

ABM & Minidoka School District Board Meeting

December 15, 2025

ABM Idaho References



2013 - Present

- Custodial Service
- In-House Conversion
- 2.4M square feet



2019 - Present

- Custodial, Grounds, Preventative Maintenance
- In-House Conversion



2024 - Present

- Custodial Service
- In-House Conversion

ABM Idaho References



Blackfoot

School District #55



2014 - Present

- Custodial Service
- In-House Conversion



2022 - Present

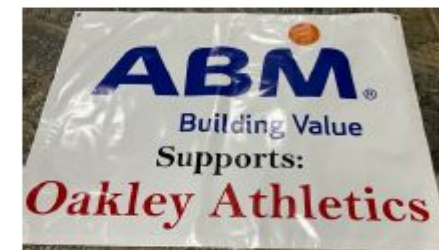
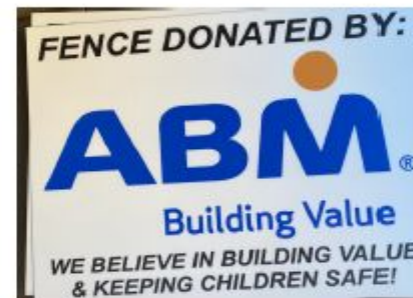
- Custodial and Events
- In-House Conversion



2022 - Present

- Custodial Service
- In-House Conversion

ABM Gives Back to the Idaho K-12 Community



Hard & Soft Savings

December 15, 2025

Outsourcing Productivity

Time Commitment

1/3 Report managing facilities is the most time-consuming part of their job



Training Increases

Average training increases from 21.9 to 36.3 hours of formal training per year

Stress

1 in 5 leave each year due to stressors like insufficient funds and poor working conditions



Budget Savings

The average in-house custodial team costs 23% more than an outsourced team on average.

Attendance

2/3 of school-aged children miss a day or more of school due to illness or injury



Quality Improvement

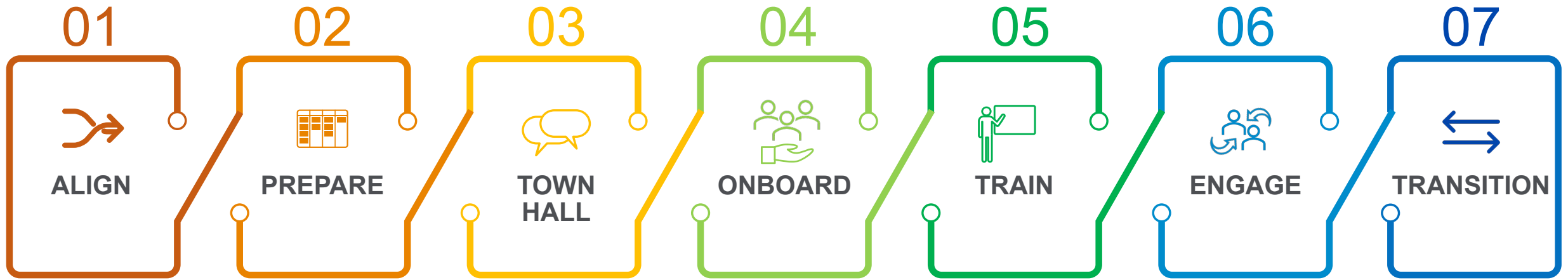
1/3 of schools see an immediate improvement in quality after outsourcing.

1. 6.2% Annual Budget Savings (~\$207,786 per year or \$1,038,903 over 5 years)
2. Worker's Comp
3. Recruitment Hours
4. Training Cost, Time, and Documentation
5. Software and Licensing costs
6. Office/Telecommunication Expenses
7. Unemployment
8. Saving on budget means **saving teachers**

Transition & People

December 15, 2025

Incumbent Staff Transition Process



OBJECTIVES

- Align HR teams
- Transition leader

- Develop startup plan, structure, & timeline

- GREAT first impressions
- Focus on incumbent staff & campus community

- Ensure GREAT candidate experience
- Efficient onboarding

- Provide GREAT training experience
- Solid foundation for growth

- Engage with front-line teams & people leaders after start date

- ABM HR Team

KEY ACTIVITIES

- Review scope of project
- Align support

- Develop startup team
- Notify COEs

- Provide overview of ABM expectations

- New Hire Process

- Collaborate on new hire experience
- Engage operations & support groups

- Team member engagement sessions
- Address questions
- Provide support

- Transition meeting
- Team alignment & understanding

Benefits to current in-house staff

- ABM will provide a 3% increase in pay to all in-house staff transitioning over to ABM
- All employees will receive benefits and a 401k
- Paid vacation days
- Town halls with all employees



Utilizing a Cooperative Agreement

There is a better way to buy goods and services.

