



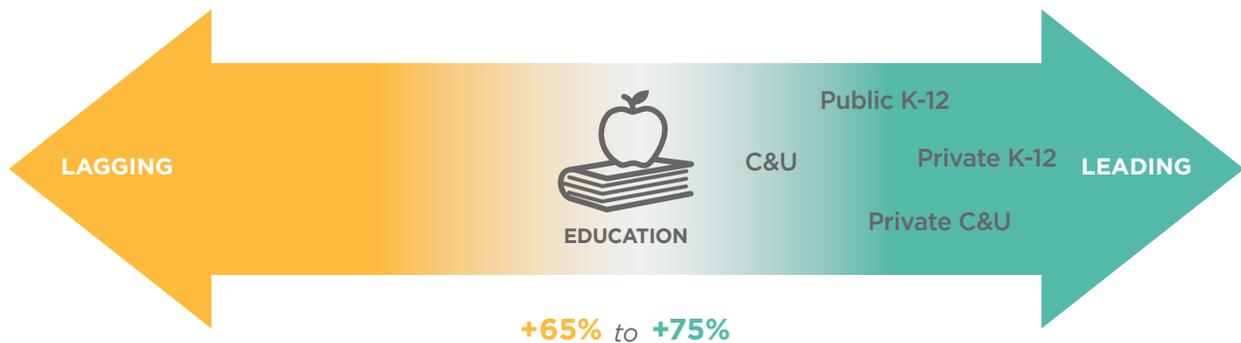
EDUCATION Topline Trends



Pandemic Creates Massive Hurdles Across All Levels of Education

Seemingly overnight, the education landscape faced massive alterations and complications. From pre-K to post-grad, learners went virtual in spring, 2020. As school systems sought to return to face-to-face in the fall, hygiene concerns, budget shortfalls and staffing challenges all caused roadblocks for reopening plans.

LEADERS AND LAGGERS: Comparing Projected Education Recovery Rates



Estimated recovery 2nd half 2021 VS. 2nd half 2020

Virtual isn't working. Not at any grade level.

Virtual learning caused complications across the board. Research shows student achievement dropped and mental health issues spiked. Tuition and enrollment took a hit. Parents attempted to juggle a career with stand-in teaching while working remotely, which caused productivity concerns among employers. Teachers lamented the loss of in-person instruction and voiced how remote teaching took more time and more effort thereby disrupting work/life balance.



A Back-to-School like Never Before

Studies show an overwhelming majority of parents want their students to return to in-person learning when it's safe to return. So, schools want and need students to come back. When crafting reopening plans, they will prioritize solutions which boost productivity and efficiency while demonstrating the school delivers more value than alternate educational options.



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Cataclysmic Budget Impacts

Student enrollment took a dramatic drop due to the pandemic. As a result, public schools were faced with drastic funding reductions. Higher Ed experienced major impacts caused by loss of tuition, housing costs and other services such as dining. Also, the near elimination of attendance at sporting events caused revenue shortfalls. An increase of federal funds has helped but not eliminated budgetary pains. Furthermore, additional instructional staff is required to enrich virtual learning. These factors, and others, have caused school systems to dip into emergency funds or seek financial assistance.



Counting Every Penny

With enrollments in a death spiral, schools must find savings in every possible place. To offset deficits, all school systems will seek products and solutions that reduce overall costs by controlling how much product gets used and wasted. Seeking further savings, schools will explore various industry solutions and examine how much is spent directly and indirectly.

Hyper-focus on Hygiene

Schools have always been suspected as breeding grounds for colds, illnesses and the flu. The pandemic served to heighten those fears. Schools have always focused on improving hygiene where possible. Now, hygiene efforts extend to every facet of a school facility. From hand sanitizer stations and touchless dispensers to improved ventilation systems, school systems have been forced to invest dollars and resources to improve health and safety standards.



Hygiene's Reign Continues

Hygiene hyper awareness will continue and extend far beyond hand hygiene. Schools will prioritize and invest in hygiene and safety measures. Such efforts will include increased cleaning and sanitizing of surfaces, improving cafeteria and meal service cleanliness and overhauling air ventilation systems. Investments will include touchless towel, soap and cutlery dispensers to help reduce germ-counts on commonly touched surfaces and areas. Also, additional custodial staff will be hired to ensure facilities are safe for students, staff and teachers.



