REAL FOOD CALCULATOR
2012 // 2013

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Acknowledgments //

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1 “collaborating with our students to support the growing desire for sustainable dining practices on college campuses across the country” https://www.hfs.washington.edu/sustainabledining/#gsc.tab=0
2 http://www.nacufs.org/membership-benefits/industry/
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Abstract
The predominant food system in the U.S. is one that exploits the Earth, producers, consumers and communities. Colleges and universities annually spend $5 billion on food placing them in the unique position to influence this system through their institutional buying power. The Real Food Challenge (RFC) is a national network of student food activists working to shift 20% of this budget to Real Food by the year 2020. Real Food exhibits one or more of the following criteria: ecologically sound, fair trade, humane or local/community based. The Husky Real Food Challenge (HRFC) is a registered student organization that embodies this campaign at the University of Washington (UW) campus. In order to assess the UW’s Real Food percentage, HRFC students completed the Real Food Calculator (the Calculator). This project assessed food procurement data for UW Housing and Food Services (HFS) from January and February of 2013. Students researched products using online resources and/or contacting the vendor directly. We found that 16% of these purchases qualified as Real Food.

Background
The Real Food Challenge (RFC) is a national grassroots movement of university students working towards a healthy, sustainable and just food system. RFC is a student run initiative whose driving decision-making bodies are at minimum half students, with non-student organizing facilitators. RFC is an independent, self-funded program of The Food Project, Inc., a 501c3 nonprofit organization based in Boston, MA. RFC’s national campaign is to shift 20% of college and university dining budgets to Real Food. Real Food is ecologically sound, fair, humane and/or local- defined as within 250 miles of the institution, or through third party verification (see appendix A). RFC is working to leverage the institutional buying power of US colleges and universities, who spend $5 billion on food purchases annually\(^2\), to create a food system that truly nourishes our Earth, producers, consumers and communities. Institutions sign the Campus Commitment to 20% or more Real Food by 2020 to instill national consistency in defining food systems sustainability and to institute attainable benchmarks. To date, 27 colleges and universities, and the entire California State system, have signed the Campus Commitment. Within these signatory campuses are our regional neighbor institutions the University of Montana (20% Real Food by 2020) and Gonzaga University (25% Real Food by 2020). These schools are now in the implementation phase, operating their Food Systems Working Groups (FSWG). FSWGs operate as university level food policy councils. FSWGs bring together students, faculty, dining service workers and local community stakeholders to collaborate with and advise dining administration to reach the institution’s Real Food goal. The Real Food Calculator (the Calculator) is the audit tool used to measure growth and success towards an institution’s Real Food goal. Over 128

\(^2\) [http://www.nacufs.org/membership-benefits/industry/](http://www.nacufs.org/membership-benefits/industry/)
universities nationwide have begun or finished the Calculator audit. Student researchers have reviewed over $69,000,000 in food purchases on their campuses, and researched over 76,000 unique products. In addition to this measurable change, RFC is dedicated to empowering student leaders to become active and engaged in their school’s food system. Through leadership development and support, RFC gives students the tools and knowledge to effectively partner with the professionals at their institution to create meaningful and sustainable change. Husky Real Food Challenge (HRFC) is honored to join this Real Food movement!

**Introduction**

The University of Washington has taken its role as an influential institution seriously by aligning it’s operating and educating mission with social ethics and environmental sustainability. The University has committed to conduct business affairs in a socially responsible and ethical manner and be a leader in sustainability to protect and preserve the global environment. This leadership has the potential to influence and promote these positive practices within our local and global community.

The Husky Real Food Challenge (HRFC) is honored to expand upon these principles with a special focus on food procurement. RFC criteria and policy has been incorporated into the best practices of the university sustainability sector. The Association for the Advancement of Sustainability in Higher Education (AASHE) has a self-reporting system to measure the sustainability of an institution called the Sustainability Tracking Assessment and Rating System (STARS). AASHE STARS uses the same criteria as Real Food Challenge to define locally produced and third party certified food. The University scored 6/6 points possible for sustainability in dining procurement in 2012 with 53% sustainable food. This rating is awarded when institutions have 50% or more sustainable food, and was achieved at UW after making substantial strides in the category of locally processed foods. 2014 marked the release of STARS 2.0, which are the most strong and refined standards to date. HRFC is proud to partner in increasing the percentage of Real Food to assure full AASHE STARS rating for food procurement in the coming years.

