



Chemical & Resource Management Services (CRMS) at the Lansing School District

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Key Drivers for Chemical & Resource Management Services (CRMS) Programs

Nationwide, school districts and businesses alike are faced with numerous daunting realities:

- ✓ Increasing educational and consumer demands, as well as increasing market prices in energy and raw material costs, with diminishing financial resources.
- ✓ Conflicting incentives between suppliers and customers.
- ✓ High-profile hazardous materials incidents.
- ✓ The looming threat of terrorism with chemical weapons.
- ✓ Unyielding Environmental, H&S, and other guidelines.





Key Drivers for Chemical & Resource Management Services (CRMS) Programs

These daunting realities pose a serious threat to the students' and staff's ability to learn and work effectively.

The core competency of schools is education, not hazardous materials management.

Therefore, the U.S. EPA has funded the non-profit Chemical Strategies Partnership (CSP) to test the CRMS model at school districts nationwide.

General Motors is the corporate sponsor for this program.





Key Drivers for Chemical & Resource Management Services (CRMS) Programs

CRMS programs allow customers to focus on their core competencies, while providers focus on Chemicals & Resource Management.

In addition to addressing the previous daunting realities, CRMS also delivers:

- ✓ Significant cost-savings and supply chain improvements.
- ✓ Numerous H&S and Environmental benefits.
- ✓ A drastic reduction in HazMat storage and usage on-site.
- ✓ Peace of mind – measures so that only authorized chemicals may be brought on-site.
- ✓ A marked reduction in adverse downstream impacts and liability.
- ✓ Administrative time and cost savings.
- ✓ Prevention of supplier selling at the end-user level.
- ✓ “One-stop shopping” for Chemicals and Resource Management.
- ✓ MSDS and (OSHA) “Right to Know” management.





CRMS at Lansing School District

LSD is a large urban school district located in Michigan's capitol city. Covering about 55 square miles, the LSD has nearly 16,000 students, 2,800 employees and 40 facilities.

- Declining student enrollment has led to budget cuts of over 30 million dollars over the last 3 years resulting in fewer dollars available for new programs or initiatives.

Despite a bleak financial outlook, several District initiatives created a positive culture for the implementation of a CRMS program:

- The District's Energy Conservation Program renewed interest in environmental issues.
- Taxpayers approved a bond proposal that funded major renovations to District science labs.
- The District used a \$24,000 Pollution Prevention Grant from the Michigan Department of Environmental Quality to conduct a large scale chemical clean out, chemical safety workshops, and green and micro-scale chemistry training for science teachers.





CRMS at Lansing School District

Chemico Systems was awarded the CRMS contract with the LSD, effective 09/2006. The scope of the contract includes:

- 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.**

This is the first time nationwide that a comprehensive CRMS program model has been implemented at an educational institution.

- Some have implemented RMS models; not CRMS.**
- Typically, CMS and RMS run in tandem, but are separate programs.**
 - CMS deals with “incoming” and RMS “outgoing” hazardous materials.**
 - So CRMS includes the “cradle to the grave” or entire life cycle of HazMat management.**

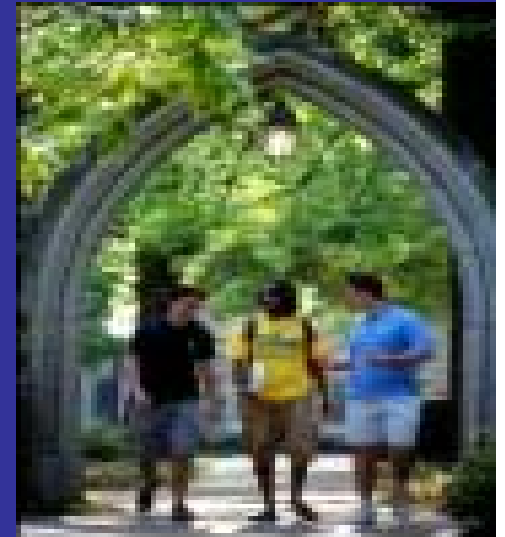




CRMS at Other Educational Institutions

Potentially much larger opportunities exist for CRMS at educational institutions on a national level.

- **Schools spend billions of dollars annually on CRMS-related products and services.**
- **The LSD CRMS model may easily be replicated at other K-12 and secondary educational institutions.**
- **Smaller school districts could partner with other nearby districts to create CRMS programs.**





Final Remarks: CRMS for Schools Nationally

- Chemico and the Lansing School District have the expertise and resources, and are gaining the experience, to implement a successful CRMS program.
- This program may serve as the CRMS footprint at other educational institutions nationwide.
- The EPA, CSP, and GM have served as catalysts in the bidding process for the Lansing School District program, but it is up to Chemico and the LSD to ultimately make it work.
- Websites:
 - www.lansingschools.net
 - www.chemicosystems.com
- Questions? . . .

