Why Green Purchasing Counts!

Alicia Culver
Responsible Purchasing Network

Connecticut Green Purchasing Forum
June 17, 2014
RPN

Nonprofit network dedicated to advancing sustainable procurement

RPN Mission

“Promote and practice responsible purchasing by identifying best practices, developing effective purchasing tools, educating the market, and using our collective purchasing power to maximize environmental stewardship, protect human health, and support local and global sustainability.”
ENVIRONMENTALLY PREFERABLE PURCHASING (EPP)

Environmentally Preferable Purchasing (EPP) is the procurement of goods and services by state agencies that have a reduced impact on human health and the environment as compared to other goods and services serving the same purpose. Environmentally Preferable Products are long lasting, high-quality, less toxic products that also use less materials, water and energy, minimizing the impact on our environment.

rent a hybrid car

Photo by Jon Manzo
Why Are Public Agencies Going Green?

Progress towards:

- Climate action commitments
- Reducing water and air pollution
- Minimizing toxic chemical exposures
- Protecting Natural Resources
- Meeting “Zero Waste” goals
- Securing green building (LEED) credits
- Life-cycle cost savings
- Creating local “green” jobs
Why Green Purchasing Counts!

Lead by Example for State Agencies
44% of GHGs Linked to Products

Many **Green Products** Save Money

- Lower upfront costs
- Conserve energy or water
- Reduce paper or fuel use
- Lower maintenance costs
- Reduce replacement costs
- Avoid disposal/cleanup costs
- Support the local/regional economy
- Offset environmental and health program costs
Massachusetts Green Purchases and Savings

Environmentally Preferable Products (EPP) Procurement Program
EPP Program Annual Report Fiscal Year 2012
Strategic Sourcing Services

10 Year Increase in EPP Purchases

<table>
<thead>
<tr>
<th>Years</th>
<th>Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2003</td>
<td>$0</td>
</tr>
<tr>
<td>2004</td>
<td>$100</td>
</tr>
<tr>
<td>2005</td>
<td>$200</td>
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<td>2006</td>
<td>$300</td>
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<td>2007</td>
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<td>2008</td>
<td>$500</td>
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<tr>
<td>2009</td>
<td>$600</td>
</tr>
<tr>
<td>2010</td>
<td>$700</td>
</tr>
<tr>
<td>2011</td>
<td>$800</td>
</tr>
<tr>
<td>2012</td>
<td>$1,000</td>
</tr>
</tbody>
</table>

FY2012 Summary: CFLs, Office Equipment, Computers and Remanufactured Toner Cartridge Purchases

<table>
<thead>
<tr>
<th>Cost Savings</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Compact Fluorescents (CFLs) (savings / less energy use)</td>
<td>$1,239,512</td>
</tr>
<tr>
<td>CFLs (savings / reduced labor)</td>
<td>$903,467</td>
</tr>
<tr>
<td>Office / Computer Equipment (savings / less energy use)</td>
<td>$566,847</td>
</tr>
<tr>
<td>Remanufactured Cartridges (savings / lower cost)</td>
<td>$799,523</td>
</tr>
<tr>
<td>TOTAL COST SAVINGS for FY2012</td>
<td>$3,509,349</td>
</tr>
</tbody>
</table>
King County, WA Green Purchases and Savings

CASE STUDY: King County, WA purchased ~$60 million in environmentally preferable products, saving ~$1.5 million.

<table>
<thead>
<tr>
<th>KEY COMMODITIES</th>
<th>2011 Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Remanufactured Toner Cartridges</td>
<td>$544,964</td>
</tr>
<tr>
<td>Recycled Road Aggregates</td>
<td>$300,000</td>
</tr>
<tr>
<td>Green Cleaners</td>
<td>$161,496</td>
</tr>
<tr>
<td>Tire Retreading</td>
<td>$136,320</td>
</tr>
<tr>
<td>Paper Reduction</td>
<td>$118,265</td>
</tr>
<tr>
<td>Electronics Recycling</td>
<td>$97,875</td>
</tr>
<tr>
<td>EPEAT/ENERGY STAR Computers</td>
<td>$91,875</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$1,541,213</strong></td>
</tr>
</tbody>
</table>
Low Bidder vs. Best Value

“Sometimes low bidder just isn’t the way to go...”
Best Value Procurement

Considers overall (life-cycle) costs of ownership:

• Initial price
• Utility costs (energy, water)
• Maintenance costs (labor and replacement)
• End-of-life costs (disposal and recycling)
Energy-Efficient Equipment Saves Money

CASE STUDY
Chicago, IL public housing authority cut its annual electricity bill $500,000 by purchasing 10,000 ENERGY STAR-rated refrigerators
Why Green Purchasing Counts!

