

Getting to Green

Through Statewide Contracts



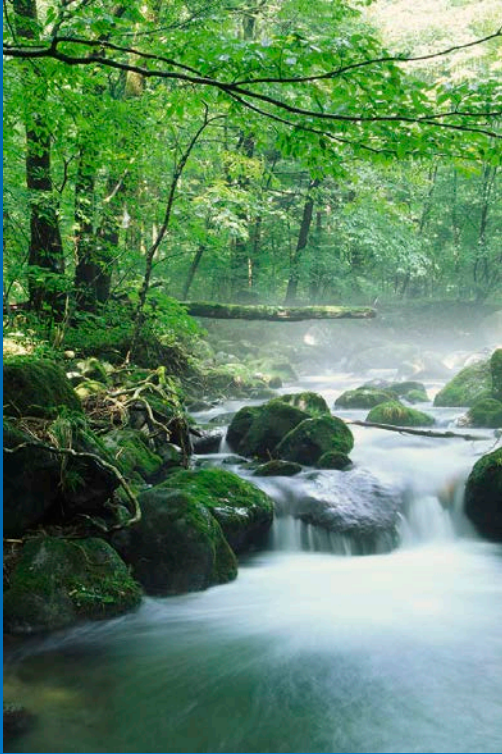
Marcia Deegler

Director of Environmental Purchasing

Operational Services Division



Agenda



- *EPP Program and OSD*
- *State Government Initiatives*
- *What's Driving Demand?*
- *MA Statewide Contracts*
- *Defining Green*
- *Gearing Up: Getting Started*
- *Model Policy*
- *Resources*

EPP Program Overview

- OSD = central purchasing office – state contracts for thousands of products / services
- Currently over 4 doz. EPP contracts
- Supports 1 full-time dedicated environmental staff - work with purchasing teams
- State purchases increased from \$5 mil in FY94 to over \$250 mil in FY09
- **Over \$2 million in FY09 cost savings**
- Hosts annual vendor conference, conducts workshops, website



What's an EPP?

Environmentally Preferable Products (EPPs) ... products or services that have a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose.

Recycled Content

Less toxic

Energy efficient

Reduce waste

Biodegradable

Conserve water

More durable



Environmental Purchasing Policies

States:

California
Connecticut
Georgia
Illinois
Indiana
Iowa
Massachusetts
Missouri
Minnesota
New Jersey
North Carolina
Oregon
Pennsylvania
Vermont
Washington

Counties:

Chatham County, NC
Kalamazoo County, WI
King County, WA
Kitsap County, WA
Multnomah County, OR
San Mateo County, CA
Santa Cruz County, CA
Sarasota County, FL

Cities:

Boulder, CO
Cincinnati, OH
Kansas City, MO
Portland, OR
Phoenix, AZ
San Francisco, CA
Santa Monica, CA
Seattle, WA

More than 100 policies & EOs are available
at: www.responsiblepurchasing.org

Recent MA Executive Orders

➤ EO 515 – October, 2009

- Establishes an Environmental Purchasing Policy
- Agencies are required to:
 - use EPP specs in all RFRs and contracts, educate staff, increase EPP purchases
 - identify toxics use reduction opportunities
 - use green cleaning products and services per OSD/EPP specs

➤ EO 484 – April, 2007

- Agencies are required to:
 - cut greenhouse gas emissions
 - reduce energy and water use
 - meet targets for using renewable energy sources



Driving the Demand for Green

➤ What's Driving Demand?

- Growing public concern
- Environmental mandates
- Increasing availability of greener products / services

➤ Purchasers Respond

- More environmental contracts
- “Greener” specs for conventional products
- Use of eco-labels
- Looking at supplier environmental practices



Across the Board Contracts

- **Alternative Snow and Ice Products**
- **Anti-freeze, Remanufactured**
- **Bio-Based Lubricants, Automotive**
- **Boxes, Recycled Corrugated,**
- **Building Materials & Supplies**
- **Carpet and Flooring Products**
- **Catering Services**
- **EPP Cleaning Products / Services**
- **Compost and Mulch, Recycled**
- **Diesel Emission Control Retrofits**
- **Diesel Fuels, Bio and Ultra Low Sulfur**
- **Electrical & Lighting Supplies**
- **Environmental Mgmt. Consultant**
- **Facility Maintenance & Energy Advisors**
- **Fertilizers, Organic / EPP Landscaping**
- **Foodservice Supplies/Grocery Paper**
- **Foodservice Equipment**
- **Fuel Card, Fuel Management Services**
- **Glass Beads, Recycled**
- **Industrial / Commercial Supplies**
- **IT Hardware, Computers, Mobile, Storage**
- **Moving & State Surplus Disposal Services**
- **Office Furnishings, Remanufactured**
- **Office Supplies, Recycled**
- **Photocopier Equipment and Supplies**
- **Plastic Lumber, Recycled**
- **Plumbing, Heating, and HVAC**
- **Power Controllers/Vending & Snack**
- **Printing Photocopying, & Mailing Services**
- **Promotional Incentives, Recycled**
- **Recycling Containers and Compost Bins**
- **Small Package Delivery Service**
- **Tires, Retread**
- **Toner Cartridges, Remanufactured**
- **Traffic Cones and Safety Products**
- **Trash Bags, Plastic, Imprinted**
- **Vehicles, CNG and Bio-Fuel, Hybrid Plug-in**
- **Vehicles, Short-term Rental**
- **Water Filtration / Reverse Osmosis System**
- **+ Various Recycling Services**

