

Beehive Science & Technology Academy

Janitorial Proposal

Presented to:

Hanifi Oguz
Executive Director
Beehive Science & Technology Academy

Presented by:

Paul Porter
Business Development Manager
ABM | Business & Industry

MAY
31
2022



May 31, 2022

Hanifi Oguz
Beehive Science & Technology Academy
2165 E 9400 S
Sandy Utah, 84093

Dear Hanifi,

Thank you for the opportunity to propose our services to Beehive Science & Technology Academy (Beehive Academy). We understand that Beehive Academy needs a quality-oriented, cost-effective custodial services program that will meet your needs and build value for your district. With our level of expertise in education, ABM will provide you with reliable, quality service that makes the most of your operating budget.

We understand that you need a partner who has the expertise to provide a cost-effective, high-quality custodial program that creates a healthy, safe environment for your students, faculty and staff. We seek to be that partner. ABM will meet and exceed your expectations with our dedicated personnel, innovative processes and technology, and commitment to client satisfaction.

Our employees also go through a vigorous background and DMV investigation, we fully comply with Utah State Law by having our employees vetted through e-Verify and are actually employed by ABM.

Through our local branch office and our extensive presence throughout Utah, we'll provide custodians and managers that take ownership of the quality of our services by becoming an extension of your district's family and community. We are committed to serving your district with sustainable practices, specialized training and equipment and a strong support structure – all key components to maintaining high-performance schools.

Our team is proud to present this proposal and we hope to develop a long-term partnership with Beehive Academy. We look forward to meeting with you to discuss our program in detail.

If there is any additional information I might provide, please don't hesitate to call or write. All of us at ABM are ready to put our solutions to work for you.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul E. Porter".

Paul E. Porter
Business Development Manager

Table of Contents



Staff & Cleaning Hours.....	4
Statement of Business Experience	9
Cost.....	15
Emergency Response Times	16
Who We Are.....	18
Financial Stability	19
Sample Certificate of Insurance	20
Utah Good Standing Certificate	22
What to Expect from ABM.....	24

Staff & Cleaning Hours

MANAGEMENT APPROACH

Beehive Academy will receive personalized service that emphasizes client satisfaction. Through our organizational structure, leadership, and consistent management, we've developed an approach that allows us to manage your district's service needs and exceed your expectations. This management approach gives you the feel of a local company with the backing of a Fortune 500 company.

Management Structure

The individuals on our team have decades of experience in the facility services industry, especially the education market. Well-versed in the demands and distinct requirements of what your institution will require, they have proven success through their tenure in their current positions and within their regions.

We are confident our management team and staffing plan will provide Beehive Academy with efficient, cost-effective, and innovative solutions. ABM's project management team is structured to meet the requirements of the facilities and to promote good communication between ABM and Beehive Academy.

Site Supervisor; Account/Project Manager

Responsible for carrying out the day-to-day operations of our program at your facility and serving as your immediate, on-site ABM contact.

Regional Director of Operations

Responsible for all functional areas and activities within an assigned Region covering two or more states, or one state with multiple distinct regions, or a major metropolitan market. This position directs the operations of specific locations in order to achieve stated company goals of growth, profitability, and client satisfaction.

Regional/Senior Vice President

Leads and supports the regional management team by making sure all necessary resources are available and that ABM quality standards are being met.



ABM understands that to provide a quality program, we must start with a quality management team.

Number of Staff: 2

Cleaning Hours: 16 HRS



CUSTOMIZED TO YOUR FACILITY

ABM's approach to project management ensures that you receive a plan designed to specifically address your requirements while utilizing our proven, documented processes.

We analyze information gathered from your facility walk-through and from discussions with your representatives about the unique requirements of your schools. By doing this, we can determine "best practices" for your district based on our experience providing similar services to clients in the same industry.

CLEANING METHODOLOGIES

Our cleaning approaches combine daily, variable and extensive periodic services to perform to your expectations. We offer a full spectrum of care and as your district's operations evolve, we also provide a progressive collection of methods and equipment to meet your needs. You'll find our extensive selection of services to be rare in the facility services industry.

The education world is continually adapting to the environment that surrounds the market, grappling with both longstanding challenges and new issues every year. While declining enrollment, aging infrastructure and budget constraints have been troubling K-12 school districts, colleges, universities nationwide, each institution experiences its own distinct operational challenges.