Water Conservation Products
Save Energy and $

Running hot water for 5 minutes = 60 watt bulb for 14 hours

Choose WaterSense
WaterSense products are approximately 20 percent more water efficient than their counterparts. Conserving water conserves energy and reduces carbon pollution.

#actonclimate www.epa.gov
Health Hazards of Cleaning Products

- Cancer
- Reproductive harm (infertility, defects)
- Endocrine system interference (hormone “mimicking" and blocking)
- Damage to immune and nervous systems
- Poisoning of organs (heart, kidneys, liver)
- Chemical burns (skin, eyes)
- Asthma
Green Cleaners Yield Economic, Health & Environmental Benefits

CASE STUDY: Hennepin County, MN medical center switched to green cleaners, non-corrosive (peroxide) disinfectant, and microfiber mops

- 7% reduction in cost of cleaners
- 80% reduction in chemical injuries

Pilot test financed by Hennepin County Leading by Example Fund

www.ResponsiblePurchasing.org
Greener School Cleaning Supplies = Fresh Air + Healthier Kids

General purpose cleaners

<table>
<thead>
<tr>
<th>Description</th>
<th>Number of Air Contaminants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conventional cleaning products (we tested 8)</td>
<td>38</td>
</tr>
<tr>
<td>Certified Green cleaning products (we tested 5)</td>
<td>8</td>
</tr>
</tbody>
</table>
Recycled Paint

CASE STUDY

Portland, OR found locally-made 100% recycled paint:
- costs 75% less than virgin latex paint
- meets high performance standards
- can be tinted to match specifications
Why Green Purchasing Counts!

Many **Green** Products Reduce Replacement & Labor Costs

[Images of various green products, including LED bulbs, rechargeable batteries, hand sanitizer dispenser, and water fountain.]
Some Green Products Are Comparably Priced

CASE STUDY
Multnomah County, OR bought 45% local produce and eggs for its county jail at no extra cost.
Why Green Purchasing Counts!
Time-Saving Strategy
Use Multi-Attribute Certifications

“Suppliers citing environmentally preferred product claims shall provide proper certification or detailed information on environmental benefits…”

Source: University of California Policy on Sustainable Practices

www.ResponsiblePurchasing.org
Cost-Saving Strategy

Green Your Market Basket List

Add “green” products to your core/market basket lists so they become eligible for vendor’s deepest discounts

Remove non-green products from core/market basket list (or contract) to get better price breaks on green products
# Sustainable Purchasing 101

## Include Green Specs in Bid Sheet

<table>
<thead>
<tr>
<th>Category #</th>
<th>Item #</th>
<th>Generic Product Description</th>
<th>Unit of Measure (UOM, e.g., CASE)</th>
<th>Sample Product Description (Including name, size, etc.)</th>
<th>Sample Product Manufacturer</th>
<th>SKU/OEM Product Number</th>
<th>Description (Including name) of Product Offered</th>
<th>Manufacturer of Product Offered</th>
<th>SKU/OEM Product Number of Product Offered</th>
<th>Green Product Certification/Recognition/Standard (Green Seal, EcoLogo, DFE) (per Specification in Attachment D)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1A: AIR FRESHENERS AND DEODORIZERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1A</td>
<td>2 Deodorizer, RTU, Trigger Spray; Quart Bottle</td>
<td>CASE</td>
<td>Green Logic Olor Neutralizer; 32 oz; trigger spray</td>
<td>Core Products, Co.</td>
<td>GLON Quart</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1A</td>
<td>2</td>
<td>Liquid Enzyme Cleaner and Deodorizer, RTU; 1 gallon; 4 per case</td>
<td>CASE</td>
<td>Enviro Chem Liqui Bac; 1 gallon; 4 per case</td>
<td>Rochester Midland</td>
<td>11767927</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1A</td>
<td>3</td>
<td>Urinal screens and blocks (non-paradichlorobenzene)</td>
<td>CASE</td>
<td>Green Earth BioActive Solutions Urinal Tips Blocks; 72 blocks per bucket; 3.5 oz per block</td>
<td>Betco</td>
<td>26094-00</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
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<tr>
<td>1B: BATHROOM CLEANERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1B</td>
<td>1 Restroom Cleaner, Non-disinfecting; Minimum concentration 1:16</td>
<td>CASE</td>
<td>Crew Bathroom Cleaner and Scale Remover (844); 2.5L; 2 per case</td>
<td>Diversey</td>
<td>3172650</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1B</td>
<td>2</td>
<td>Dilution System for Restroom Cleaner; wall-mount</td>
<td>EACH</td>
<td>J-Fill Duo Dispensing System, wall mount</td>
<td>Diversey</td>
<td>4379</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1B</td>
<td>3</td>
<td>Toilet Bowl/Urinal Cleaner, Non-disinfecting, RTU</td>
<td>CASE</td>
<td>Sustainable Earth Toilet and Urinal Cleaner; 32 oz; 12 per case</td>
<td>Coastwide Labs</td>
<td>5871032</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1C: CARPET, RUG AND UPHOLSTERY CLEANERS: Must Be Certified by Green Seal or EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1C</td>
<td>1 Carpet Cleaner; Minimum concentration = 1:16; 1 gallon</td>
<td>CASE</td>
<td>Felicity Carpet and Upholstery Extraction Cleaner; 1 gallon; case of 4</td>
<td>Ecolab</td>
<td>14635</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1C</td>
<td>2</td>
<td>Dilution system for Concentrated Carpet Cleaner; single product; wall-mount</td>
<td>EACH</td>
<td>Single Product Dilution System for FaciliPro Carpet and Upholstery Extraction Cleaner</td>
<td>Ecolab</td>
<td></td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1C</td>
<td>3</td>
<td>Carpet Spot Remover, RTU, Trigger Spray</td>
<td>CASE</td>
<td>Encapsulating Carpet Spotter (Structured by Nature); 1 Quart Trigger Spray; 12 per case</td>
<td>Nilodor</td>
<td>325BN RTUSP</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
<tr>
<td>1D: DEGREASERS: Must Be Certified by Green Seal or UL/EcoLogo OR Recognized by EPA’s Design for the Environment Program</td>
<td>1D</td>
<td>1 Cleaner/Degreaser; Minimum concentration 1:16</td>
<td>CASE</td>
<td>Soluto 425 Cleaner/Degreaser; 3 liters; 4 per case</td>
<td>Waste</td>
<td>410055</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
<td>Proposer Input</td>
</tr>
</tbody>
</table>
Why Green Purchasing Counts!

