



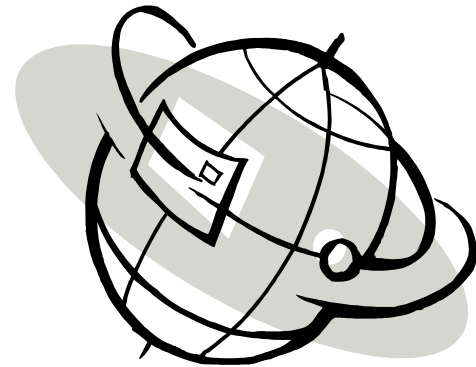
Schools of Illinois Public Cooperative

IN THIS ISSUE:

Why the SIPC?	1
State Legislation	1
Chairman's Take	3
"Green Cleaning"	4

Why the Schools of Illinois Public Cooperative?

For the Schools of Illinois Public Cooperative (SIPC) inaugural newsletter we will provide an overview of some of the significant benefits available to participating districts. Each of these areas will be discussed in more depth in future issues of the SIPC newsletter to provide you a stronger understanding of the value represented in each of these specific areas.



Purchasing Power

The SIPC was developed with the technical assistance of Southern Illinois University (SIU) with a focus on leveraging the purchasing power of all of the involved districts for custodial goods and services, advancing good health, and promoting

environmental stewardship. The SIPC's utilization of IPHEC-D-3 contract for custodial goods and staff training has proven to be an excellent way to move the concept of coordinated purchases into school districts. By leveraging with the IPHEC contract the SIPC was able to tie into significant purchasing

power, resulting in dramatic cost savings, improved levels of service, more in-depth training resources, and many other benefits to SIPC members, the most recent being "green cleaning" certification through SIPC's SCORE Certification program.

Continued on Page 2

Green Cleaning State Legislation

In May of 2008, then Lt. Governor Pat Quinn helped enact the Guidelines and Specifications for the Green Cleaning Schools Act [105 ILCS 140]. This legislation was developed

with a purpose of facilitating a healthy environment for the students, staff, and visitors at all elementary and secondary schools in Illinois. The legislation lays

out the framework for schools to accomplish this goal through the development of a green cleaning program and the use of "green certified" products in six key areas.

Continued on Page 2

Why the SIPC? Continued from page 1

JIT Inventory Management

Another significant benefit the SIPC has been able to bring to its membership is Just-In-Time (JIT) Inventory Management. This concept focuses on purchasing and receiving products as they are going to be used, helping reduce the additional costs and risks related to warehousing large amounts of product on site at your district. Prior to the SIPC in order for most districts to help reduce their purchase costs they would negotiate annual one time purchases with suppliers that helped increase their purchasing power with their vendors. This practice resulted in large amounts of inventory being stored by districts in warehouses and supply closets. This increased their

risk of product loss through unforeseen destruction (i.e. roof and/or plumbing leaks onto paper) shrinkage (theft of product by students/employees) and/or vandalism. By reducing on hand inventory through JIT inventory management SIPC districts dramatically reduce their exposure to these risks and are able to use the budget dollars that were previously tied up in inventory throughout the entire school year.

SCORE Program

The SIPC's School Cleaning Operation Redesign for the Environment (SCORE) provides SIPC members with a benchmark evaluation, a building performance study, certification training, management reports, on-line

management tools, and SCORE Certification. These tools help your district come into compliance with the Illinois Green Cleaning Guidelines and Specification for Schools. This in depth tool set is available to all SIPC members at no cost and provides significant value for districts that goes beyond the cost of the product and focuses on helping you manage the most significant piece of your cleaning and janitorial budget; manpower, while at the same time helping your district focus on more efficient use of both the labor and material budget through new technologies and usage and application methods.

"...focus on more efficient use of both the labor and material budget..."

Green Cleaning State Legislation Continued from page 1

These six key product areas include: bathroom cleaners, carpet cleaners, general purpose and hard surface cleaners, glass and mirror cleaners, hand cleaners and hand soap, and paper products.

Utilization of these products combined with an effective green cleaning program is required by this legislation. The implementation plan for this legislation calls for all district's green cleaning plans to be in place and all

new purchases in these key product areas, to be "green certified" subsequent to May 9, 2008. While existing stocks purchased prior to that deadline could be used until depleted all new purchases are mandated to be in compliance unless individual districts applied for and were granted a product category exemption due to economic infeasibility. This requirement has been fulfilled by participating SIPC schools through the

implementation of the SCORE process which certifies participating schools as SCORE Green Cleaning Certified and provides them with a "Green Cleaning" program including a Custodial Operations Manual. This process of bringing schools into "green clean" compliance has been streamlined and delivered through the SIPC in an extremely efficient and cost competitive manner.

