

Buying Smart: Experiences of Municipal Green Purchasing Pioneers

Marin County DPW
March 11, 2008

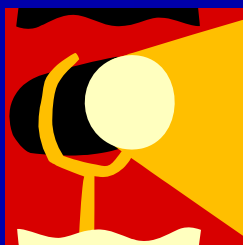


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Green Purchasing Institute

**Helps government
agencies,
businesses and
institutions
purchase
environmentally
sustainable goods
and services**





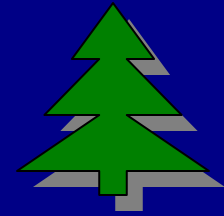
What We Will Talk About

- **What is “sustainable” purchasing?**
- **What are the benefits to localities?**
- **What types of “sustainable” purchasing policies have local governments adopted?**
- **What steps are needed to get started?**
- **What resources are available?**





What are EPPs?



Environmentally preferable products (EPPs) have “a reduced negative effect or increased positive effect on human health and the environment when compared with competing products that serve the same purpose.”

Seattle’s Sustainable Purchasing Policy, 11/06/03



Sustainable Products are...

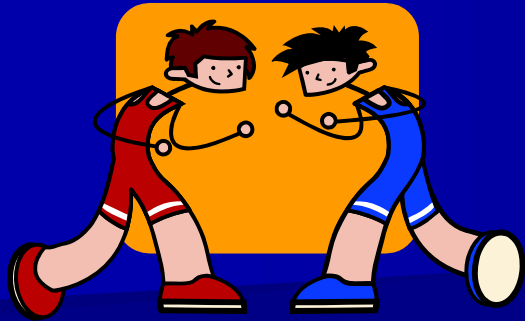
- **Made with recycled content**
- **Highly energy efficient**
- **Designed to be long lasting**
- **Recyclable or compostable**
- **Made from renewable resources**
- **Less toxic than conventional goods**
- **Manufactured locally and responsibly**
- **Fairly traded**
- **Safely managed at the end of their life**



EPP Simplified

EPP =
Environment +
Price +
Performance





EPP Compatible with Procurement Procedures

“Nothing contained in this policy shall be construed as requiring a department or contractor to procure products that do not perform adequately for their intended use, exclude adequate competition, or are not available at a reasonable price in a reasonable period of time.”

City of San Mateo Environmental Purchasing Policy



Why Sustainable Purchasing?

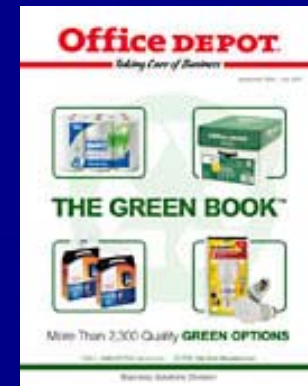
Progress towards:

- ◆ **Climate Action commitments**
- ◆ **Zero Waste goal**
- ◆ **Reduced water and air pollution**
- ◆ **Less toxic chemical exposure to people and the environment**
- ◆ **Changing market place and product options**
- ◆ **Creating local “green color” jobs**



Local Government Purchasing

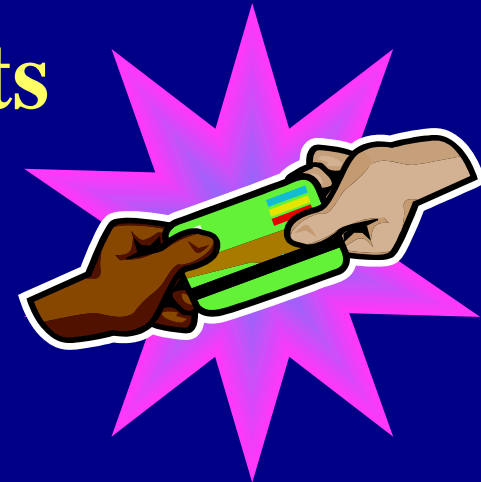
- **Substantial buying power nationwide**
 - ◆ **13% GNP = State & Local Procurement**
- **Local governments pioneers for states, federal government, businesses, schools, public**
 - ◆ **Lead by example**
 - ◆ **Build on existing “Buy Recycled” Programs**





Opportunities for Green Purchasing

- ◆ **Commodity contracts**
- ◆ **Service agreements**
- ◆ **Construction projects**
- ◆ **Purchase orders**
- ◆ **Credit cards**
- ◆ **E-procurement**

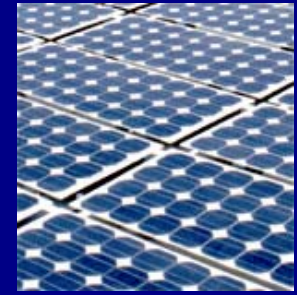


Low Bidder Vs Best Value





Green Purchasing Programs Save \$



In 2006, King County, WA purchased \$36 million in EPPs and saved \$640,000 compared to conventional products.

