



ABM *for* K-12

Solutions to create thriving
environments for today's schools

Creating Healthier Environments for Student Achievement

America's schools are fighting through a historic event with impact on children and society at large. The impact of 2020 still cannot be measured on students, but district leaders understand that getting back on track in student achievement adds to the pressure of budgets and ensuring you are providing a healthier learning environment for students, parents, teachers and staff.

New Ideas for Today's Schools

ABM designs solutions that enable districts to thrive, doing more by doing things differently. Our goal is to help you direct more resources to students by finding new solutions to manage facilities, generate non-instructional cost savings and capitalize on federal funds to create healthier environments for all your schools.

Extracting Cost, Adding Value for Students: After personnel, the next highest costs for K-12 schools are facilities with US Schools carrying hundreds of billions in deferred maintenance. ABM assists districts with a process to holistically analyze the cost of operations as a means of forecasting future expenses for charting a new path forward. With a full picture of non-instructional spending, a plan can be built to keep principals and teachers focused on learning while ABM's program provides a clean safe learning environment. All of this is accomplished without additional burden to the general funds or the need to raise taxes through a bond issue.

Applying a "Business Mindset": District leaders are now looking at how spending best benefits students through a framework informed by data and a business mindset. Connellsville, Pennsylvania School District Superintendent Phil Martell defined it this way: "When I say a business mindset, I don't mean dollars are the bottom line. **I mean your bottom line is student achievement.** And you account for costs to ensure your district's dollars are always serving that bottom line." This approach keeps value from leaving the learning environment so it can be redirected to benefit the school.

ABM in K-12	
100+	100K
Years of K-12 facility management experience	Overall team members
500MM	26.5%
Square ft of K-12 schools serviced	Average energy savings of ABM Performance Contracting clients



Solutions for Now

In working with school districts of all sizes across the country, ABM solutions are shaped around the needs of your schools, community and priorities. We work to optimize a district's overall approach to facility management, from custodial cleaning and disinfection to improving indoor air quality, creating energy savings and enhancing staffing.

A Massive Undertaking

ABM understands the scale and strain of facility issues for school districts. From aging buildings to millions and billions of dollars in maintenance backlogs compounded on budget reductions from local and state tax revenue.

Districts around the country face massive challenges, reflected in a 2021 Infrastructure Report Card from The American Society of Civil Engineers (ASCE) which grades American schools. From available data, ASCE findings include:

- D+ overall grade
- \$38 billion (minimum) annual funding gap for public school facilities across the U.S.
- 4 in 10 public schools do not have a long-term facility plan
- 53% of public districts report need to update or replace multiple building systems, including HVAC
- Nearly 41% of schools reported issues with HVAC systems

The percent of building systems and features in fair and poor condition in public schools with permanent buildings include:

- 32% Windows
- 31% Plumbing/Lavatories
- 30% each for Heating System, Air Conditioning System and Ventilation/Filtration System
- 29% Energy Management
- 29% Exterior Lighting
- 22% Electrical System
- 19% Interior Lighting

Solving these problems takes new solutions and a committed partner to help achieve your goals.

<https://infrastructurereportcard.org/cat-item/schools/>

"It would not have been possible for our county to afford the infrastructure improvements our schools desperately needed without the financial structure of ABM's program."

Dr. John Barge

Superintendent McIntosh County Schools, Georgia

Expert Guidance to Maximize Funding

ABM helps districts expedite the procurement and implementation of solutions funded through Title I and CARES, providing guidance on understanding how funds can be spent.

Title I Funding: The \$54.3 billion allocated for K-12 schools will be largely delivered through Title I funding. The bulk of money in the stimulus package and CRRSA will go directly to school districts based on the proportion of funding they receive through Title I of the federal Every Student Succeeds Act.