Your custodial services program should be reflective and responsive to your individual needs. To create a program that will provide the solutions to your problems, your custodial services partner must be capable, qualified, and committed to you.

ABM services hundreds of educational sites nationwide where we are required to meet specific custodial standards and resolve site-specific issues. As your partner, we understand your distinct requirements and can provide a range of services that will keep your campus clean and make a strong impression on visitors, students, faculty, and staff.

Our services enhance the learning environment and allow you to present a polished, welcoming community. We have the experience, dedicated management teams and industry expertise to properly adapt our programs and procedures to your needs.

Our custodial program approach will be based on open communication, proven practices, and industry standards of excellence. Through our partnership, we will echo our mission to take care of the people, places and spaces that mean the most to you.

The following cleaning methods are recommended for Beehive Academy’s school:

Day Cleaning

Economic pressures have driven the need to discover new and innovative solutions to today’s standard business approaches. Traditional cleaning programs, such as night cleaning, may no longer be the most efficient means to provide janitorial services. Day Cleaning is the practice of scheduling cleaners during the workday rather than after normal business hours.



Day Cleaning offers the following advantages:

- **Energy Conservation** – Since there is no need to provide additional lighting or heating or cooling outside of normal business hours, clients can reduce their energy usage and attain their sustainability goals.
- **Reduced Costs** – The high visibility of Day Cleaning results in higher efficiency, which decreases the need for extra staff and management, affords the cleaning staff the opportunity to target high and low usage areas, improves communication and increases knowledge of your needs.
- **Quality, Personalized Service** – Building occupants will interact more with the Day Cleaning crews, thereby developing a mutual respect that translates into a reduction in complaints and increased quality and efficiency.
- **Security and Customer Satisfaction** – Day Cleaning increases your sense of security because service workers operate during standard business hours while your school is occupied. Day Cleaning also allows us to immediately address problem areas resulting in higher satisfaction.
- **Increased Service Worker Satisfaction and Low Turnover** – Day Cleaning offers better wages and attractive work hours which increases job satisfaction, dramatically reducing turnover and increasing productivity rates.

ABM utilizes specialized equipment and processes in our Day Cleaning programs. Janitor carts are adequately stocked to ensure the cleaning staff has immediate access to needed items. We have a vacuuming program that uses low noise/high filtration equipment and we clean populated areas during times that cause the least amount of disruption as possible

SPECIAL EVENTS

Many facilities organizations often underestimate the responsibility of managing special events. ABM’s extensive experience serves hundreds of schools across the country providing our team with incredible insight to the demands of managing special events.

ABM has included the labor and supplies necessary to support the following typical school sponsored events:

- Board Meetings
- Graduation Ceremonies
- Open Houses



- Athletic Events

We find it common for schools to use their facilities for community events as well. We are committed to assisting your schools in identifying the best ways to support these events and reduce additional costs.

Special events are opportunities for schools to display their facilities and hospitality – as well as an opportunity for potential financial benefits. Many of the events that occur in our schools are **once-in-a-lifetime** moments for students, parents, and other guests.

Logistics and Management

The logistics of special events need to be proactively managed to assure event planners and invitees have the best experience possible. ABM's Account Manager* serve as the single-point-of-contact for facilities management requests, including those related to special events. This helps maintain a single methodology to submit work requests for the school community.

Once a work request is approved, work orders are assigned to individuals/departments that support the function. We utilize the CMMS to manage and track activities required to support special events.

The CMMS facilitates consolidate and summarize the resources used for each occurrence in the event should the school administration desire to invoice/charge the requesting party.

**ABM's role as single point of contact differs slightly depending on the services we are providing at any given site.*

Department Support

An overlooked and critical responsibility to special events includes breaking down event venues and adjacent areas. Timely breakdown and cleanup of special events is a critical element of managing a school facilities department. School spaces must look their best as the school is a part of the community's image and reputation.

Successful special events require the coordination of individuals that represent various departments. Examples of some of the departments and the tasks involved to support special events include:

Maintenance Operations

- Heating and Air Conditioning scheduled to function during special events.
- Maintenance technicians and management verify event spaces for appropriate maintained and fully functional mechanical systems.
- Maintenance technicians and management get assigned to be on-site and available during select special events.

