



Five Key Responses to COVID-19

for Higher Education



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Overcome Enrollment Challenges

Most students' plans for the future and their families' finances have been impacted by the COVID-19 pandemic. With enrollment trends already challenging many institutions, it's difficult for most to forecast the continuing impacts or absorb any additional cuts to key resources without endangering your mission.

ABM helps institutions put money back into their highest priorities. Even when other cost saving measures have already been leveraged, our experience helps create opportunities to drive more funding to goals like your student attraction and retention strategies. We can assess your operations to help you protect your fund balance and prioritize the goals you need to meet now.

The right questions can identify opportunities:

- Do you know how your costs compare per student to an optimized campus?
- How much does deferred maintenance detract from your efforts to keep spaces healthy?
- If new technology or equipment could help you save costs, how would you pay for the upgrades you need?
- Do you have the funding you need for digital learning and student experience strategies?
- Would additional funds enable you to enhance the student experience?

Find Ways Forward Despite:

- *Declining enrollment trends*
- *State funding cuts*
- *Lower donor contributions*
- *Decreased revenue from athletics*

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The daily work and the ongoing projects that our ABM partners undertake at Hiram help to improve the daily life of faculty, staff, and students.

*Lori Varlotta,
President, Hiram College*

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Support Your Go-Forward Plan

As new modes of learning develop at every level, educators need facilities and technology to be part of the solution. To help you prioritize spending on safe and healthy learning for your students and teachers, ABM puts technical and financial expertise together to help you meet technology and infrastructure needs within your current financial restrictions.

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ABM helps create better learning environments, and in that way, they are helping us become a better university.

*Daniel J. Alfonso,
Vice President of Facilities Management and Public
Safety for Nova Southeastern University*

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Safeguard Resources Now

How we use spaces will have to change. This will create new stressors on facilities and operating budgets. To ensure your spaces and budgets are ready to support new ways of learning, now and in the future, ABM first assess your current funding strategies and completes a long-term debt review. Then our teams build plans to maximize your cash flow and fund priorities. Our strategies help you cost-effectively mitigate risk of repair, extend the useful life of equipment, maximize the use of existing and future funds.

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This is our second energy project with ABM and it will enable the university to continue to concentrate on current and future maintenance needs, while taking another huge step forward in our energy stewardship

*Vice President of Business and Fiscal Affairs
at a Public University*

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Pivot Spending to Student Attraction and Retention

Energy overspend and the compounding effects of deferred maintenance drain funds that could accomplish so much more – if you could direct that money where it will have more impact. By empowering you to reduce inefficient spending now and guaranteeing the results, ABM programs help you direct funds where you need it most. Guaranteed savings enable you to invest more in what matters to students, parents, staff, and teachers – all without new upfront capital.

What's a Guaranteed Savings project?

As an experienced performance contractor, ABM has the technical and fiscal resources to not only create savings, but guarantee it. When the savings you need depend on investment, our projects make that investment possible. We help you improve capital and operation budgets while replacing aging infrastructure using the savings that creates.

ABM's structured services include janitorial and high-touch point disinfection through our Enhanced-Clean program.



Pivot Spending to Student Attraction and Retention *(cont.)*

How could a Professional Service Agreement (PSA) help?

Along with structured, managed facility services, ABM PSAs can help you speed up key capital investments and avoid capital volatility. Instead of waiting for capital that won't be available for years, you use the PSA as a strategy to invest now, and pay over time as the capital becomes available. Get key projects in place quicker and make sure capital is focused on the right outcomes and benefits.



Provide Healthy Spaces to Support Your Campus Community

Indoor environments greatly impact students in multiple ways, from attention levels to drop-out rates. Students and parents need to feel their college is the right choice, and studies show that light, air, and facility quality have real effects on their confidence level.

To help your students breathe well, see well, and be well, meeting deferred maintenance needs and investing in the built environment quality is key. ABM projects create opportunities for you to improve spaces for everyone, including faculty and staff.

To improve your control over costs and outcomes, ABM creates options that solve both financial and facility needs.

Guaranteed Savings

- Put spending back where your budget needs it
- Cut energy and operational spend
- Create healthier building environments within revenue limits

Professional Services Agreements

- Move capital plans forward
- Meet new technological and distance learning challenges
- Invest more quickly in the outcomes students and parents see



How We Help



Lighting Upgrades and Smart Controls



Guaranteed Savings



HVAC and Indoor Air Quality



Operations Including HVAC, Landscaping, and Custodial



Sustainability, Renewables, and Water Conservation



Professional Services Agreements



Electrical Power and Safety



Continuity of Education Planning and Implementation



ABM reduces our education clients **energy use by 27%**



ABM serves **350+ districts** nationwide



ABM generates **\$1,100 in funding** per student on average

Ask ABM to create options for moving forward.
Call **866.624.1520** or visit **ABM.com/HigherEd**



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