Reflections from the Chairman

The Schools of Illinois Public Cooperative (SIPC) has developed into more than I anticipated it would back in 2004 when I attended the inaugural meeting. As a relatively new superintendent of a district in deficit spending, I was trying to find out anything that would help make us more efficient. At this meeting, we were introduced to the concept of a public coop and heard testimonials from officials about the benefits a coop had for a school district. I was impressed that thru the efforts of school volunteers membership in the SIPC was free and am proud it continues to be so.

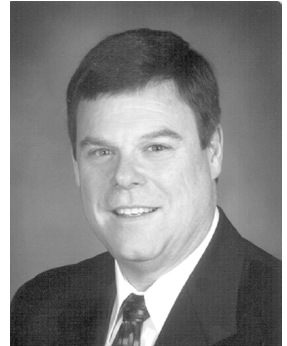
I was eager to become involved and was elected to serve as one of the founding Board Members. The SIPC Board met several times throughout the following year to develop bylaws, determine membership criteria, determine membership benefits, discuss ways to expand our membership, and general business. After a lot of work, we formalized an extension agreement with Cannon Distributing and AmSan Vonachen for (IPHEC-D-3) to allow members of SIPC to purchase at the same price and be provided the same services they were providing IPHEC members. To date over 260 districts representing over 1000 schools throughout the state have taken advantage of the benefits of this contract.

In my district, the Mount Vernon City Schools, I saw immediate benefits to being a member of SIPC. We now had a focus for improvement. We reduced time in the procurement process, saved time by not making deliveries every day to the schools, eliminated a lot of waste and kept our products fresh by ordering in smaller quantities, received training on using the products correctly, and had less money tied up in inventory. Because our custodians and maintenance men were now focused, their attitude about work improved and they became more productive. Ron Pressgrove, my maintenance director, bought into the concept and was a real leader with our employees. He worked very closely with Cannon representatives (now Amsan) to make sure we took advantage of everything they and the Coop had to offer. When Ron recently retired, I hired Greg Lievers who was also involved with the SIPC in his former district. We actually met at the Sustainable Facility Care Leadership Conference at SIU that was sponsored by the SIPC.

Two significant unexpected benefits came to us by being members of the SIPC. The first one came about when Illinois passed the Schools Green Cleaning Act. The SIPC immediately became a resource for changing to green cleaning products, recycling, and implementing best practices. They helped us become compliant with the new law with little or no cost in products. The second major benefit that was not anticipated was the development of a comprehensive rating matrix called SCORE (School Cleaning Operation for Redesign for the Environment). Professionally trained representatives from Amsan conducted a thorough review of my schools and presented me with a comprehensive report about our facility care products, equipment, labor comparisons, and practices. This report has been extremely valuable to help guide us in continual improvement.

I have been very pleased as a member of the SIPC. I am also very proud that there are now over 260 school districts that have declared membership and are taking advantage of the benefits. Thru the continued growth in membership we have and will continue to work with our supply partner AmSan to bring additional benefits like our new website and online training. Feel free to call me if you have any questions or want more information about the SIPC.

Sincerely,
Kevin Settle
Superintendent, Mount Vernon City Schools
Chairman, SIPC



Kevin Settle, Chairman, SIPC
Superintendent, Mount Vernon City
Schools

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The Schools of Illinois Public Cooperative (SIPC) is a school-based organization that offers districts an opportunity to achieve green cleaning certification by engaging in SCORE, a cost-managed curriculum designed to address the considerable challenges surrounding cleaning school buildings today. The program encompasses the use of eco-sensitive products and procedures along with a full and comprehensive training program that raises awareness and promotes health and safety of everyone involved.

Why “Green Cleaning” Makes Sense

There are many reasons to get your school “green clean” beyond complying with the state mandate. There are significant benefits for your students and staff’s health and long-term well being. There are benefits to the environment locally by reducing local dangerous chemical usage and nationally through purchases from manufactures that have brought their manufacturing processes into green compliance and become “Green Seal” and “Eco Logo” certified.

Perhaps the most important reason to focus on green cleaning is the health of your staff and students. Having a

healthier school can dramatically impact your budget. Reductions in absenteeism, through eliminations of reactions to harsh chemicals and environmental odors, potentially help your district see additional revenue and also help your district reduce unproductive labor costs. As Life Science Writer Andrea Thompson stated very clearly in the article *The Truth About ‘Green’ Cleaning Products*, some traditional cleaning products are very dangerous to the end user, “Certain chemicals commonly found in conventional cleaning products present known or suspected problems for the people that use them and the

environment once washed down the drain. Volatile organic compounds, used to enhance the performance of a product, can impair neurological functions, while other chemicals can act as respiratory irritants, carcinogens or reproductive toxins, depending upon the extent of exposure, according to the National Environmental Trust and other environmental groups.”

Focusing on the use of green products not only helps you come into compliance with the state legislation but through the SCORE program helps you bring a healthier environment into your school.

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