Program Benefits

- Single point of contact for the school community
- Communication to all associated departments
- Assure venues are prepared on time
- Assure venues are properly broken down, cleaned, and prepared for business

Custodial Operations

- Custodial technicians schedule to clean and stock areas being utilized prior to special events.
- Custodial technicians set up tables, chairs, risers, stages, etc. prior to special events.
- Custodial technicians remove tables, chairs, risers, stages, etc. at the end of special events.
- Custodial technicians schedule to clean and re-stock impacted areas at the end of special events.

Grounds Operations

- Check parking lots and grounds adjacent to buildings prior to special events.
- Strip and prepare athletic fields, when applicable.

Statement of Business Experience

Founded in 1909, ABM has been providing building and maintenance services throughout North America for over 110 years and we are proud to specialize in the education market. From our first university partner in the 1920s to the 250 K-12 school districts and more than 220 higher education institutions we serve today, building strong client relationships has been our focus.

Our education partnerships impact more than the districts and colleges we serve. We create clean, healthy, and safe learning environments for over 1,000,000 students who go home to parents, grandparents, aunts, uncles, friends, and other family members who benefit from the quality of our services. ABM keeps properties running all day. From the parking lot to the rooftop, we deliver a full array of offerings integrated or stand-alone.

Similar Clients

ABM provides services to commercial building managers across the country. Below is a sampling of those clients:

- LBA
- Highwoods
- Brookfield Properties
- Piedmont
- Cushman & Wakefield
- Jones Lang LaSalle
- Kilroy
- Cousins
- Silverstein Properties
- Tishman Speyer
- Newmark Knight Frank
- CBRE
- RXR
- Commonwealth

Associations

ABM is an active, long-term member and participant in the following organizations:

- Building Owners and Managers Association ([BOMA](#))
- Commercial Real Estate Women Network ([CREW](#))
- Corporate Real Estate Network ([CoreNet](#))
- Institute of Real Estate Management ([IREM](#))
- International Facility Management Association ([IFMA](#))
- US Green Building Council ([USGBC](#))

Did You Know?

- ABM's largest client allows us to service all 3,000+ of their locations.
- Our clients sites include over 50% of the Fortune 500's buildings.
- We service over 550 USGBC LEED-Certified and registered sites.



REFERENCES

Reference 1

Company Name: American Express
Location/s: 115 W Town Ridge Parkway
Contact Name: Scott Tabish
Title: Facilities Manager
Phone Number: 801.945.7022
Email: scott.m.tabis.@aexp.com
Services Provided: Janitorial

Reference 2

Company Name: Hines
Location/s: JLL/Bank of America
Contact Name: Paul Phillips
Title: Property Manager
Phone Number: 385.447.0441
E-Mail: paul.phillips@hines.com
Services Provided: Janitorial Services

Reference 3

Company Name: Nampa School District 131
Location/s: 619 S. Canyon Street Nampa, ID 83686
Contact Name: Peter Jurhs
Title: Operations Manager
Phone Number: 208.468.4772
E-Mail: pjurhs@nsd131.org
Services Provided: Custodial Services

Reference 4

Company Name: Blackfoot School District
Location/s: 270 E. Bridge Street Blackfoot, ID 83221
Contact Name: Brian Kress
Title: Superintendent
Phone Number: 208.785.8800
Email: kresb@d55.k12.id.us
Services Provided: Custodial Services

TRANSITION PLAN

Our transition program is fully customized for each of our clients to ensure the project’s start-up goes smoothly and is free from time-consuming miscommunications and disruptions. On contract award, our team’s initial activities will be to set up a kick-off meeting to identify Beehive Academy’s communications and implementation plan and share it with the Beehive Academy and ABM transition teams. Our service start-up plan customarily takes place during a four- to six-week period and typically starts within 30 days of an award.



ATTRACT AND RECRUIT

Your district requires personnel who can adapt to your school’s culture and present themselves in a friendly, professional manner to further encourage the peace of mind for your students, faculty and visitors. That is why we make great efforts to recruit employees who do not just match the job profile, but also can adapt to meet your district’s needs and ABM’s culture of learning, teamwork and providing high-quality service.

ABM’s reputation for providing consistent, high quality service while investing in our people’s success attracts prospective employees without a great deal of solicitation or marketing. People want to work for ABM, and we feel we attract the “best in class.”

We proactively recruit from multiple sources to maximize the number of applicants that align with our expectations. We post job listings online, in college employment offices, community bulletin boards, classified ads and in our local offices.

