



Chemical and Resource Management Services (CRMS) in the Lansing School District

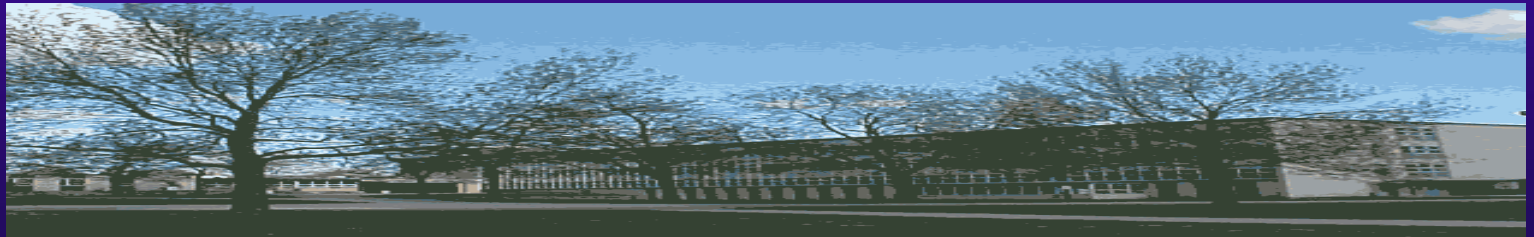
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About Us

- ❖ Large, urban school district located in Michigan's capital.
- ❖ Serving over 15,000 students, pre-school through high school.
- ❖ Employing 2,800 employees in 40 facilities.
- ❖ Declining student enrollment has led to budget cuts of over 40 million over four years.





Need Meets Opportunity: How the Lansing School District Piloted the First CRMS Program in a K-12 in the Country

Our needs were many:

- ❖ Stockpile of legacy chemicals in labs
- ❖ Chemical safety training
- ❖ Alternatives to current warehousing of product
- ❖ Fixed waste management costs
- ❖ Lack of inventory control of chemical products
- ❖ Use of products that didn't serve our needs



Need Meets Opportunity: District Initiatives Create Positive Culture For Change

- ❖ The District's Energy Conservation program renewed interest in environmental issues
- ❖ Taxpayers approved a bond proposal that funded major renovations to District science labs
- ❖ A \$24,000 pollution prevention grant from the Michigan Department of Environmental Quality to conduct a chemical clean out, chemical safety workshops, and green and micro-scale chemistry training for science teachers



Need Meets Opportunity: Connecting With The Experts

- ❖ In 2005/2006 the U.S. EPA funded the non-profit Chemical Strategies Partnership to test the CRMS model at school districts nationwide-LSD was the first to benefit
- ❖ CSP assisted the District in writing an RFP for Chemical and Resource Management Services
- ❖ Chemico Systems was awarded the CRMS contract with the District



Chemico Systems and the Lansing School District: Contract Scope

- ❖ Purchasing of chemical materials and related services for the District
- ❖ Minimizing amount and toxicity of chemicals entering District Facilities
- ❖ Developing a detailed tracking, reporting and invoicing system
- ❖ Improving District resource use by assisting in implementation of resource efficiency innovations: reducing, reusing, and recycling/composting waste



Getting Approval: Top Selling Points

Reduction in costs

- ❖ Chemical Spend
- ❖ Waste Spend
- ❖ Accounting and Purchasing
- ❖ Inventory Control

Ensuring Safety

- ❖ Focal Point
- ❖ Cost Prohibitive
- ❖ Expert Advice
- ❖ Inventory Control



Start Up: Organic vs. Inorganic

- ❖ Drivers to initiate a program may influence start up
- ❖ Programs initiated within an organization (organic) may take a different route than those programs initiated as a result of outside influences (inorganic)
- ❖ In our case, the outside influences that drove the start up of our program (i.e. EPA, CSP, GM) helped to create legitimacy and support
- ❖ Important to keep those influences in the forefront



Communication Is Key: Getting Your Baseline Right

- ❖ Agree on a definition of what a chemical is that will be comprehensive but not burdensome
- ❖ Understand the difference between the “user” and the “purchaser”
- ❖ Purchaser may be concerned with product price, supply, delivery
- ❖ User may be focused on product performance
- ❖ All need to come to an understanding of product *value* that combines the above with safety and minimization



Communication Is Key: Asking The Right Questions

- ❖ “What do you buy?” as opposed to “What chemicals do you buy?”
- ❖ “Who do you buy from?” as opposed to “Who do you buy chemicals from?”
- ❖ “How do you make purchases?” as opposed to “How do you purchase chemicals?”
- ❖ “What are your challenges?” as opposed to “Do you have any challenges when it comes to purchasing chemicals?”