In addition, Real Food Challenge criteria cover and embody the sustainability best practices of the National Association of College and University Food Services (NACUFS) in their publication of Professional Practices in College and University Food Services Fifth Edition. Section 16.1 Purchasing operates on the principle, "The food service staff modifies traditional purchasing protocols to increase the sustainability of its purchasing..."
decisions and protect the environment by purchasing from local suppliers and others who support and practice sustainability". NACUFS defines sustainability as locally produced or processed and/or organically produced. It also recommends that the dining administration set annual goals for increasing the percentage of qualifying local and organic products over time (16.1.3, 16.1.4). The relation of Real Food Criteria to AASHE STARS and NACUFS is a testament to the validity of this work and the importance of setting a Real Food goal for the University of Washington.

Context

Food systems extensively impact aspects of our society. These impacts determine how healthy, sustainable or just the food system is. The Food and Agriculture Organization reports that annual global greenhouse gas (GHG) emissions from agriculture are at the highest level in history. On this trajectory, global agricultural emissions are projected to increase 30% by 2050. FAO claims that the primary contributor to GHG from agriculture is enteric rumination, or the digestive process of livestock that ruminate. We must mitigate the environmental impacts of our food system in concurrent effort with our work to reduce total emissions of GHG. On the national level, the United States is losing family farms annually. The largest scale operations only account for 4% of all farms yet produce 66% of the crop supply. This continued corporate consolidation and concentration creates and power balance that financially harms family farmers. The farm workers who cultivate nearly our entire supply of fresh fruits and vegetables are some of the lowest paid and least protected workers in the most unsafe working conditions in the United States. As demand for cheap animal products increases, the animals used in industrial food production are increasingly raised in grotesquely inhumane conditions. Unsafe amounts of antibiotics in the agricultural industry are used to combat disease from close confinement, and to increase the size of animals. On the consumer side, our food system is driving an epidemic of diabetes and diet-related disease with more than one-third of U.S. adults, and 17% of U.S. children, overweight or obese. Related medical costs for adults alone soared to $147 billion in 2008. Food systems impact the Earth, producers, consumers and communities. In order to promote a healthy, sustainable and just food system, these impacts must be seriously considered when our institution purchases a food product or supports a company.

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Methodology

Researchers participated in a Calculator training session prior to assessing the data from the HFS purchasing invoices. Emma Brewster, the RFC National Program Coordinator and Northwest Organizer, provided directions and instructions for how to upload items to the Calculator, as well as explained how the researchers could access the guidelines for assessing the food. Researchers interpreted the invoices based upon RFC’s criteria for evaluation (Appendix A), and conducted their own research through online resources and direct contact with vendors.

Using HFS invoices from January and February of 2013, researchers assessed the food purchased according to how well it met the criteria of: local and community based, fair trade, ecologically sound, and/or humane. If a product had one of the qualifying certifications for one of these categories (listed in the green or yellow portions of the Real Food Guide, appendix), then the food could be considered ‘Real’ for that category. Meeting one criterion categorizes a product as Real Food B, while fulfilling two or more criteria categorizes a food as Real Food A. These labels are used to assure food products are not counted multiple times for fulfilling several criteria. Notwithstanding the Real Food rating, food is considered ‘Not Real’ if it has any disqualifying properties. These include the use of certain synthetic colors, certain preservatives, ingredients from genetically engineered foods, or animal products from concentrated animal feeding operations, as well as labor violations pertaining to the production of the food. Because of the effort and expense put into acquiring a third-party certifications, companies who qualify will often indicate and advertise their applicable certifications on packaging and online media. These certifications provide an ideal unbiased look into the production practices of our vendors. If production practices were not described through online media or direct communication, the researchers would deem the product not transparent and thus not real.