Job seekers can go online to complete their applications and employment profile online and then apply through any digitally available device such as a desktop or laptop computer, tablet, smartphone, QR code or by telephone. Since virtually everyone carries a mobile device, this now increases our ability to reach more qualified candidates.

SCREEN AND SELECT

Careful selection to ensure safety and quality

Through professional interviewing and selection processes, we select quality candidates who meet your needs. Each applicant will be personally interviewed to determine specific job interests, schedules, and possible work location preferences. To ensure the safety of your customers, employees and business assets, we provide a range of employee screening packages. We will conduct tiered screening based on your requirements.

RETAIN

Benefits and incentives attract and keep good people

Your facilities will be staffed by highly qualified professionals who were attracted to ABM due to our strong reputation for employee development and retention. ABM offers a wide range of benefits to its employees. With an array of plan offerings, ABM is flexible and allows our clients to choose from a variety of benefit packages to meet your desired objectives.

Our standard benefits package for employees will vary, but typically includes:

- Health, Dental, Vision and AD&D
- Paid Vacation
- Life Insurance
- Paid Holidays
- Anniversary Awards
- 401(k)
- Workers' Compensation
- Employee Stock Purchase Plan

GROW

With ABMCares, we offer additional benefits and personal enrichment opportunities to our staff and management employees, including the following:

- Matching program for charitable donations
- Paid day off to volunteer
- Donations to the charity of their choice for every 10 hours volunteered

Another component of our retention program is the support we provide to employees as they grow in their careers. Your building will be serviced by employees who are encouraged to grow, which typically results in higher productivity and better service quality.

Our culture encourages each employee to openly communicate with his or her manager to develop a career path that builds on individual strengths. The quality of each individual employee's service continually improves because of the ongoing coaching facilitated by regular performance reviews.

TRAIN AND DEVELOP

During the start-up phase, ABM project managers and supervisors conduct employee training sessions in a classroom setting. These sessions include site-specific rules and regulations, ABM policies and procedures and basic job training. Our supervisors demonstrate each task step-by-step, detailing the importance of each step along the way, and train them to perform visual inspections before completing work. The supervisors also provide guidance to the service workers as they work. Once initial training is complete, supervisors perform recurring reviews to make sure that they are maintaining Beehive Academy's and ABM's standards. By empowering our employees with comprehensive training, we are able to minimize deficiencies and quickly identify opportunities for improvement.

SAFETY AND RISK MANAGEMENT

Safety is the cornerstone of ABM's operations. As part of the ABMWay – our documented processes designed to ensure success for our customers, employees, and company – we are committed to fostering a safe working environment for every employee at all locations we service, every day.

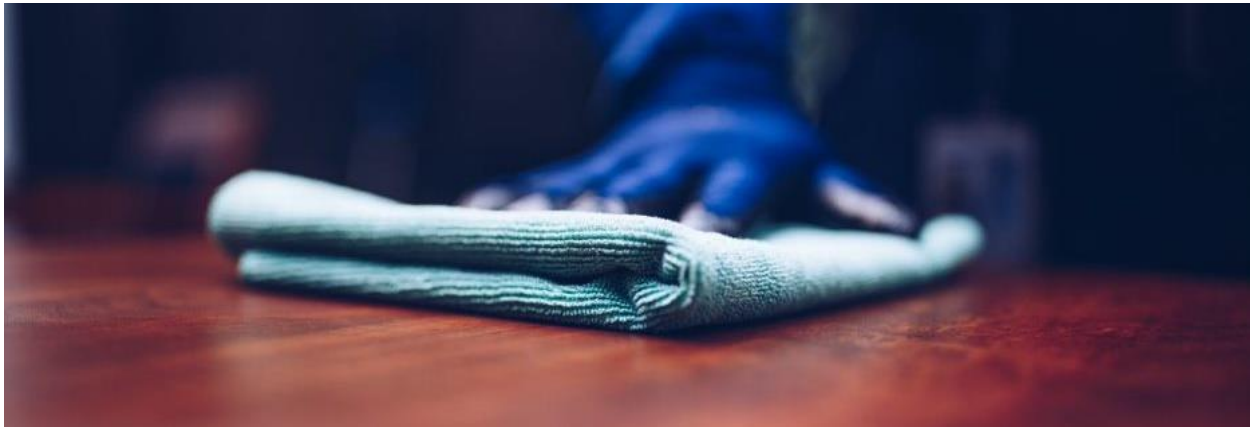
It is our responsibility to embrace the ABM ThinkSafe culture and proactively prevent, detect, and correct any safety or risk concern that may arise. At ABM, Risk Management consists of both Safety and Claims Management, working jointly with Operations, to ensure the safety and well-being of our employees, our customers, and our customers' clients.