Communication Is Key: Managing the “What Ifs”

- ❖ “What Ifs” may seem minor, unimportant but they can derail implementation
- ❖ Do not belittle the “What Ifs”
- ❖ Staff need to know there is a plan for their “What Ifs”
- ❖ Implementation needs provisions for both normal, standard activity and for the more unusual, infrequent activity



Results To Date

- ❖ Important to document *all* the positive benefits of CRMS program
- ❖ Change can be slow but sometimes slow is better
- ❖ Put out bigger, more visible fires first to develop support
- ❖ Goal is to change the culture of the organization so that change sticks

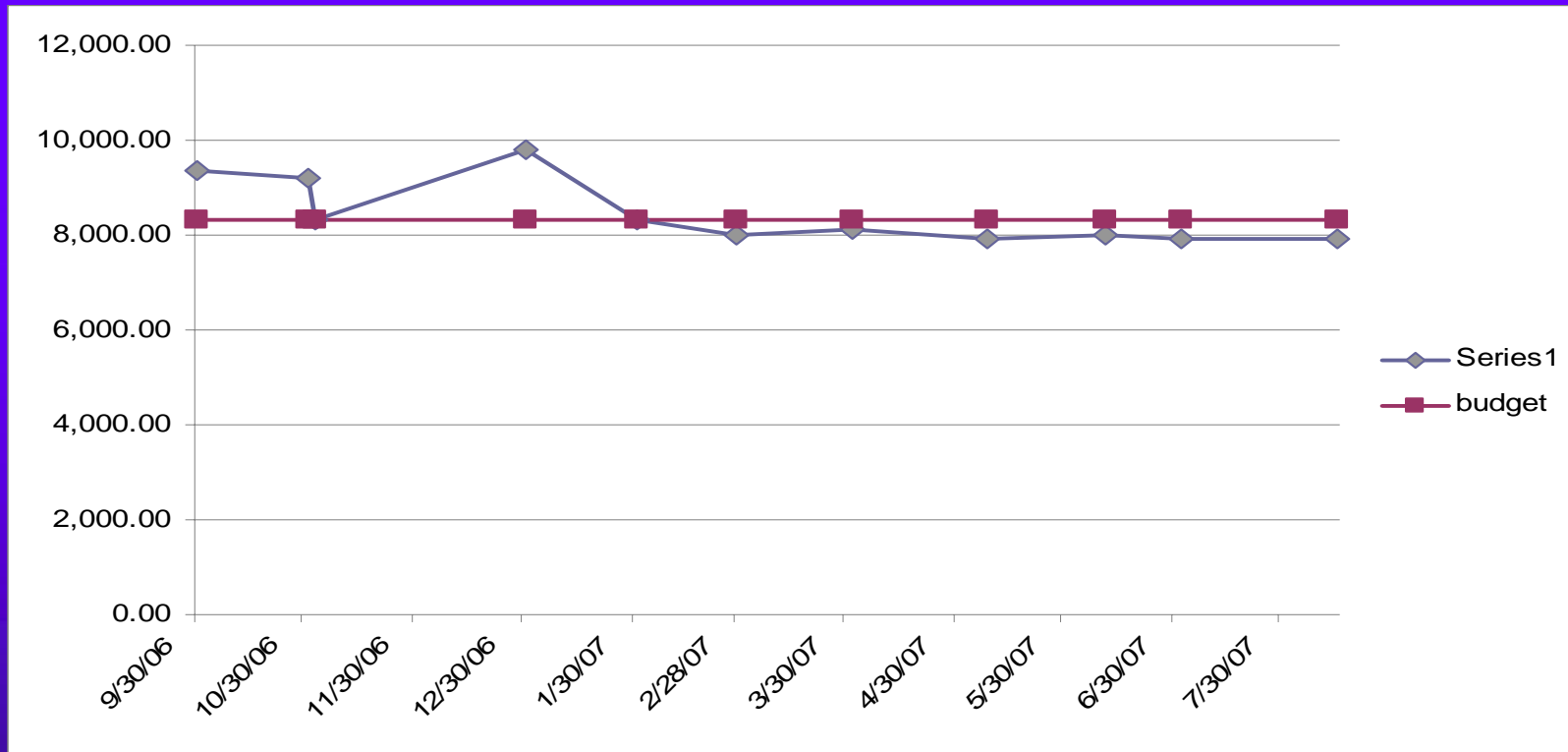


Be Flexible With Communication: Know When Not To Have Meetings

- ❖ Originally planned to implement and manage by cross-district team of key players who would meet monthly
- ❖ Realized this was burdensome for all involved
- ❖ Could establish same communication and accomplish same goals by using a more flexible approach combining Web, already established committees, one-on-one and e-mail distribution
- ❖ Look for opportunities to get the message out continuously



Resource Management Example



- ❖ Purchasing history is crucial to establishing baseline
- ❖ Reducing costs is a start



Our Next Steps: Focus on Optimization

- ❖ Looking at ways to utilize existing warehouse and distribution to maximize recycling and disposal efforts
- ❖ Develop minimum and maximum inventory levels
- ❖ Look for better products/vendors with the information gathered
- ❖ “Start over”



Questions? Please Feel Free To Contact Us:

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