www.metrokc.gov/procure/green/2006annn/rep.pdf

In 2007, San Diego expanded its EPP program noting *“the City is already purchasing many environmentally preferable products, resulting in savings of millions of dollars annually.”*



www.sandiego.gov/mayor/pdf/ep3_factsheet_4_4.pdf



How "Green" Products Can Save Money



- **Lower upfront costs**
- **Conserve energy or water**
- **Reduce paper or fuel use**
- **Lower maintenance costs**
- **Extend product life**
- **Avoid disposal/cleanup costs**
- **Offset environmental/health program costs**





LED Traffic Signals & Lights



CASE STUDY

Ann Arbor, MI saved \$49,000/year replacing incandescent traffic signal lights with LEDs

- ◆ **Much lower maintenance costs (50,000-100,000 vs. 8000 hours)**
- ◆ **Safety benefits: fewer burned out lamps, less replacement time, improved visibility**
- ◆ **Testing LED street lamps with 50-80% energy savings (\$100/yr/lamp; 4.7-year payback); mercury-free**



Green Cleaning Saves Money

CASE STUDY

Minneapolis, MN conducted 3-year “green” cleaning pilot test and reported:

- ◆ **Cost savings moving to metered dilution system away from hand mixing**
- ◆ **Fewer sick days for custodial staff**
- ◆ **Reduced waste and other liabilities**
- ◆ **Improved indoor air quality (IAQ)**



Purchase for Zero Waste



- **Avoid single-use items (e.g., disposable cutlery, paper towels, food service ware)**
- **Invest in water filters instead of bottled water**
- **Specify recyclable/compostable**
- **Choose reusable items (e.g., rechargeable batteries)**
- **Buy recycled-content products**



Encourage "Take-Back" in Purchasing Contracts

- **Saves time by shifting responsibility for recycling to manufacturers and distributors**
- **Stimulates infrastructure for efficient recycling**
- **Encourages manufacturers to redesign their products to be more durable, more easily recyclable, and less toxic**



Contract for Producer Responsibility



Good: Buy from vendors who collect and recycle products and packaging



Better: Buy from vendors who participate in a manufacturer-financed recycling program



Best: Buy directly from manufacturers who offer recycling programs

[www.productpolicy.org/assets/resources/
PPI_EPR_for_Purchasing.pdf](http://www.productpolicy.org/assets/resources/PPI_EPR_for_Purchasing.pdf)



Computer "Take-Back"

CASE STUDY

Portland, OR saved \$9,000 using Dell's recycling service in its computer contract

- ◆ 800 units recycled
- ◆ Recyclers must sign "Pledge of True Stewardship"
- ◆ Addressing polystyrene packaging



Precautionary Purchasing in San Francisco

Based on “Precautionary Principle”

- ◆ Prevent Harm
- ◆ Right to Know
- ◆ Full-cost Accounting
- ◆ Alternatives Assessment
- ◆ Participatory/Transparent Decision-making



San Francisco's Precautionary Purchasing Priorities

10 product categories chosen based on:

- ◆ **Human health risks** (acute, chronic, EJ/impacts on sensitive populations)
- ◆ **Potential environmental effects** (climate, ozone, deforestation)
- ◆ **Quantity purchased**
- ◆ **Ease of implementation, benefits** (availability of existing standards)
- ◆ **National supply chain impacts, innovation**



Portland's Toxics Reduction Program



- **Goal to buy products without persistent toxins, carcinogens, reproductive toxins, hormone disruptors, or asthma triggers**
- **Collaborates with neighboring county**
- **Change specifications for 3-5 product categories/year**
- **Targeted products include: cleaners, food, lamps, electronics, paints, medical/office supplies, building materials, vehicles/fuel**



Climate Protection Purchasing Policies

Proliferation of laws and executive orders (some address purchasing specifically)

- ◆ **Greenhouse gas reductions**
- ◆ **Energy efficiency**
- ◆ **Vehicle fuel efficiency**
- ◆ **Renewable energy**
- ◆ **Green building (LEED)**



Energy-efficient Lights



CASE STUDY

Alameda County, CA upgraded its generic T8s and electronic ballasts to extra-efficient models

- ◆ **Cut energy usage 30-40%**
- ◆ **Reduced mercury content ~60%**
- ◆ **Is now planning countywide lighting retrofit**



Compact Fluorescent Lights

CASE STUDY

NYC enacted a law in 2005 prohibiting purchase of incandescent light bulbs for use in City facilities “*whenever a more-efficient lamp is available that provides sufficient lumens and is of an appropriate size for the intended application.*”