Our safety training program is designed to meet or exceed OSHA requirements and incorporates best practices from organizations such as the National Safety Council (NSC), National Fire Prevention Association (NFPA), and the American Red Cross.



Current Programs

- ThinkSafe
- Telematics
- Nurseline
- Concentra National Clinic
- Stay-at-Work
- Telephonic Nurse Case Management (TCM)
- Safe Work Observation Process (SWOP)
- Moment for Safety



Features and Benefits

- Automated communication, resulting in reduced response time
- Complete, up-to-date work order status
- 24/7 access, communication and tracking
- Periodic scheduling and tracking
- Customized inspection and work order reports, providing data for process improvement
- Improved client satisfaction
- Less time spent managing issues

QUALITY ASSURANCE PROGRAM

Tracking Accountability

To provide Beehive Academy with transparent accountability, all work requests will clearly define who is responsible for the work and the time involved for completion.

The requests will be time stamped, and automatic escalations are triggered by that time, notifying management.



You will have the opportunity to measure, quantify and analyze service delivery, alongside ABM management. This process makes it easy to identify and disseminate best practices. Your facilities will be inspected on a regular schedule, and the data is entered into the system via a wireless device, allowing for real-time access to inspection results. During inspection, tasks are rated on a scale from one to five, producing a percentage of the maximum possible.

SITE TECHNOLOGY

Inspection Tool

Inspection information is collected and logged into the quality management system by ABM site managers. Frequency of inspections will be decided upon award of the contract. Reports can be customized and are available in hard copy or can be automatically sent to our clients at a set frequency. Results are reviewed by ABM management with our clients at regular face to face meetings and at quarterly business review meetings.

Cost

Hourly Rates – \$27.37/hour fully loaded cost per hour

Holidays: - Holiday Rates: \$35.00/hour Holidays Observed:

- New Years
- Civil Rights Day (Martin Luther King Day)
- President’s Day
- Memorial Day
- July 4
- Labor Day
- Thanksgiving
- Christmas

Special Events: \$35.00/hour

Emergency: \$42.50/hour

LABOR

- 16 hours a night
- 80 hours per week
- 348 per month regular workers
- 26 Hours of Project work a month which includes, carpets, Strip and Wax, Deep cleaning, etc., per scope of work and here is the equipment list:

EQUIPMENT

Tennant S8 28" Wide Sweeper/Vacuum (Gel Batteries)	\$ 2,709	1	\$ 2,709.00
Battery Back Pack Vacuum	\$ 900	1	\$ 900.00
Tennant T5 28" Disk Autoscrubber (Gel Batteries)	\$ 6,650	1	\$ 6,650.00
Tennant 1000 Carpet Spotter	\$ 463	1	\$ 463.0

Emergency Response Times

ABM CUSTOMER CARE CENTER

ABM offers a customer service center to process work orders and support requests, follow-up calls on open work orders, escalate issues that have not been resolved, not to exceed amount (NTE) increases, and request emergency assistance. We provide coverage 24/7/365 with dedicated and shared agents specifically trained to address your facility service needs. We quickly and efficiently dispatch all calls, ensure services are performed to your satisfaction, and provide you detailed real-time reports.

Our 24-hour service center receives thousands of calls each day. Each attendant receives 40 hours of training on how to handle a variety of calls—from standard service calls to emergencies requiring immediate attention. Each customer account is customized with specific call-handling instructions and contact information. Furthermore, all service center work orders are not marked completed until the attendant receives acknowledgement from the customer that the service has been performed to their satisfaction. All calls are recorded and time stamped, and work order status is available via a host of internet-accessible reports.

Beehive Academy benefits from our 24-hour service center:

- Callers reach us via a toll-free number any time, day, night, or weekend to speak to a live representative. We also accept fax and email requests.
- All documentation is maintained by ABM and accessible via the web and through monthly reports.
- Our rigorous training includes how to take calls for a variety of reasons including medical emergencies, elevator entrapments and troubleshooting air conditioning problems.

