



1



YES! WINTER WORKSHOP 2015

How to switch to milk dispensers in your school



OVERVIEW

- *Milk supplier*
- *Leasing option*
- *Number of dispensers*
- *Funding*
- *Purchasing*
- *Baseline measurements*
- *Education*
- *Milk collection container*
- *Lunch line*
- *Data tracking*
- *Success stories*
- *NLS Study*



WHO IS YOUR MILK SUPPLIER?

- Find out who supplies milk for your school and find out if they offer bulk milk in bags
 - They must offer two varieties of bulk milk: flavored milk cannot have any fat content; white milk can be low-fat (1%) or no-fat (skim)
- Supplier does not offer bulk milk→find out if there are any other dairies in your school's area offering bulk milk
 - switch contract at end of year
- Supplier offers bulk milk→negotiate bulk milk prices
 - Could lower prices if you can show consumption would increase



LEASING A DISPENSER

- Most dairies lease milk coolers for milk cartons
- Dairies might be able to lease milk dispensers
 - Save on capital costs



HOW MANY DISPENSERS DOES YOUR SCHOOL NEED?

- Five gallon bag=80 milk cartons
- Talk to food service staff to find out if they maintain records of how many cartons are sold each lunch period and breakfast
- Helpful for custodial staff to have enough bulk milk on hand to last through each lunch period
 - Avoids changing bags during the middle of lunch
 - Might be unavoidable if the school is large or is constrained in space and funds



PAYING FOR THE PROJECT

- Does the school want to pay for it directly?
- Consider applying for grants or fundraising to offset costs
 - Grant money from YES! and Southern Minnesota Initiative Foundation
- School will still pay for the milk



ITEMS TO PURCHASE

- Reusable cups
 - Needs to identify 8 oz.
 - Cambro NT12
 - Ask for sample cups from online distributors to test
- Milk dispensers
 - How many do you need?
- Tables for dispensers to sit on
 - Work with food service staff and custodial staff to determine their needs
 - Do they want tables that roll or stationary ones?
- Dishwasher racks
 - How many cups do you want to fit?



TRACKING BASELINE MEASUREMENTS

- Baseline=current status of school
- Want to understand environmental impact of switching to dispensers
- Track measurements for 3-4 weeks
 - Energy consumption
 - Dishwasher if possible
 - Milk coolers
 - Solid waste
 - Waste and recycling from lunch and breakfast
 - Water usage
 - Dishwasher



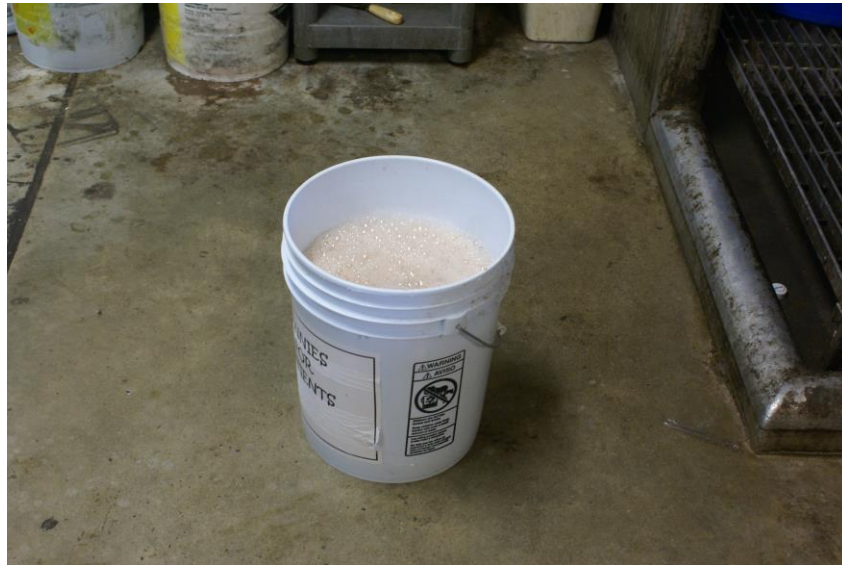
PROVIDE EDUCATION TO STAFF AND STUDENTS

- Make sure students and staff are aware of changes
- Provide signage before and on the day of the switch
- Consider making a short video and broadcasting it on school's television network
 - New London-Spicer YES! team did this last year
- Providing peer education works really well



COLLECTING UNUSED MILK

- You will want a bucket, trash can, sink, etc. for students to pour out unconsumed milk
- This will keep trash bags lighter for custodial staff
- Schools recycling milk cartons currently are likely already doing this
 - Can use same container



LUNCH LINE PROCESS

- Make sure students and staff know where to return their used cups
- Consider having students and staff place cups directly into dishwasher racks to save time for custodial and food service staff



DATA TRACKING

- Track same data you tracked before
- Use the same period of time
- Compare baseline data with final data
 - What were your results?
 - Was your school successful in reducing energy?



