



# Invest in Our Planet: Green Procurement Strategies

Procurement Excellence Network Roundtable

PROCUREMENT  
EXCELLENCE  
NETWORK

Partners for Public Good

April 19, 2023

# Icebreaker

## *In the chat:*

Share your name, what government you represent, and one green procurement strategy you currently use or are interested in using.



*[10 min]*

## **Overview**

*[15 min]*

## **Tools for Green Procurement**

*Guest Speakers:*

*Matthew Naud, Resource Recycling Systems*

*Rebecca Meuninck, Ecology Center*

*[20 min]*

## **Practitioner Panel**

*Guest Speakers:*

*Lisa McNeilly, Scottsdale, AZ*

*Sarah Church, Alameda County, CA*

*[10 min]*

## **Group Discussion**

*[5 min]*

## **Additional Resources**

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# Overview

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# What is green procurement?

*“A process whereby public authorities seek to procure goods, services and works with a **reduced environmental impact throughout their life cycle** when compared to goods, services and works with the same primary function that would otherwise be procured.”*

(UN Environment Programme)

**States and localities use sustainable (or “green”) purchasing practices to achieve goals such as:**

## Environmental Safety

- Reduce GHGs
- Prevent exposure to pollutants and toxic chemicals
- Divert materials from solid waste stream

## Resident Wellbeing

- Decrease likelihood of disease and illness (asthma, cancer)
- Reduce disparities in health and quality of life

## Economic Impacts

- Decrease short and long-term financial cost for jurisdiction
- Strengthen the market for sustainable products

# Green Procurement Strategies

	<b>SYSTEM</b> <i>Enabling environments that facilitate sustainability initiatives</i>	<b>PROCESS</b> <i>Stage-specific interventions that embed sustainability efforts into procurement tasks</i>
<b>Broad</b>	<ul style="list-style-type: none"> <li>• Sustainable purchasing programs/offices</li> <li>• Green purchasing specification guidelines and evaluation criteria</li> <li>• Sustainable purchasing best practices</li> <li>• Monitoring, compliance, and reporting</li> </ul>	<ul style="list-style-type: none"> <li>• Prioritization of solicitations for environmental purchasing</li> <li>• Green building ordinance</li> </ul>
<b>Specific</b>	<ul style="list-style-type: none"> <li>• Ecolabels</li> </ul> <div style="background-color: #e0ffe0; border-radius: 15px; padding: 10px; margin-top: 10px;"> <p><b>Criteria considered in selecting strategies for implementation:</b></p> <ul style="list-style-type: none"> <li>• Impact</li> <li>• Ease of adoption</li> <li>• Scalability</li> <li>• Cost-efficacy</li> </ul> </div>	<ul style="list-style-type: none"> <li>• Lifecycle costing</li> <li>• Recycled content requirements</li> <li>• Reduce needs and purchases</li> <li>• Bid preferences</li> <li>• Increase purchasing agent flexibility to choose environmentally-preferable products when not lowest cost</li> </ul>



**Sustainable purchasing can help save  
the world and your health!**

**Purchasing for a healthy, equitable, resilient,  
and low-carbon circular economy**

# Purpose

**Municipalities and institutions are using their purchasing power to improve the health and resilience of their communities while meeting budgets**

- Policy and environmental drivers are spurring sustainable purchasing
- Purchasing can threaten health and the environment, or make things better
- Affordable, high performing alternatives are available. Institutions are already using them and seeing the benefit.
- Start somewhere! Model policies and training are available (for free)!



# Overview

- Who We Are
  - Ecology Center and partners
  - GLCAN Sustainable Purchasing Cohort
- Glimpse into Making the Compelling Case Deck
  - What we have done so far?
  - Roadmap - Model Policy
  - Roadmap - Staff Training (Did we mention it is FREE!)