Our system provides full procurement administration functions integrated into our Client Accounting and Billing Consolidation services. We route all purchasing approvals and requirements per our client's specifications.

Communications Workflow

Work orders come from customer calls, e-mails, and electronic dispatches, they are entered in the work order system and dispatched as stated in the client's standard operating procedures manual for completion. Key client personnel are alerted through email and text of pending work orders that remain open past the designated resolution threshold.

Emergency work orders also follow the guidelines stated in the client's SOP and follow a "warm hand-off" process where agents make direct calls to designated team resources, such as the Account Manager. If the Account Manager is unreachable, the agents escalate the emergency work order until the matter is resolved. After the work order is complete and there is confirmation of the client's satisfaction with the resolution, agents will close the work order. At the request of an Account Manager or per customer contract requirements, agents contact customers' dispatch center and request an NTE increase.

RESPONSE TIMES

To meet Beehive Academy’s needs, ABM employees work in various shifts to respond to emergencies and routine requests as required by the client’s SOW. Specialty project work may require additional time for procurement of special supplies, equipment and staff.



For most of our clients, standard response times are as follows:

Normal Priority	Medium Priority	High Priority
<p>Issue can be resolved as part of normally scheduled services</p> <ul style="list-style-type: none"> Call Center response from time of call: 30 minutes Vendor Onsite from time of service call: within five to 14 days by problem code Work completed after initial contact with site: within five to 14 days, unless parts on order 	<p>Issue impairs work process, major appliance/ system not functioning properly</p> <ul style="list-style-type: none"> Call Center response from time of call: 30 minutes Vendor Onsite from time of service call: within 24 hours Work completed after initial contact with site: within three days 	<p>Affects business operations, life/safety concern, and compliance issues</p> <ul style="list-style-type: none"> Call Center response from time of call: 30 minutes Vendor Onsite from time of service call: within four hours Work completed after initial contact with site: same day or as specified in the client’s SOP.

Response Time for Emergencies

Every location has an on-site Emergency Response (ER) Team. The team assigned to address emergencies will be specially trained individuals within the existing on-site crew. Emergencies are addressed according to the following timelines:

- Level One (Severe):** Response from ER Team/Single Point of Contact (SPOC) then escalated to next management level (via phone or automatic dispatch.) Within one hour, support management must be on-scene or in communication with the customer within two hours.
- Level Two (Moderate):** Two-hour response from ER Team/ SPOC then escalated to next management level (via phone or automatic dispatch.) Within three to five hours, support management must be on-scene or in communication with the customer or in communication with the customer.
- Level Three (Minor):** 12-hour response from ER Team/SPOC then escalated to next management level (via phone or automatic dispatch.) Within 24-hours support management must be on-scene or in communication with the customer.
- Level Four:** 24-hour response from ER Team/SPOC then escalated to next management level (via phone or automatic dispatch.) Within 48-hours support management must be on-scene or in communication with the customer.

Response Times for Onsite and Mobile Service Team

When our onsite staff is present, ABM employees can typically respond within 15 minutes for emergencies and 30 minutes to one hour for routine requests. Specialty project work may require additional lead time for procurement of special supplies, equipment and staff.

Who We Are

COMPANY OVERVIEW

ABM (NYSE: ABM) is one of the world’s largest providers of integrated facility services. A driving force for a cleaner, healthier, and more sustainable world, ABM provides essential services that improve the spaces and places that matter most. From curbside to rooftop, ABM offers a comprehensive array of facility services that includes janitorial, engineering, parking, electrical & lighting, energy solutions, HVAC & mechanical, landscape & turf, and mission critical solutions. ABM delivers these custom facility solutions to properties across a wide range of industries – from commercial office buildings to schools, airports, hospitals, data centers, manufacturing plants and distribution centers, entertainment venues and more. Founded in 1909, ABM is a Fortune 500 company with annual revenue exceeding \$6.2 billion and more than 110,000 team members in 210+ offices throughout the United States, United Kingdom, and other international locations.

Unlike our competitors, we typically utilize our in-house capabilities to self-perform most of our custodial services. In this partnership, ABM is the single point of contact and is accountable for every aspect of the program.

