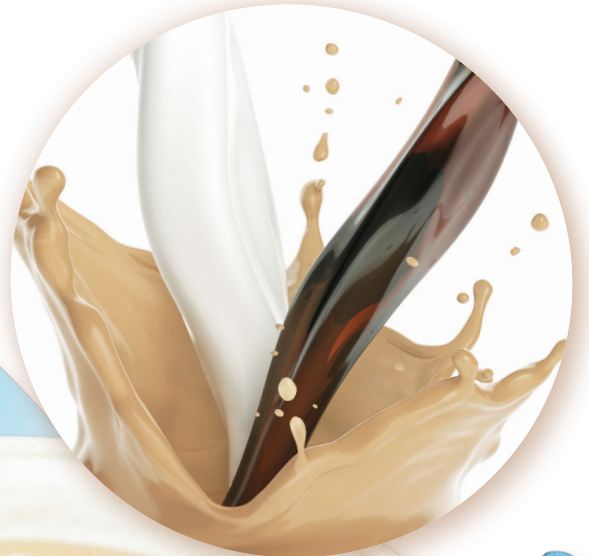




AMERICAN DAIRY
ASSOCIATION
NORTH
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GREATNESS *is Brewing*



Latte Set-Up

Getting Started is Easy

How to start a program

You may already have some equipment you'll need.

Schools can start successful latte programs with a coffee maker or cold brew machine, insulated pitchers for milk, syrup bottles with pumps and half-size pans for ice. An ice maker is essential if you are serving iced lattes.

Other equipment, food supplies and self-service machines may enhance your service, however, fancy equipment is not required.

Other considerations

It is important to consider cup size, lids, straws and hot sleeves.

Choose a cup that provides a coffee shop feel and will hold 8 oz of milk and 2 oz of coffee. For iced lattes, a larger cup is needed to accommodate the ice.

You may even choose to enhance the appearance with a sticker on the cups or sleeves.

Recommended cup size

- Basic iced/hot latte: 12 oz cup
- Flavored iced/hot latte: 14 oz cup

MooLatte may qualify as part of a reimbursable meal. Check your individual state requirements to be sure.



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Latte Service

The Choice is Yours



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There Are Many Ways to Serve Lattes, Here Are Some Ideas:

Iced Lattes

Student Self Service

Brew coffee the afternoon before and chill overnight. Set up the MooLatte station with pre-mixed latte in a dispenser, along with cups, flavored syrup bottles with pump tops and ice in a deep half pan. Keep a backup ice chest nearby. Post instructions to guide students as they dispense their own beverages.

Made-to-Order Service

Make lattes to order; brew coffee in the kitchen and place in pump pots. Set up a coffee station with pumps on the flavored syrup bottles (optional). Put ice in a deep half pan, with a backup ice chest nearby. Coffee and flavored syrups can be portioned up ahead of time in individual cups. Add 8 oz of milk and ice as they are ordered.

Hot Lattes

A Popular Option

Many students will appreciate the option of hot lattes – an item they may be used to purchasing from a coffee shop on the way to school. To include hot lattes in your MooLatte offerings, you will most likely need to add a high-end beverage maker similar to the Franke or Concordia equipment shown on page 7. Systems like these offer a number of advantages for both staff and students.

The automated capabilities make it easy to prepare and dispense hot beverages to order, with controlled portions and a wide variety of customizations. Features such as built-in refrigeration, water treatment, multiple flavorings and touchscreen ordering will make your MooLatte station feel just like the trendiest café.

Contact us for more information about best practices for setting up hot latte service in your district.



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Recipe Favorites

Iced and Hot



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HOT LATTE Yield: 1 - 12 oz latte

INGREDIENTS

- 2 oz sugar free syrup (optional)
- 2 oz coffee or espresso
- 8 oz fat free milk

DIRECTIONS

- Combine sugar free syrup with brewed coffee in a 14 oz cup.
- Add milk and stir well.



ICED LATTE Yield: 1 - 14 oz latte (12 oz plus ice)

INGREDIENTS

- 2 oz sugar free syrup (optional)
- 2 oz coffee or espresso
- 8 oz fat free milk
- Ice

DIRECTIONS

- In a 14 oz cup, pour the coffee and the syrup together and stir until flavors are blended.
- Add milk and stir again.
- Add ice until the cup is full and put on a lid.



BULK ICE LATTES Yield: 52 - 14 oz latte (12 oz plus ice)

INGREDIENTS

- 13 cups (3 quarts + 1 cup) sugar free syrup (optional)
- 13 cups (3 quarts + 1 cup) coffee
- 52 cups (3 gallons + 1 quart) fat free milk
Ensures 8 oz of milk per 14 oz latte.

DIRECTIONS

- Combine sugar free syrup with brewed coffee.
- Heat 52 cups of fat free milk on the stove to 135°.
- Transfer milk and coffee into 5-gallon dispenser for service.
- Serve in 14 oz cup full of ice.



