



WHY K-12 PRIVATE SCHOOLS ARE EMBRACING
STRATEGIC PARTNERSHIPS
TO MANAGE FACILITIES



Independent private schools across the country are dedicated to achieving academic excellence, creating enriched curriculums and ensuring healthy learning environments. While educators and administrators work hard to help students realize their full potential, other areas of school operations may struggle — like cleanliness, operational efficiency and optimized spending. Working with a strategic partner can help K-12 private schools gain streamlined facilities management that delivers cleaner schools, lower operating costs, reduced deferred maintenance backlogs and much more.

With more than 60 years of facilities experience, Aramark's deep expertise in custodial, maintenance and energy solutions have helped transform private school environments into the best they can be. Find out how proven, strategic solutions focused around the physical learning environment have elevated other private schools and can support you in creating the most optimal atmosphere for your students to succeed.



10 WAYS OUTSOURCING YOUR FACILITIES OPERATIONS CAN BENEFIT YOUR PRIVATE SCHOOL

1 Improve Overall School Appearances

Clean, healthy, well-maintained classrooms, buildings and surrounding grounds are necessary to support an active and engaged learning environment. Students perform at higher levels and communities become more involved when their schools maintain a pleasant atmosphere and appearance. They gain a sense of pride, which translates into benefits such as higher attendance and community support.

Staying on top of maintenance with the latest technological advances is critical, but can be challenging for school administrators whose time is needed supporting faculty in educating and preparing students for the world. A strategic facilities partner ensures schools and grounds are beautifully maintained so students can enjoy environments that help them flourish.

Germantown Academy experienced the importance of campus visuals firsthand when a summer construction project was unexpectedly extended, leaving little time to clean up before the first day of school. With only one week to complete an entire summer's worth of cleaning, Aramark's facilities team at Germantown Academy not only cleaned the whole building in time but also shined the floors using our efficient 3M Scotchgard™ Resilient Floor Care system. This innovative floor protector program uses fewer chemicals as well as a sustainable product disposal process, creating a safer environment for students, faculty, staff and employees.



2 Increase Satisfaction with Maintenance Requests

Parents, students and teachers at private schools want their maintenance concerns addressed immediately. Is your facilities department keeping up with requests or are response times taking too long and causing disruption to the learning environment? Outsourcing partners bring a more proactive approach to managing service and maintenance requests, coupled with modern customer engagement techniques.

The Bolles School gained peace of mind when outsourcing their facilities operations to a trusted partner – proven when a staff and faculty climate survey found that the highest scoring area of the school was campus facilities. To what extent could your school benefit from decreased facilities complaints and improved satisfaction levels when you work with a leading facility maintenance partner?

3 Enjoy Cleaner, Safer Solutions

The pressures to accommodate students with allergies, incorporate environmental stewardship efforts and ensure fiscal responsibility are among today's leading facilities challenges. Our innovative Blue Cleaning program goes beyond the traditional Green Cleaning Approach by creating a non-toxic solution in half the time required by traditional chemicals.

Blue Cleaning leverages modern self-generating Electrically Activated Water (EAW) technology by applying a low level electrical charge to tap water, breaking apart and lifting dirt from surfaces like a magnet.

The most environmentally friendly approach to cleaning, Blue Cleaning eliminates general purpose chemicals, while minimizing associated packaging and plastic waste - keeping employees and students safe throughout the cleaning process.