ABM at a Glance

 <p>Electrical We've installed 23,000+ EV charging ports across the US</p>	 <p>Janitorial Each day we clean 4+ billion sq. ft. of buildings</p>
 <p>Energy We've reduced our clients' average energy use by 30%</p>	 <p>Landscape and Turf We maintain 55,000+ acres of landscaping and golf courses</p>
 <p>Facilities Engineering Our 10,000+ certified engineers keep buildings running</p>	 <p>Mission Critical We service and maintain 35+ million sq. ft. of data center space</p>
 <p>HVAC & Mechanical We service and maintain 70,000+ heating and cooling systems</p>	 <p>Parking and Transportation We collect \$1.5+ billion in parking revenue for our clients</p>

Financial Stability

ABM achieved revenues of approximately \$6.2 billion by faithfully serving over 20,000 nationwide in over 200 metro areas. ABM is Sarbanes-Oxley compliant, so we adhere to strict third-party auditing to safeguard our shareholders and clients from malicious business practices. Therefore, we have an exceptionally transparent balance sheet comprised of a strong cash position, minimal debt, and a solid performance record boasting consecutive quarterly dividends since 1965. ABM is also one of the largest facilities services contractors on the New York Stock Exchange. Our subsidiaries are leaders in their respective fields and are capable of independent growth as well as growth through acquisition. Our size, operational infrastructure and financial strength enable us to offer customers a level of sophistication that translates into savings and peace of mind.

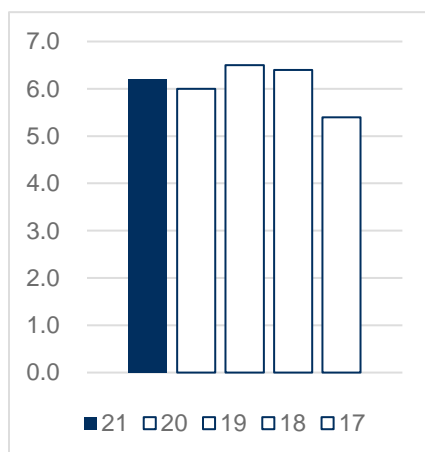
Our Annual Reports are posted online: <https://abm.gcs-web.com/financial-information/annual-reports>

Quarterly press releases can also be referenced at: <http://investor.abm.com/releases.cfm>

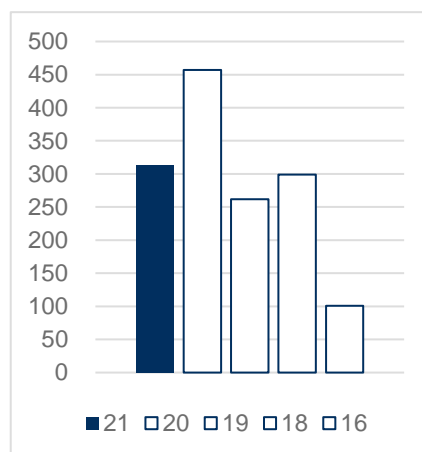
FINANCIAL HIGHLIGHTS

Year Ended October 31,

(\$ in Millions)	2021	2020	2019	2018	2017
Revenues	\$6,228.6	\$5,987.6	\$6,498.6	\$6,442.2	\$5,453.6
Net cash provided by continuing operating activities	\$314.3	\$457.5	\$262.8	\$299.7	\$101.7



Revenues (in billions)



Net Cash Provided by Continuing Operating Activities (in millions)

AGENCY CUSTOMER ID: _____

LOC #: _____



ADDITIONAL REMARKS SCHEDULE

Page 2 of 2

AGENCY Willis Towers Watson Southeast, Inc.		NAMED INSURED ABM Industry Groups, LLC an ABM Industries Incorporated Company 4151 Ashford Dunwoody Road, Suite 600 Atlanta, GA 30319	
POLICY NUMBER See Page 1		EFFECTIVE DATE: See Page 1	
CARRIER See Page 1	NAIC CODE See Page 1		

ADDITIONAL REMARKS

THIS ADDITIONAL REMARKS FORM IS A SCHEDULE TO ACORD FORM,
FORM NUMBER: 25 FORM TITLE: Certificate of Liability Insurance

Sample certificate. Evidence of Coverage.

