

**Innovative Idea Award
Administrative/Supervisory Level**

Entry Form: You must use this form—other forms will not be accepted and your entry will be disqualified. Upload this form along with your award entry to the FSNA Dropbox: <https://www.dropbox.com/request/9j8speH4RWI4mybXI7NR>. Please fill out carefully and completely. The information on this form will be used to create the FSNA awards presentation and winner certificates.

Name of Nominee/Applicant: Edwin Torres Santiago

School Name: Orange County Public Schools Food and Nutrition Services District Office

Address: 6501 Magic Way Building 500

City: Orlando **State:**FL **Zip Code:** 32809

County: Orange County **FSNA Region #:**

Name of Person Nominating (if applicable): Lora Gilbert

Work Address of Nominator: 6501 Magic Way; Building 500

City: Orlando State: FL Zip Code: 32809

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By completing this form and submitting the award, you are attesting that this project was created, developed, and implemented by the above **active** FSNA/SNA member. You are also attesting that the above information as well as the award entry information and documentation are accurate and true to the best of your knowledge.

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Title of Project: Innovations in School Food Service to Students, by Edwin Torres Santiago (ETS)

Project: What did you do? Development of equipment, proof of concept, and return on investment in alternative serving methods for students. Developed golf carts to deliver meals to students on large campuses. Developed coffee carts to increase sales of milk and provide fund raising options for students.

Purpose: Why was your idea useful?

Golf Carts

The project started about two years ago with a grant and is now a game changer on high school campuses. The cart can hold about 150 reimbursable meals and all required components. Currently, the carts are at two high schools and piloting this year at a middle school. The golf carts are wrapped in eye catching signage that appeals to students. It includes a wireless point-of-

sale system so that it can be used for breakfast and lunch while moving around campus to where students are.

The real impact from the golf carts on participation comes at supper. There are large campuses in high schools and students scatter after the last bell. Even if they are staying after school for events they may not make it to the cafeteria. The golf carts travel to the center of campus, ball fields, band room, and other places the students gather. The golf carts are motorized and make it easy to visit five locations before tutoring or other activities start.

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Coffee Carts



The need for a coffee cart came about when the OCPS Board asked the food service program to assist in fund raising for student groups on campus. The board also decided that coffee can be served at the high schools, so the nutritionists decided that only coffee products that contained eight ounces of milk would be allowable. Edwin worked with a team to identify syrups that are sugar free and taste tested syrups with students to identify what the students would purchase. The flavors include coconut, vanilla, caramel, chocolate. In addition to

make this look like a “special retail coffee” 1% milk is used in a canister to whip the milk, not adding too many calories and no sugar. The nutrients meet the Florida Department of Agriculture’s Registered Dietitian’s guidelines.

Students who select the reimbursable meal for the day, pass milk machines and receive a 12 ounce cup to serve themselves and then take the cup to the coffee cart. Ice, 2oz. of coffee, and the selected syrup is added to the milk, mixed and topped with the “whipped cream”. About 30-40 servings can be made with one server at the coffee station per lunch period (25 minutes). In interviews with students they don’t really see themselves drinking more milk, they think of the drink as “coffee”. However, the schools are seeing a difference in the milk taken and ordering more when the coffee cart is installed.

Edwin designed the coffee cart to include provisions for a hand sink, specific locations for the syrup and other equipment. The Dairy Council helped to wrap the coffee cart, milk machines, and the additional signage. It is completely mobile and can be moved to any location.



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What responses did you receive resulting from your efforts?

Golf Carts

The golf carts are very popular with the students. Often students who would not come into the cafeteria will come to the golf cart for meals. The golf carts seem very high end since they have the image of being on a golf course. Participation will increase by 80 to 90 meals per shift. The supper program in the first high school soared from 120 per day to over 600 per day. All of the high school managers now want golf carts.

Edwin designed the first golf cart with cold and hot storage and the point of sale and is now upgrading the golf cart design to a larger bed. This longer bed will be able to store about 450 to 500 supper meals and still give the students a selection of beverages.

Coffee Carts

School food service managers and their customers love the coffee carts. When a school starts the coffee sales, a few students will try them. After about a week the word is out that they taste really good and sales will move to about 50-60 per day. A school group marketing the coffee cart can earn a profit of \$65 - \$75 per day.

The coffee cart and products look very upscale - like those in retail spaces. Edwin's testing of the flavors has provided the insight into what flavors will sell in advance. He has solved the problem of students handling the product with a built in cooler in the bottom of the cart for the gallons of milk. With the students bringing their milk – either in a carton or in the 12 oz. cup, there is not a concern of temperature, especially with the addition of the ice.



