How to Green Facility Maintenance, Repair and Operations (MRO) Contracts



RPN Webinar

April 19, 2017





RPN

International network

- States
- Local governments
- Federal agencies
- Colleges and universities
- School districts
- Businesses
- Nonprofits



Our Mission

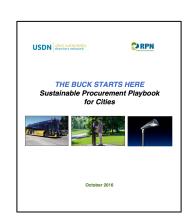
Promote and practice responsible purchasing by identifying best practices, developing effective purchasing tools, educating the market, and using our collective purchasing power to maximize environmental stewardship, protect human health, and support local and global sustainability.





RPN Resources

- >20 Responsible Purchasing Guides
- Webinars
- RPN newsletter
- Model specifications
- Technical assistance
- Sample purchasing policies
- Calculators and other tools









Audio and Recordings

 Participants are muted. Communicate technical questions (about sound, etc.) through the CHAT BOX in your GoToWebinar application.



 This presentation will be recorded and posted on RPN's website.





Questions?

Submit questions for presenters at any time by typing them into the GoToWebinar QUESTION BOX.



We will compile and answer them...

- After each presenter and
- At the end of the webinar





Polling Question #1

How does your organization primarily purchase its facility maintenance, repair and operations (MRO) supplies?

VOTE NOW







Polling Question #2

Has your organization included sustainability criteria in your current Facility MRO contract?

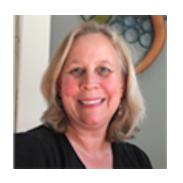
VOTE NOW







Presenters



Julia Wolfe,
 Director of Environmental
 Purchasing, Commonwealth of
 Massachusetts



Alicia Culver,
 Executive Director, RPN





Overview

- MA's EPP Program
- MA Green TA Grant from NASPO
 - Grant overview
 - EPP Category Development
 - Sustainability Specifications
 - Deep Dive Into Lighting
 - Market Basket Greening
 - RFP EPP Framework Recommendations
 - Participating Agreement for States
- Next Steps





Environmental Purchasing in Massachusetts

The Commonwealth's EPP Program 20 years old!

Environmental Purchasing Policy for the Commonwealth, EO 515

Directs all Departments to procure Environmentally Preferable Products (EPPs) and services whenever such products and services:

- Are readily available
- Perform to satisfactory standards
- Represent the best value to the Commonwealth





Environmental Purchasing in MA

About \$400M in EPP purchases in FY2015

Over \$28M in annual savings from purchasing EPPs

Table 1:	
FY2015 Estimated Cost Savings Summary	
for CFLs; LEDs; Computers, Laptops, Tablets, and Monitors;	
and Remanufactured Printer Cartridge Purchases	
DATA: Vendor Reports	
Energy Efficient Lighting: CFLs and LEDs	
Savings: less energy use	\$19,999,048
Savings: reduced labor	\$7,008,704
Computers, Laptops, Tablets, and Monitors	
Savings: less energy use	\$713,665
Remanufactured Printer Cartridges	
Savings: lower purchase cost	\$662,772
TOTAL ESTIMATED COST SAVINGS	\$28,384,190



MA EPP Benefits for FY2015

Reduced ~190,000 Million Tons of Carbon Equivalent (MTCE) by purchasing energy-efficient products as well as products with post-consumer recycled content



= to removing 64,776 passenger vehicles from the road for one year

Diverted estimated 19,222 tons of waste from disposal to recycling



= to conserving 613 households' energy consumption for one year





MA – Many contracts with EPPs

Over 30 contracts with EPPs

- Mandatory & desirable specs
- Some all-green contracts







Contract User Guide

How to Use FAC85: Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies Statewide Contract



Contract #: FAC85 Contract Duration: 03/15/2015 - 03/15/2018

MMARS #: FAC85 Options to Renew: Four (4) one year extensions

Contract Manager: Lana Gunaratne, 617-720-3315

Lana.M.Gunaratne@state.ma.us

This contract contains: EPP, SBPP, and SDO

UNSPSC: See Appendix E

Last change date: August 29, 2016

Contract Summary

This is a statewide contract for environmentally preferable cleaning products, programs, equipment and supplies, including green cleaning technologies. This is a multi-state contract available to Connecticut, New York, Rhode Island, and Vermont in cooperation with the lead state of Massachusetts. (The states of New Hampshire and Maine are also eligible to join).

