



Five Key Responses to COVID-19

for K-12 Schools



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Meet Funding Reductions

Most local and state revenue sources have been hurt by the COVID-19 pandemic, and further impacts are expected. With many budget lines locked in, it's difficult for schools to absorb any more funding cuts without endangering priorities like teacher salaries.

Our experience helping schools put money back to general funds can create those opportunities, even when easy targets for cost-savings have already been leveraged. ABM can assess your operations to help you protect your fund balance and prioritize the spending you need now.

The right questions can identify general fund relief opportunities:

- Do you know how your costs compare per student to an optimized district?
- How much does it cost to keep spaces healthy when they suffer from deferred maintenance?
- If new technology or equipment could help you save energy, how would you pay for the upgrades you need?
- Do you have the funding and expertise to optimally provide digital learning?
- If you had additional funds what would they enable you to do?

Find Ways Forward Despite:

- *Reduced Sales Tax Revenue*
- *Lower Property Values*
- *Depleted Fund Balance*
- *Capital Volatility*
- *Full Debt Burden*

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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,
McIntosh County Schools*

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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 is providing facility personnel
and financial situations that no
other company has the process or
expertise to achieve.**

*Dr. Vickie Reed,
Brooks County School System*

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Safeguard Resources Now

How we use spaces will have to change, and that will create new and different stresses on facilities and 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 school 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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“With ABM’s solution, we don’t have to select between student-focused initiatives and improving our infrastructure.”

*Dr. Mason Gary,
Anderson School District 3*

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Pivot Spending to Students

Every district's budget likely contains overspend. This challenge is an opportunity to identify areas for improvement, and energy usage is a great place to start. Energy overspend drains funds that could accomplish so much more – if you could spend that money where you know it'll 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 your general fund while replacing infrastructure using the savings that creates.

ABM's structured services include janitorial and our new Enhanced-Clean program.



Pivot Spending to Students *(cont.)*

How could a Professional Service Agreement 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.



Ensure Healthy Spaces Support Achievement

The building environment impacts students at every level, from attention levels to drop-out rates. Students and parents need to feel the classroom is the right choice for them, and studies show that light, air, and facility quality have real effects. To help students breathe well, see well, and be well, meeting deferred maintenance needs and investing in built environment quality is key. ABM projects create opportunities for you to improve spaces for everyone.

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 faster in 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/K12**



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