



ABM *for* K-12

Urban School District Action Plan

Now is the Time to Unlock Funds to Drive Student Achievement

After 18 months of learning loss and disruption from the pandemic, it is more imperative than ever to give urban school district leaders new financial tools to redirect funds to support student and educational priorities.

Funding for these student-first initiatives can be created by taking a fundamentally different approach to facility, maintenance, energy and systems management.

Instead of continuing to sink precious dollars into infrastructure, you can create healthier learning environments while also generating ongoing savings to apply to learning, teaching and equity across your district.

Instead of principals wasting valuable time on recurring building issues, they can focus on students, student achievement and professional development for their faculty.

The current funding mechanisms for urban schools have been broken for decades.

It is time for new ideas and for new math to free up critical funds to help students thrive.

ABM can help you:

- 1 Generate millions of dollars in ongoing savings through facility, operational and energy efficiencies.
- 2 Reduce the backlog of infrastructure projects that are critical to healthier buildings and learning environments.
- 3 Create as much as 20 years of General Fund relief through prioritized ESSER fund investing. Results are 100% guaranteed.

Here is how our education can make that a reality — starting today.

“Long before the pandemic first shuttered America’s schools in spring 2020, students from historically marginalized communities already faced challenges in accessing basic educational resources — from well-trained, well-paid teachers and staff to adequate buildings and books. For these students, there was already a crisis of educational opportunity — a crisis that COVID-19 appears to have made worse.”

– **Education in a Pandemic: The Disparate Impacts of COVID-19 on America’s Students**



Creating Healthier Environments for Student Achievement

America's schools, especially in urban districts, 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 student achievement back on track 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 students by creating 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+ Years of K-12 facility management experience	100K Overall team members
500MM Square ft of K-12 schools serviced	26.5% Average energy savings of ABM Performance Contracting clients



Expert Guidance to Maximize Stimulus Funding

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

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.

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.

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/>

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.

Your People, Our Expertise

ABM works with districts in multiple ways to manage the people who do the critical work. In some cases, district custodial and maintenance staff become ABM employees with salary, benefits, work schedules, training and career development shifting to ABM. This generates a significant positive impact on your budget while creating equally significant operational efficiencies to handle day-to-day needs and erase years of backlogged work. By improving ongoing maintenance, ABM generates even more savings through energy and system efficiencies while creating more comfortable environments.

Supplemental Labor

With a staff of 100,000 nationally and the ability to recruit and train skilled teams, ABM helps districts supplement their own custodial and maintenance staff with people vetted to work in educational settings. You gain new flexibility to have teams in place when people are out sick, respond to emergencies, or complete projects without pulling your people off their regular work or adding to backlogged projects.

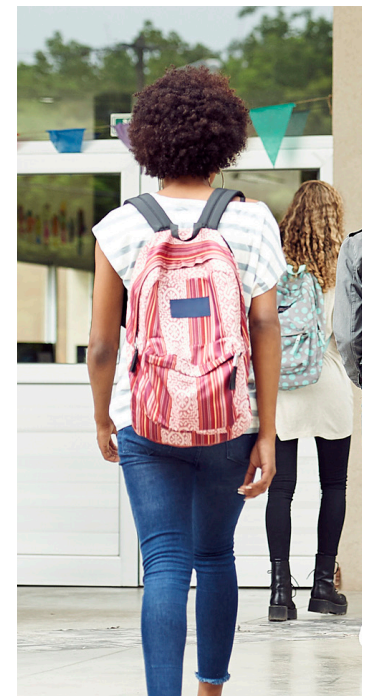
Cost Control

ABM helps districts develop strategies that save money to funnel back to their 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 your 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%.

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Rethinking K-12 Facility Management

ABM solutions are customized to match the complex needs of each urban district. We draw on our expertise and educational solutions in facility management; custodial and disinfection; HVAC and indoor air quality; energy management, power, electrical and lighting; and athletic fields and grounds.

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

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 helps 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.



Improving Indoor Air Quality

America's urban schools continue to age. 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

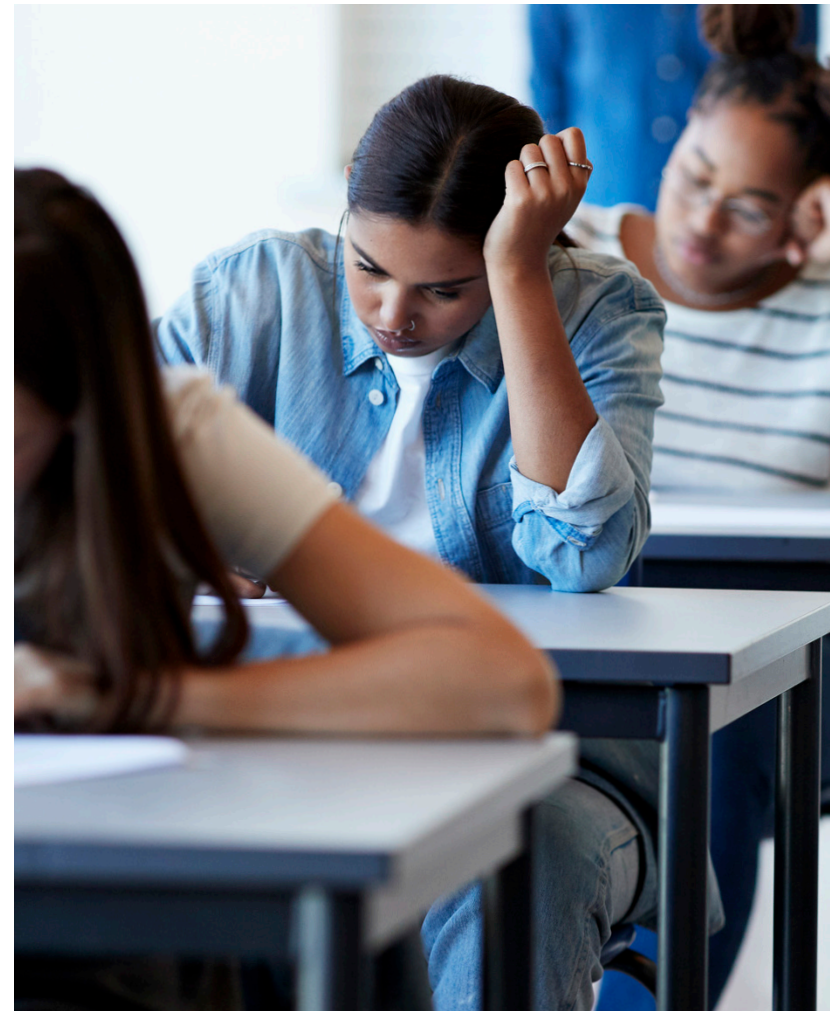
ABM enables you to make facility upgrades and improve learning environments without a tax increase. Our strategies leverage dollars already in the budget by creating energy and operating cost-savings to pay for needed improvements. Our teams know how to work with local energy companies to take advantage 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.



Urban Students and Districts Deserve More

Coming out of 2020, urban school district leaders face an unprecedented set of challenges on top of the legacy issues they have battled for decades.

Federal stimulus funds offer what may be a once-in-a-generation opportunity to apply more budget to students, faculty and educational priorities while creating healthier learning environments.

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1

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

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ABM Education Resource Center

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

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

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.