Diverse Ways to Stabilize Your Schools: Districts have latitude to use stimulus funds for any activity allowed under other federal education laws, including:

- Training staff on the best ways to sanitize schools and proper use of PPE
- Purchasing PPE and supplies to clean and disinfect schools
- Repairing school facilities, especially ventilation systems, to improve air quality and reduce spread of COVID-19
- Providing resources that principals need to address coronavirus at their schools

“Safety Seen” for Your Communities: ABM’s overall approach to helping communities feel safe to enter the buildings we serve is known as “Safety Seen.” It provides the visual reassurance of safety for students, faculty and guests that the district is working with an industry leader to create safer and healthier environments.

Generating Funds with Bundled Energy Solutions: By installing energy-efficient HVAC, lighting and other systems, ABM helps districts generate corresponding improvements in energy consumption and maintenance requirements. This enables ABM to guarantee budget savings with savings used over time to pay for

improvements. Because savings come from the district’s existing operating budget, there is no need for new taxes. Districts around the country have saved millions with this program.

Five Questions to Ask: In March 2021, the Education Department released five questions for districts to consider when evaluating the appropriateness of proposed spending:

1. Will the proposed use of funds “prevent, prepare for, and respond to coronavirus”?
2. Is it an allowable use of funds under the CARES Act?
3. Is it reasonable and necessary?
4. Does it promote equity?
5. Does it support returning students to the classroom?

<https://www.future-ed.org/what-congressional-covid-funding-means-for-k-12-schools/>

“ABM handled all of the Prop 39 grant application process on our behalf, and applied for the Southern California Edison rebates as well, significantly reducing the administrative burden which so often accompanies these types of projects.”

Lisa Shoemaker

Assistant Superintendent, Business Services,
Claremont Unified School District, California

Customizing Solutions to Your District and Community

As costs for K-12 schools continue to grow and education funding continues to shrink, schools need ways to stretch their budget further. For almost a century, ABM has helped K-12 schools control costs, protect learning environments, and put money back into needed school maintenance improvements and educational priorities.

Cost Control

ABM helps districts develop strategies that save money to funnel back to its priorities. Our education teams are committed to taking care of the resources that support learning and school facilities management. We help reduce operating expenses without sacrificing quality by providing cost-effective solutions specific to your school or district's needs.

Reduced Energy Consumption, Increased Savings

Saving on energy costs can also fund needed improvements to your schools. We're committed to helping you find ways to reduce the impact on the environment and achieve more sustainability for your community. Ask ABM about energy projects, green cleaning and custodial, lighting upgrades, recycling and more. If there's a way to help schools fund upgrades and choose sustainability, we'll find it. Our school services and facility maintenance have helped our education clients reduce their energy use by an average of 26.5%.

Local Teams Supported with National Expertise

The foundation of ABM solutions are highly trained local personnel that provide a skilled and engaged workforce to save school resources. ABM performs most services and works with districts to keep and train their key staff and hire local talent from the community for our services.

ABM teams receive specialized educational training and work for a company recognized for its corporate culture, training and career development programs.

**ABM EDUCATION CLIENTS
REDUCE ENERGY USE BY
AN AVERAGE OF 26.5%**



6,000% Faster Maintenance Response for Idaho School District

Cassia County School District 151 in southern Idaho had a backlog of maintenance requests that were going unresolved across the district's 22 educational and administrative institutions. Years of backlogged maintenance issues were impeding the ability to perform daily tasks, frustrating faculty and administrators.

Goals:

Better Maintenance and Cost Savings: With goals to resolve deferred maintenance, better allocate funds and add more efficient guidance to their managerial approach to maintenance, ABM was brought in to outsource the district's maintenance program.

Community-first Approach: Cassia County is a community-driven district geographically larger than the state of Delaware. Its residents value tight-knit relationships with their schools. From the start, ABM took a community-first approach to its solution. A united maintenance team was formed to quickly tackle old issues and address new ones while improving team morale, equity and responsibility. ABM integrated its footprint across Cassia County and offered significant employment opportunities, becoming a trusted source for maintenance and facility services.

Immediate Impact and Results: With the new approach, response times decreased from 256 days to 0.18 days. Resolution time decreased from 672 days to 10 days. Faculty satisfaction reached an all-time high.

Extending Budgets and Services: ABM's buying power also allowed Cassia to stretch the budget farther than previously possible. District stakeholders have been so pleased with the results that ABM started an improved facility grounds program to bring enhanced landscaping to Cassia County along with the maintenance and custodial work.