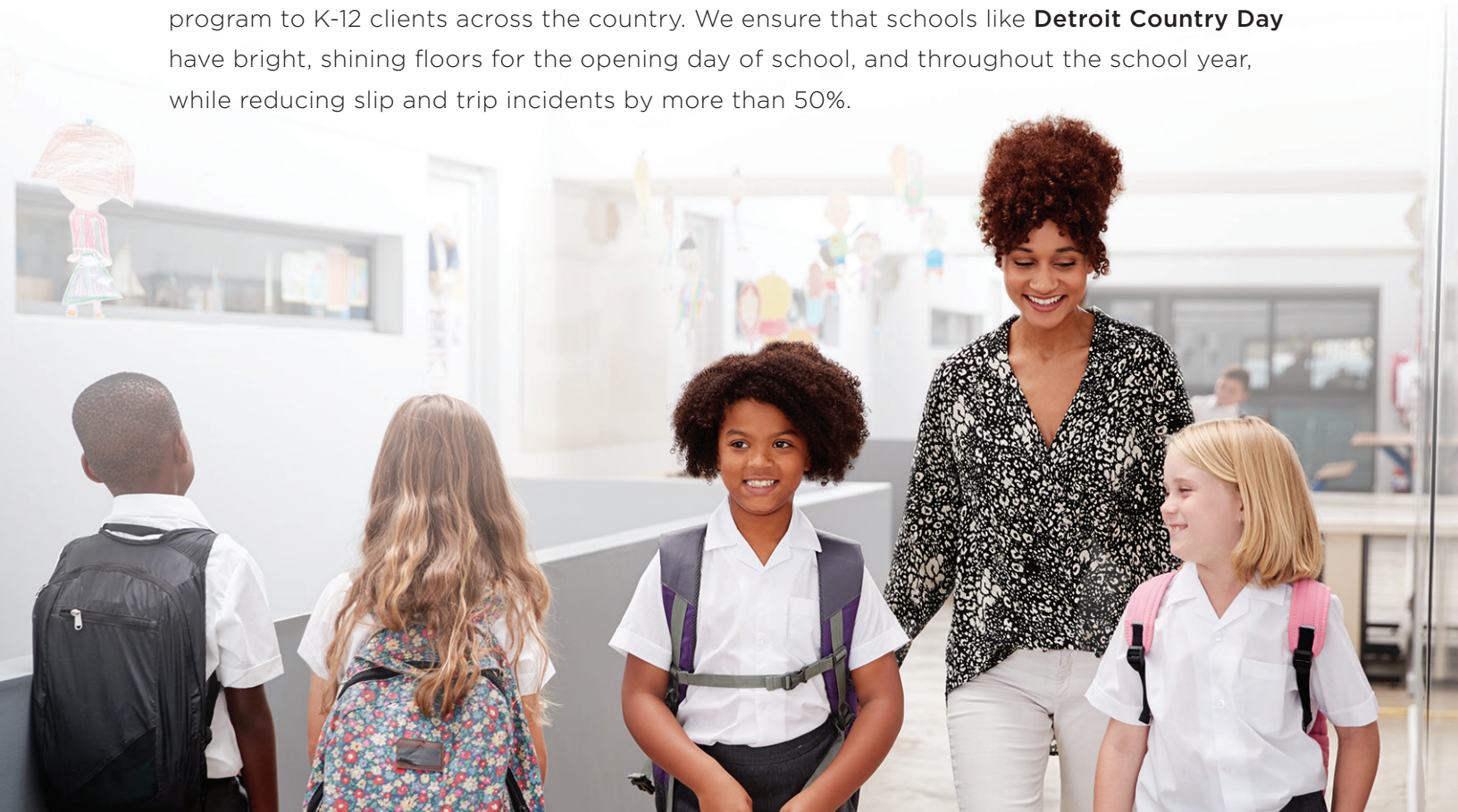
4 Reduce Deferred Maintenance Backlogs

Today, many long-standing private schools are encountering two waves of demand for capital renewal: Buildings constructed during the 1960s and 1970s are crossing the 50-year mark, and buildings built during the construction boom of the 1990s are reaching the 25-year mark. Also, functional obsolescence is forcing the renovation of some facilities well before their intended lifecycle. As a result, many schools are dealing with substantial deferred maintenance backlogs, which present safety and financial liability issues.

At the **Bolles School**, Aramark's team of Engineering and Asset Solutions professionals developed a strategy to identify, prioritize and reduce the school's deferred backlog, while freeing resources for reinvestment. This outcome-focused solution enabled Bolles to designate \$20,000 for investment in equipment updates and \$1 million for capital improvements.

