Responsible Purchasing Network (RPN)

RPN New and Prospective Member Orientation

Jonathan Cohen Director, Workplace Programs Center for a New American Dream

January 21, 2010



Agenda

- 1) Welcome and Introduction
- 2) Services
- 3) Products
- 4) Membership Administration
- 5) Communications
- 6) Questions



Questions?

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Welcome and Introduction

- Founded at the White House in 2005
- International membership network
- Government, business, universities, nonprofits
- Best practices, tools, collective purchasing power
- >\$50B in annual spend







RPN Members

- 248 RPN members
- Members employ over 750,000
- 2/3 have responsible purchasing policies
- Eco-labels are widely recognized and used
- 94% plan to do more responsible purchasing next year







- **1) Green Office Audits**
- 2) Green Schools
- 3) Consulting and Training



Green Office Audits

- Assess green level of operations
- Cost savings
- Reduce energy use, emissions, and waste
- LEED purchasing assistance
- Improve employee morale
- Improve brand reputation



Green Schools

- Green cleaners and health
- Cost savings
- STARS (Sustainability Tracking, Assessment & Rating System) purchasing assistance
- LEED purchasing assistance
- Reduce energy use, emissions, and waste
- Satisfy green regulations





Consulting and Training

- Customized green purchasing policies
- Model green purchasing specifications
- Cost benefit calculations
- On-site sustainability audits
- Contract evaluation

RPN

- Product and vendor evaluation
- Custom responsible purchasing guides
- Training—On and off-site



Products

- Saving Green Guide money and environment
- Green doesn't have to be more expensive
- Survey of purchasers
- Member benefit
- Best practices for saving green
- Case studies



RPN Resources: Purchasing Guides, Trends Report, Model Annual Report

Vincent Kitira Manager, Responsible Purchasing Network Center for a New American Dream

January 21, 2010



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RPN PURCHASING GUIDES

Contents:

- Overview
- Social and Environmental Issues
- Best Practices
- Cost, Quality, and Supply
- Policies
- Specifications
- Standards
- Definitions
- Case Studies
- Calculators

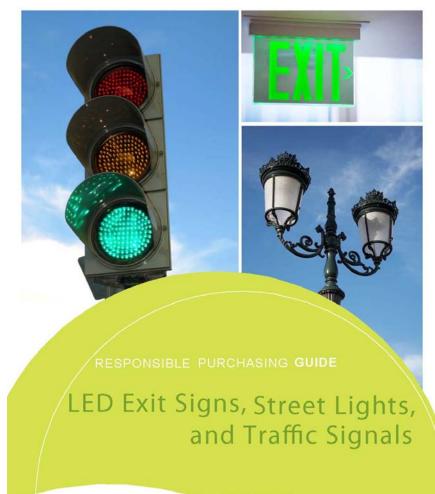






cleaners







Product Categories:

- Bottled Water
- Carbon Offsets
- Cleaners
- Computers
- Copy Paper
- Fleet Vehicles
- Fluorescent Lights
- Food Services
- LEDs
- Graffiti Remover
- Green Power
- Office Machines
- Paint
- Toner Cartridges
- Tires, Wheel Weights





Issues covered in this section:

- Energy and climate change
- Hazardous substances, health and safety
- End of life management

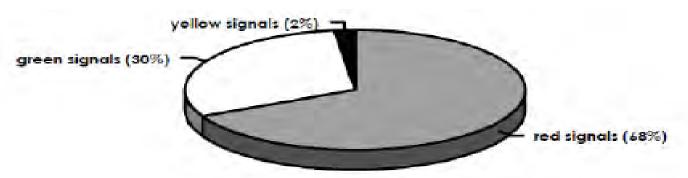


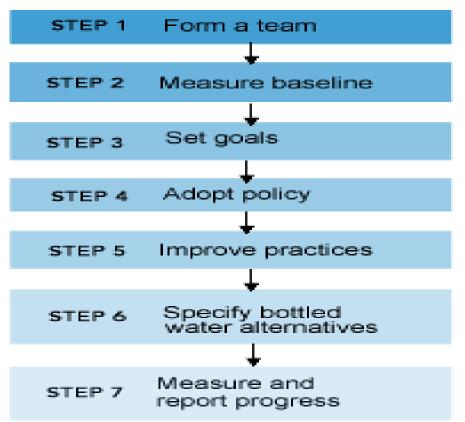
Figure 1: Percentage of total potential energy savings by traffic signal color. Red signals have the greatest duty cycle (55%) and red LEDs have the lowest wattage of all traffic signal colors. Therefore, retrofitting red signals represents the greatest potential energy savings of any color.





Best Practices

Figure 3: Best Practices Flow Chart







Cost, Quality, and Supply

- What will it cost?
- How does it perform?
- Where is it available?



Policies

- Model and Sample Policies Relevant to Product Category
- Available for Federal, State, and Local Agencies; Universities; and Corporations