**Rebecca Meuninck, PhD**

Ecology Center  
Deputy Director



**Tracey Easthope**

Ecology Center  
Senior Strategist



**Tonya Summerlin**

Ecology Center  
Climate Change Specialist



**Matthew Naud**

Resource Recycling  
Systems  
Senior Consultant

# Great Lakes Climate Adaptation Network



**USDN** | urban sustainability  
directors network



**We need a new way of thinking about purchasing**



**How do you expect  
me to protect  
workers, kids, and  
the planet when you  
put toxic chemicals  
in this?**

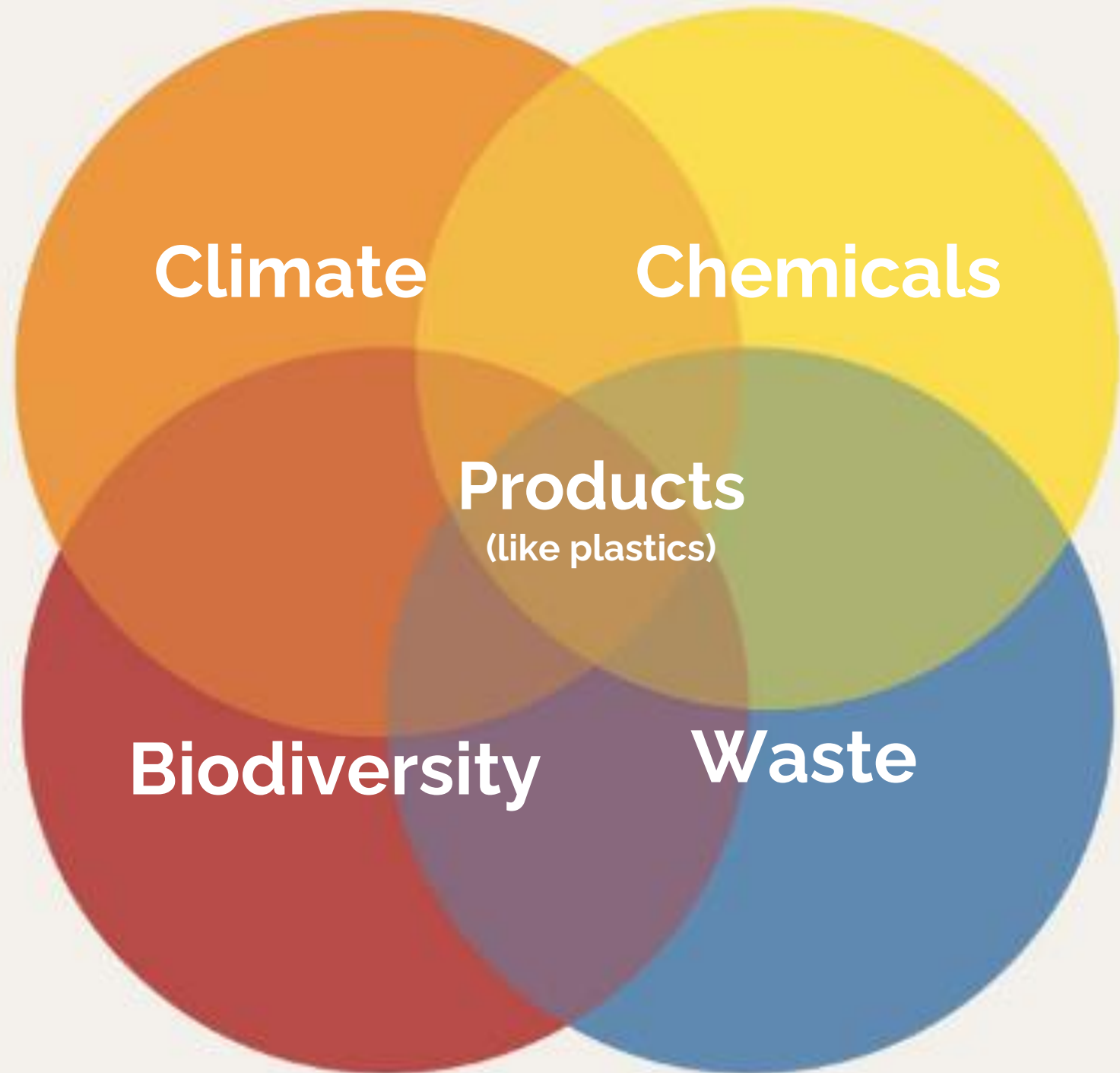


**When governments and institutions buy things, the shopping bag is huge!**





**Municipalities and institutions are already using their purchasing power to make their communities safer and stronger**



**Climate**

**Chemicals**

**Products**  
(like plastics)

**Biodiversity**

**Waste**





# Chemicals and procurement

# Indoor air quality and procurement





**Climate change  
and procurement**

**REDUCE**



**DIVERT**



# Waste and procurement

# Plastics and procurement



**Purchasing can make your community stronger and safer, or worsen the crises**





**Solve for multiple problems at once - don't make things worse!**

# Sustainable procurement can save money





# Tools and resources



# STEP 1. Foundation Building

*Audience: Sustainability Professionals, Environmental Advocates, Community Members and Leaders*

## Increasing your understanding of public procurement

Public procurement is a distinct field of professional practice. A basic understanding of processes, terms, and organizations will increase your ability to successfully work with procurement professionals in your local or state government to help build a strong environmentally preferable procurement policy. In this section, we will provide you basic information on public procurement so that you can successfully engage with procurement professionals.