It takes time, energy, and funds to create all the facets of an RFP and a request for proposal process. ABM is a proud member of half a dozen cooperative agreements including the 1GPA, Tips, BuyBoard, PCA, Equalis, and more.

The top cooperative our clients request is 1GPA because it is clear, concise, and free for colleges and universities to use. By utilizing a cooperative agreement like 1GPA, Front Range Community College can ensure the best-vetted vendor is aligned with a standard contract and scope of work, ready to begin work for you and your campuses, whenever you're ready.

CONTRACT GOALS

1Government Procurement Alliance (1GPA), is a non-profit national governmental purchasing cooperative which allows public agencies to take advantage of contracts to purchase the goods and services they need from local and national vendors. Eligible using members include:

- school districts
- charter schools
- colleges and universities
- towns
- municipalities
- counties
- states
- local governments
- federal government
- Native American communities
- fire districts
- any other political subdivision.

Members within each category listed are located throughout the country and vary in population, geographical footprint, may be rural or urban, and have a wide array of support needs within the scope of this solicitation. Contractors may provide services in one, two or all three categories (custodial, grounds and maintenance services) to be considered for contract award. 1GPA encourages firms of all sizes and capabilities to respond.

The goal of this project is to provide 1GPA Members qualified vendor options within a range of prices for the various services contained herein. The Member will contact the awarded firm(s) and complete a pre-estimate questionnaire (see sample page 27) to tailor the services listed in the Scope of Work to meet their needs and negotiate the final price within the contract price range. Although contractors are asked to provide a low-end rate for price comparison purposes, actual Member pricing may go below depending on services requested. Member pricing shall not exceed the contracted maximum price given for each service.



Executive Summary



Destination Education

A stronger district starts here. We deliver exceptional service through customized end to end solutions.

Understanding Minidoka County Joint School District 311

Your values – shared by your students, faculty, and staff – shape the atmosphere and culture on campus. Our commitment to excellence drives us to consistently exceed expectations across your district. Your custodial services partner must understand these values and the district community, so the alignment of the program and people on your campus support your culture and future.

Customized Solutions

Your stakeholders, including students, families, faculty, and staff, all have unique needs. Our industry experience and analyses of your campus custodial services program is designed to meet these needs through service, quality, and performance throughout the day, evening, weekdays and weekends.

As a single-source partner, we have the resources to identify and capture efficiencies, automate and improve workforce management, and provide in-demand amenities to key stakeholders.

Our solution for Minidoka School District results in healthier campuses, stronger community engagement, and greater student success.

Dedicated to Education

ABM's education operating segment specializes in and is solely dedicated to K-12 and higher education environments. Our team of industry leaders and subject matter experts have decades of experience dedicated to academic environments, understanding and consistently adapting to your district needs.