When the Calculator research was completed, the researchers submitted their data and had an exit interview with Emma Brewster, who approved their work and officially completed the assessment by providing the results.
Results

Our data is based upon HFS invoice records from January and February of 2013, encompassing $2,229,903 worth of food items. Out of this sample, our research shows that a total of 16% of this budget was spent towards Real Food. Of our total percentage, 6% of food items qualified as Real Food A, meaning they were deemed real in two or more of the four assessment criteria (Local, Ecological, Fair, and Humane). Within this, the largest components are coffee, diary and eggs. 10% of purchases were Real Food B, having met one criteria; the bulk of this category is comprised of dairy, baked goods, and grocery purchases. Figure 1 shows the break down of this budget in terms of Real Food A, Real Food B and conventional food. Figure 2 illustrates the total performance of this invoice, showing the percentage out of all food purchased, that fulfilled each of the four Real Food criteria. Figure 3 illustrates the percentage of each food category that is either Real Food A, B, or neither (conventional). As this data was taken from winter months, it is expected that the actual percentage of Real Food at UW, a year-round average, would be slightly higher as more local foods and produce become available.
Local:

The largest qualifier for Real Food in this invoice sample was Local, with 11% of food items qualifying. Figure 4 shows which categories made up the food that qualified as Local. The largest groups within the Local criteria are dairy and eggs. 99% of eggs purchased by UW were local, from Wilcox Farms in Roy, WA, followed by 34% of all dairy, and 32% of produce purchased. Recalling that this sample is taken from winter months, the expected total year-round percentage of local produce is higher. Few meats, poultry, fish, beverages, or groceries were local, ranging between 1-4%. Figure 5 shows the amounts of Local food purchased within each food category.
Ecologically Sound:
7% of food purchased in this sample qualified as Ecologically Sound food. Figure 6 shows how each of the categories contribute to the total amount of Ecologically Sound food. The largest category of Ecologically Sound food was tea and coffee, which often met USDA organic certification. It is important to note that this data represents the coffee vendor Tully’s. Since the time of this invoice, the University has switched to serving Starbucks Coffee. Because Starbucks adheres to minimal 3rd party certifications, which are not verified as RFC criteria\textsuperscript{14}, we are under

the impression that at present, the percentage of organic teas and coffees could be lower. In relation to the entire sample, 47% of all tea and coffee purchased met the Ecologically Sound criteria. Baked goods were the next largest component, as 16% of baked goods purchased in this sample met qualifications for ecological soundness. Small amounts of dairy, fish, beverages, grocery items and produce were ecologically sound, each between 2-9%. No meat, poultry or eggs met the criteria. Since this assessment, the University has switched to primarily USDA Organic eggs, so it is assumed that this percentage is much higher at present. Figure 7 shows the amount of Ecologically Sound food purchased in each category.

![Figure 7](image)

**Figure 7**

**Fair:**

Of all food purchased in this sample, 2% was certified as Fair. This label is not commonly found or applicable to all foods, so as expected was mostly comprised of the coffee and teas category, within which 38% meets qualifications. Again it is important to note that since the University has switched from Tully’s to Starbuck’s Coffee, this value will have changed. Figure 8 shows which categories comprise all Fair food purchased. Figure 9 shows the percentage of Fair food within each category.

![Figure 8](image)

**Figure 8**
Humane:
Just under 4% of food items in our sample carried certification that the animals used towards those products were raised humanely. Once again, this certification does not apply to any foods produced without animal meat or products. The majority of this value, 59%, is attributable to eggs, again from Wilcox Farms. The remaining 41% of food qualifying as Humane was dairy. 0% of meat and poultry purchased by the University were certified Humane. Figure 10 shows which categories comprise the Humane food purchased. Figure 11 shows the percentage of Humane food within each category.
Limitations

Several limitations affected the timeline of the research process and acquisition of Calculator results. A notable shortcoming in conducting this research conduct lies in the student volunteer aspect of the Calculator project. The whole process, from the training, researching and interpreting of the results, was entirely student driven and was also, for the most part, without a monetary or credit incentive. Since this food procurement audit was done on the volunteered time of students, the Calculator was carried out while student researchers were taking full class loads, as well as taking on other commitments such as jobs, internships and extracurricular activities. This greatly reduced the work capacity of the student researchers, and resulting delays are mirrored in the timeline. The Calculator initially began in May 2013, and was completed one and a half years later in December 2014. Looking at the ever changing nature of food, and how HFS is a self-operated dining service that has autonomy on its choice of vendors, there is a need for timely results that reveal and highlight the progress that HFS makes towards providing Real Food to UW students. The institutionalization of this research position would streamline and support the calculation process. This internship could be housed in a relevant department, office or entity of the University. Compensation could be monetary, for credit, or a combination of both. Providing this support and incentive would create the opportunity for future researchers to complete the Calculator in a timely manner to keep up with HFS’s annual progress. This internship would also provide an amazing opportunity for students to learn more about the food