CASSIA COUNTY SCHOOL DISTRICT 151

16 Schools	5,600 Students
800 Total employees	340 Certified staff
6 Communities served	2,500 Square miles in district across three counties

RESULTS

- \$11 million in deferred maintenance addressed
- Response time decreased from 256 days to 0.18
- Resolution time decreased from 672 days to 10
- Estimated 30% stretch per dollar
- 98 special projects completed during extended summer of 2020
- Faculty satisfaction at an all-time high

Rethinking K-12 Facility Management

ABM K-12 solutions are customized to each district, drawing from educational solutions in facility management, along with specialized services in custodial and disinfection; HVAC and indoor air quality; energy management, power, electrical and lighting; and athletic fields and landscaping.

FACILITY MANAGEMENT

CUSTODIAL

ENERGY EFFICIENCY

AIR QUALITY

LANDSCAPING

- EnhancedClean™
- GreenCare®
- Power/Electrical
- Lighting
- EV
- EnhancedFacility™
- HVAC
- Athletic Fields
- Grounds

The Value of Integrated Solutions

As district leaders analyze facility management with a business mindset, opportunities are created to generate savings and cost efficiency by looking at facility management as an ecosystem rather than as a set of specific services, teams and budget line items. In our experience, this is where district leadership is able to make the greatest impact to redirect funds to student-focused priorities.

Thinking Outside the Educational Box

ABM works with some of the most sophisticated property management companies, busiest airports, largest stadiums and most culture-centric corporations in the world. We apply strategies, best practices and cost-saving practices from these leaders into the educational setting—developing solutions that balance the health and safety needs of large populations of people with budget realities.

Creating Healthier and Greener Spaces

The COVID-19 pandemic has fundamentally changed how people feel about personal safety in the spaces where large groups gather. ABM cleaning and disinfection programs are designed to help you maintain the highest standards to clean and disinfect high-touch surfaces in common areas, cafeterias, classrooms, offices and athletic facilities. Students, parents, teachers, staff and visitors must feel safe in your spaces.

Custodial Services for Today's Needs: The cleanliness of your K-12 facility has never been critical for the health of your students and teachers. Before 2020, many schools were being forced to cut custodial programs or sacrifice quality to lower costs. A rigorous approach to cleaning and disinfection is now expected by your community. With ABM, district leaders can achieve high standards while controlling spending.

Advanced Cleaning and Disinfection for Healthier Spaces: The ABM EnhancedClean™ program helps provide students, staff and visitors safer, healthier learning environments and help control the spread of viruses and pathogens. Our certified disinfection program was developed alongside independent experts in infectious disease and industrial hygiene. The ABM EnhancedClean training program for Facilitators is accredited by the ANSI National Accreditation Board (ANSI/ASTM E2659-18) and proven to adhere to rigorous third-party standards.

Green Solutions for Sustainability: ABM GreenCare® includes processes to help you provide a healthy learning environment and protect resources for your staff, students and community. From energy efficiency to indoor air quality, green cleaning and recycling, GreenCare helps districts create healthier environments and meet sustainability goals. Green cleaning is integral to all our custodial services with processes and products including Green Seal® certified and bio-based cleaning alternatives.

Landscaping for Top Athletic Fields and Grounds: From cleaning athletic fields and surfaces to enhancing school environments through landscaping and grounds maintenance, ABM tailors solutions for each school and building in your district. With a customer retention rate of over 90%, our team is a proven long-term landscape maintenance partner, creating well-groomed landscapes that build school pride.

"ABM's expertise provided us with a financial solution to improve our students' learning environment and athletic facilities."

Dr. Beverly Levine, Superintendent
Oglethorpe County School System, Georgia



Improving Indoor Air Quality

America's schools are aging. Indoor air quality has been a known but unaddressed issue for decades. With more research indicating that COVID-19 is spread through the air, more emphasis is being placed on understanding the risk in your schools and taking steps on managing filtration and clean air return. Stimulus funding is prioritizing ventilation and indoor air quality improvement projects.