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FAQ'S

We have Answers



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Why serve lattes in schools?

Lattes are a popular beverage among students and staff.

In an ongoing trend, many routinely pick up coffee drinks on their way to school. According to the National Coffee Association, 37% of high school age kids drink coffee products, and the number is growing. You can not only take advantage of this situation, but you can make it healthier for students by ensuring they get milk with their coffee.

Lattes contain more milk than coffee, and students can benefit from the 13 essential nutrients in milk, in a popular form that is on trend.

Are lattes allowed in High Schools?

Yes, in high schools only.

According to USDA Smart Snack rules, milk and coffee drinks are allowed in high schools only.

Espresso (or coffee) with fat free milk (flavored or unflavored) is allowed and may also be combined with low fat (1%) flavored or unflavored milk, as long as there is no added flavoring during preparation or afterwards.

Since low fat and fat free milk are allowable beverages, they are not included in the nutrition analysis. You only need to count the calories from added ingredients and flavorings (no more than 40 calories per 8 oz serving or 60 calories per 12 oz serving).

How much caffeine is okay?

Adolescents should not exceed 100 mg of caffeine a day.

The American Academy of Pediatrics recommends that adolescents aged 12-18 years should not exceed 100 mg of caffeine a day – the amount of caffeine in an 8 oz cup of coffee. The latte recipes in this program call for just 2 oz of coffee per serving, reducing the caffeine intake by 75%.

Also, lattes in a coffee shop use espresso, but at school, only regular or decaf coffee may be used.

Can lattes be part of a reimbursable meal?

Yes, but only under certain circumstances.

If a student can purchase a meal and then take their milk to the latte station, then the latte may be considered part of a reimbursable meal. The same is true if the milk can be made into a latte for an upcharge, such as offering to "make your milk into a latte for \$1 more." Another example would be to serve lattes prepared with 8 oz of milk as part of the reimbursable meal with the milk counted as a component. Milk would still need to be offered individually on the line.

In all cases, please check your specific state regulations to be certain.



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Marketing & Promotion

Spread the Word!

Create excitement around MooLatte with marketing! Make sure students and staff know when it's coming and fuel their interest in the idea of lattes in school!

Sample Announcements

- Real Milk. Real Coffee. Real Delicious. Real Lattes are now served in your school cafeteria.
- Save time in the morning rush and get your hot or iced latte in your school cafeteria.
- Start your day right with a latte. Available at breakfast to get you going.

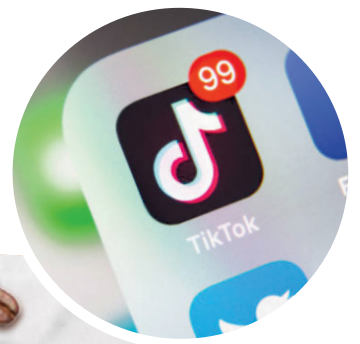
Promotions

- Hold a student contest to create a coffee shop logo or name.
- Ask student government or other groups to host taste tests/samplings.
- Encourage students to feature MooLatte in a TikTok video.
- Use a frequent buyer punch card to drive repeat sales.
- Feature popular flavors – vanilla, caramel and mocha are traditional favorites.
- Mix it up with seasonal flavors like:
 - Pumpkin Spice in the fall
 - Peppermint Mocha for the holidays
 - Caribbean Getaway (vanilla and coconut) for the spring

Contact schools@milk4u.org for more tips and suggestions for promoting your program.



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Equipment Suggestions

Set up your Station

Here are a few items that other school districts have found helpful in implementing the MooLatte program.



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COLD BREW DISPENSER

Length: 17.5 in • Width: 8.25 in • Height: 20 in

The basket holds 3 pounds of coffee grounds for a total of 3 gallons of coffee



ICE COOLER WITH A SCOOP

Length: 45 in • Width: 20.4 in • Height: 18.5 in
25 quart size



CART WITH SIGNAGE SET

Length: 36 in • Width: 24 in • Height: 39.5 in
3-tier chrome wire cart with stainless steel top and custom signage



ESPRESSO CAPPUCCINO MACHINE

Franke Model No. A600 FM

Length: 23.6 in • Width: 13.4 in • Height: 33.5 in

Hot and iced beverages • 8" color touchscreen
Customizable beverage menu • Dispenses milk or milk foam
Automatic dosing up to 3 flavorings • Height-adjustable dispenser
FoamMaster™ technology for barista-like quality • Quick, efficient cleaning



CONCORDIA BEVERAGE SYSTEM

Xpress Super Automatic Espresso Machine

Length: 26.9 in • Width: 23.8 in • Height: 36.5 in
(with flavor stations: 30 in x 30 in x 36.5 in)

Hot and iced beverages • Programmable controls
Makes 150, 12 oz. cappuccinos per hour • Up to 6 flavors
10" touchscreen • Over 1,000 drink combinations
Built-in refrigerator holds 2 gallons of milk • Water treatment system



Contact us for more information and assistance in finding the right equipment source for your needs.



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