



# Madison County Schools

## Increasing Cash Flow and Providing Healthier Learning Environments



**A K-12 school district wanted an energy saving solution that also improved the health of its facilities' shared spaces.**

Madison County Schools is a public school district serving K-12 students in northeastern Georgia.

### CHALLENGE

To provide healthier indoor environments for students and teachers, Madison County Schools wanted to improve ventilation and pathogen control for both air and surfaces. While some facilities had air quality improvements in place, other facilities lacked HVAC systems for shared spaces. The district also wanted improved cleaning and disinfection.

### SOLUTION

Madison County Schools turned to ABM, its partner in four previous energy project phases. ABM developed a new phase of energy savings measures that funded the addition of HVAC equipment where needed, created cash flow, and helped the district achieve air quality improvements and certified disinfection through ABM's EnhancedFacility™ and EnhancedClean™ programs.

With a projected savings of \$40 million in energy and operational costs over a 17-year period, ABM's cost-effective solution included daily touchpoint disinfection and deeper, broader nightly disinfection through EnhancedClean, while also creating cash flow for the next two years.

**ENHANCEDClean™**

**ENHANCEDFacility™**

"Through our ongoing relationship with ABM, we have been able to provide our students and staff with a cleaner and healthier learning environment, upgrade infrastructure, and generate positive cash flow during a very difficult time. ABM has been a strong partner and trusted advisor for our school system."

- Michael H. Williams,  
Superintendent of  
Madison County Schools

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HVAC systems were added to gymnasiums at four elementary schools, and the district's needlepoint bipolar ionization assets (a pathogen and particle control measure recommend through ABM's EnhancedFacility program) were expanded.

### Evolving Energy Projects to Meet School's Needs

ABM's previous energy project phases for Madison County, starting in 2001, included HVAC upgrades, energy-efficient lighting for the district's stadium, and needlepoint bipolar ionizations (NBPI) units for both energy efficiency and improved air quality in multiple school facilities.

ABM also began providing custodial services for Madison County Schools in 2014. To help the district focus on reducing the viral transmission of disease-causing pathogens from surfaces and the air, ABM brought its energy-efficiency and custodial operations together with a custom financial solution to expand the districts NBPI assets, upgrade its disinfection program, and create two years of cash flow.

The project also included construction upgrades to the local stadium, making the district eligible to host state playoffs and enabling the high school to host graduation ceremonies on site.

### BENEFITS

ABM's Energy Performance Contracting Program helps schools fund facility improvements they need for the spaces students and teachers share. By eliminating costs from operating budgets and redirecting savings to fund improvements, critical needs can be met without upfront costs or tax increases.

Indoor air quality improvements recommended by ABM's EnhancedFacility and disinfection provided by ABM's EnhancedClean are backed by experts in infectious disease and industrial hygiene.

Madison County Schools project results for shared spaces include:

- New indoor air quality assets
- New ventilation units and replacements for aging assets
- New and upgraded building controls
- Disinfection equipment and resources for hand sanitizing
- Ventilation system elements sealed
- Construction for key athletic facility projects
- Critical services rolled into the energy program's fifth phase:
  - Disinfection services for one year
  - HVAC and controls maintenance for two years
  - Positive cash flow created for two years

### About ABM

ABM (NYSE: ABM) is a leading provider of facility services in the United States and various international locations. ABM's comprehensive capabilities include janitorial, electrical & lighting, energy solutions, facilities engineering, HVAC & mechanical, landscape & turf, mission critical solutions and parking, provided through stand-alone or integrated solutions. ABM provides custom facility solutions in urban, suburban and rural areas to properties of all sizes - from schools and commercial buildings to hospitals, data centers, manufacturing plants and airports. ABM Industries Incorporated, which operates through its subsidiaries, was founded in 1909. For more information, visit [ABM.com](http://ABM.com).



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