Cost-Saving Strategy

Centralize Green Purchasing

• Lowers prices by aggregating demand
• Easier to control/monitor purchases
• Simplifies education process
• Saves time on ordering, book-keeping
Why Green Purchasing Counts!

Time-Saving Strategy

Institutionalize

✓ Policy
✓ Program
✓ Prioritization
✓ Promotion
✓ Document Progress

Metro Vancouver’s Sustainable Procurement & Green Procurement Procedures

as of April 2011

www.ResponsiblePurchasing.org
Time-Saving Strategy

Prioritize

• Largest potential impact
• Ability to meet environmental/health goals
• Opportunities for change (contracts re-bid)
• Ease of implementation (use existing specs and certifications)
• Potential to save money/create local jobs
Why Green Purchasing Counts!

Low-Hanging Fruit Require Service Providers to Use Green Products

- Construction
- Pest Management
- Landscaping
- Custodial Services
- Painting
- Building Maintenance
- Food Services
- Printing
- Lodging
- Fleet Maintenance/Rental Car Services
- Recycling
Green Cleaning

Experience the benefits of going green

Still using traditional cleaning methods to maintain your facility? ServiceMaster Clean®, a certified leader in green cleaning services, offers an eco-friendly, equally effective solution to your building’s maintenance needs. Our patented Capture and Removal Cleaning® system gives you:

- **Higher efficiency, lower costs**
  We use a team cleaning approach that cuts cleaning time by up to 25%. That’s a direct boost for your bottom line.

- **Superior removal of toxins and contaminants**
  Capture and Removal Cleaning takes away as much as 55% more airborne particulates than traditional methods. Improved air quality can mean a healthier, more productive workplace.

- **Better protection of the environment**
  Certification by independent environmental agencies gives you confidence that you’re making an eco-friendly choice. Our green cleaning:
    - Meets all environmental and performance requirements of the Green Seal Environmental Standard for Cleaning Services (GS-42)
Time-Saving Strategy

Choose Green Products on Existing Price Agreements
Why Green Purchasing Counts!

Cost-Saving Strategy
Purchase Cooperatively

Collaboration among public agencies can:

SAVE TIME by not reinventing the wheel” by sharing research, specifications, bid solicitation documents, and vendor lists to create new green contracts

SAVE MONEY by aggregating demand from multiple entities
Why Green Purchasing Counts!

Piggy-back on Other Jurisdiction’s Contracts

CASE STUDY: Santa Clara County, CA is saving ~$40,000 annually by procuring API-certified re-refined motor oil using a contract issued by neighboring City of San Jose.
Why Green Purchasing Counts!

Track and Report Green Purchasing Activities & Benefits

Meet reporting requirements
Measure success!

• Determine quantities of “sustainable” goods & services used by your facilities
  o Document progress for LEED, policy goals
  o Identify challenges and opportunities
  o Plan for future efforts

• Identify cost impacts
  o Measure cost savings and increases
  o Demonstrate the financial case for a Responsible Purchasing Program

www.ResponsiblePurchasing.org
Why Green Purchasing Counts!