SHARE YOUR SUCCESS

- Share your results with other schools
 - School newsletter
 - YES! blog
- Serve as an example for other schools thinking about switching
- Consider holding a tour so media, administration from other schools, etc. can see how easy it is





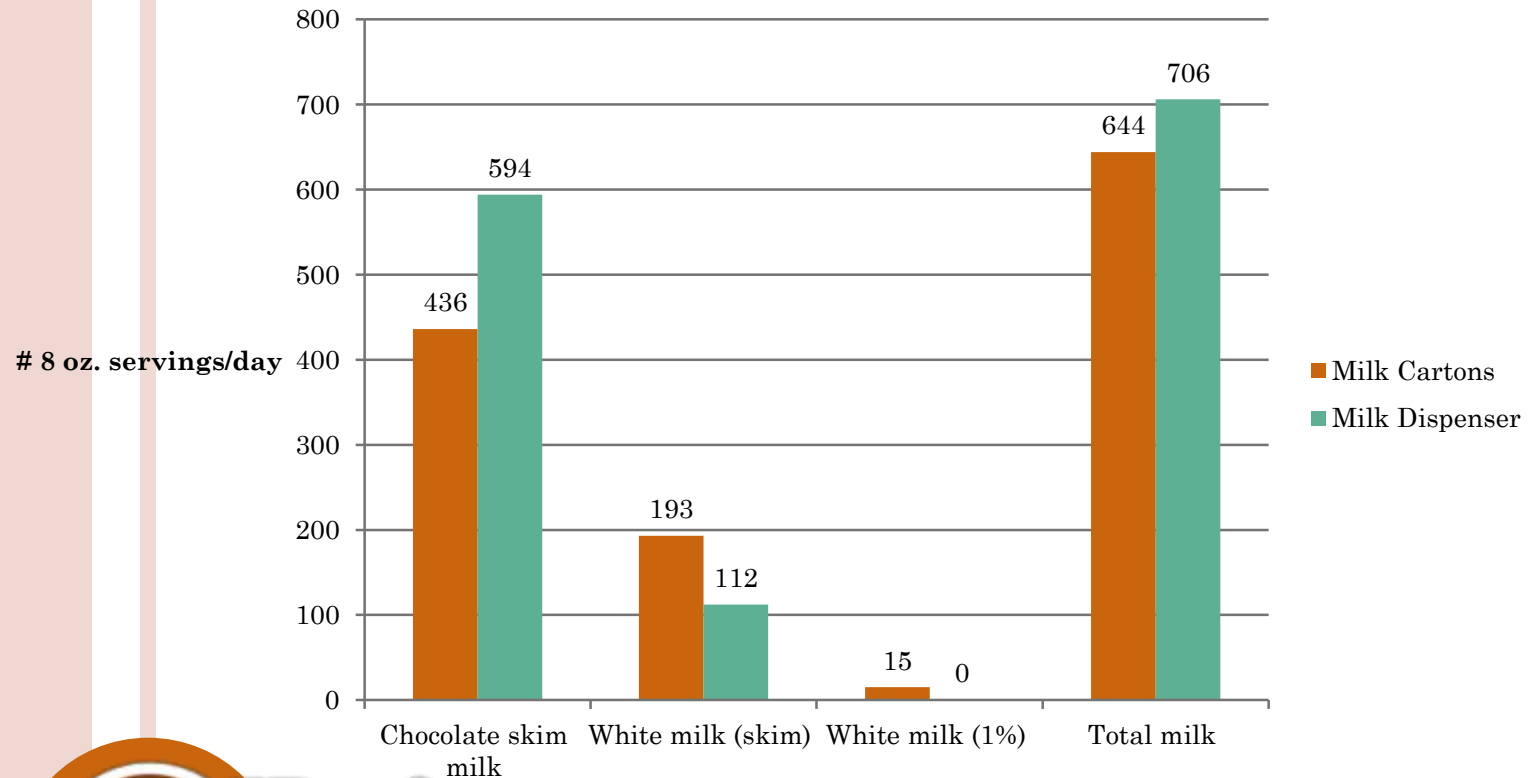
RESULTS FROM NEW LONDON-SPICER

14



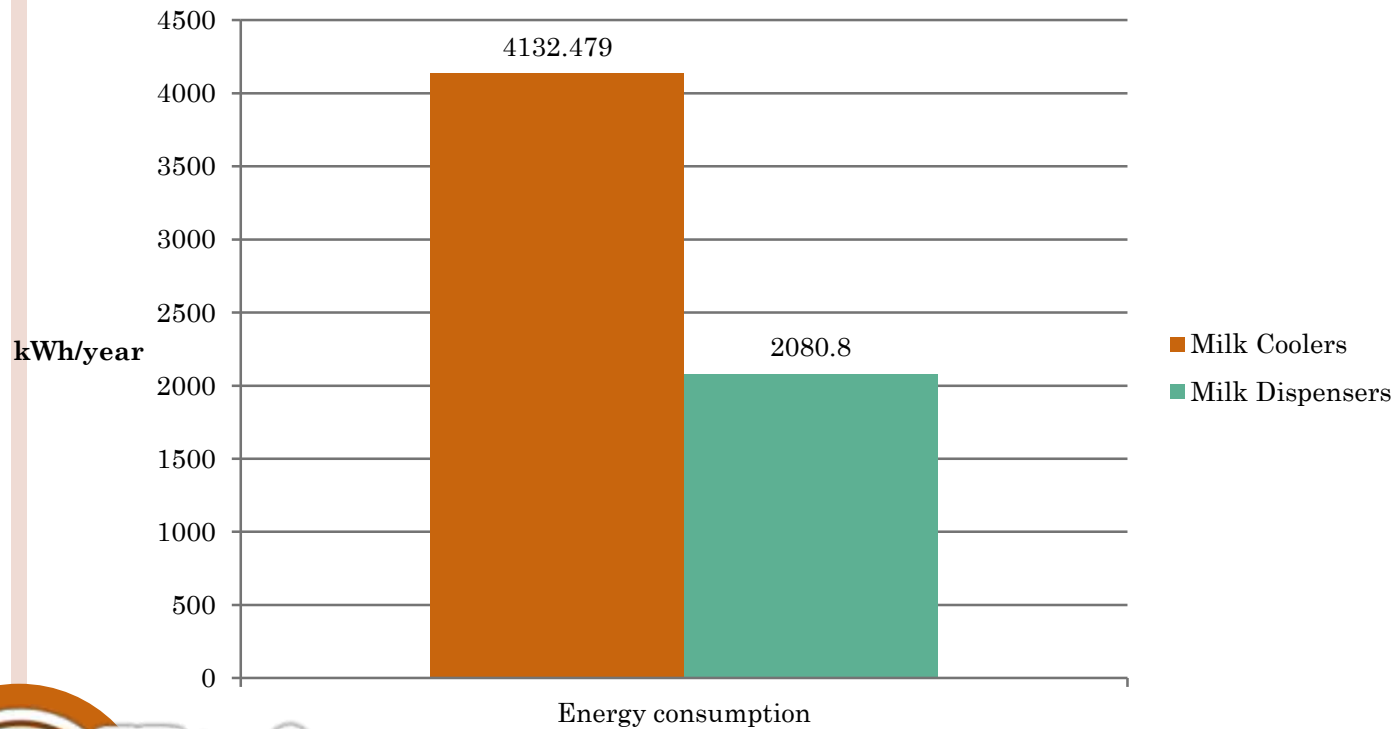
MILK CONSUMPTION

Milk Consumption Cartons vs. Dispenser



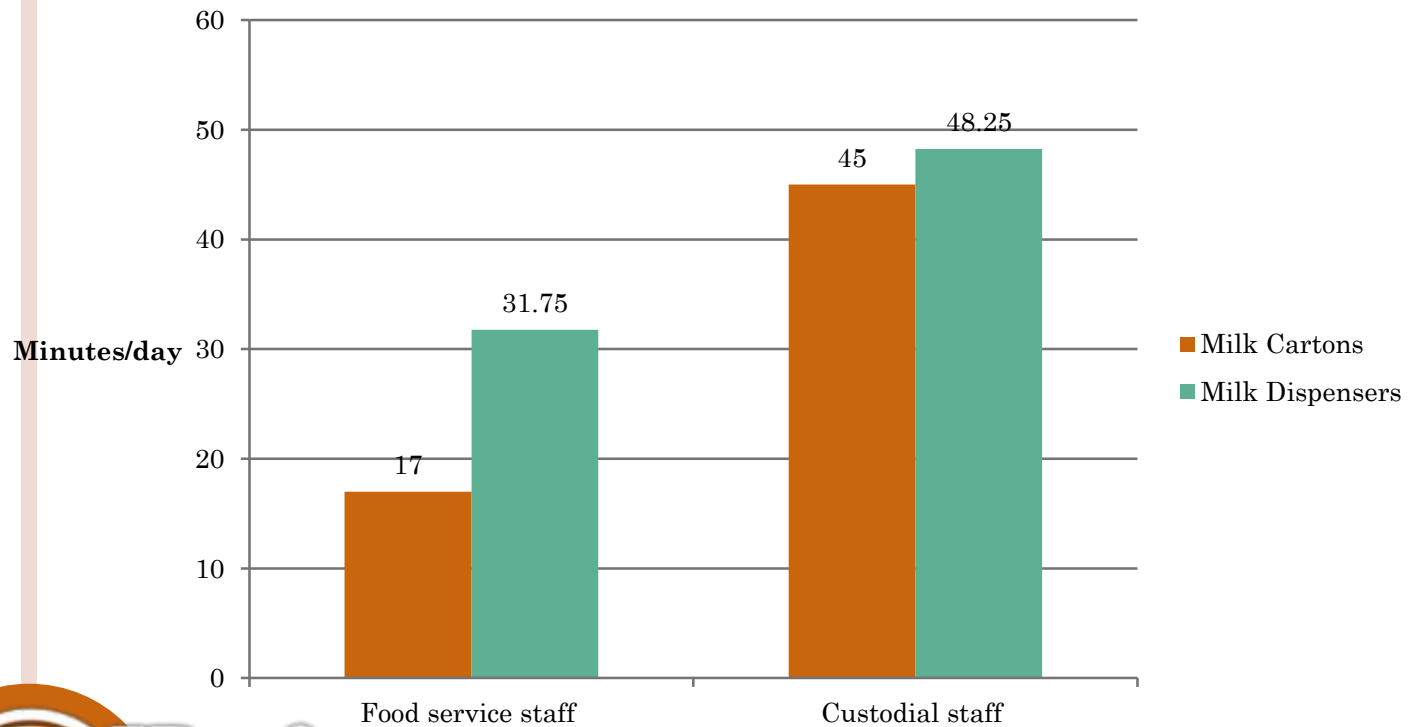