All the green chemicals and janitorial paper products included in this contract are required to be "independently Third-Party Certified," which means that the environmental claims, as well as the product performance, have been tested and certified by an established and legitimate, nationallyrecognized third party certification program. Contract users do not have to analyze technical data and

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Operational Services Division | One Ashburton Place, Suite 1017 | Boston, MA 02108 | 617-720-3300 | www.mass.gov/osd





NASPO TA Grant Overview

NASPO awarded Massachusetts Green TA Grant to assist with greening our Facility Maintenance, Repair and Operations (MRO) contract, which we use to:

- Identify MRO EPP categories
- Conduct a market assessment of EPPs from various vendors
- Compile sustainability specifications
- Identify EPPs for the core/market basket list
- Develop EPP framework recommendations for ValuePoint master agreements
- Incorporate additional EPP language into a model participating agreement

For more information on NASPO's Green TA Grant Program, contact:
Elena Moreland,
Senior Policy Analyst,
NASPO,
emoreland@naspo.org





Vendor Responsible Purchasing Network





RPN is a nonprofit network that develops cutting-edge tools to help government agencies and institutions purchase sustainable products and services.





RPN's Work With NASPO











Two-state effort reduces public exposure to toxic chemicals



Two-state effort reduces public exposure to toxic chemicals

Wednesday, July 31, 2013

Government offices and schools across the Northwest will be healthier places to work and visit thanks to a new "green" janitorial supplies contract developed by Oregon's Department of Administrative Services in partnership with Washington's Department of Enterprise Services.

The contract - developed with support from the Oregon Department of Environmental Quality, Washington Department of Ecology and Responsible Purchasing Network - will supply public agencies with people- and planet-friendly janitorial supplies that reduce the use of toxic chemicals without increasing costs.

Reducing toxic threats is a top priority for both states and they are leveraging purchasing power to find solutions that protect both the economy and the environment. Oregon and Washington agencies spend more than \$20 million on janitorial supplies annually. The market impacts of this contract go beyond state purchasing as local governments and public schools may also take advantage of the price agreements.

"Government purchasing is a big economic driver. By encouraging the design and use of more responsible products, we can boost our economy while promoting better public health," said Oregon Gov. John Kitzhaber. "When states buy green goods and services that are comparable in quality, availability and cost to traditional ones, it's a triple win."

Oregon Executive Order No. 12-05, signed in April 2012 by Kitzhaber, calls on state agencies to support the advancement of green chemistry in Oregon through multiple strategies, including new state purchasing policies focused on less toxic products.

In Washington, Executive Order 04-01 directs all state agencies to purchase equipment, supplies and other products that do not contain persistent, toxic chemicals unless there is no feasible alternative.

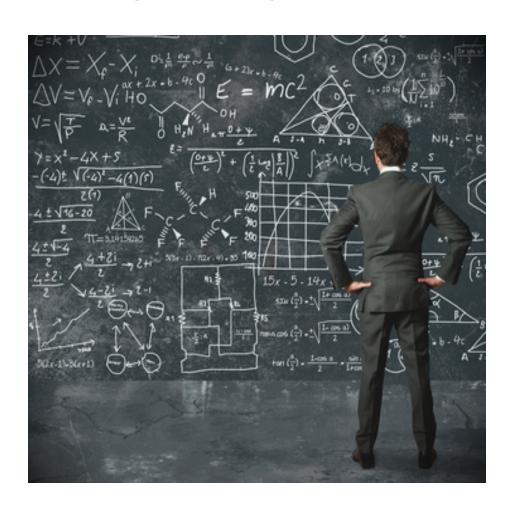




MRO Contracts Very Complicated

Sorted existing vendor-reported information

- Quarterly vendor reports
- EPP data needs scrubbing







EPP Product Category Identification

- Adhesives, caulk, sealants and tape
- Antimicrobial hand sanitizers
- Batteries and chargers
- Carpet and flooring
- Cleaning products (general purpose)
- Cleaning products (specialty)
- Compostable bags
- Degreasing agents
- Deodorizers
- Disinfectants and sanitizers
- Entryway and other matting systems
- Flashlights, headlamps and lanterns
- Fertilizers (mulch, compost, gardening products)
- Floor maintenance chemicals
- Furniture
- Furniture polish
- Graffiti and paint removers
- Hand dryers