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## STEP 1 RESOURCES

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### Cooperative Purchasing Organizations

Cooperative purchasing organizations help develop and administer cooperative contracts used by state and local governments, public school districts and universities, special districts (e.g. fire, sewer, water), as well as nonprofits.

There are many benefits to cooperative contracting. Collectively, states are able to leverage their spending through a single solicitation that obtains best value pricing and superior contract terms. Cooperative purchasing organizations emphasize that they help governments get the best value from contractors considering price, quality, reliability, warranties, and service while protecting the government's interests with favorable terms and conditions.

The two most prominent cooperative purchasing organizations for the public sector are the National Association of State Procurement Officials (NASPO)

Foundation Building

Creating an Environmentally Preferable Purchasing Policy

Implementing an Environmentally Preferable Purchasing Policy

Training, Goal Setting, & Measuring Impact

Ecology Center Safer Chemicals & Healthy Environments



## Resources Available

- Cooperative Purchasing Organizations
- Sustainable Purchasing Organizations & Networks
- Third Party Certifications
- Sustainable Purchasing 101

## STEP 2. Creating an Environmentally Preferable Purchasing Policy

*Audience: Procurement Professionals, Sustainability Professionals, Environmental Advocates, Community Members and Leaders*

A robust sustainable procurement policy will serve as the foundation for state or local governments taking action on safer chemicals, climate change, social equity, etc. through their purchasing decisions. Having a statutory or administrative policy means that there is more accountability and resources available for implementation. Our focus is on safer chemicals and products, but a good sustainable procurement policy will address a comprehensive set of environmental, social, and governance topics.

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### STEP 2 RESOURCES

#### Model Sustainable Purchasing Guides and Toolkits

### Resources Available

- Model Purchasing Guides and Toolkits for Policy creation
- Model City and State Policies
- Webinars on Model Policies

# STEP 3. Implementing an Environmentally Preferable Purchasing Policy

*Audience: Procurement Professionals, Sustainability Professionals, Environmental Advocates, Community Members and Leaders*

## Focus: Addressing priority products and chemicals of concern

Securing some near-term sustainable procurement wins will help create momentum and demonstrate value. There are a variety of options for low-hanging fruit related to safer chemicals and products. Our focus is on making it as easy as possible for procurement staff to address the issue by providing ready to use contract language and specifications. A number of these example specifications also cover issues related to recycled content, energy use reduction, and zero waste goal.

## Procurement Guides & Specifications

### Building Products, Flooring, and More

#### Healthy Building Network's HomeFree Database

HomeFree raises awareness of toxic building materials and their associated health hazards. The database can help you make informed decisions to procure less toxic building products.

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## Resources Available

- Procurement Guides and Specifications
- Building Products, and flooring
- Childcare
- Cleaning Products
- Electronics
- Food Service
- Furniture
- Pest management
- Product Packaging
- Sources for multiple specs.



## RESOURCE GUIDE TO LESS TOXIC PRODUCT PURCHASING

This collection of model criteria and specifications, as well as other resources such as purchasing guides and databases, can be used to help create or implement an environmentally preferable purchasing (EPP) policy. Each resource below is organized by product category and includes a brief description and a link for further information.

### BUILDING MATERIALS

**HomeFree:** A database from Healthy Building Network that provides a color-coded ranking of building materials (not brands), ranking them in terms of how "green" they are. The site also provides construction teams with the tools to make informed purchasing decisions.

**Healthier Buildings:** A procurement guide for safer products for new construction and existing buildings from the Oregon Environmental Council.

**Building Clean:** A database for finding energy efficient products made with minimal toxicants in domestic manufacturing facilities developed by the Bluegreen Alliance Foundation.

### CHILD CARE

**Eco-Healthy Child Care Checklist:** A checklist from the Children's Environmental Health Network for child care providers to help avoid or eliminate common sources of toxic chemicals in the child care facility.

### CLEANING CHEMICALS AND SERVICES

**Guidance to Achieve Safer Chemicals Challenge for Green Cleaning:** This purchasing guide from Practice Greenhealth provides criteria and model contract language for third-party certified cleaning products. This document prioritizes all purpose cleaners, bathroom cleaners, general/ floor cleaners, and carpet cleaners.