ENERGY CONSUMPTION: COOLERS VS. DISPENSERS

**Energy Consumption
Coolers vs. Dispensers**



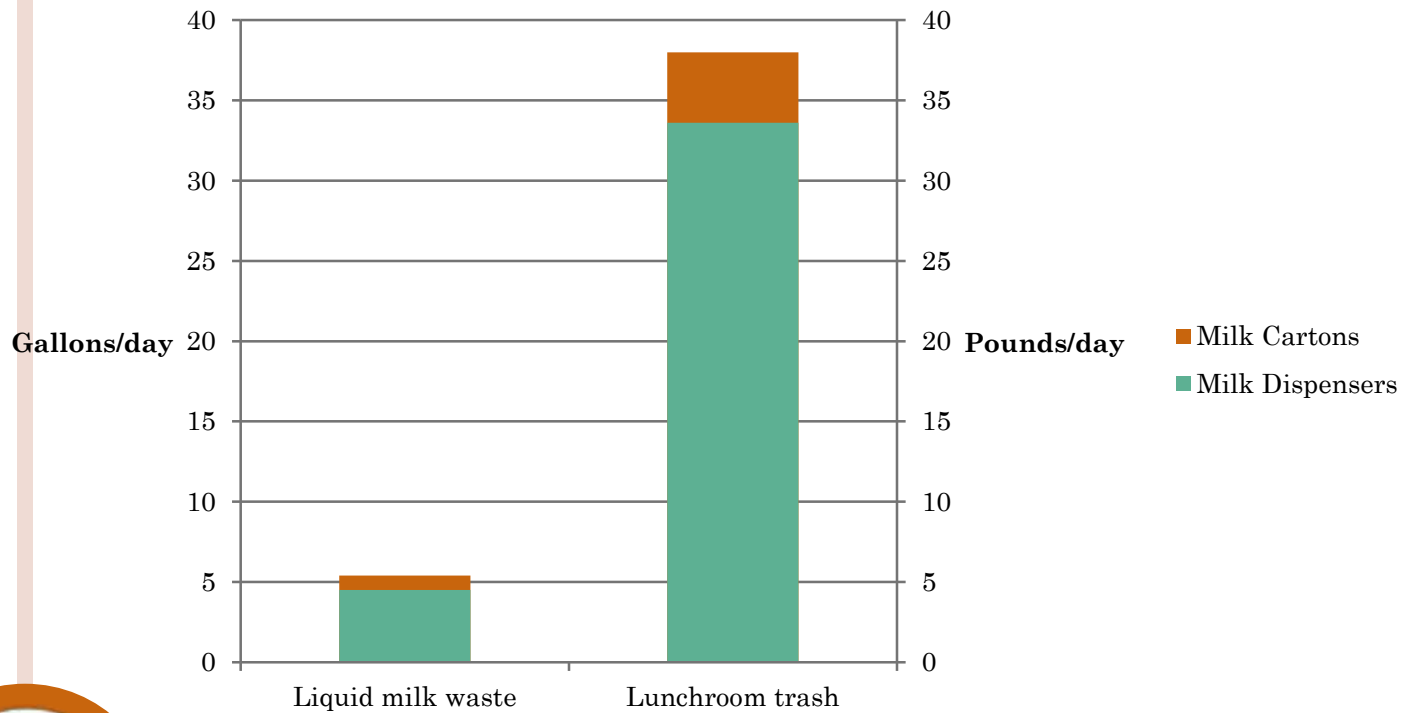
STAFF LABOR

Staff Labor Cartons vs. Dispensers

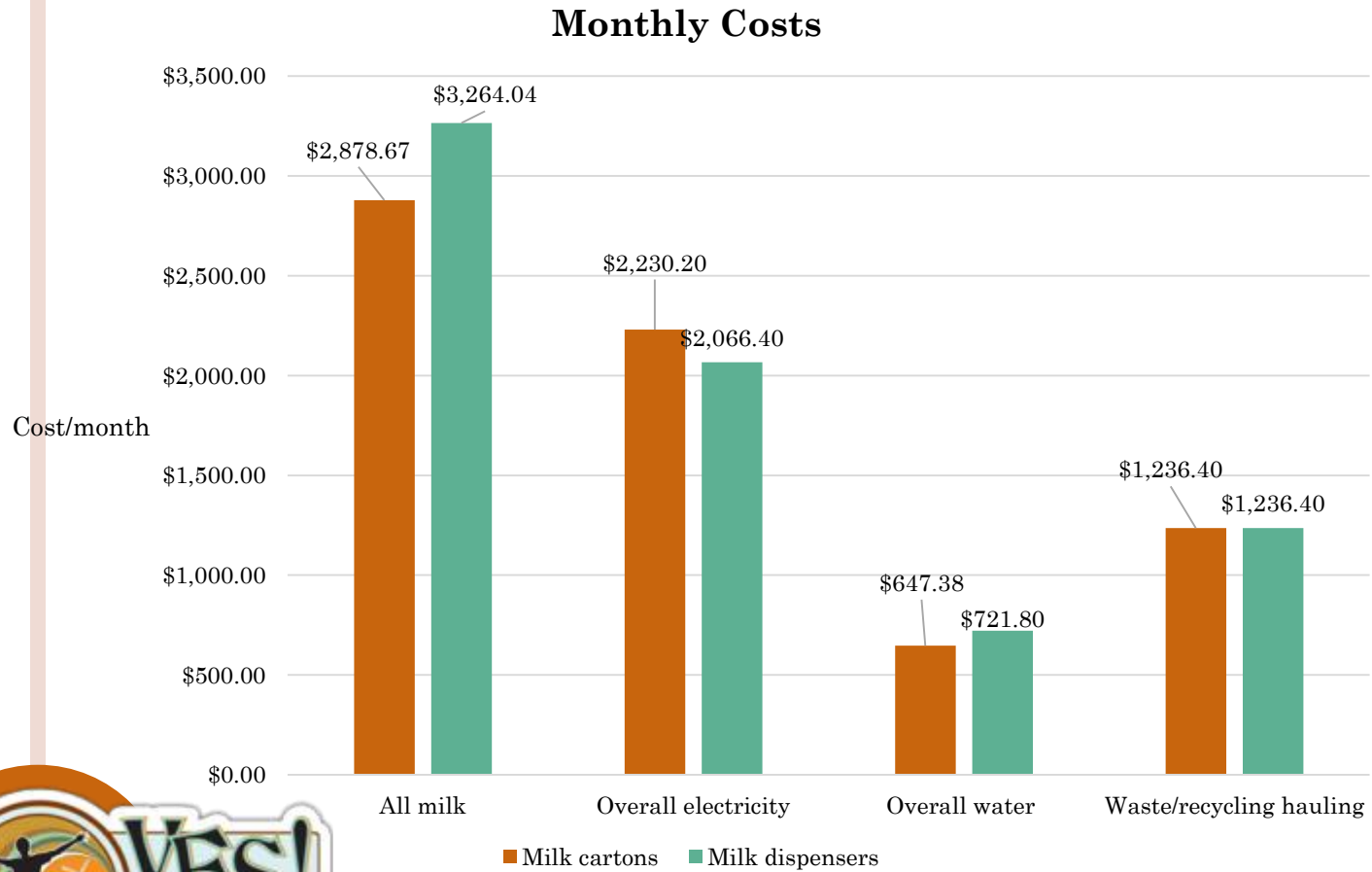


