



# green *cleaning*

2011 WEBINARS

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THE DOLLARS AND CENTS: MAKING THE  
FINANCIAL CASE FOR GREEN CLEANING

August 1, 2011

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# WEBINAR SERIES

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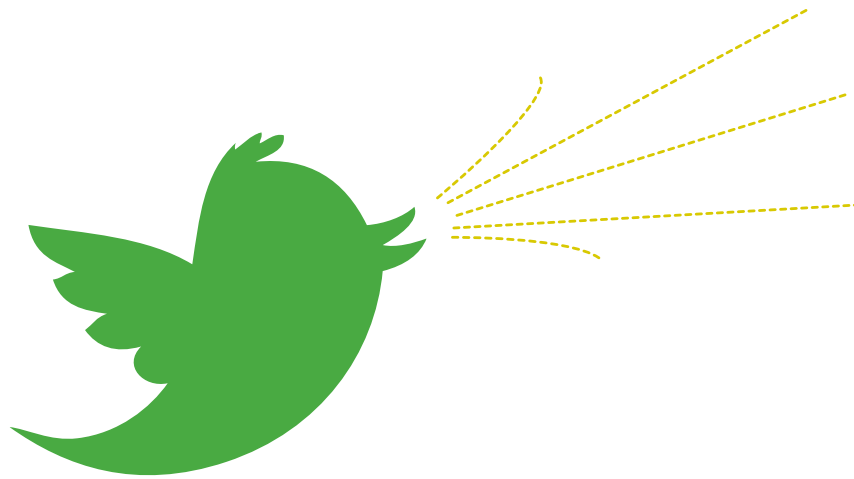
August 15    Process Cleaning for Healthy Schools

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REGISTER ONLINE: [greencleanschools.org](http://greencleanschools.org)

# BE A PART OF THE CONVERSATION!

Follow **@healthyschools** for the latest on our schools, environment, and education.



Tweet **#greenclean2011** to share your thoughts and interesting learnings from today's webinar. We will be posting today's webinar and presentation as well as other resources!

# LOGISTICS

- Webinar will run approx. 1 hour
- A recording of the webinar will be available online
- Please take 2 minutes to complete the survey at the end



# Q & A SESSION

- Q&A will be held during the final 15 minutes
- Ask questions through “chat” or by “raising your hand”



# TODAY'S SPEAKERS

- Mark Bishop  
Vice President of Policy and Communications, Healthy Schools Campaign
- Michael Jones  
Columbia Public School District
- Pat Pizzo  
East Union School District

# TODAY'S SPEAKERS



# ABOUT HEALTHY SCHOOLS CAMPAIGN



# OUR GREEN CLEANING PROGRAM

- Chicago Public Schools
- State Policy
- National Initiative



# THE QUICK & EASY GUIDE TO GREEN CLEANING IN SCHOOLS

- Education
- Engagement
- Website
- Quarterly newsletter
- Promotions
- Speaking engagements



# HSC *GUIDE* NATIONAL PARTICIPATING ORGANIZATIONS

- American Federation of Teachers
- American Association of School Administrators
- Association School Business Officials International
- Council of Educational Facilities Planners International
- Green Cleaning Network
- International Sanitary Supply Association
- National Association of Charter School Authorizers
- National Association of School Nurses
- National Association of State Boards of Education
- National Clearinghouse for Educational Facilities Planners
- National School Plant Management Association
- Parents for Public Schools
- Public Education Network

# WHAT IS GREEN CLEANING?

CLEANING TO  
**PROTECT HEALTH**  
WITHOUT  
HARMING THE  
**ENVIRONMENT**

# Executive Order 13423

“...Products and services that reduce the health and environmental impacts compared to similar products and services used for the same purpose.”

# WHY DO WE CARE ABOUT GREEN CLEANING?

- 1 Helps students stay healthy and learn
- 2 Protects the health of custodial staff
- 3 Increases the lifespan of facilities
- 4 Preserves the environment
- 5 Fiscal responsibility



# BEING A LEADER

- What does it mean to be on the cutting edge?

# MISPERCEPTIONS OF GREEN CLEANING

- Chemicals cost more
- Equipment is separate from green cleaning
- Labor cost increases

# THE REALITY - CHEMICALS

- Only 5% of your budget
- Reduced inventory simplifies managing
- Concentrates dramatically reduce cost per use
- Overall, cost neutral or cost saving

# THE REALITY - LABOR

- Largest part of your cleaning budget
- Greatest potential in savings through:
  - Better green chemicals
  - Better equipment
  - Better training

# THE REALITY - EQUIPMENT

- Equipment is an important component of how you think through your green cleaning program
- Proper equipment allows you to reduce chemical use and saves you labor costs
- Better equipment should last longer



# MICHAEL JONES

Assistant Director of Custodial Services,  
Columbia Public School District



# PATRICK PIZZO

Director of Facilities and Operations,  
East Meadow Union Free School District

# APPLY!

[http://www.asumag.com/green\\_cleaning\\_award](http://www.asumag.com/green_cleaning_award)



Q

&

A



If you think of a question later, tweet it!

[#greenclean2011](#)

# Healthy Schools Campaign

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[www.GreenCleanSchools.org](http://www.GreenCleanSchools.org)