- Hand soaps/sanitizers
- Hands-free restroom cleaning equipment
- HVAC equipment
- Insulation
- Janitorial paper products
- Janitorial supplies (mops, sponges)
- Laundry and dish detergents
- Lighting equipment
- Lubricants (grease, oils, etc.)
- Lumber, wood and plastic
- Metal polish
- Motors
- On-site cleaning generation units
- Other energy-efficient products
- Paints, primers, varnishes, coatings
- Pest management products
- Plumbing and irrigation equipment
- Power generators (e.g., solar)
- Power tools
- Powered cleaning equipment (vacuums, floor scrubbers, carpet extractors, etc.)

- Recycling products (bins, toters)
- Roofing Materials
- Safety equipment (gloves, ear plugs)
- Signage
- Snow melt products
- Solvents (parts washing chemicals)
- Sorbents
- Storage containers (lockers, racks)
- Traffic and athletic marking products (paints, thermoplastics)
- Trash bags/liners
- Vehicle maintenance chemicals
- Wallboard/Gypsum
- Water refill stations/Water fountains
 - Waterless Urinals





Green Product Category Matrix

Facilities MRO – Green Product Category Matrix

- Identified applicable 3rd-party certifications and standards
- Compiled MA existing specifications

Third-party Certified

- An independent organization's review of a product's manufacturing process and ingredients that includes:
 - Comprehensive material and formulation reviews
 - Lab testing
 - Facility inspection
- Product complies with specific standards for health, environmental protection and performance.
- Most certified products bear the certifier's mark on their packaging to buyers make educated purchasing decisions.

















Sustainability Certifications for MRO Contracts

Most common 3rd-party CERTIFICATIONS for MRO products include:

- Biodegradable Products Institute (compostable bags, food service ware)
- Consortium for Energy Efficiency (LED and fluorescent tube lamps)
- Cradle to Cradle (building materials, construction adhesives, paint)
- DesignLights Consortium (LED lighting equipment)
- ENERGY STAR (appliances, HVAC and lighting equipment, roofing materials, etc.)
- Forest Stewardship Council (wood and paper products)
- Green Seal (cleaners, floor polish/strippers, hand soaps, janitorial paper products, paints)
- Master Painters Institute (MPI) Green Performance Standard (paints and coatings)
- NEMA Premium Efficiency (motors, ballasts)
- SCS Indoor Advantage Gold (building materials, furniture)
- SCS FloorScore (carpet, flooring, flooring adhesives, underlayment)
- UL GREENGUARD Gold (adhesives, flooring, insulation, sealants, etc.);
- **UL EcoLogo** (cleaners, deodorizers, hand soaps/sanitizers, floor polish/strippers, janitorial paper)
- USDA Biobased (lubricants, building materials)
- US EPA Safer Choice (cleaners, hand soap, deicers, furniture polish, dish detergents, etc.)
- US EPA WaterSense (water-efficient fixtures, toilets, irrigation equipment)





Sustainability Standards for MRO Contracts

Common sustainability STANDARDS for MRO products include:

• EPA's Comprehensive Procurement Guideline (CPG)-compliant (recycled-content building materials, landscaping supplies, floor mats, oil spill absorbents, motor oil, etc.)



EU Restriction of hazardous Substances (RoHS) Directive (lead-free solder and electrical equipment, low-mercury fluorescent lamps)



- Rechargeable batteries
- Solar-powered equipment









Deeper Dive into Lighting

LIGHTING EQUIPMENT: Fixtures, Lamps, Ballasts

- Approved
- Limited Use
 - Prohibited













EPP Lighting

Lighting – Recommended

- LED screw-in bulbs (ENERGY STAR only)
- LED fixtures (ENERGY STAR or Design Lights Consortium (DLC))
- LED lamps (with separate driver)
- **LED exit signs/**retrofit kits
- LED tube lamps
- T8 and T5 fluorescent tube lamps
 (based on specs for high-efficiency/long-life/low-mercury content)
- Electronic fluorescent ballasts
 (ballasts for 4-foot T8s must be on NEMA Premium Efficiency list)
- 4-Pin CFLs
- Ceramic metal halide fixtures/lamps

