



Frequently Asked Questions

- Q: I have to sell products that meet the state nutritional guidelines.**

A: Otis Spunkmeyer offers cookie dough and muffins that meet all state nutritional guidelines. Our Delicious Essentials Reduced Fat Cookie Dough and Muffins are made with Whole Grain and give students the best of both worlds. We suggest using any of our Delicious Essentials products to meet any of your state nutritional requirements.
- Q: We can't compete with the cafeteria.**

A: We would encourage you to find out the details of this rule, as often times, this restriction is only enforced when the cafeteria is serving food (i.e. breakfast, lunch). If this is true in your case, think about selling before or after school or anytime the cafeteria is not serving food. You can go to <http://www.schoolnutrition.org/Content.aspx?id=2168> to find out more about your state specific guidelines.
- Q: We don't have freezer space to store product.**

A: Otis Spunkmeyer has a new program in place with Lowe's, which allows our customers to purchase freezers at a discount. Think about investing in a small freezer for your product. The fresh-baked cookie program will be worth the investment. You can also consider borrowing or renting freezer space from your cafeteria or home economics group.
- Q: There is another organization already selling Otis Spunkmeyer products on campus.**

A: That's OK. You can sell Otis Spunkmeyer Pre-portioned Cookie Dough Tubs off campus and earn a 40% profit margin. Off campus fundraising is one of the only outlets consumers can purchase our cookie dough for personal use giving your fundraiser an advantage from the start. Plus, everybody loves fresh-baked cookies, so sales are easy! We also offer a full comprehensive tub fundraising program that will help you maximize your sales and profit.
- Q: We're not allowed to bake in our rooms.**

A: Otis Spunkmeyer offers a full line of Thaw and Serve products which require no baking, including cookies, muffins, brownies and danish. You can also consider selling product at school activities and events so you can still sell fresh-baked cookies with a smell that is impossible to resist.
- Q: My students aren't interested in participating in off campus tub sales.**

A: Otis Spunkmeyer offers ideas to help you motivate participants. Set a goal and have a purpose so there is something to work towards that everyone benefits from.
- Q: I need more variety.**

A: Otis Spunkmeyer O-riginals program allows you to make and decorate cookies for any season or special event. Offer a cookie of the month to keep your program fresh and unique. We also provide a ton of ideas on marketing and promoting your program as a whole to help you stay top-of-mind with students and faculty.
- Q: We can't meet the minimum order for delivery.**

A: With free POS and ideas on how to market and promote our program, you will need more than our 2 case minimum order.
- Q: We are not in an Otis Spunkmeyer delivery area.**

A: Consider asking your cafeteria if you can order through them. You can also go directly to a Foodservice distributor to see if they carry our products and will deliver them to you. Also think about asking a local food business if you can purchase Otis products through them.
- Q: To be in compliance with the Health Department, we need a sink where we bake and sell the product.**

A: We suggest you ask your Home Economics department if you can use their space during off hours or look into investing in a portable sink. Again, the fresh-baked cookie program will be worth the investment.
- Q: We're required to have a safety hood or ventilation cover.**

A: Otis Spunkmeyer's ovens were designed to have a pre-set temperature of 285 degrees so there is no need for a safety oven cover. If you need a letter from us verifying this, you can request one via the number below.