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Documentation

Attachment A – Article featured Food Management online publication.
Copy and Paste link below on your browser for article,

C:\Users\119333\Desktop\Golf carts boost school district's dinner sales.mht

Attachment B – High School Coffee Sales Report FY18

Tuesday, March 27, 2018

CYPRESS CREEK HS - ICE COFFEE SALES											
TOTAL SALES 2017-18				TOTAL EXPENSES 2017-18				TOTAL PROFIT 2017-18			
	MILK PROVIDED	MILK NOT PROVIDED	TOTAL SALES	DAY OF SALES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL EXPENSES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL PROFIT	DAILY AVERAGE
TOTAL OF CUPS:	657	586	1243	39	\$667.60	\$793.00	\$1,460.60	\$749.40	\$862.00	\$1,611.40	\$41.32
PERCENTAGE:	53%	47%	100%								
REVENUES:	\$1,314.00	\$1,758.00	\$3,072.00								
FREEDOM HS - ICE COFFEE SALES											
TOTAL SALES 2017-18				TOTAL EXPENSES 2017-18				TOTAL PROFIT 2017-18			
	MILK PROVIDED	MILK NOT PROVIDED	TOTAL SALES	DAY OF SALES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL EXPENSES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL PROFIT	DAILY AVERAGE
TOTAL OF CUPS:	1368	1656	3024	104	\$1,330.82	\$2,239.62	\$3,570.44	\$1,474.18	\$2,629.38	\$4,103.56	\$39.46
PERCENTAGE:	45%	55%	100%								
REVENUES:	\$2,736.00	\$4,968.00	\$7,704.00								
UNIVERSITY HS - ICE COFFEE SALES											
TOTAL SALES 2017-18				TOTAL EXPENSES 2017-18				TOTAL PROFIT 2017-18			
	MILK PROVIDED	MILK NOT PROVIDED	TOTAL SALES	DAY OF SALES	WITH MILK	WITH OUT MILK	TOTAL EXPENSES	WITH MILK	WITH OUT MILK	TOTAL PROFIT	DAILY AVERAGE
TOTAL OF CUPS:	590	613	1203	51	\$588.50	\$987.94	\$1,576.44	\$591.50	\$851.06	\$1,442.56	\$28.29
PERCENTAGE:	49%	51%	100%								
REVENUES:	\$1,180.00	\$1,839.00	\$3,019.00								
OCOEE HS - ICE COFFEE SALES											
TOTAL SALES 2017-18				TOTAL EXPENSES 2017-18				TOTAL PROFIT 2017-18			
	MILK PROVIDED	MILK NOT PROVIDED	TOTAL SALES	DAY OF SALES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL EXPENSES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL PROFIT	DAILY AVERAGE
TOTAL OF CUPS:	203	215	418	8	\$179.49	\$250.99	\$430.48	\$226.51	\$394.01	\$620.52	\$77.57
PERCENTAGE:	49%	51%	100%								
REVENUES:	\$406.00	\$645.00	\$1,051.00								
WEST ORANGE HS - ICE COFFEE SALES											
TOTAL SALES 2017-18				TOTAL EXPENSES 2017-18				TOTAL PROFIT 2017-18			
	MILK PROVIDED	MILK NOT PROVIDED	TOTAL SALES	DAY OF SALES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL EXPENSES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL PROFIT	DAILY AVERAGE
TOTAL OF CUPS:	1080	342	1422	59	\$1,048.67	\$453.27	\$1,501.94	\$1,134.33	\$549.73	\$1,684.06	\$28.54
PERCENTAGE:	76%	24%	100%								
REVENUES:	\$2,160.00	\$1,026.00	\$3,186.00								
SPONSOR OF OCOEE HS - ICE COFFEE SALES											
TOTAL SALES 2017-18				TOTAL EXPENSES 2017-18				TOTAL PROFIT 2017-18			
	MILK PROVIDED	MILK NOT PROVIDED	TOTAL SALES	DAY OF SALES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL EXPENSES	MILK PROVIDED	MILK NOT PROVIDED	TOTAL PROFIT	DAILY AVERAGE
TOTAL OF CUPS:	869	629	1498	62	\$851.03	\$913.47	\$1,764.50	\$886.97	\$973.53	\$1,860.50	\$30.01
PERCENTAGE:	58%	42%	100%								
REVENUES:	\$1,738.00	\$1,887.00	\$3,625.00								