Lighting – Prohibited

- Incandescent and halogen light bulbs (low efficiency)
- CFLs (LEDs more efficient, longer lasting and no mercury)
- LED fixtures or lamps NOT on ENERGY STAR or Design Lights Consortium (DLC) lists
- Fluorescent lamps with relatively low-efficiency, short life or high mercury content
- Fixtures for T12 or preheat fluorescent lamps
- Magnetic fluorescent ballasts
- Mercury vapor lamps and fixtures





MA - Piggybacking on the NASPO Facility MRO Contract







EPP Framework Recommendations

Proposed sustainability language to be included in NASPO's ValuePoint Facilities MRO RFP

- Recognizes that states are at different stages of greening their procurement programs
- Establishes foundation of proper green product labeling and reporting in the contract
- Increases number of green products on the core/market basket list
- Provides flexibility for states to integrate additional specifications and contract requirements into their Participating Agreements





EPP Framework – Master Level Recommendations

Labeling: Make it accurate and meaningful.

 Include certifications AND ability to remove inaccurate green claims (e.g., greenwashing or those that don't comply with state standards)

Reporting: Include green spend reporting requirements.



Green Product Offering: Offer a robust supply.

- Rechargeable batteries, low-toxicity paint, low-emitting construction adhesives, biobased lubricants, ENERGY STAR LED lamps, etc.
- This may also include products made by disadvantaged businesses.

Market Basket: Add green products to secure deeper discounts.

Sustainability Questionnaire: *Survey vendors* for additional, value-added sustainability programs and services

Negotiate: Add sustainability requirements to contract.





"Greening" the Market Basket List

MA proposed "compliant" products to add to the RFP's Market Basket/Core list:



- Janitorial Products (certified low-toxicity cleaning chemicals, hand cleaners, and janitorial paper products; safer disinfectants; microfiber mops/cloths; recycled-content/compostable bags; etc.)
- Lighting Equipment (ENERGY STAR LED lamps, etc.)
- Paint (low-toxicity interior, safety and traffic paints)
- Plumbing Equipment (water refill stations, waterless urinals)
- Power Sources (rechargeable batteries, LED flashlights)





EPP Framework – Other Recommendations

- Remove Non-Green Products From Market Basket
 - (e.g., alkaline batteries)
- Adopting Green/Sustainability Specifications
 - Using your purchasing power to effect change (e.g., no neonicotinoids)
- Sample Sustainable Product Additions to the Participating Agreement
 - (e.g., ENERGY STAR LEDs, certified low-toxicity cleaners)







Incorporated MA EPPs

1. Labeling

- Comply with Federal Trade Commission's Green Guides
- Catalog must label product with sustainability standard it meets (or required certification it has received)
- List % of recycled content (PCRC/TRC)



2. Contract Usage Reporting Requirements

3. Adding EPPs During Contract Period

- Establish preference for EPPs
- Adopt new specs during the contract period
- Negotiate additional (or substitution) EPPs



4. Restrictions on Mercury-Containing Products

Comply with Massachusetts Mercury Management Act of 2006











- 5. Low-VOC Products
 - Offer/label low- or no-VOC products
- **6.** Energy-Efficient Products
 - Offer/label ENERGY STAR products
- 7. Water-Efficient Products
 - Offer/label WaterSense products
- 8. Recycled-Content Products
 - Offer/label products that comply with EPA's Comprehensive Procurement Guidelines:
 - Construction Products
 - Landscaping Products
 - Park and Recreation Products
 - Transportation Products
 - Vehicular Products
- 9. Packaging
 - Greatest recycled content possible
 - Easily recyclable





10. Lighting

- No standard-sized (A19) incandescent light bulbs or compact fluorescent lamps (CFLs) may be offered on this contract.
- Vendors highly encouraged to offer a wide array of LED and other high-efficiency luminaires and light bulbs.
- All flashlights must contain only LEDs as their lighting source.



