’s ‘Nutritional standards for school lunches’ and ‘Other food and drinks’.
  > In Wales, review menu plans against the Welsh Government’s ‘Healthy eating in schools regulations’.
» Have the appropriate food and/or nutrition standards available to refer to when designing menus.
» To demonstrate that each of your menus meets these standards, keep copies of your checklists or evidence of how they were verified on file.
» The organisations listed above have websites which offer more information and may have useful tools to help plan and assess your menus.
Display, pricing and marketing

☑️ Smaller portions available (e.g. lighter bites).

**Guidance**

» For those with smaller appetites consider offering smaller portions or ‘light bites’.

» State clearly on the menu or display signs that you have smaller portions of main meal options available.

» Starters do not count as smaller portions.

» Copies of menus and signs can be used to demonstrate compliance with this standard.

☑️ Serving staff are knowledgeable about healthy choices and actively promote them.

**Guidance**

» Train serving staff to offer healthier accompaniments (vegetables, salad, plain potatoes) before unhealthy options (e.g. chips).

» Ensure staff can confidently answer questions about which dishes are healthier.

» Build this into induction training for new staff members and refresh periodically for all staff.

» Record training on healthy food choices on staff training records and use these and copies of training materials to demonstrate compliance with this standard.

☑️ Menus and counter signage promote healthier options, including healthier drinks; healthy choice dishes and accompaniments are placed as first options or in prime positions to encourage selection: 5 points.

**Guidance**

» Consider having ‘Healthy dish of the day’ promotions and advertising this clearly.

» Consider giving information about what makes the dish a healthy option eg. is it high in fibre? Does it contain healthier proteins?

» Place healthier options at the start of serving counters in good view from the queue.

» Place healthier drinks prominently at the front of drinks cabinets/display counters.

» Train staff on how to display food and drinks in a way that encourages healthier food choices.

» Menus, advertising materials, signs and staff training records can help you demonstrate compliance with this standard.
Calorie/Guideline Daily Amount labelling or colour-coding/front of pack traffic light labelling.

Guidance
- Make it clear on menus which are the healthier options through the use of symbols, nutritional information or colour coding.
- This will help people make more conscious decisions about what they are eating and allow people to make healthier food choices.
- Keep copies of menus on file to demonstrate compliance with this standard.

No confectionary or crisps at point of sale or in promotions.

Guidance
- If confectionary or crisps are on offer, move them away from the till area to discourage impulse purchases.
- Do not include crisps and confectionary in meal deals or special offers.
- Instead consider having attractively presented fresh fruit and other healthier snacks on display and included in any offers.
- Meal deal and promotional menus, policies and the site visit verification can be used to demonstrate compliance with this standard.