



SMOOTHIES AND PARFAITS



Standard Operating Procedures

Smoothies and yogurt parfaits are trendy and student-friendly menu options that can increase student participation. Both items can count for multiple food components and can be incorporated during breakfast, lunch or supper service as a part of a reimbursable meal or served as an a la carte option.

Adding smoothies and/or yogurt parfaits into your district's menus can help increase revenue, Average Daily Participation (ADP) and student satisfaction. Creating a strategy for implementing a new program/menu items will help ensure success, so Midwest Dairy has prepared a comprehensive list of Standard Operating Procedures.

Roles and Responsibilities:

A successful Smoothie and Parfait Program involves multiple stakeholders, all playing different but equally important roles, outlined below.

School Nutrition Director:

The school nutrition director is typically the key player in getting any new program started. School nutrition directors will be responsible for deciding to implement smoothies and/or parfaits and for training the rest of their school nutrition staff on any new policies/procedures. Additional responsibilities include equipment purchasing, food and equipment storage, and completion of grant applications.

School Nutrition Supervisors:

School nutrition supervisors can help deliver staff trainings and help create smoothie and parfait promotion plans for students and parents. During the initial rollout, they can play an important role in monitoring campus-wide/district-wide food prep, service, teacher/student reception and cleanup.

Menu Planner:

Menu planners are responsible for recipe development of smoothies and parfaits that will appeal to students while meeting nutritional standards. They also play an important role in managing food costs and marketing of the new program.

Cafeteria Staff:

Cafeteria staff will be responsible for prepping the components of the smoothies and parfaits to the set recipes and serving the finished items in the standardized serving sizes.

Students:

Involve students at an early stage to get them excited about the new menu items. Polling students about flavor preference can also help you obtain buy-in and determine recipes.

Custodians:

Custodians play one of the most important roles in any food service model. They can also provide valuable input when designing the program procedures, such as trash pickup locations and times and what, if any, additional custodial supplies are needed.

Additional Resources:

[Offering Smoothies as Part of Reimbursable School Meals | USDA-FNS](#)

[Parfait 101 \(drink-milk.com\)](http://drink-milk.com)

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Implementation and Logistics:

Rollout Timeline:

3-6 Months Prior to Rollout

Equipment and Service:

- Determine what serving method you will use for smoothies and/or parfaits.
 - Will they be reimbursable as part of a meal? Sold as a la carte items? Or both?
- Determine what equipment is right for your smoothie service (if applicable). Be sure to consider electrical needed for each piece of equipment and availability of outlets in your kitchen/campus.
 - Immersion Blenders (\$): When preparing a large quantity of smoothies, such as those served as part of a reimbursable meal, commercial immersion blenders are a great, budget-friendly option. Immersion blenders allow your staff to easily prepare large batches of smoothies prior to meal service.
 - Countertop Commercial Blender (\$\$): Good for a la carte lines, especially made-to-order a la carte lines.
 - Smoothie Machines (\$\$\$): Depending on your budget and service/staffing needs, a smoothie machine is an efficient way to serve many students. Countertop smoothie machines can produce around three (12-ounce) servings in one minute. Floor models can produce up to twelve (16-ounce) smoothies in one minute. This could be a good option for central kitchens as well.

- Determine equipment needed for yogurt parfaits (if applicable).
 - Yogurt Pump: Good for yogurt parfaits, used with yogurt pouches. Adjustable dispensing in ¼ ounce up to 1 ounce per stroke. Helps ease labor of preparing the parfaits.
- Obtain bids for your desired equipment and initiate purchase.
- Determine where equipment will be located within your kitchen/campus. Will smoothies and parfaits be prepared in a central kitchen, back of the house or on the line?

Recipes and Menus:

- Ensure Smart Snacks and nutritional guidelines are met.
- When planning recipes, try to integrate items that are already on your bid.
- If new items are needed to complete desired recipes, initiate bids and purchasing.
- Items to consider:
 - Use commodity individual quick-freezing fruits instead of ice for a great smoothie consistency and cost savings
 - Drain and freeze canned fruit for smoothies
 - Allocate commodity processing pounds toward yogurt for extra food cost savings
- Consider working with culinary students from high schools in your district – hold a recipe contest or develop seasonal menus.

Management and Staffing:

- Consider your labor costs/needs and if anything will need to be adjusted to ensure appropriate coverage.

- Ensure staff has all the supplies they will need.
 - Blenders / smoothie machine, cups, straws, napkins, ingredients, etc.
- Train your staff on new recipes and best practices, such as:
 - Partially thaw fruit prior to blending
 - Weigh/measure ingredients the day before service
 - Overnight storage of smoothies/parfaits is not recommended due to breakdown of the product
 - When using bulk yogurt for parfaits, a pastry bag is a fast and easy way to fill cups

2-3 Months Prior to Rollout

Marketing:

- Develop a marketing campaign to get students/staff excited about the new offering.
- Consider items such as:
- Posters and announcements
 - Posting on the school/district social media
 - Seasonal menus
 - Punch card / loyalty club, etc.
 - Holding taste tests with students
 - Have a contest with students to name a smoothie that will be added to the menu or create new recipes and feature a student recipe once a month
- Your Midwest Dairy School Wellness Consultant can assist with program marketing ideas to support awareness and success.

1-4 Weeks Prior to Rollout

- Execute marketing campaign to promote smoothies and/or parfaits to students and staff.

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Implementation and Logistics (continued):

- Consider providing samples during meal service to advertise new offering and generate student/staff excitement for rollout.
- Ensure all necessary supplies are ready for rollout.
- Make immediate adjustments to the program as needed to troubleshoot issues.
- Solicit feedback from campus stakeholders to identify areas for improvement.
- Check all equipment regularly to ensure performance and any maintenance needs.
- Continue to poll students for flavor preferences. Adjust recipes/menu accordingly.

Throughout Rollout

- Continue marketing campaign.
- Observe each campus serving smoothies and/or parfaits during first month of rollout.

1-6 Months After Rollout (Ongoing)

- Check ADP numbers for improvements. Evaluate any increases and develop plan to sustain participation and/or continue increases.

Additional Resources:

[Implementation of Smoothies Handout](#)

Equipment Guide

The equipment needed to produce smoothies and/or parfaits varies and will depend on how your campus/district chooses to implement the program. Below is a list of equipment vendors to consider.

Your Midwest Dairy School Wellness Consultant can provide more information.

Equipment Purchasing Resources:

[Hubert Healthy Start Smoothie Cart](#)

[Sterno Equipment](#)

[Norris School Nutrition Systems](#)

More questions?

Reach out to your Midwest Dairy Wellness Manager at MidwestDairy@MidwestDairy.com

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