WASTE GENERATION

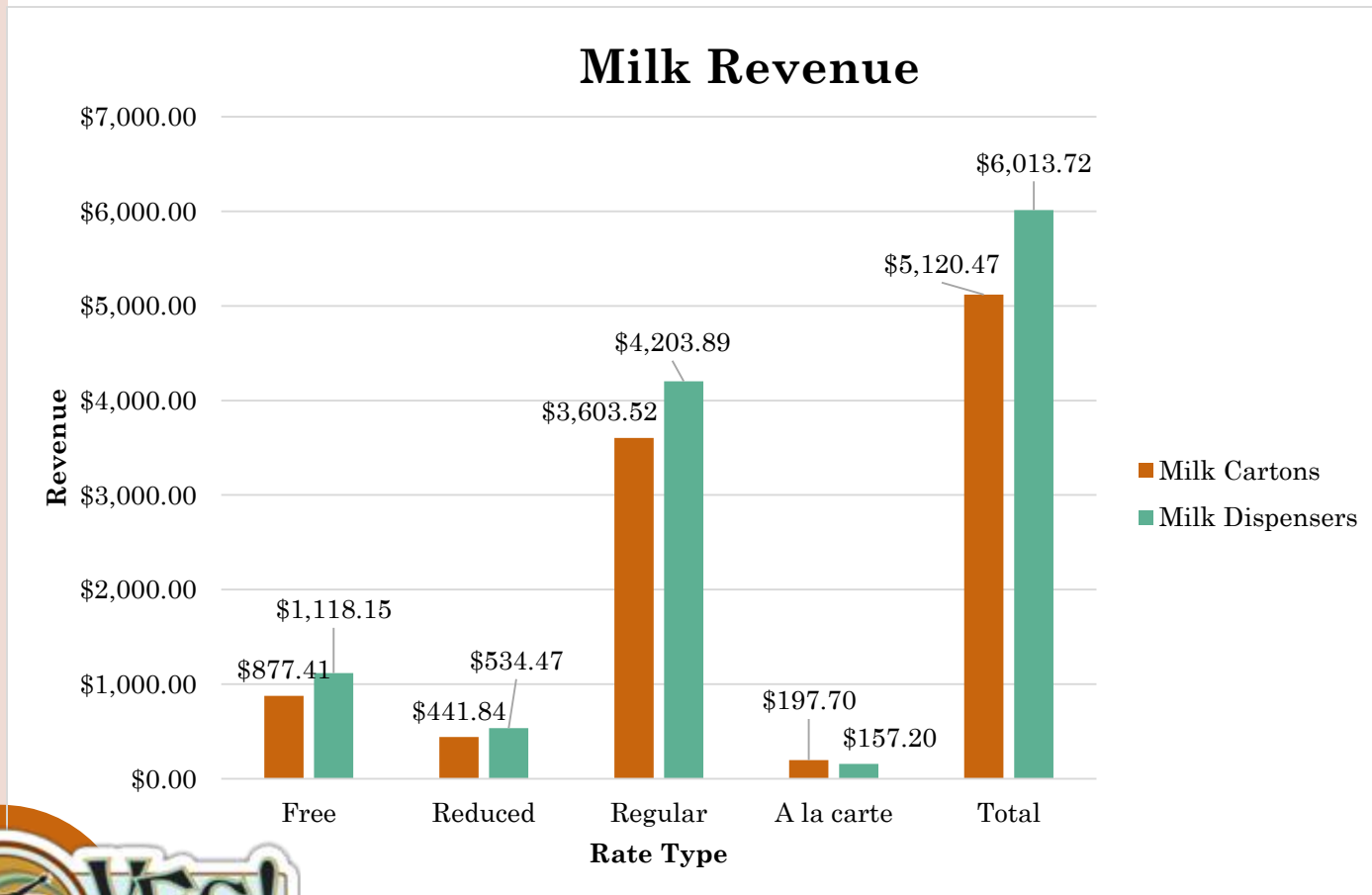
Waste Generation Cartons vs. Dispensers



MONTHLY COSTS

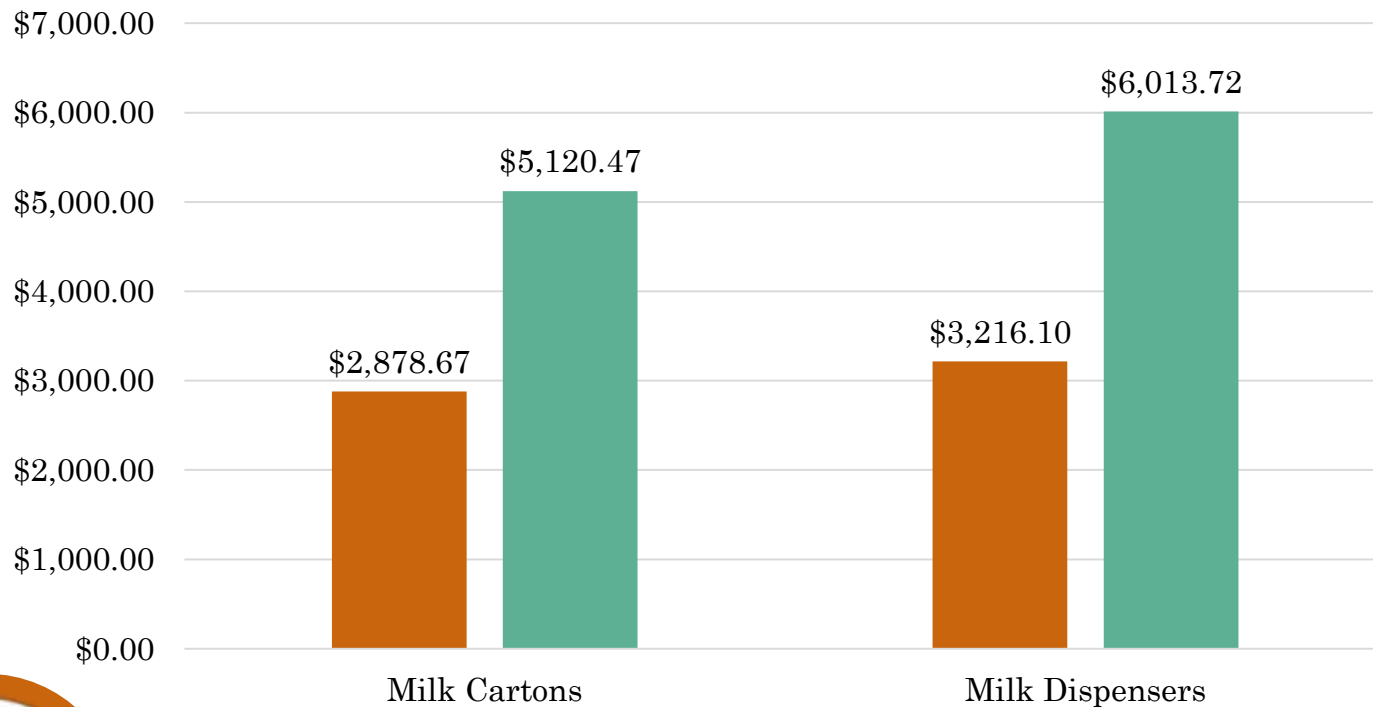


MONTHLY REVENUE



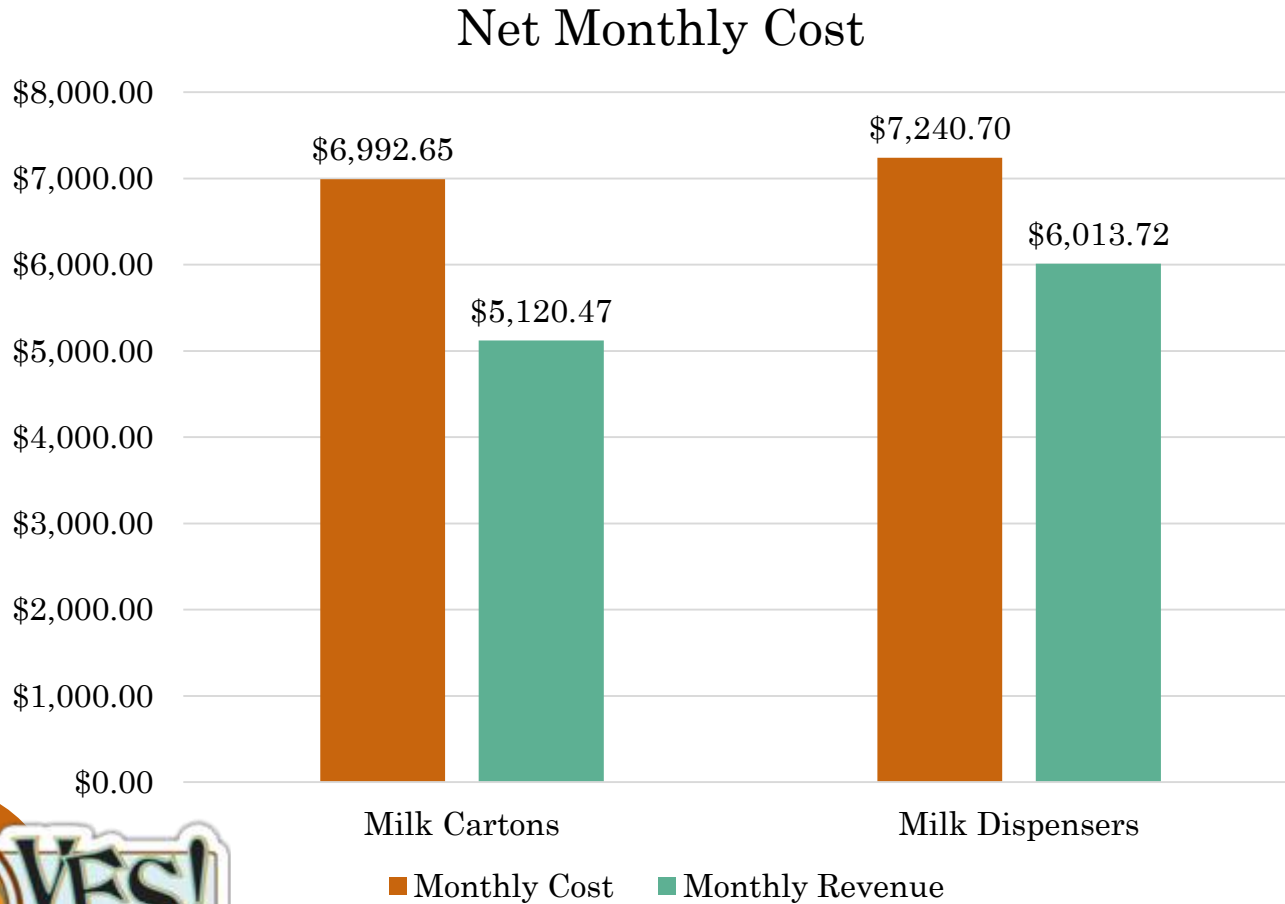
MILK MONTHLY NET REVENUE

Monthly Net Revenue: Milk



■ Cost ■ Revenue

NET MONTHLY COST



IMPORTANT THINGS TO UNDERSTAND FROM STUDY

- Full cost accounting was not possible
 - Only revenue source studied was milk revenue
 - Would need knowledge of energy, water usage, and solid waste fees to complete economic cost/benefit study
 - Federal and state reimbursements further complicate economics
- Benefits are different for every school depending on current situation
 - NLS went from using two 1994 milk coolers to four 2013 milk dispensers
 - NLS was recycling milk cartons → not as great savings by switching
- Waste generation results inconclusive due to data tracking issues



Questions?