IDEAS @ WORK

Annual National Conference 2019
Perk Up Participation with Coffee as Part of a Reimbursable Meal
Ideas@Work education sessions are intended to inspire and encourage innovation in school nutrition through peer-to-peer learning and engagement.
Affiliation or Financial Disclosure

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- Sr. Director, Food and Nutrition Services, Orange County Public Schools

List any affiliations/financial disclosures.
  - Nothing to disclose
The Problem:

Nutritionists know that students need calcium. With coffee allowed, how can we make sure they still drink milk?

• Inspiration: Students need milk and I need innovations
• Preserve the reimbursable meal
• Help the Student Organizations fundraise
Make a coffee bar – but include 8 oz. of milk
A Bit About Our District

• Orange County Public Schools, Orlando, Florida
• 218,866 students; 8th largest district in US
• 69% Free/Reduced
• Breakfast, Lunch, Supper, Weekends, Spring Break
• Taste test all products with students before put on the menu

Cooperative Cart – Groups can sell specific products during lunch that are prepared by the food service and do a simple up-charge for fundraising
Challenge: Meet the nutrition standards

- **Coffee**, flavoring and whipped milk: ≤ 60 calories per 12 fluid oz.
- **How to include in reimbursable meal**
  - **Milk** = 1 component
  - **Sandwich** = grain and protein; 2 components
  - **Vegetable or Fruit** = 1 component
  - **Total Components** = 4
ICE COFFEE

Ingredients
- 2 oz Sugar Free Syrup (two pump) if we use just ONE flavor OR 1 oz Sugar Free Syrup (one pump) plus 1 oz Sugar Free Syrup (one pump) if we use TWO different flavors
- 2 oz Coffee
- 8 oz Milk
- Ice

Directions
In a parfait cup, pour the coffee and the syrup all together. Stir until all flavors are well blended, then add the milk and stir one more time. Add ice until the cup is full and put on a lid.

Optional
- If whip cream is added, use a dome lid. If not, use a flat one.
- You can add caramel sauce or chocolate Hershey’s for topping.
Implementation: Milk from machine

Students liked loved the milk.
The cup was slow to fill, so added pre-cupped milk.

Almost all students selected the milk in a cup.
- 12 oz. cup with lid & straw.
How did we do it?

WHIP CREAM

Ingredients
- 3 cups (24 oz) Chilled 1% milk
- 3 teaspoon Xanthan gum
- 4.0 oz vanilla syrup (*4 pumps)

(*One pump equivalent 1.0 oz)

Directions
Place the milk and vanilla syrup in a blender and mix approximately for two minutes, add the Xanthan gum mix until it dissolve completely. Pour the product inside the whipper canister (don’t fill the canister more than ⅓ of the way with product), and close tight.

Equipment setup
1- Insert a N2O charger into the charger holder.
2- Screw the charger holder with the inserted charger onto the head until you can hear that all of the charger contents have flowed into the whipper canister.
3- Shake the whipper canister vigorously for one minute.
4- Unscrew the charger holder and waste the empty charger.
5- Repeat step 1 to 4, with the new charger.

When serving, shake briskly for a few second then turn the whipper canister upside down and spray into the cup of coffee mix.

Keep whipper canister with product refrigerated or in ice at all time.

UPGRADED All Metal Whipped Cream Dispenser by ZOEMO - Reinforced Leak-Free Cream Wh... ★★★★☆ 43
## The Costs: incentive to purchase meal

<table>
<thead>
<tr>
<th>Item</th>
<th>Unit Price</th>
<th>Servings Per Unit</th>
<th>Per Serving Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Syrup Flavor</td>
<td>$6.39</td>
<td>25</td>
<td>$0.26</td>
</tr>
<tr>
<td>Coffee</td>
<td>$57.94</td>
<td>1,200</td>
<td>$0.05</td>
</tr>
<tr>
<td>Whipped Cream</td>
<td>$1.80</td>
<td>30</td>
<td>$0.06</td>
</tr>
<tr>
<td>Caramel Topping</td>
<td>$6.00</td>
<td>300</td>
<td>$0.02</td>
</tr>
<tr>
<td>Milk</td>
<td>$0.29</td>
<td>1</td>
<td>$0.29</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Selling Price</th>
<th>W/O Milk A la carte</th>
<th>W/Milk from Reimbursable meal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Syrup Flavor</td>
<td>$3.00</td>
<td>$2.00</td>
</tr>
<tr>
<td>Coffee</td>
<td>$0.14</td>
<td>$0.14</td>
</tr>
<tr>
<td>Whipped Cream</td>
<td>$1.77</td>
<td>$1.12</td>
</tr>
<tr>
<td>Caramel Topping</td>
<td>59%</td>
<td>56%</td>
</tr>
</tbody>
</table>

Food Cost: $1.77

Profit Percentage: 59%
Students come to the serving line
They think it is “coffee” even though it is 8 oz. milk /coffee flavoring
Used as a Fundraiser

**With sponsor**
- Daily Sales: 147 at Breakfast
- Average profit: $46/day

**FNS staffed**
- Daily Sales: 161
- Average profit: $52/day
Created additional events

• Coffee available for student groups meeting in the “student union”

• Principals offered to their teachers through the catering program
Closing Thoughts

Coffee in high schools is not so bad
...served with 8 oz. milk
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Thank you!
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