**Janitorial Cleaning Products Bid:** This request for quotation (RFQ) from Alameda County provides exemplar criteria and contract language for a janitorial cleaning products bids.



# STEP 4. Training, Goal Setting, and Measuring Impact

*Audience: Procurement Professionals, Sustainability Professionals, Environmental Advocates*

## Building organizational capacity for lasting change

Staff training and public reporting represent two key elements necessary for ensuring that the change we've worked hard to create lasts for the long term. Staff training is critical for building organizational capacity over time and expanding implementation more broadly. Public reporting is important for supporting transparency and accountability.

## STEP 4 RESOURCES

### Webinar-based training about sustainable procurement

A number of organizations offer excellent webinar-based training on developing and implementing sustainable procurement policies. Visit these organizations' websites for their webinars. Some organizations offer webinars at no cost to the public, while others provide an even wider selection to their members.

[Responsible Purchasing Network Webinars](#)

[Sustainable Purchasing Leadership Council Webinars](#)

[NASPO Green Purchasing Webinar YouTube Channel](#)

### Measuring Impact

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## Resources Available

- Webinar Based Training Programs
- Tools for measuring impact and examples of evaluation from other cities and states

# Online Training Module

- Available for free online.
- Audience: Anyone who can purchase in a city/ county/ state.
- Introduces key concepts about EPPs are and how to implement them.

<https://www.learngala.com/cases/epp-training-module/>



**Environmentally Preferable Purchasing Training Module**

## How do I implement EPP in my organization?

Tonya Summerlin, Tracey Easthope, Rebecca Meuninck, Matt Naud, and Evan Fitzpatrick

**This is a training module to help staff understand and implement their municipality's environmentally preferable purchasing (EPP) program.**

This training module serves as an easy-to-use guide for staff within a municipality that has an established environmentally preferable purchasing (EPP) program. The training is designed to help staff navigate the vast amount of information about the implementation of an EPP program. It will make it easier for staff to participate in the EPP program regardless of their position within the organization. The purpose of the training is to give a basic understanding of EPP and its benefits; recommend strategies to assist with EPP implementation; and provide

[Read more](#)

**Learning objectives**

- Understand the key elements of an EPP policy;
- Know at least three reasons why EPP matters;
- Identify key EPP priority products and understand why they are targeted;
- Find tools, resources, and case studies available to assist with EPP implementation;
- Understand your role in your organization's EPP implementation; and

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# Goals for Sustainable Purchasing

- Organized by product category
- Includes stretch goals, case studies, and best practices.

<https://www.ecocenter.org/our-work/purchasing-safer-cities/goals-sustainable-purchasing>



## Goals for Sustainable Purchasing

### Avoiding Toxic Chemicals and Protecting Health in Procurement

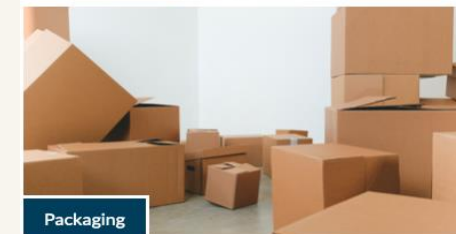
How to incorporate the reduction of chemicals of concern in municipal procurement.

This resource offers guidance in setting goals and metrics for a sustainable procurement program, with a specific focus on environmental health, and provides guidance on benchmarking progress. This resource is intended for local government leadership, procurement, and sustainability staff.

**Working toward the reduction of chemicals of concern in products and services should receive more attention in sustainability initiatives.** Chemical contamination represents a serious threat to people and the resources on which all life depends. A focus on chemical contamination is critical to protect health and the environment, save resources and reduce liability.



## Procurement Product Categories





# How We Can Help



- Technical assistance in policy development and implementation for local and state governments
  - On the ground help in several states
  - Email: [Rebecca@ecocenter.org](mailto:Rebecca@ecocenter.org)
- Sustainable Procurement Roadmap: <https://www.ecocenter.org/sustainable-procurement-policies-roadmap>
- Online training module on implementing an EPP: <https://www.learnkala.com/cases/epp-training-module/>
- Goals for Sustainable Purchasing <https://www.ecocenter.org/our-work/purchasing-safer-cities/goals-sustainable-purchasing>

# Practitioner Panel

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# Discussion Questions

- Tell us about your role and how you work with your government's procurement team.
- What green purchasing practices have you found to be the most impactful? What about least impactful?
- What advice would you give a city/county/state that's just starting this work?