Understanding Risks and Priorities

Designed in collaboration with an Advisory Council of independent experts in infectious disease, industrial hygiene and engineering, EnhancedFacility™ is a data-driven process to understand risk factors in your buildings.

HVAC and Mechanical Solutions for Health and Efficiency

ABM takes a proactive approach to HVAC, delivering reliability and control while protecting your assets, reducing capital expenditures and helping you realize energy savings. Along with indoor air quality, building temperature and humidity are key factors for student and faculty health and engagement. ABM works with districts at a building-by-building level to assess system performance, handle preventative maintenance, and make recommendations to optimize building health and create energy cost savings.

ABM's proprietary Healthy Building Risk Assessment assesses and identifies IAQ challenges and recommends effective and cost-efficient solutions.

- The risk exposure of your schools is categorized at low, medium, high, or very high levels. The highest priorities for each building are identified.
- The most important and effective strategies for specific risk levels are determined.
- Targeted solutions based on risk level are developed for maintenance, lighting and HVAC systems.
- A report of fact-based recommendations helps your district form a comprehensive strategy.
- The EnhancedFacility process is not limited to risks associated with the pandemic, but assesses air quality holistically for each school and building.

Generating Energy Efficiency and Savings

With our highly trained staff as your maintenance team, you can be confident in the consistent quality of your facility services. We will analyze your current equipment and operations to customize a program that conserves energy, lowers risk and cost, and eliminates waste to improve your bottom line.

Energy Performance Contracting

ABM enables you to make facility upgrades and improve learning environments without a tax increase. Our strategies leverage dollars already in the budget by creating energy and operating cost-savings to pay for needed improvements. Our teams know how to work with local energy companies to take advantage of energy savings program discounts. School districts across the nation have received millions of dollars in capital funding for their facilities through ABM's energy performance contracting program.

Electrical Power

The average school building in the United States is 40 years old. Outdated systems can waste energy costs. Proactive maintenance of electrical systems enhances safety, lowers costs and prevents unexpected failures. ABM is one of the only electrical service providers in the country with the expertise and capabilities to self-perform the entire spectrum of NFPA 70E compliance services.

Electrical & Lighting

Keeping electrical lighting systems well maintained is critical not only to the safety of your students but to the health of your operating budget. ABM electrical and lighting experts take a proactive approach to internal and external lighting to keep your energy costs down, improve building safety, and enhance student and staff experiences.

EV Charging Stations

The growing number of electric vehicles (EV) has shifted the refueling paradigm. K-12 schools with EV charging stations improve options for their community, forward sustainability goals and realize economic benefits. A leading installer of EV charging stations, ABM offers multi-disciplinary capabilities that make this innovative upgrade a real plus for your educational facility.



Partnering to Help Your K-12 Environments Thrive

Coming out of 2020, ABM education teams understand that the challenges for the coming school years will continue to be unprecedented.

While the current round of stimulus money is providing relief, once exhausted schools are likely to continue to be underfunded. We are ready to develop new solutions to address your district's needs for health and safety, funding, and generating new savings and efficiency—all to focus more of your valuable budget on student success.

We want to be your partner to develop solutions now to create healthy environments where your students, faculty and communities will thrive.

[ABM.com/education](https://www.abm.com/education)

866.624.1520

ABM Education Resource Center

View our library of case studies, white papers and articles on K-12 facility management.

<https://www.abm.com/resources/>

"Schools need to look for ways to increase their fund balances today so the budget impact will be easier to manage once stimulus funds are gone."

Dr. Brad Gregory

Senior Assistant Superintendent, Finance & Business Services,
Colquitt County Schools, Georgia

6B+ Square feet of buildings serviced every day.

100K+ People nationwide.

100+ Years of commercial janitorial expertise.

50%+ of Fortune 500 companies rely on ABM.

\$6.4B Annual Revenue

1,100+ USGBC LEED-certified registered sites.

15+ Sectors serviced from K-12 and Higher Education to Healthcare, Aviation, Stadiums and Arenas, Commercial Office Buildings, Technology, Manufacturing and more.