INSURER AFFORDING COVERAGE: ACE American Insurance Company NAIC#: 22667
POLICY NUMBER: ISA H25540529 EFF DATE: 11/01/2021 EXP DATE: 11/01/2022

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Garage Keepers Legal Liability	Limit	\$3,000,000

INSURER AFFORDING COVERAGE: ACE American Insurance Company NAIC#: 22667
POLICY NUMBER: WCU C68912064 EFF DATE: 11/01/2021 EXP DATE: 11/01/2022

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Excess Workers Compensation	EL Each Accident	\$1,000,000
WC-Statutory/CA-\$1M SIR	EL Disease-Pol Limit	\$1,000,000
OH, WA, OR, IL, MI - \$500K SIR	EL Disease-Each Empl	\$1,000,000

ADDITIONAL REMARKS:
ANY PROPRIETOR/PARTNER/EXECUTIVE/ OFFICER/MEMBER are included under Excess Workers Compensation policy #WCU C67454856

INSURER AFFORDING COVERAGE: AIG Specialty Insurance Company NAIC#: 26883
POLICY NUMBER: CPO 16081985 EFF DATE: 05/01/2021 EXP DATE: 05/01/2022

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Contractors Pollution Liab.	Each Loss	\$5,000,000
	Aggregate	\$5,000,000
	SIR	\$500,000

INSURER AFFORDING COVERAGE: ACE American Insurance Company NAIC#: 22667
POLICY NUMBER: DON G23691188 008 EFF DATE: 11/01/2021 EXP DATE: 11/01/2022

TYPE OF INSURANCE:	LIMIT DESCRIPTION:	LIMIT AMOUNT:
Employee Dishonesty/Fidelity	Each Occurrence	\$5,000,000

Utah Good Standing Certificate



Utah Department of Commerce
Division of Corporations & Commercial Code
160 East 300 South, 2nd Floor, PO Box 146705
Salt Lake City, UT 84114-6705
Service Center: (801) 530-4849
Toll Free: (877) 526-3994 Utah Residents
Fax: (801) 530-6438
Web Site: <http://www.commerce.utah.gov>

03/31/2022
10224026-016103312022-2510345

CERTIFICATE OF EXISTENCE

Registration Number: 10224026-0161
Business Name: ABM INDUSTRY GROUPS, LLC
Registered Date: January 11, 2017
Entity Type: LLC - Foreign
Status: Current

The Division of Corporations and Commercial Code of the State of Utah, custodian of the records of business registrations, certifies that the business entity on this certificate is authorized to transact business and was duly registered under the laws of the State of Utah. The Division also certifies that this entity has paid all fees and penalties owed to this state; its most recent annual report has been filed by the Division (**unless Delinquent**); and, that Articles of Dissolution have not been filed.



A handwritten signature in cursive script that reads "L. Veillette".

Leigh Veillette
Director
Division of Corporations and Commercial Code

ADDITIONAL SERVICES

Janitorial

- Green cleaning and recycling
- Carpet and floor care
- Staffing and specialty
- EnhancedClean™ program
- Clean room and GMP cleaning

Energy

- Guaranteed energy savings programs
- Smart building technologies
- EV charging stations
- Renewable energy solutions

Parking

- Revenue enhancement and expense control
- Shuttle and transportation
- Special event and valet parking
- On and off-street parking management

HVAC & Mechanical

- Preventive maintenance
- Repairs, replacements, and retrofits
- Engineering and recommissioning
- Bundled energy solutions

Landscape & Turf

- Golf course maintenance renovations
- Exterior pest and fertility management
- Athletic and sports field maintenance
- Irrigation maintenance and management

Facilities Engineering

- Onsite and mobile technicians
- Preventive maintenance
- Handyman services



**Should your facility
needs expand, we have
a wide range of
additional services to
meet your needs.**

What to Expect from ABM



We are ready to Build Value for Beehive Academy.

ABM provides solutions that lower your operating costs, preserve your assets, and maximize their value.

Service Excellence

With our highly-trained, in-house workforce, you can trust that we'll provide you with services that increase efficiencies and lower your operating expenses—all while maintaining a uniform standard of service excellence.

Breadth of Services

We'll provide you with an unrivaled range of facilities solutions that will keep your properties safe, clean, comfortable and energy efficient.

Deep Industry Expertise

From our national office to our local branches, we've made sure our workforce understands your industry. After all, in over 110 years of service, we've developed the expertise to make our solutions work best for you.

Technology-Enabled Workforce

Your facilities will be serviced with the support of innovative technology solutions that will simplify service delivery and allow for greater transparency.

Guaranteed Sustainability Solutions

We have expertise to support your sustainability goals, including green cleaning, LEED support, bundled energy solutions, and more.