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

RPN Webinar
April 19, 2017

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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
Greening Facilities MRO Contracts

Environmental Purchasing in MA

About $400M in EPP purchases in FY2015
• Over $28M in annual savings from purchasing EPPs

<table>
<thead>
<tr>
<th>Table 1: FY2015 Estimated Cost Savings Summary for CFLs; LEDs; Computers, Laptops, Tablets, and Monitors; and Remanufactured Printer Cartridge Purchases</th>
</tr>
</thead>
<tbody>
<tr>
<td>DATA: Vendor Reports</td>
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<tr>
<td><strong>Energy Efficient Lighting: CFLs and LEDs</strong></td>
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<tr>
<td>Savings: less energy use</td>
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<td>Savings: reduced labor</td>
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<tr>
<td><strong>Computers, Laptops, Tablets, and Monitors</strong></td>
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<td>Savings: lower purchase cost</td>
</tr>
<tr>
<td><strong>TOTAL ESTIMATED COST SAVINGS</strong></td>
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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
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.
Greening Facilities MRO Contracts

RPN’s Work With NASPO

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
Greening Facilities MRO Contracts

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
- 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

o An independent organization’s review of a product’s manufacturing process and ingredients that includes:
  ▪ Comprehensive material and formulation reviews
  ▪ Lab testing
  ▪ Facility inspection
o Product complies with specific standards for health, environmental protection and performance.

o Most certified products bear the certifier’s mark on their packaging to help 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

- South Coast Air Quality Management District VOC Limits (paints and coatings, adhesives, sealants, solvents, etc.)
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)
MA MRO Participating Agreement

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*
MA MRO Participating Agreement

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

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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
Greening Facilities MRO Contracts

MA MRO Participating Agreement

• **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.
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 [EPP Specifications](#)
   - 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.
Final Report to NASPO

- List of Facilities MRO product categories with third-party 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

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Because Every Purchase Matters

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.

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**UPCOMING WEBINARS**

**Greening Facility MRO Contracts**
April 19, 2017, 11:00am - 12:30pm (2:00pm - 3:30pm)

**REGISTER**

This webinar will highlight how Massachusetts recently used NASPO Green Technical Advisory standards to several Facility Maintenance, Repair, and Operations (MRO) contracts with the help of RPN’s technical team.

**Learning to Clean With Safer Chemicals**
May 3, 2017, 10:00am - 11:30pm (11:30pm - 2:30pm)

**REGISTER**

This webinar will explain how Baltimore City Public Schools has been creating a district wide Program, complete with pilot testing, onsite training, and a new sustainability policy.

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**Green Building Supplies**

- Green Power
- Imaging Equipment
- LEDs
- Lighting
- Packaging
- Paint (Architectural)
- Paint (Traffic)
- Playbook for Cities

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RPN Resources on Facilities MRO Supplies

NASPO-WSCA Fact Sheet
Buying Green Products on WSCA's MRO Contract with Grainger

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 coatings, lighting and HVAC equipment, batteries, and more. This fact sheet describes how users of the NASPO-WSCA Facilities MRO contract with Grainger can easily identify products that have verifiable environmental benefits. This includes items with third-party green certifications, recycled-content, etc.

Grainger

How Grainger designates a green product
Grainger 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 Ecolab).

b) It has other "green environmental attributes" (e.g., contains "contains recycled content")

c) It offers inherent environmental benefits (e.g., recycling bin)

Green Purchasing Best Practices:
Architectural Paints and Coatings

Safer Products and Practices for Disinfecting and Sanitizing Surfaces

CHARGING AHEAD:
How to Find Powerful Rechargeable Batteries That Go On and On…and On

A Report by the Responsible Purchasing Network to the San Francisco Department of the Environment Agreement Number: 13-033-13-0226-02

Rechargeable Batteries for San Francisco SF Approved Program

Author:
Susan Kinnula
Aloha Güver

July 2016

Green Purchasing Best Practices:
Traffic Paint

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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

Facilities MRO

CURRENT EXPIRATION: June 30, 2018
INCEPTION DATE: March 03, 2011
* TOTAL TERMS EXPIRATION: June 30, 2018

7 Contractors
139 Participating Addenda

LEAD STATE: Nevada
Call Burchett
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PORTFOLIO SUMMARY
The Facilities MRO portfolio offers tools, supplies and equipment to maintain, repair and operate buildings, grounds and facilities.

Description
Facilities Maintenance, Repair and Operations

DOCUMENTS
- Facilities MRO Original RFP
- RFP 1862 Amendment 1
- RFP 1862 Amendment 2
- RFP 1862 Amendment 3
- Facilities MRO Rollout PowerPoint
- PA_Process_Flow_Chart

7 CONTRACTORS

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Greening Facilities MRO Contracts

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.

**The Home Depot PRO**

- 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

**SupplyWorks**

- 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

**HD Supply Government Solutions**

- Competitively-awarded MRO products and property improvement services on a single contract.
  - Discounts on over 70,000 MRO and property management products.
  - Tiered rebate based on you Agency's annual purchases and early pay invoice discount for HD Supply credit accounts.

Get Started with HD Supply

**Applied Industrial Technologies**

- 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 processes.
  - 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

https://healthybuilding.net/
Questions/Contact Us

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