5 Enjoy Industry-Leading Innovation

Outsourcing facilities management means working with a partner that has made innovation part of its mission by staying abreast of today's leading technologies and best practices. Your school will benefit from an experienced partner's industry knowledge about efficient equipment, streamlined processes and advanced technology. Through collaboration with client partner 3M, we introduced the industry-leading 3M Scotchgard™ Resilient Floor Care program to K-12 clients across the country. We ensure that schools like **Detroit Country Day** have bright, shining floors for the opening day of school, and throughout the school year, while reducing slip and trip incidents by more than 50%.



6 Gain Data-Driven Insights

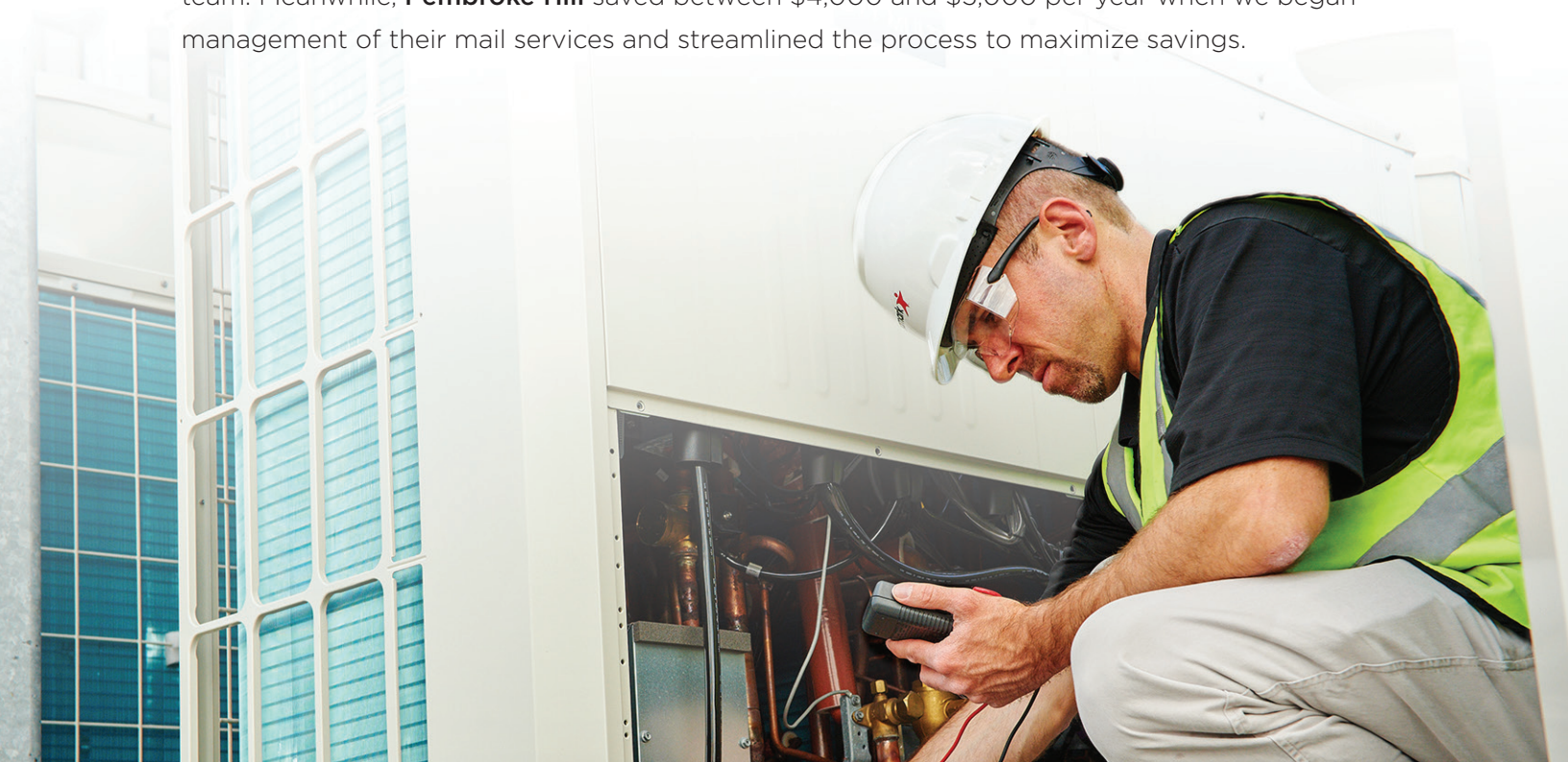
Articulating the value of your facilities department to a board of directors or trustees can be a challenge. With no real performance data or insights to show a clear ROI, facilities budgets continue to shrink while deferred maintenance continues to grow. An expert partner can implement technology that tracks, measures and scores building performance so you can show value for every dollar spent on facilities services. You can also compare key performance indicators to other best-in-class schools and further fuel your competitive advantage.