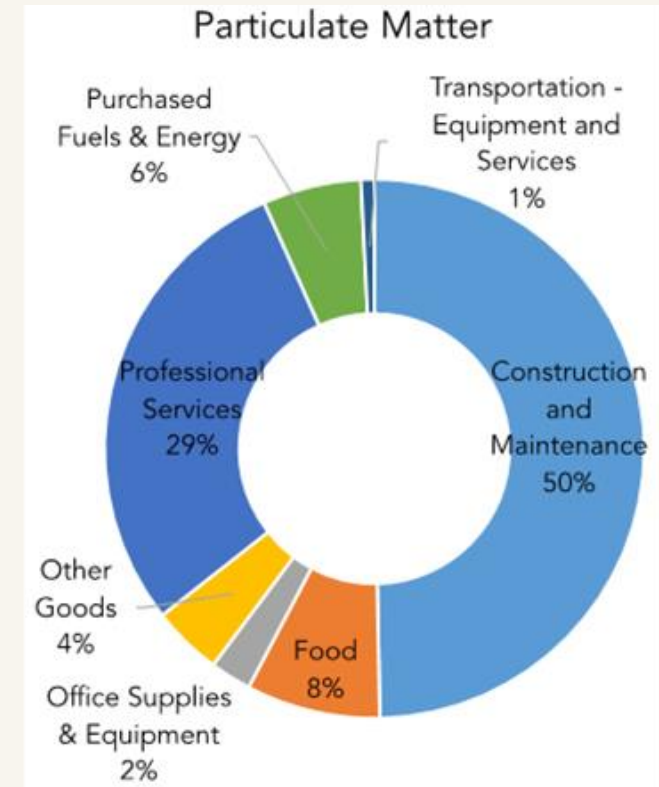
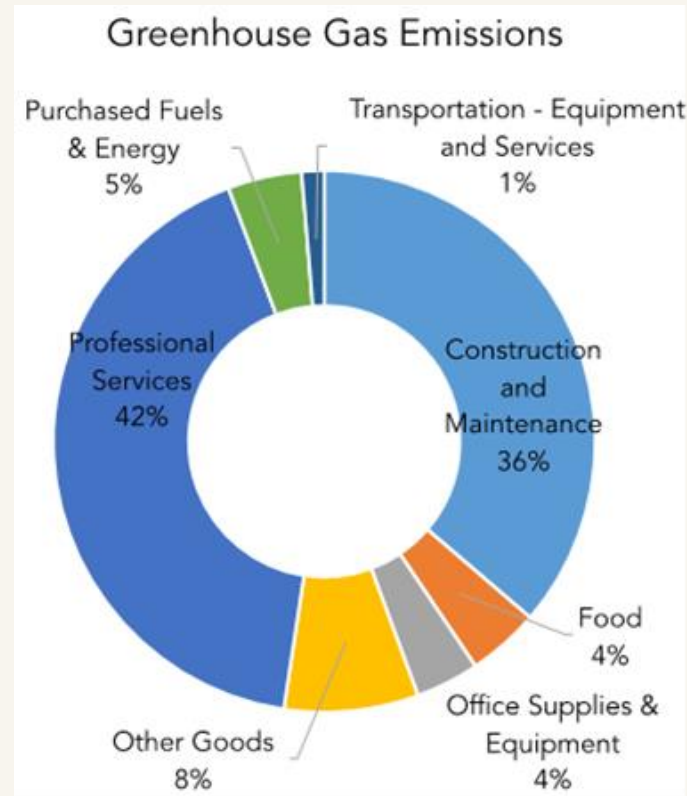
**Lisa McNeilly**  
Sustainability Director  
Scottsdale, AZ



**Sarah Church**  
Sustainability Project  
Manager  
Alameda County, CA

# Supply Chain Assessment

**Professional Services** include **health care**, **elder care**, **childcare** and **mental health services**



Analysis used EPA's [USEEIO](#) data model, accessed with [openLCA](#)

# Pilot Resource: *Sustainability & Resilience Flyer for Childcare Centers*



## RESOURCES FOR WHEN DISASTER STRIKES

### FOR CHILDCARE CENTERS

Being prepared for an emergency or natural disaster is key to a business's ability to continue or resume operations. Don't be caught off guard - Plan ahead with these new tools!