Massachusetts State Contracts

➤ Environmental Contract Terms

- Mandatory Specifications
- “Desirable” Criteria
- EPP Categories



➤ EPP Criteria

- Recycled Content
 - EPA CPG Minimum standards for post-consumer
 - OSD's PIC - <http://www.mass.gov/Eoaf/docs/osd/pic/epp.doc>
- Energy Efficiency
 - Energy Star, EPEAT
- Toxics Use Reduction
 - Third party certifications (GS, EL), MassDEP, C2C
- Cutting Waste
 - Require or encourage reuse/return, recycled materials

Using Eco-Labels to Verify "Green"

Misleading Claims

- Environmentally friendly
- Earth friendly
- Earth smart
- Made with non-toxic ingredients
- Ozone friendly
- Recyclable

3rd Party Certifications



USA



CANADA



Vendor Responsibilities

➤ Contract Requirements:

- Annual Reporting
- Training
- Environmental Plans – In-house Ops
 - Recycling
 - Packaging reduction
 - Energy efficiency and alternative fuels
 - Green Team
 - ISO 14,001 and other certifications / initiatives

➤ Points in Evaluation process

Who's Going Green?



VOLVO



INTERFACE



DAIMLERCHRYSLER

patagonia

AVEDA
the art and science of pure flower and plant essences



PERRIGO



Herman Miller

Gearing Up to Green

1. Form a Team
2. Define “GREEN”
3. Establish a Baseline
4. Review Current Practices
5. Set Goals
6. Calculate Benefits
7. Track & Report Progress

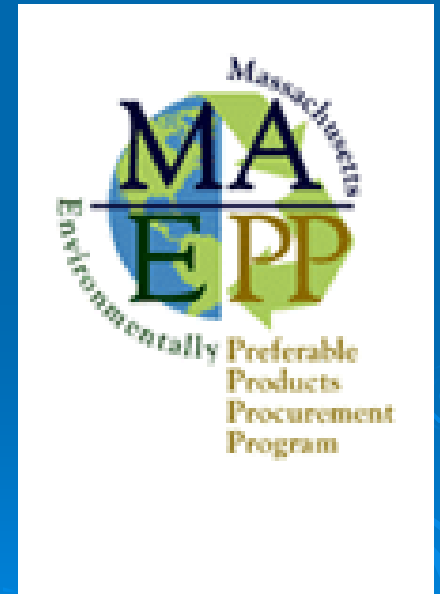


Model Purchasing Policy

- The purchase and use of products and services can have a profound impact on the environment and public health. It is the intent of [COMPANY NAME] to integrate environmental considerations into every aspect of acquisition. Although the environment may not be the core of our professional mission, the integration of these factors will result in economic, health, and environmental gains that will further our goals.
- Overall Statement of Policy
 - What do employees need to do?
- Identify Attributes – low toxicity, low VOCs, biobased
- Establish Priorities – cleaning, paint, vehicle maintenance

EPP Resources

- EPP Home Page = www.mass.gov/epp
 - Summary document on the EO 515
 - Seven links to info on finding EPPs on state contracts, downloadable guides and resources, product fact sheets, guidance for vendors, more
- EPP Guide to Statewide Contracts
- Calculators and e-tools
- Resources for Vendors
- Direct links to other EPP websites
- EPP Vendor Fair
 - Soon to be *GreenSTAR!*



More Resources

➤ Responsible Purchasing Network (RPN)

- Non-profit organization
- Site is a one-stop-shop for researched, unbiased info on green purchasing
- 18 Purchasing Guides + Report Model
- www.responsiblepurchasing.org

➤ ECO Markets 2009

- 84% of purchasers will expand green purchasing even during economic downtime
- Toxics reduction is in the top five most important environmental issues
- What's needed to go green?
 - Competitive pricing
 - Credible information
 - Better selection of products and services

The screenshot shows the RPN website homepage. At the top, the RPN logo is displayed with the tagline "Because Every Purchase Matters" and the subtitle "Responsible Purchasing Network Center for a New American Dream". A navigation menu includes links for About, Membership, Resources, Events, News, Forums, Jobs, and Purchasing Guides. The main content area features several sections: "Join RPN" with a link to learn more about membership benefits; "Need to renew?" with a link to click here; "Subscribe Now" for the latest news via email; "Learn More" about purchasing guides; "Go Green" with consulting services; "RPN Highlights" section containing "Join RPN for Two New Webcasts" (May 20 and May 28), "Break the Bottled Water Habit" (reducing waste and water), and "Calculate Your Computers' Environmental Impact" (using online calculators).