Many private schools are benefiting from this service, including the **Bolles School**, where Partnership Value Index (PVI) scores have improved almost every year. Additionally, quality assurance scores at **Detroit Country Day** have consistently remained above standard in the high 90s, ensuring quality, productivity and control is always delivered.

7 Reduce Expenses and Improve Budget Performance

Facilities services constitute a significant expense, and cost optimization opportunities are rarely executed. We possess the expertise necessary to uncover savings and maximize value in multiple areas, including labor, expenses, procurement, energy management and productivity. Our facilities experts have developed best practices for innovative programs, people management, operational efficiencies and purchasing leverage. These are opportunities that often go unrealized by schools.

For example, maintenance costs at **Mater Dei** came in \$30,000 to \$40,000 under budget thanks to greater operating efficiencies identified by Aramark's Engineering and Asset Solutions team. Meanwhile, **Pembroke Hill** saved between \$4,000 and \$5,000 per year when we began management of their mail services and streamlined the process to maximize savings.



8 Gain Savings and Income Potential

Meeting budgetary goals typically requires reducing expenses wherever possible. An experienced partner understands where saving optimization opportunities exist so that schools not only save money but also run more efficiently — from purchasing to staff training to operations.

Effective private school facilities management departments even offer the potential for revenue generation when designed well. Aramark's custodial team at **Detroit Country Day** prepares the school for regional baseball games, collegiate lacrosse events, professional basketball team practices, the Detroit Lions football camp and performances by the Detroit Orchestra — which saves the costs of hiring out preparatory services. **Mater Dei** drives down its school's operating costs by hosting local athletics teams and swim meets. **The Philadelphia School** generates revenue by hosting sporting events, banquets and even weddings in its facilities with our help.

9 Lower Repair Liability

Partnering with an outsource provider to maintain campus facilities can alleviate the burden of managing repair costs across the building portfolio. For example, we took on liability for maintenance upgrades at **Mater Dei** up to \$4,000 per job. If equipment breaks or needs repairs costing under \$4,000, the private school pays nothing. Mater Dei now has a way to both reduce maintenance costs and keep its school buildings and grounds operating in optimum condition at all times.





10 Access a Broader Range of Services

Facilities management comprises a wide range of jobs, from cleaning floors to maintaining HVAC systems to managing commissioning and engineering projects. Retaining a wide-ranging skill set is critical to seamless execution without hiccups that may disrupt student learning. We bring the broadest range of skills available in the industry to your school.

At the **Bolles School**, our services cover diverse tasks such as completing Facilities Condition Assessments, replacing the hot water system in dorms, and representing the school in discussions with architects, engineers and a construction company during new building construction.

Meanwhile, at the **Pembroke Hill School**, our team oversaw rehab of the headmaster's house, managing four different contractors for siding, windows, HVAC and plumbing. The team also designed and completed the kitchen and master bathroom remodels, including painting and flooring.



If you're interested in discovering what a facilities management partnership with Aramark would look like at your private school, [reach out to us today](#).