![Figure 11](image-url)
Another limitation to this Calculator assessment is the length and nature of the sample months. Since HFS purchases food in such high volume, it was decided at the beginning of the process to only research two months of food purchasing. January and February 2013 were chosen as a sample. Although we were still able to assess a wide variety of foods purchased, we recognize that local food procurement was limited because of the winter season in the Pacific Northwest. This suggests that HFS could be purchasing a higher percentage of local foods during the warmer months in which Northwest food products are more abundant and available to be purchased. During the next Calculator assessment, the sample will include at least one non-winter month to accommodate for this limitation and to more accurately describe HFS’s local food purchases. Through increased efficiency and institutionalized support, the Calculator will eventually have the capacity to assess all HFS food purchases in each given year. This will produce the most accurate account of HFS’s progression towards a sustainable food system on campus.

Recommendations

There is substantial room for improving the efficiency of the Calculator. Working with incomplete or indecipherable invoice data is the most labor-intensive aspect of the Calculator process. By setting guidelines for initial invoice collection from our vendors, these barriers could be easily eliminated or greatly reduced. There are 5 data categories that are essential to Calculator research, they include: Product Description, Product Code, Label/Brand, Vendor and Price. Some invoices did not provide all of these categories, and some included data that could not be deciphered. The data for these categories are essential to allow researchers to identify the item before determining if a product fits Real Food criteria. We therefore recommend that invoices include all essential data fields, methods for decoding data abbreviations and lingo, and that researchers have access to the ingredients of products or other product information relevant to Real Food Criteria shared with the buyer, HFS.

The Label/Brand of a product is essential for researchers to assess the company practices, production location, and ingredients of a product. During our research, we came across many accounts in which products were extremely difficult to track due to a missing Label/Brand. Items such as “Yellow Corn Flour” and “Non Stock Dry Item,” which belonged to the vendor Merlino, as well as Harbor Wholesale’s “Pinto Beans” are examples of ambiguous products lacking a label or brand. This issue is very prevalent in the invoices from franchised restaurants on campus. For example, Pagliacci Commissary purchases had items listed as simply “Croutons” or “Crushed Red Pepper Flakes”. To aid in the Calculator, we recommend that brands be a required field for
each product from all companies. For some items, such as the “non Stock Dry Item” mentioned above, unclear descriptions provided zero insight as to what the product could have been, making it even more difficult to identify and research the product. Therefore, it is crucial to assure that all invoices from food businesses contain clear identifying fields.

(below: Merlino)

A key providing definitions for the commonly abbreviated terms found in the purchasing data would be instrumental to assist in the efficiency of the Calculator. Data from companies such as Charlie’s Produce and Corfini included products listed with “ORG/C”, “WAXF”, “BF”, and “DV” in the description. Abbreviations also made identification of brand names more difficult. Alone, these abbreviated terms have little meaning or information to aid in the Calculator, but with a key the researcher could assess these products more efficiently.

(below: Pagliacci Commissary)

Another issue commonly encountered in the Calculator was inaccessibility of the food products’ ingredients. To assess whether or not a product could contain a disqualifying ingredient, our first front was to research online if the company provides an ingredients list on its website. This approach often fell short, so sometimes ingredients for a product could be found on dietary tracking websites. When both of these methods provided no information about the product’s ingredients there was no further route to find ingredients in order to assess the product. In the future, a possible remedy to this shortcoming could be access for the researcher to products on hand to physically search for an ingredients label on the packaging.

There are many aspects of food production and processing that are not transparent. Often, company websites used to gather data are misleading. They will state claims
that appear to adhere to Real Food Criteria, but they are often claimed without 3rd party verification. Or, the company websites do not provide enough information about products in question. In this scenario, researchers attempt to clarify missing information by contacting the companies directly. Often, companies did not reply to these attempts, or did not reply in a comprehensive manner (i.e. by making misleading claims similar to those on their website). In order to increase the depth of clear, accurate product information accessible to the researchers, an additional recommendation would be to set up or support communication between the researcher and major vendors lacking in online transparency.