11. Pesticides

 No pesticides that are harmful to pollinators including the following Neonicotinoids: Imidacloprid, Clothianidin, Thiamethoxam, Acetamiprid, Dinotefuran



12. Crossover with Other MA Statewide EPP Contract Specifications





13. Make EPPs available on contract:

- Adhesives: Cradle to Cradle, Green Seal, SCS FloorScore, UL GREENGUARD Gold, UL EcoLogo, Carpet and Rug Institute (CRI) Green Label Plus
- Batteries: AA, AAA and D-cell rechargeable nickel metal-hydride (NiMH) that are low-self discharge and delivered pre-charged
- Lubricants: Re-refined motor oil and lubricants listed in the USDA's BioPreferred catalog (bio-based-certified products strongly encouraged)



- Motors: certified by the National Electronic Manufacturers Association's (NEMA) Premium Energy Efficient Motors Program
- Plastic Lumber: Conforms to standard wood dimensional lumber sizing, contains
 UV inhibitors and consistent in color through the entire profile, contains minimum
 of 90% total recovered materials (25% PCRC), and has 10-year guarantee





 Paint: certified by Green Seal, Cradle to Cradle, or the Master Painter Institute (MPI) under its Green Performance Standards (including Extreme Green)



- Solvents and Degreasers: Green Seal-certified
- Wood Lumber: FSC Certified and MA Preferred: EO 222: State Purchases of Massachusetts Agricultural Products to improve forest management and protect natural resources



Additional Market Basket Pricing

 During the life of the contract, the Commonwealth reserves the right to negotiate the addition of new EPPs into the market basket for the most preferential pricing.







WHAT?

Next Steps on MA's MRO Contracts

- 1. FAC94: Maintenance, Repair & Operations (MRO)
 Products, Supplies and Small Hand & Power Tools
 - NASPO Facilities MRO Contract (extended until mid-2018)
 - OSD plans to update its master framework recommendations for next bid to be awarded in 2018 and incorporate additional EPP language into its next contract Participating Agreement (PA)
- 2. FAC99: Walk-in Building Supplies and Materials (US Communities, NASPO)
- 3. FAC100: Building Maintenance, Repair and Operations Contract
 - MA Contract: bid and awarded 4/17; used master framework recommendations, including <u>EPP Specifications</u>
 - Category 10: EPP only category with rolling bid to encourage innovation





Polling Question #3

Are you interested in working collaboratively to add sustainability standards to your Facility MRO Supplies contract(s)?

VOTE NOW







Polling Question #4

Which types of green building supplies are you most interested in purchasing on your Facility MRO supplies contract(s)?

VOTE NOW







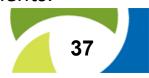
What Can You Do

- 1. Green your Facility MRO Participating Agreement!
 - This strategy can be used when signing on to NASPO ValuePoint and US Communities contracts.



- 2. Take the lead on creating your own contract using info we compiled!
 - Include EPP framework recommendations in your bid solicitation
 - ✓ Third-party sustainability certifications and standards
 - Bidder sustainability questions
 - ✓ Green MRO market basket list
- 3. If you're a State, take advantage of the NASPO Green TA grants to...
 - Develop specifications, desirable criteria and vendor survey questions;
 - Create scoring procedures and evaluate incoming bids;
 - Conduct compliance review making sure the products sold on your contract meet your sustainability criteria; and
 - Track and report results. (Contact NASPO for details.)
- 4. Share information about your green purchasing activities and resources.
 - RPN is working on Green MRO projects with MA (updating the Model PA), with NYS (identifying legitimate sustainability claims and "greenwashing"), and with Seattle on creating a model Green MRO PA for local governments.





Tools for You!



