

ABM Stimulus Solutions

BUILDING POSSIBILITIES WITH STIMULUS FUNDING

A Strategic Approach to Use ESSER
and Stimulus Funds for Immediate
and Long-Term Impact





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Maximize Funds for Immediate and Long-Term Impact

One of the most critical decisions leaders will make in a generation is maximizing the impact of ESSER and other stimulus funds to create healthier and safer educational communities for students, faculty, staff and guests.

ABM provides a more comprehensive set of solutions to help leverage stimulus funds into maximized solutions by creating ongoing savings and potential revenue opportunities. This smart bundled approach helps you to get more value and more outcomes while maintaining your current budget.

Accomplish More, Quickly

ABM experts are working with school administrators to strategically identify the greatest needs of students, staff and the community so that all available funds may be appropriated to meet the greatest number of needs. We ensure projects qualify for funding requirements and deadlines.

Improve Outcomes

Beyond facility improvements, ABM works to improve learning outcomes by enhancing student safety and security, enabling teachers to effectively educate more students, and lowering administrative costs. ABM integrated solutions help achieve your district's specific performance goals. We integrate through enhanced surface cleaning and improved indoor air quality while improving the health of your buildings.

Gain Immediate and Long-Term Impact

By pairing our performance contracting approach (and subsequent cost savings from infrastructure improvements) with recently-released ESSER funds, ABM can help architect a plan to improve facilities now and long into the future. This helps ensure that drastic budget reductions won't be needed when stimulus funds run out.

See how ABM Stimulus Solutions can help: [866-624-1520](tel:866-624-1520)





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Generate Long-Term Savings and Revenue

ABM has the resources and experience to pair one-time infrastructure improvements with ongoing services using a mechanism that defers and builds those costs into a solutions bundle. This immediately creates general fund cash flow, particularly in custodial, disinfection, HVAC services and grounds services. ABM is the only Energy Services Company (ESCO) with the ability to self-perform these services.

Unlock New Revenue

ABM not only identifies cost savings initiatives, but also places an equal emphasis on potential revenue benefits and opportunities. For example, for Madison County Schools in Georgia, ABM expanded stadium seating from 2,400 to 4,000 to reach a size to host state football championship games and hold graduation on-site instead of renting a convention center, resulting in \$75K in annual savings.

Get Funding Flexibility

Unique funding solutions are also available to address a broad array of district needs, whether through a service-based structure, private funding or public funding. ABM teams work with school districts regularly to open up new funding options.



\$40M

in Projected Savings.

That is the outcome over 17 years for Madison County Schools in northeastern Georgia. ABM's phased energy savings measures funded the addition of HVAC equipment, created cash flow, and helped achieve air quality improvements and certified disinfection.



STIMULUS =
VALUED





Make ESSER Funds Work Harder for Your District

The Coronavirus Response and Relief Supplemental Appropriations and American Rescue Plan Act provides **\$177.1 billion** in Elementary and Secondary School Emergency Relief Funds (ESSER Fund). Funding is distributed by the U.S. Department of Education directly to state education agencies which is then allocated to school districts. There are ESSER II and ESSER III Funds.

ESSER Funds

\$177.1B

\$54.3B ESSER II

\$122.8B ESSER III

The ESSER Fund was established as part of the Education Stabilization Fund in the CARES Act, 1. State educational agencies (SEAs) will award subgrants to local educational agencies (LEAs) to address the impact that the Novel Coronavirus Disease 2019 (COVID-19) has had, and continues to have, on elementary and secondary schools across the nation.

Strategies and Implementation

ESSER funds may be used to develop strategies and implement public health protocols including, to the greatest extent practicable, policies in line with guidance from the Centers for Disease Control

and Prevention (CDC) on reopening and operating schools to effectively maintain the health and safety of students, educators and other staff.

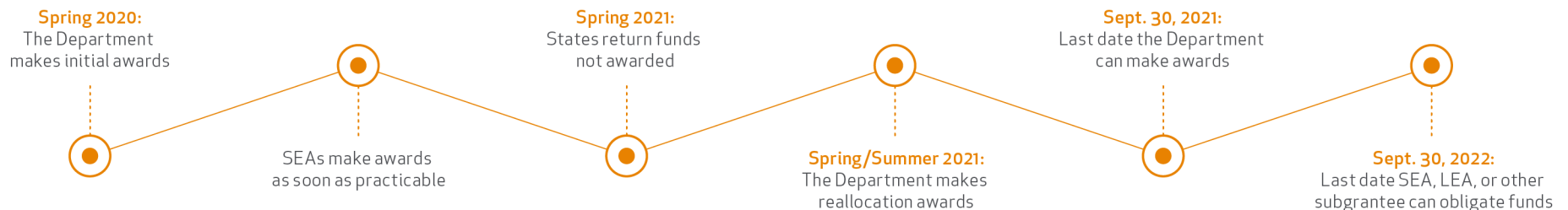
ESSER II - CRRSA: December 2020 – \$54.3B

ESSER II funds are not required to be spent following ESEA Title I-A guidelines. Several states have defined priorities for how funding is to be distributed while other states enable local education agencies to independently choose how to best allocate funds. Funds are reimbursable. Some require an application to account for how funds will be spent, and overall costs for the projects.