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BUSINESS IMPACT

Seeking solutions that align with your priorities? GP PRO can help.

Your school is adapting to survive. Consumer concerns are shifting. Now's the time to use the same ingenuity you've applied all year to assess your operation: Identify productivity gaps. Re-evaluate hygiene and safety. Explore the benefits of automation. And re-examine the customer experience. Here are some ideas to help you visualize success long term:

Boost Productivity Wherever Possible

An influx of students will tax school operations. By incorporating solutions that promote productivity and efficiency, schools can help make labor tasks more efficient and effective.

- **High Capacity, Low Maintenance:** Due to increased hand hygiene protocols, schools will see a significant rise in towel and soap consumption. Therefore, schools should incorporate high-capacity solutions. Towel and soap/sanitizer refills that last longer reduce change-outs which helps improve custodian productivity.
- **Zero Waste Can Increase Efficiency:** GP PRO's [Pacific Blue Ultra™](#) High-Capacity Paper Towel Dispensers utilize 100% of each roll which delivers additional efficiency by reducing custodial maintenance demands.
- **Smoother Cafeteria Operations:** Choose dining solutions which improve overall operational efficiency. GP PRO offers a range of [cafeteria solutions](#) designed to reduce maintenance and reduce cross-contamination including cutlery and napkin dispensers.

Offset Budget Impacts

Schools must make every penny count and should therefore look to novel ways to support affordability and cost-in-use savings.

- **Affordable Quality:** GP PRO's [Standard Restroom Collection](#) combines high-quality with affordability. These solutions are designed to help you make infrastructure improvements while keeping costs down.
- **Control Consumption:** One-at-a-time dispensing, sheet length adjustments and hang-mode or wave-mode options all deliver additional savings through waste reduction.
- **Save with Brown:** For addition cost savings, choose brown towel refills which deliver comparable performance to white refills. Our recycled paper towels also deliver sustainability that meets or exceeds EPA Comprehensive Procurement Guidelines and can help earn LEED® credits.

Promote Hygiene on Multiple Levels

As students and staff return to school settings, the potential for cross-contamination increases. A full spectrum approach to hygiene extends beyond handwashing.

- **Inspire Hygiene Confidence:** To help make parents, staff and students feel safe, schools should seek solutions that promote health and safety. GP PRO is a platinum sponsor of Healthy Green Schools & Colleges, a program that helps promote healthy, sustainable facilities management and procurement for schools nationwide.
- **Top Preference = Touchless:** Automated paper towel systems are the most widely consumer-preferred hand drying option for public restrooms.* Therefore, should invest in touchless solutions across a facility including [restrooms](#) and [classrooms](#).
- **Sanitizing Convenience:** To simplify disinfecting commonly touched areas, choose the [Pacific Blue Select™ Surface System Bucket](#). It works with your choice of disinfectant solution. Also, one-at-a-time dispensing helps protect unused wipers from cross-contamination.
- **Beware of the Plume:** Flushing a toilet can fling potentially infectious aerosols. Exposed rolls of single roll bath tissues have over 5Xs as much bacteria as Compact® Coreless Rolls inside [Compact® Dispensers](#)**

*GP PRO Proprietary Research: CPT-18-1829

**GP PRO Technical Research: 2020-00357-01



EDUCATION Topline Trends

One Source, Countless Benefits

Operators looking to save time and money, and reduce complexity, can consolidate solutions with GP PRO:

- One source for sales support
- One common look
- One key for all dispensers
- One installation process

Support for Success

Additional resources to help your operation keep up the great work:

Promote Health and Sustainability

Consider GP PRO products that help improve hygiene and reduce waste and are recommended by Healthy Green Schools and Colleges. [Learn more](#)

Get Hygiene Ready, Your Way

Take a quick survey to help identify opportunities and hygiene solutions that align with your priorities. [Start the Education survey](#)

[GP PRO GBAC STAR™ Facility Accreditation and KOLO™ Smart Monitoring Partnership Program](#)

Please contact your **GP PRO representative** for additional support.



ARE YOU HYGIENE READY?

gppro.com | 1-866-HELLOGP (435-5647)

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