EPPNet List Serve

NERC | Northeast Recycling Council

Ten states united for environmentally sustainable materials

- Product specifications
- Vendors of green products
- Pricing information
- Strategies to meet green procurement goals

EPPNet

SUBSCRIBE TO NERC's ENVIRONMENTALLY PREFERABLE PRODUCTS PROCUREMENT LISTSERV (EPPnet)

The EPPnet listserv was established by the Northeast Recycling Council, Inc. (NERC) in 1996. EPPnet links federal, state, and local environmental officials; and private procurement specialists charged with purchasing green products and services and developing policies for the procurement of these products. EPPnet is intended to provide subscribers with quick access to information, such as: availability of

nerc.org/eppnet

Not available for private vendors
Why Green Purchasing Counts!

Green Purchasing Opportunities and Best Practices

Green Purchasing Best Practices: Compostable Food Service Ware

Green Purchasing Best Practices: Architectural Paints and Coatings

RPN Resources

For Public Agencies and Institutions

Eco-Labels

Biodegradable Products Institute is an organization which certifies that plastic products with “Biodegradable” claims will safely break down in a typical composting environment. www.biodegradable.org

Chlorine-free Products Association is a nonprofit organization that certifies chlorine-free products such as paper, paper products, and tissue products. www.clorofreeproducts.org

EcoLogo is Canada’s environmental product certification program. It has issued standards for over 50 product categories such as flooring, paint, ceramic, doors, office equipment, and paper products, as well as sold in the United States. www.ecologo.com/en/

Electronic Products Environmental Assessment Tool (EPEAT) is an independent program that evaluates “green” electronic equipment such as computers, monitors and libraries. www.epeat.net

ENERGY STAR is a joint program of the US Department of Energy and US Environmental Protection Agency that allows labels to be added to energy-efficient products such as light fixtures, CPAs, LEDS, appliances, and office equipment. www.energystar.gov

Es-Scraps is a program that certifies recycling of electronic equipment that adhere to the highest international environmental and social practices. The eScraps Standard for Responsible Recycling is available at http://escrap.org/standard-of-recycling/

FSC Certification Council certifies forests and other forest products that follow sustainable harvesting and environmental standards. www.fsc.org

Green Seal is a labeling program established by the nonprofit organization, Center for Resource Solutions, which certifies that electricity has been generated using renewable sources such as solar and wind. www.greenseal.org

Greenguard is a nonprofit organization which certifies products that improve indoor air quality. Final products such as flooring, paints, interiors, and building products with low VOCs and other emissions. Some are certified for use near children. www.greenguard.org

Responsible Purchasing Network (RPN) is an international network of buyers dedicated to socially responsible and environmentally sustainable purchasing. Our membership program and consulting services provide institutional purchasers with cutting-edge procurement tools and resources designed to save money, conserve resources, reduce waste, and improve efficiency.

To learn more about membership benefits and consulting services, please email here.

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The new and upcoming RPN webinar will cover RPN’s membership resources and important first steps for your green purchasing program that shouldn’t be missed.

Look Who’s Joined RPN

Ontario Lottery And Gaming

County Of Santa Clara

View All Members

Because Every Purchase Matters

Sponsor a Membership

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To learn more about membership benefits and consulting services, please email here.

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RPN Highlights

www.ResponsiblePurchasing.org
RPN Profile of CT

Green Purchasing State Profile
State of Connecticut

The State of Connecticut has been practicing environmentally preferable purchasing (EPP) for over two decades. Supported by the adoption of several state laws, Connecticut has added environmental specifications to bid solicitations for several product categories that are explicitly covered by the state’s green purchasing policies (such as green cleaners and energy-efficient appliances) as well as other product categories that are not specifically mentioned in its green purchasing policies (such as low-toxicity paints and compostable food service ware). In addition, the State actively publicizes the availability newly greened contracts to state agencies, municipalities, and other contract users using its website, BuyLines newsletter and other methods.

Green Purchasing Accomplishments
The CT Department of Administrative Services (DAS) has partnered with other state agencies to help reduce energy consumption in state facilities through Connecticut’s Lead by Example Program for State Agencies. DAS is helping to facilitate the procurement of energy-efficiency upgrades under this program by pre-qualifying companies that can offer energy-savings performance contracting services, which was specifically authorized by state law. This has enabled state agencies to undertake cost-savings upgrades to their lighting or HVAC systems or add solar-powered systems to their facilities without paying any upfront costs.

www.responsiblepurchasing.org/resources/state_profiles/connecticut.pdf
Questions? Comments?

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