**Conclusion**

Running a Real Food Calculator audit of UW HFS purchases is a valuable tool for assessing the environmental, economic and social impact our University has on our global food system. For example, HFS substantially supports Wilcox Farms. Egg purchasing has reached 99% Real Food. Other strong areas include Dairy, Produce, Baked Goods, and (at the time of this audit), Coffees and Teas. The categories lowest in Real Food included Meats, Poultry, Fish, Beverages, and Grocery Items. This is also reflected in the results for Humane qualified products, where we find no meat, fish or poultry. With sustainable meat demand gaining momentum nationally, we could explore the many alternatives that could quickly bolster these results. While the highest amount of Real Food qualifications came from meeting criteria under local food, the University’s location in the Northwest provides a plethora of opportunities to further support local producers and suppliers within our community. Data gathered through the Calculator is also instrumental in evaluating the environmental impact of the University’s consumption. Just 6% of all food purchased met some criteria for ecological sustainability. We relate strongly with the HFS’s mission for sustainability that “our goal is to provide a food system for the UW community that is sustainable,” and as the University is a leader in sustainability, the leadership example and learning environment that our University creates can contribute to a sustainable and equitable food system.
# Real Food Guide

## Appendix

### Local & Community-Based

**Green Light:** best represents standard and counts as real food

- **Producer** must be a privately-traded or cooperatively-owned business that grosses less than 1% of the industry leader.
  - Independently owned businesses must have full autonomy and decision-making power about business processing & distribution practices.
  - All production, processing, & distribution facilities controlled by the producer, its parent or family companies, and contract farmers must be within 150 miles of the institution.
  - Products from cooperatively owned businesses must have been produced, processed, and distributed within 150 miles of the institution. Must be a true co-op rather than contractors to a larger corporation.

### Fair

- Products with the following certifications:
  - Excellent Fair Trade Certified
  - Fair Food Standards Council Fair Food Program (Coalition of Immokalee Workers tomatoes)
  - Fair for Life Certified by IMO
  - Fair Trade Certified by Fair Trade USA*
  - Fair Trade Certified by Fair Trade USA*
  - Food Justice Certified by Agricultural Justice Project

- Single Source product that can confirm in writing the following for all employees:
  - Living wage
  - Right to benefits
  - Day of rest and and overtime
  - Seniority
  - Equal pay for equal or equivalent work
  - Right to return to seasonal position
  - Right to freedom of association

### Ecologically Sound

- Products with the following certifications or claims:
  - Biodynamic Certified by Demeter
  - Food Alliance Certified
  - USDA Organic
  - Protected Harvest Certification
  - Rainforest Alliance Certified**

- For multi-source or multi-ingredient products, producer and 50% of the ingredients* must meet all of the above criteria.

### Humane

- Products with the following certifications or claims:
  - Animal Welfare Approved by Animal Welfare Institute
  - Biodynamic Certified by Demeter
  - Global Animal Partnership Steps 6-5+
  - Certified Humane by Humane Farm Animal Care*[^3]

- Fish Only:
  - Marine Stewardship Council
  - Monterey Bay Aquarium Seafood Watch Guide "Best Choices" (Regional Guide or Buyer's Guide)

- Coffee Only:
  - Bird Friendly by Smithsonian Migratory Bird Center

### Local & Community-Based

**Yellow Light:** counts as real food, but not as strict as Green Light

- **Producer** must be a privately-traded or cooperatively-owned business that grosses less than 1% of the industry leader.
  - Independently owned businesses must have full autonomy and decision-making power about business processing, processing, & distribution practices.
  - All production, processing, & distribution facilities controlled by the producer, its parent or family companies, and contract farmers must be within 250 miles of the institution.
  - Products from cooperatively owned businesses must have been produced, processed, and distributed within 250 miles of the institution.
  - Must be a true co-op rather than a contractor to a larger corporation.

- 50% of the ingredients in the product meet the above standards.