ESSER III - ARPA: March 2021 – \$122.8B

For ESSER III, each state shall make allocations to local educational agencies (LEAs) in an expedited and timely manner and, to the extent practicable, not later than 60 days after the receipt of such funds. An LEA that receives ESSER funds must, within 30 days of receiving funds, make publicly available on its website a plan for the safe return to in-person instruction and continuity of services. Before making the plan publicly available, the LEA must seek public comment on the plan.

TIMELINE FOR USING ESSER FUNDS



Align Solutions to Both Funding and Your Priorities

ABM provides an unmatched portfolio of services and programs that qualify for ESSER II and III funding to help achieve your goals, including:

- **Cleaning and Disinfection** protocols and trained teams developed with independent experts in infectious disease and industrial hygiene help ensure the safe reopening and sustained operation of school facilities.
- **Repairs** to operate schools while mitigating health risks and exploring environmental hazards to create healthy, thriving learning environments.
- **Indoor Air Quality Improvements** through HVAC upgrades, better filtration, higher air exchange rates and advanced air disinfection.
- **Energy Efficiency** solutions to generate ongoing savings through power-hungry systems including HVAC, electrical and lighting to ensure continuity of education services.

Holistic Approach

ABM's approach is different because it is more comprehensive than solutions that focus on just one part of your infrastructure. Ongoing value and savings come from addressing your opportunities systematically instead of through a series of single, often disconnected solutions. ABM self-performs these services which allows for continuous oversight and optimization. Managing projects through ABM gives you more control, reduces waste and creates savings to reinvest in your students.

Customized Plans

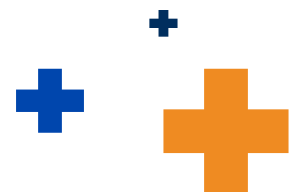
ABM will help you develop the right plan to ensure that projects qualify for funding requirements and deadlines to protect the health and well-being of students, faculty and guests in cleaning, disinfection, HVAC and infrastructure solutions that support continuity of education services. We take the extra step to develop solutions to reduce ongoing costs or create new revenue streams.

Product Neutrality

ABM does not manufacture or represent products. Every solution is based on the individual need and the best technical solution available from the industry. ABM's diverse range of services and suppliers assure that all needed services are included in a solutions bundle. We work with clients to incorporate optimal solutions for their facilities and ensure that we only recommend the best and most reliable technology.

Full-time Project Management

ABM is unique in having a full-time project manager on every project. ABM self-performs these services which allows for continuous oversight and optimization. Because ABM is a service contractor, we see the work through beyond initial installations and provide comprehensive service agreements to maximize equipment life expectancy and ongoing energy efficiency.





ABM Stimulus Solutions

Get Solutions that Work Together to Deliver Health and Savings

Bundled Energy Solutions

Ongoing savings through energy and systems efficiency.

Safety & Security

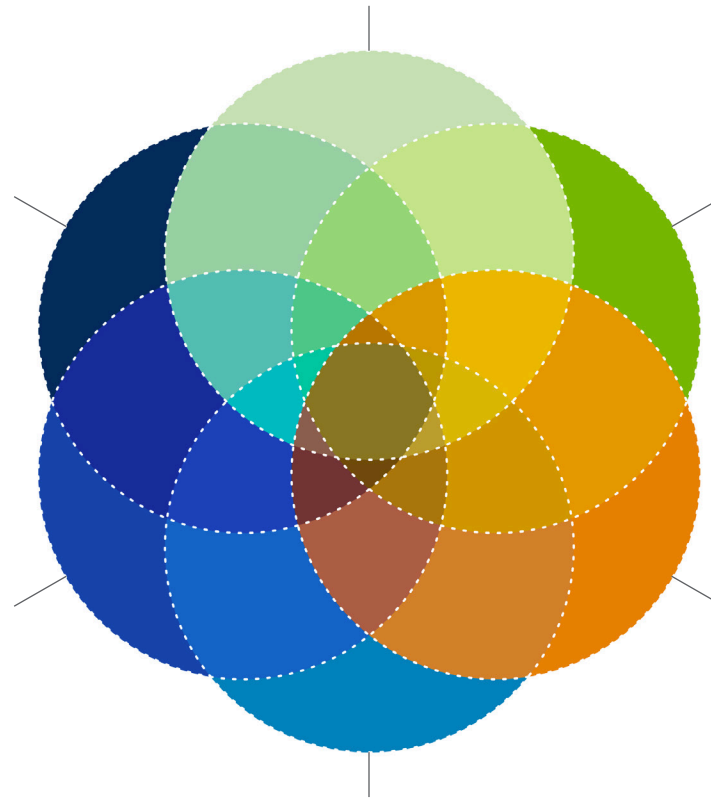
Solutions to help protect the health and physical well-being of students, faculty, staff and visitors.