#### Stay Informed

Sign up for Alameda County's emergency alert system, AC Alert, under the 'Alerts for Community Partners' subscription, to receive important notifications to share with your clients. You can also sign up for alerts from PG&E to be notified of public safety power shutoffs.

[acgov.org/emergencysite/documents/AC-Alert-FAQ-Flier.pdf](https://acgov.org/emergencysite/documents/AC-Alert-FAQ-Flier.pdf)

[prepareforpowerdown.com/](https://prepareforpowerdown.com/)

#### Know the Risks

Identify what environmental hazards, such as floods or fires, may affect your business by entering your address into this interactive mapping tool.

<https://thmp.acgov.org/mapsinfo.html>

#### Make a Plan

Roughly two-thirds of small businesses don't have a disaster recovery plan, making it difficult to resume operations after a shock. This toolkit will help you create a plan so that you can quickly recover after a disaster.

[cchp.ucsf.edu/sites/g/files/tksral81/1/Step-by-Step-Guide-Emergency-Disaster.pdf](https://cchp.ucsf.edu/sites/g/files/tksral81/1/Step-by-Step-Guide-Emergency-Disaster.pdf)

#### Always Have Reliable Power

Consider investing in a backup power source to ensure uninterrupted service during a power shutoff. Batteries can store electricity and keep critical appliances running, while diesel generators can pose various health and safety hazards.

[ww2.arb.ca.gov/our-work/programs/public-safety-power-shutoff-ppps-events/emergency-backup-power-options](https://ww2.arb.ca.gov/our-work/programs/public-safety-power-shutoff-ppps-events/emergency-backup-power-options)

Go to [www.storagealliance.org/resources](https://www.storagealliance.org/resources) and click 'Energy Storage for Resiliency'

#### Prepare an Emergency Kit

Learn what needs to be included in an emergency kit, and get tips on how to stay safe during an emergency.

[childcareaware.org/wp-content/uploads/2018/06/Emergency-Supply-Kit.pdf](https://childcareaware.org/wp-content/uploads/2018/06/Emergency-Supply-Kit.pdf)

To access the online version, visit: [acgov.org/sustain/you/business.htm](https://acgov.org/sustain/you/business.htm)  
 Questions? Contact us at [acsustain@acgov.org](mailto:acsustain@acgov.org)  
 Draft for SPLC Summit, May 2020



## SUSTAINABILITY RESOURCES

### FOR CHILDCARE CENTERS

Switching to more sustainable business practices with these local programs can help you avoid waste, save money, and contribute to a healthy environment. Taking these actions can also help you be better prepared for potential climate emergencies.



#### Opt up for Cleaner Energy

East Bay Community Energy (EBCE), our local electricity provider in Alameda County, offers three levels of cleaner and more sustainable energy, including a 100% carbon-free option! They also offer rebates and incentives to save energy.

[ebce.org/opt-up](https://ebce.org/opt-up)

#### Reduce Food Waste

Did you know 40% of food is wasted in the US? This means all energy and water used to grow, process and transport it is also wasted, making food waste a top contributor to climate change. Check out these tips, tricks & tools on saving food!

[savefood.com](https://savefood.com)

#### Invest in Energy Savings

Implementing energy efficiency projects is a great way to make your center safer, healthier and more sustainable. GoGreen Financing provides flexible financing for projects, which help save money over time. When it's time to replace appliances, buy Energy Star products to earn rebates and save.

[gogreenfinancing.com](https://gogreenfinancing.com)  
[energystar.gov/products](https://energystar.gov/products)

#### Small Steps, Big Difference

Small steps in reducing energy use can lead to big savings on your bills and for the environment. Actions like turning off your lights or unplugging unused devices are great ways to make an impact. Learn about various efficiency programs available and their benefits.

[sba.gov/content/state-and-local-energy-efficiency-programs](https://sba.gov/content/state-and-local-energy-efficiency-programs)

#### Clean the Green & Healthy Way

Selecting effective cleaners that are healthier for you and the environment is easier than you think! For everyday cleaning needs, look for products with trusted ecolabels. For sanitizers or disinfectants, look for products with hydrogen-peroxide as its active ingredient.

[cerch.berkeley.edu/sites/default/files/green\\_cleaning\\_toolkit.pdf](https://cerch.berkeley.edu/sites/default/files/green_cleaning_toolkit.pdf)

To access the online version, visit: [acgov.org/sustain/you/business.htm](https://acgov.org/sustain/you/business.htm)  
 Questions? Contact us at [acsustain@acgov.org](mailto:acsustain@acgov.org)  
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