Final Report to NASPO

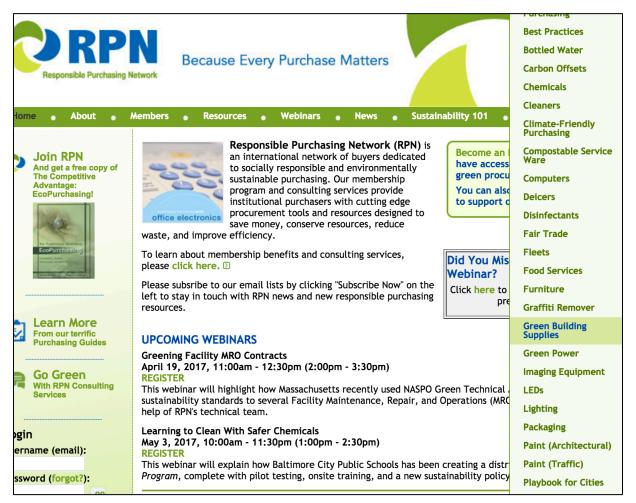
- List of Facilities MRO product categories with thirdparty certifications/standards
- Sample specifications for many of the products on MRO contracts
- List of green market basket items for MRO contracts
- Recommended foundation language to incorporate green structure into an MRO Master Agreement
- Sample EPP Participating Agreement for Facilities MRO contracts (e.g., NASPO ValuePoint, US Communities)

This resource is available on the NASPO and RPN websites.





RPN Resources on Facilities MRO Supplies







RPN Resources on Facilities MRO Supplies

NASPO-WSCA Fact Sheet

Buying Green Products on WSCA's MRO Contract with Grainger



WSCA Contact Gall Burchett, Purchasing Division Nevada Department of Administration

Tel: (775) 484-9172 gbarchettigadmin.or.gov



Dong D'Aleudo Smiter Government Sales Manager Tel: (916) 503-8229 Dong M.D'Aleudo@grainger.com

Grainger Contacts

Jeff Rotus Corporate Sustainability Manager Tel: (847) 535-6844

Introduction

Many states, local governments, and other public facilities purchase a wide variety of goods that are designed to help them maintain, repair, and operate their buildings and grounds. These Facilities MRO products include cleaning supplies, trash bags, paints and costings, lighting and HVAC equipment, batteries, and more. This fact sheet describes how users of the NASPO-WSCA Facilities MRO contract with Ominger can easily identify products that have verifiable environmental benefits. This includes items with third-party green certifications, recycled-content, etc.

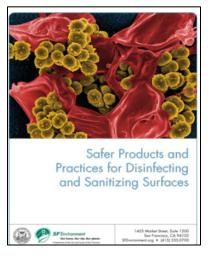
On March 1, 2011, the Western States Contracting Alliance (WSCA) awarded Pacilities MRO contracts to several companies. These contracts have an expination date of February 20, 2017. Three of the awardees are offer products in all MRO categories (including facilities maintenance products, lighting products, industrial supplies and tools) to public agencies in all participating states. The three national WSCA MRO contract awardees include: Easterni; (Imainger Industrial Supply, and MSC Industrial Supply. In addition, four contracts were awarded to companies that can offer a limited number of products (such as energy-efficient lighting equipment) to specific states.

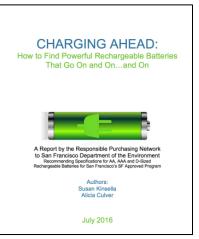
How Grainger designates a green product

Orainger determines that a product is green if it meets at least one of the following criteria:

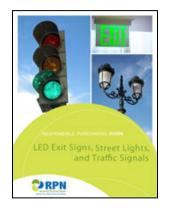
- a) It has been certified by an independent organization (such as Green Seal or EcoLogo)
- b) It has other "green environmental attributes" (e.g., contains "contains recycled content")
- c) It offers inherent environmental benefits (e.g., recycling bins)

•















NASPO GREEN PURCHASING RESOURCES

NASPO Green Purchasing Webinar Series



The Green Purchasing Committee is hosting a Green Purchasing Webinar Series featuring speakers from state central procurement offices and industry practitioners and certifiers.