EnhancedClean™ & EnhancedFacility™

Enhanced surface disinfection and indoor air quality.

Continuity of Education Services

Technology to enable students to keep learning wherever they are.

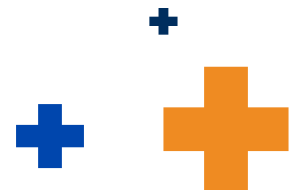


Infrastructure

Assessment, maintenance and upgrades to integrate building and district systems.

HVAC, Building Systems & Services

Ongoing maintenance, retrofits and new equipment for heating, cooling and climate control.



Gain Energy Efficiency and Healthier Buildings

ABM provides multiple services that qualify for funding and work toward helping you create healthier environments while generating long-term savings after stimulus funds are used.

Bundled Solutions: ABM develops solutions that enable you to invest funding for immediate impact and generate ongoing savings that return dollars to your students and schools for years to come. Through energy efficient upgrades, retrofits and continuing maintenance of HVAC, lighting and other power-hungry systems, ABM has generated more than 30% in annual energy savings for districts and universities and annual savings of \$400B+ for industrial and commercial clients. We have more than 40 years of proven experience in bundled energy solutions.

EnhancedClean™: Developed with independent experts in infectious disease and industrial hygiene, EnhancedClean provides surface cleaning and disinfection for your facilities. ABM's training program for EnhancedClean Facilitators is accredited by the ANSI National Accreditation Board. This means that the program was proven to adhere to rigorous third-party standards, adding validation that all EnhancedClean work is supported by a best-in-class training program.

EnhancedFacility™: Improving indoor air quality is the singular focus of EnhancedFacility. ABM understood the risks of indoor air early in the pandemic and introduced its EnhancedFacility program in September 2020. Developed by independent and ABM experts, it uses a data-driven approach to understand risk and prioritize solutions. A Healthy Building Risk Assessment enables you to establish clear benchmarks and priorities for indoor air quality improvement through a range of systems and technologies.

Infrastructure: One of the hidden costs and biggest sources of potential savings is in your district's building infrastructure. ABM approaches them as an integrated ecosystem and not as single systems. Our process for assessment, maintenance and upgrades enable us to generate savings across your infrastructure.

30%+
in Annual Savings for
Education Clients.





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Create Safe, Healthy Learning Environments

HVAC , Building Systems and Services: ABM is a national HVAC company with brand-agnostic expertise and the capacity to invest funds correctly and protect your assets, reduce capital expenditures and realize energy savings. We provide the commercial heating and cooling solutions to keep your systems running safely, efficiently, effectively and sustainably, so you can boost the performance of your facilities and everyone who works and learns inside.

Continuity of Education Services: Along with helping create healthier, more resilient environments, ABM can also leverage funds to ensure the continuity of education services through broadband installation, installation of in-room technology to enable remote learning, security systems and related services.

Safety and Security: Your students, faculty, staff and visitors are our first priority. ABM services work as a system to help ensure the health and physical safety of people in buildings throughout your district. ABM installs monitoring devices, metal detectors and other systems to help keep people safe. When students and teachers are secure and comfortable in your buildings they can concentrate on what's important: learning, teaching and the relationships of being part of a vibrant, thriving community.



\$7.8M

in Projected Energy and Operational Savings

"MASD utilized ABM to make much needed upgrades to several of our facilities. Those improvements allow us to continue to provide a first-class experience on our campuses for our students and staff inside and outside of our classrooms."

— Mark P. Holtzman, Jr., Superintendent
McKeesport Area School District, Pennsylvania



STIMULUS =
HAPPY





Maximize Your Funding with Ongoing Savings

ABM is working with districts of all sizes in urban and rural regions across the country to ensure they get the most out of their stimulus funds and also generate ongoing savings after funds are spent. Using these precious funds as investment, not an expenditure, enables you to deliver more for your students, faculty and community.

Maximize Reserves and Tax Rates

ABM also recognizes the correlation general fund reserves have with ongoing tax rates. We help organize so the most advantageous blend of reserves are maintained to help maximize your tax rates both now and for years to come.

The Value of a Strategic Opinion

The ABM Stimulus Solutions team is available to talk about your goals and help you develop strategic, customized solutions. Regardless of where you are in your process, we know we can help use your funding to build new possibilities that will last for decades.

Contact your ABM Stimulus Solutions team at [866-624-1520](tel:866-624-1520)

Regional ABM Experts

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On time and under budget.

It's not an ABM goal. It's something we deliver. Just ask ABM clients across the country.

