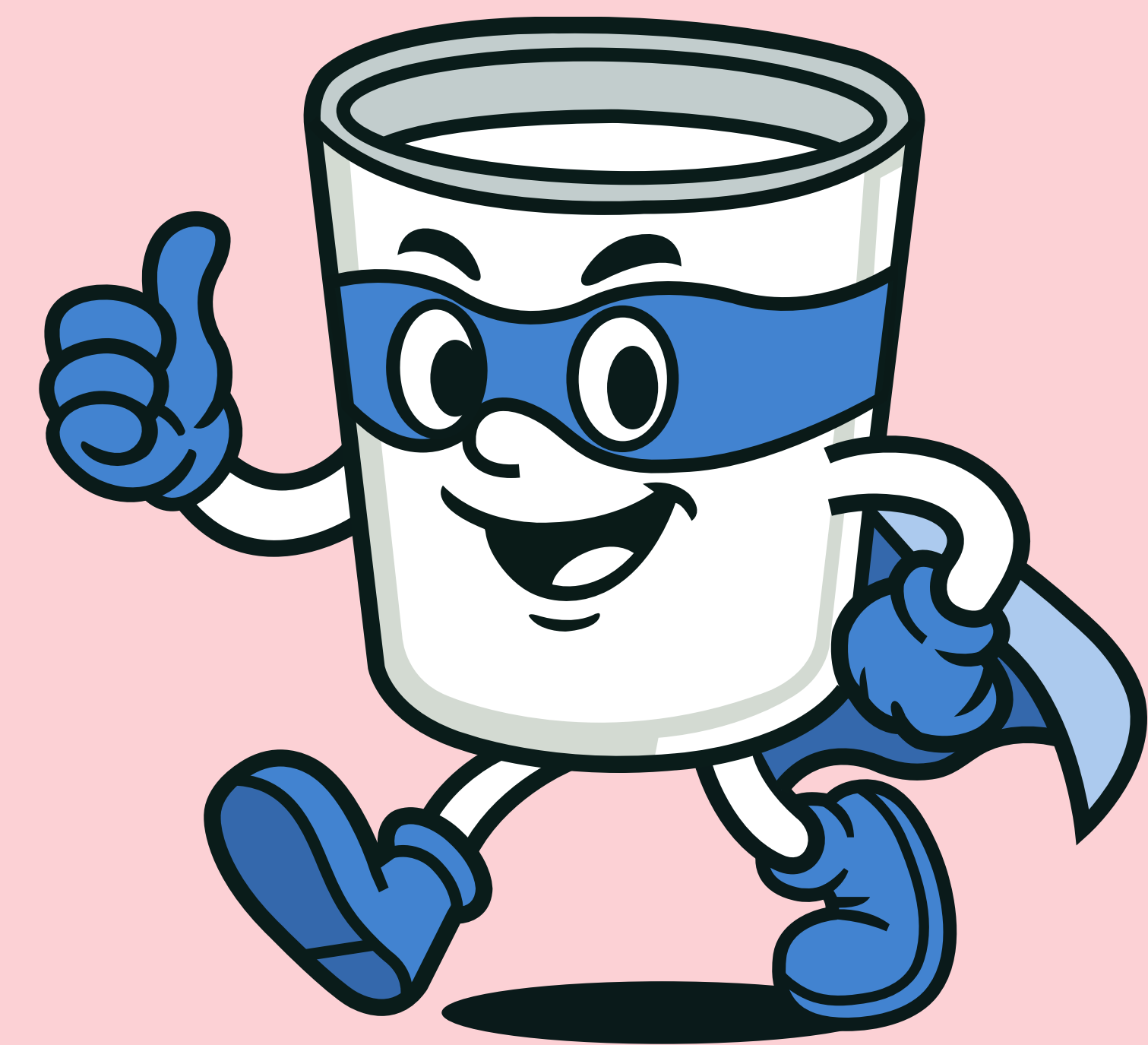


Bulk Milk Dispensers: A Starter Guide For Schools & Districts



Bulk milk dispensers aren't just a nice-to-have, they're a proven way to reduce waste, save money, and serve students fresher, colder milk they'll actually drink. Whether you're exploring this for a single pilot school or a district-wide rollout, this guide gives you everything you need to get started.

Why Switch?

Switching to bulk milk helps you:



Cut milk waste by **29%**

Nearly 1/3 of cartons are tossed unopened



Reclaim your budget

\$300 million in milk goes unused every year



Improve nutrition outcomes

Kids waste **32** cartons per student, per year



Reduce cafeteria trash

Milk cartons make up **50%** of cafeteria waste

All with equipment that students and staff say is easy to use and funding options that can cover most or all of your costs.

The 5-Step Process

1

Funding

Explore funding options and discover which grants you qualify for. We're here to help!

2

Purchase

Choose the dispenser that fits your needs. We can help you compare models.

3

Install

Quick setup, often by your in-house maintenance team.

4

Train

We provide staff materials and student signage to make rollout smooth.

5

Launch

Many schools start with a single cafeteria, then scale district-wide.

What You'll Need

Every school setup is a little different, but here's what a standard switch includes:

- ✓ One or more bulk milk dispensers
- ✓ Bagged milk or Silver King stainless steel canisters
- ✓ A standard outlet
- ✓ Reusable cups

If you're unsure what fits your kitchen, we'll help you identify the best-fit model for your space, staff, and student flow.



How to Get Funding

Most schools qualify for equipment funding. Some can get 100% of costs covered. Here's where to start:

1. NSLP Equipment Assistance Grant

Federal funding (via your state) for schools participating in the National School Lunch Program.

Covers: Dispenser, delivery, installation, and minor kitchen upgrades.



How to apply:

- Review the USDA Notice of Funding Availability (NOFA → [click here](#))
- Contact your State Education Department or Nutrition Services office for your state's Request for Applications (RFA) and deadlines ([example](#))
- Each equipment item must cost \$1,000+ to qualify.

2. Chef Ann Foundation Bulk Milk Grant

A turnkey package made for bulk milk programs.

Includes: Silver King dispenser, stand, reusable cups, racks, training, and signage.

Fuel Up Equipment Grant

\$2,000 kits for dairy-related tools.

SNF/Industry Grants

Up to \$50,000 for cafeteria upgrades (not dispenser-specific). Must be an SNA member.

3. Supplemental Grants

Other grants can boost or support your program:

Fuel Up Equipment Grant

\$2,000 kits for dairy-related tools.
Deadline: April 8, 2025

SNF/Industry Grants

Up to \$50,000 for cafeteria upgrades (not dispenser-specific).
Must be an SNA member.

What Other Schools Are Seeing

Real schools. Real results.



"Since switching to bulk milk, we've noticed increases in consumption and decreases in waste. The kids love the taste and enjoy drinking from a cup instead of a carton. Our average milk waste was about 1/2 cup per child with cartons, and with bulk milk, that has decreased to less than 1/8 cup per child. We are also seeing a savings from purchasing bulk milk instead of cartons – \$285 per week at our pilot school. Additionally, there have been no issues with the reusable cups. Students return the cups to a kitchen window after discarding their trays, and staff washes the cups for their next use."

– Nutrition Director, Mansfield ISD

We cut our actual school waste by one full dumpster a week. And that is somewhere in the neighborhood of \$600. Every single week we're in school.

- Gause Elementary, Washougal, WA

Whether you're applying for funding or still weighing your options, we're here to help you move forward.

Ready to start?

Contact us at:

 k12.marmonfoodservice.com