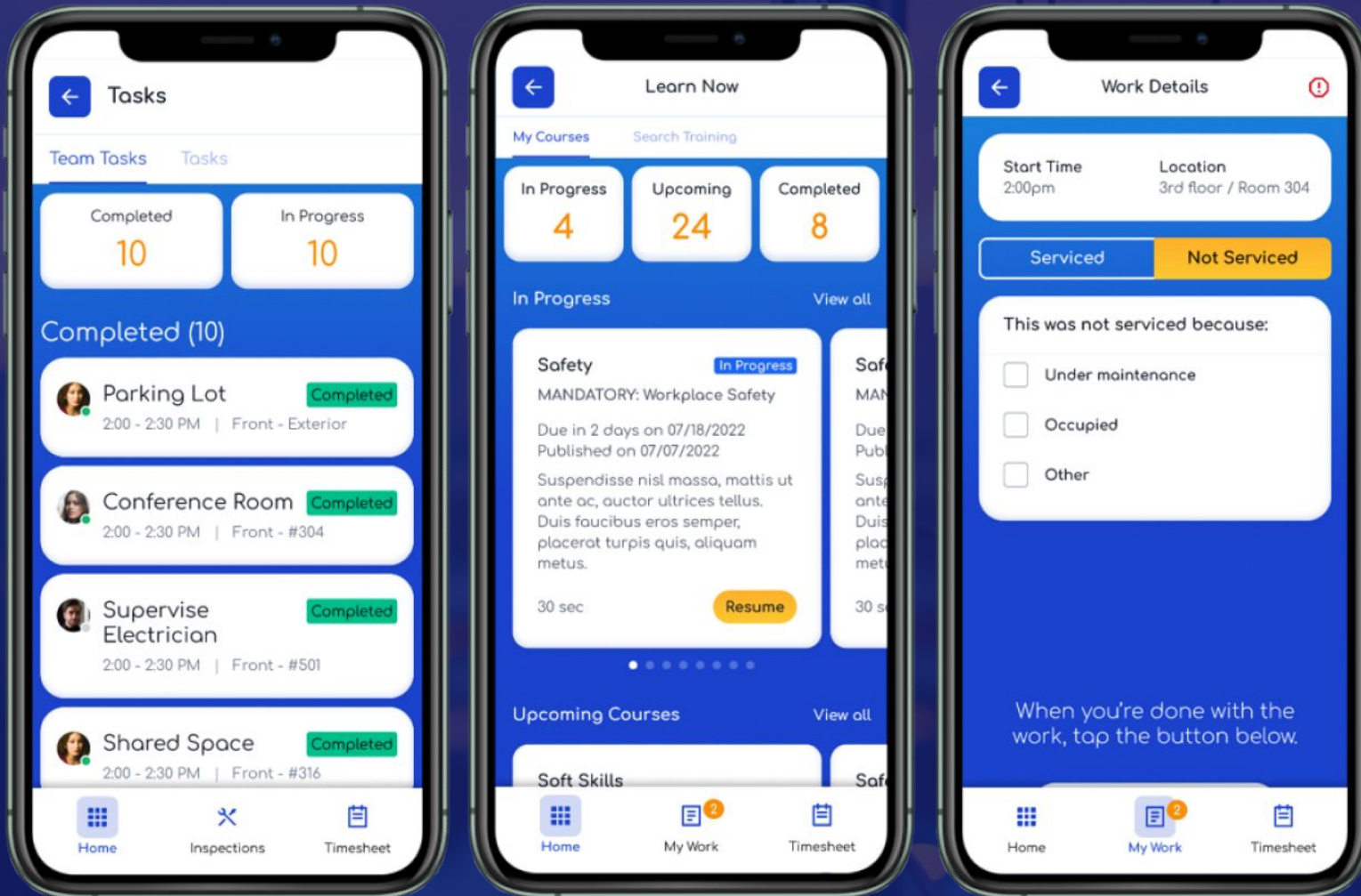
We partner with over 230 higher education institutions and more than 380 school districts nationwide. Unlike some competitors, our business is not dependent on any one account to provide coverage in an area. We can leverage our expansive ABM presence without sacrificing our education expertise.

We're a 116-year-old, publicly owned company—not backed by private equity. Our team members can even become owners through our internal stock program. Like Minidoka, we value transparency and long-term sustainability. This proposal isn't a short-term play—it's a commitment to a lasting partnership.

Team Members Stay Connected

Enabling Visibility in Real-time

Operations and the Frontline has a constant view into your facility



Team members access Connect throughout their shift

Data from the frontline is uploaded to Connect real-time, for transparency of service delivery.

- Task Checklist
- Service Validation
- SWOP Inspections
- Shift Handover Notes On-demand Training
- Kudos
- Messaging / Voice Messaging
- Live Translations
- Clock In/Clock Out
- Intrateam Chat

Gain a single source of truth in real time

Dashboard access 24/7 for greater transparency into service delivery and your facility

REAL-TIME METRICS KPIs – SLAs – Satisfaction Scores

DATA INPUTS

Business Intelligence
CMMS
Energy Data
Engineering Data
Equipment Data
Service Delivery Data
ABM Team Data
Third-party API Data
Data from customer-specific APIs



FACILITY PERFORMANCE AND MANAGEMENT

Insights Dashboard with Core Metrics
Safety
Governance
Quality
Work Orders
Service Location
Talent
Contacts

PREMIUM PRODUCTS

ABM Connect
Smart Routing

ABM Connect
Predictive Maintenance

ABM Connect
for Regulated Industries

ABM Connect
for Aviation

Thank You

Get in touch with us

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