### Fair

- Products with the following certification:
  - Fair Trade Certified Ingredient by Fair Trade USA

### Ecologically Sound

- Products with the following certifications or claims:
  - Fair Trade Certified by Fair Trade USA*
  - Monterey Bay Aquarium Seafood Watch Guide "Good Alternatives" (Regional Guide or Buyer's Guide)
  - Salmon Safe
  - Transitional Organic by OIA

### Humane

- All Species:
  - Certified Organic by USDA-AMS**
  - Food Alliance Certified*
  - Global Animal Partnership Step 3

- Ruminants Only:
  - AGA Grassfed
  - "Process Verified Grassfed"*** by USDA-AMS and either "Never Ever 3" by USDA-AMS or "Naturally Raised" by USDA-AMS

- Hogs Only:
  - Certified Humane by Humane Farm Animal Care

- Egg Layers Only**: American Humane Certified (no enriched cage eggs)

- "Cage-Free" by USDA-AMS

[^3]: Humane Farm Animal Care is the only third party certification for chicken that is accepted by the American Veterinary Medical Association (AVMA). It includes the-American Humane Association’s Compassionate Care Certification Program (ACC) for laying hens, including a requirement to provide enrichments that meet the baseline requirements for cage-free egg production.”

[^4]: USDA-AMS (United States Department of Agriculture - Agricultural Marketing Service) is the agency responsible for certifying various produce categories, such as organic, non-GMO, and certified organic products. It is a federal agency within the USDA that sets standards and regulations for these products. USDA-AMS also oversees the National Organic Program, which sets the standards for organically grown non-GMO products in the United States. USDA-AMS is responsible for ensuring that products labeled as organic meet the necessary standards set by the agency. This includes requirements for how the product is grown, processed, and handled, as well as restrictions on the use of certain chemicals and substances. USDA-AMS is a federal agency within the USDA that sets standards and regulations for these products. It is responsible for ensuring that products labeled as organic meet the necessary standards set by the agency. This includes requirements for how the product is grown, processed, and handled, as well as restrictions on the use of certain chemicals and substances.
Red Light: good start but not enough to count as real food.
Product can meet real food criteria in other categories.

Producer is independently or cooperatively owned but does not meet the above criteria.

- Products with the following certifications:
  - Rainforest Alliance Certified* by Rainforest Alliance
  - Food Alliance Certified*

- Products that have been processed or shipped by companies with fair labor conditions comprised of ingredients with unconfirmed labor standards.

Red Light: claim does not necessarily have substance, not real food.
Product can meet real food criteria in other categories.

- Products with the following claims:
  - "Natural"
  - "GMO Free"

- Products with the following certifications:
  - "Raised without Antibiotics"
  - "No Antibiotics Administered"
  - "Never Ever S"
  - " Creed Free" by USDA-FSIS (poultry)
  - "Free Range" by USDA-FSIS (poultry)
  - "HRG-free/rBST-free" by FDA (dairy)

Red Light: no way, not real food.
Product can meet real food criteria in other categories.

- Producer does not meet any of the above criteria.

- Multi-source, highly processed products with no certification.

- Products with the following claims:
  - Monterey Bay Aquarium Seafood Watch Guide "Avoid" (regional guide)

- Confinement or Battery cages, enriched cages, gestation crates,veal crates

Disqualifications: Product containing disqualifying characteristics cannot count as real food in any category.

- Producer is known to be found guilty of criminal charges of slave labor or indentured servitude within the previous 10 years; producer is known to have been found guilty of, been cited, or settled a case relating to an OSHA, FSLA, or NLRB violation within the last 3 years.
- Producer is known to be a Concentrated Animal Feeding Operation (CAFO)
- Product is likely to contain GMOs (e.g. non-organic high fructose corn syrup, soy, beet sugar)
- Product contains any of the following: Acetaminophen, Potassium, Bumetane Hydroxyanide (BBH), Caramel Coloring, Diethyl (Olean), Partially Hydrogenated Oil (trans-fats), Propyl Gellite, rBGH/rBST, Saccharine, sodium nitrate added, sodium nitrite added, Dyes: Red #3, Yellow #5, Yellow #6, Blue #3

Legend

Italics = There is strong, third-party verification of the claim through a certification
"Text with Quotes" = Industry claim
* = Certification/claim occurs in more than one column
** = Needs verification that it is not from a Concentrated Animal Feeding Operation (CAFO)
1 Producer is defined as the entity that produces the product. Thus, it could be a farmer, rancher, bakery, corporation, etc.
2 For poultry, verify "Free Range" standards are followed
3 Does not include hogs (Certified Humane hogs fall under Yellow Light)
4 Ingredients are defined as raw ingredients. Ingredients must meet a given criterion at the first step of the supply chain to qualify as Real Food.