- Click here to access webinar recordings and presentation slides:
- + Green Purchasing State Profiles
- → NASPO RPN Technical Assistance Projects for States

NASPO - RPN Fact Sheets

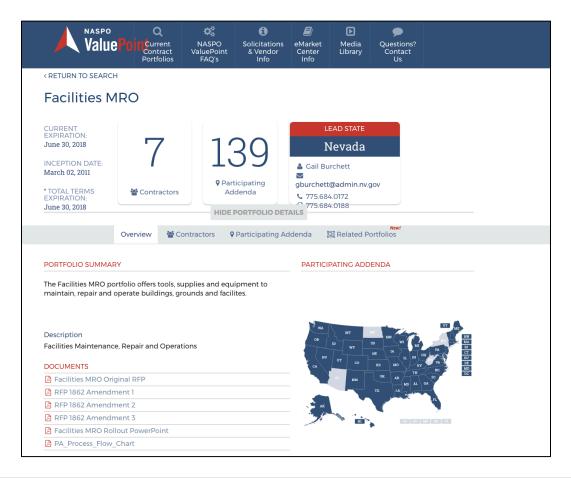
Buying Green Products on WSCA-NASPO Facilities MRO Contract with Fastenal Buying Green Products on WSCA-NASPO Facilities MRO Contract with Grainger Buying Green Products on WSCA-NASPO Facilities MRO Contract with MSC

http://www.naspo.org/green/index.html#NGreenResources





Greening Facilities MRO Contracts



7 CONTRACTORS



















Greening Facilities MRO Contracts



CONTRACT DOCUMENTS **PRODUCTS & SOLUTIONS**

REGISTER LOGIN

Maintenance Repair and Operating Supplies and Services

Comprehensive products and solutions from four best in class suppliers

We are excited to announce the multi-award for the new maintenance, repair, operating supplies, industrial supplies and related products and services contract. This contract delivers comprehensive products and services to meet your industrial supplies needs along with a complete range of services to help you save time and lower your bottom line.

contract.



Access to millions of products for maintenance, repair, and operations needs and capital improvements; available the same day at one of The Home Depot's 1,960+ store locations.

• Simple sourcing options available. Purchase online, in-store or special order with PCI compliant process.

 Bulk and volume pricing discounts on orders over \$1,500 plus earn a potential 5% annual rebate on all Home Depot purchases.

Get Started with the Home Depot

· Discounts on over 70,000 MRO and property management products.

Competitively-awarded MRO products and

property improvement services on a single

 Tiered rebate based on you Agency's annual purchases and early pay invoice discount for HD Supply credit accounts.

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- · Supply a full spectrum of maintenance and hardware products.
- · Team of 700+ national and local facility maintenance experts with a reputation for integrity and dedication, ready to serve you.
- Problem-solving expertise and smart solutions including: Stockwise Inventory Management Solutions, SupplyWorks In-Site For Education, and SupplyWorks Assessment Tool for Restrooms (SWAT).

Get Started with SupplyWorks



Access to more than 6 million products from more than 4.000 trusted manufacturers.

- Expertise- our associates' ability to evaluate operations and suggest improved products or
- Local support and inventory- more than 550 facilities and a robust, nationwide sales force.

Get Started with Applied Industrial Technologies





Resource: Mind the Store Campaign

Home Depot: DIY shouldn't spell danger

Posted Mar 29, 2017 by Mike Schade in Mind the Store





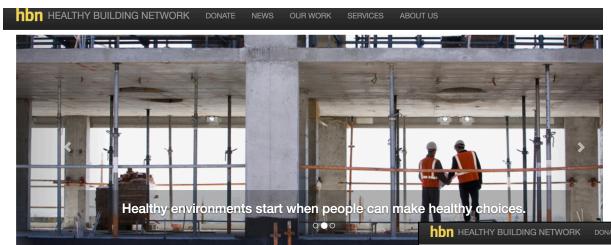








Resource: Healthy Building Network



HomeFree Affordable Housing Initiative

Healthy Affordable Materials Project

https://healthybuilding.net/



Aeon, Minneapolis, MN

Healthy Building Network Engages with Affordable Housing

Healthy Building Network is excited to partner with leaders in the affordable housing sector that are improving the health of families and workers by specifying healthier building products. Though all people are impacted, low-wealth communities are disproportionately exposed to chemicals hazards on the job, in their neighborhoods, and within the home. We spend up to 90 percent of our time indoors.

Today's buildings can contain many different chemicals of concern. From lead poisoning to asthma, our building materials can impact our health as much as the food we eat, the water we drink or the air we breathe.

For more information, click on the links below:



Questions/Contact Us

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