NYC Local Law 119, www.nyccouncil.info/pdf_files/bills/law05119.pdf



Sustainable Food Purchasing



- **Food industry in top 3 for overall environmental impacts**
- **San Francisco gives preference to food that is locally grown; organic; fairly traded**
- **Portland, OR bought 45% local produce for county jail at no extra cost**
- **Sustainable Food Procurement policies target commodity and service contracts, caterers, concessions, vending machines**



San Francisco's Sweat-free Procurement Ordinance

- **Prohibits vendors from offering to SF departments products made in sweatshops**
- **Established Sweatfree Procurement Advisory Group**
- **Requires vendors to list factories used by manufacturers and their subcontractors**
- **Hired independent monitor**



Key Elements of EPP Program

- **EPP Policy**
- **Top Level Support**
- **Dedicated Staff**
- **Technical Support**
- **Agency Involvement**
- **Outreach Program**
- **Tracking and Recognition**



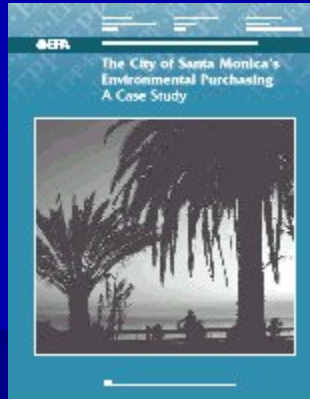
King County WA: Environmental Purchasing Program

- **National EPP leader**
- **Two FTEs in purchasing department**
- **Specifications for recycled, energy- efficient, and low-toxicity products**
- **Issues periodic bulletins and an annual report on its EPP program**



See www.metrokc.gov/procure





Santa Monica's Sustainable Purchasing Program

“The City is committed to procurement decisions which minimize negative environmental and social impacts.”

-- Guiding Principles of the Santa Monica Sustainable City Program (1994)

1-2 FTE work on toxics reduction and EPP

Significant reduction in hazardous materials in building/fleet maintenance, pest management

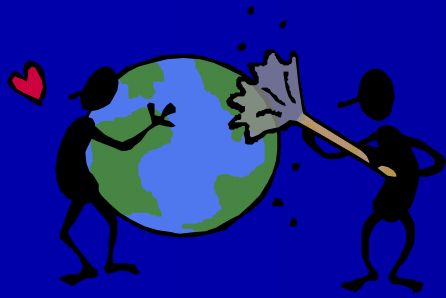


Key Elements of EPP Policy



- **Define scope**
- **Reference applicable local laws**
- **Detail roles and responsibilities**
- **Set goals and measurement methods**
- **Give authority for “Best Value” procurement**





Seattle's Sustainable Purchasing Policy

Directs City staff to choose goods that meet broad sustainability goals:

- ◆ **Reduce resource consumption and waste**
- ◆ **Promote human health and well-being**
- ◆ **Give opportunities to lesser-advantaged segments of community**
- ◆ **Are fiscally responsible** (lowest total cost of ownership; reduce impacts on staff time)
- ◆ **Perform adequately**





NYC's EPP Laws

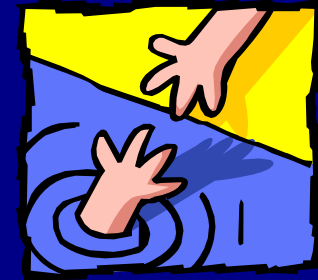


- **Environmental Purchasing**
- **Reduction of Hazardous Substances**
- **Green Cleaning**
- **Pesticide Reduction**
- **Energy Efficiency Standards**



EPP Resources

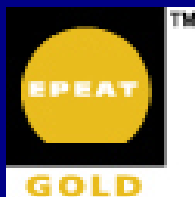
- **Responsible Purchasing Network:**
www.responsiblepurchasing.org
- **EPPNet List-serv:** www.nerc.org/eppnet.html
- **Health Care Without Harm**
- **Healthy Building Network**
- **SVTC/Computer TakeBack Campaign**
- **Clean Car Campaign**
- **Local Governments**
- **State Governments**
- **Federal government** (www.epa.gov/cpg)
- **Green product certification programs**



Independent EPP Certifications



- **Green Seal** (low-toxicity cleaners, paints)



- **Environmental Choice** (Canada EcoLogo)

- **Green Guard for Children and Schools** (low-emitting materials)



- **EPEAT** (green computers)

- **Green-e** (renewable energy)



- **USDA Organic/Fair Trade**

- **Energy Star** (energy-efficient office equipment, CFLs and appliances)



California EPP Program

Best Practices Manual

- **How to Determine Best Value**
- **How to Find EPPs on State Contract**
 - ◆ **Building Maintenance Supplies**
 - ◆ **Grounds Maintenance Products**
 - ◆ **Medical Equipment**
 - ◆ **Office Machines and Supplies**
 - ◆ **Vehicles/Transportation Equipment**



www.green.ca.gov/EPP/Introduction/default.htm