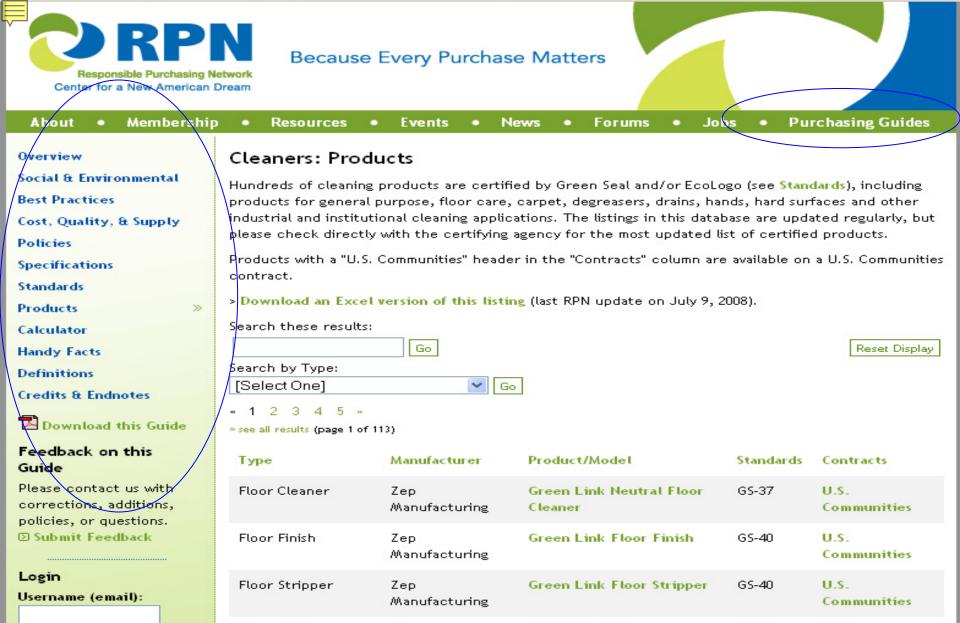


- Model and Sample Specifications Relevant to Product Category
- Available for Federal, State, and Local Agencies; Universities; and Corporations
- Very useful contract language!



Standards





Multi-Clean Green

Green Link Glass Cleaner

U.S.

U.S.

Communities

Communities

GS-37

GS-37

Password (forgot?):

General Purpose

Window / Glass

Cleaner

Cleaner

go

Zep

Zep

Manufacturing

Manufacturing

Create Account

a project of



- How to measure environmental benefits and cost savings?
- CALCULATORS!







Responsible Purchasing Trends

Survey of 135 purchasers:

- Collectively spend ~\$53 billion annually
- > 2/3 have 'green' purchasing policies
- 86% say environmental factors are very/important in purchasing decisions
- Most use ENERGY STAR, LEED, Green Seal, EPEAT



 9/10 will do more green purchasing in Download the free report: www.ResponsiblePurchasing.org





Achievements

- 135 RPN Members report spending \$4-\$10 billion on responsible goods and services in 2008
- One in five respondents used calculators to quantify financial and/or environmental impacts
- RPN Members employ more than 750,000 people

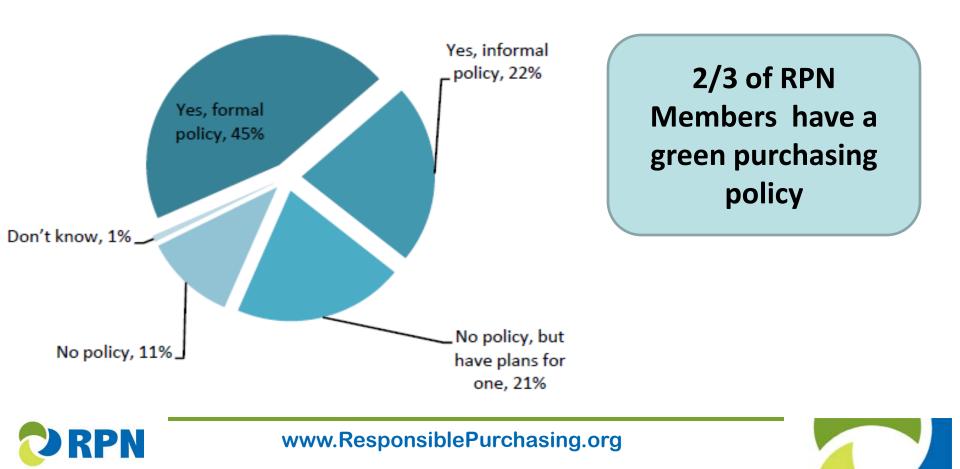




Green Purchasing Policies

Responsible Purchasing Policies Are Prevalent

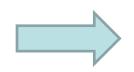
Percentage of Respondents



Responsible Purchasing Factors

Top 3 Priorities:

- Performance
- Availability
- Price
- ~ 90% say **Environmental Considerations** are "important" or "very important"

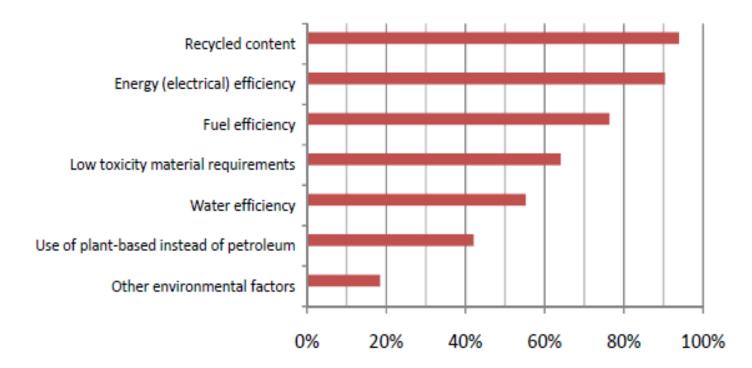


About 70% say **Social Impact Considerations** are "important" or "very important"



Responsible Purchasing Practices

Percentage of Organizations Including Environmental Criteria in Purchasing Decisions







Most Used & Recognized Ecolabels

#2

#3

#4

Most Utilized and Recognized Standards

Standard	Recognized/ Utilized
Energy Star	100% / 94%
LEED	91% / 70%
Green Seal	90% / 66%
EPEAT	81% / 61%
FSC (Forest Stewardship Council)	76% / 46%
EcoLogo (Environmental Choice)	87% / 46%
Chlorine-Free	90% / 45%
EnergyGuide	77% / 36%
GreenGuard	71% / 29%
USDA Organic	76% / 28%
Fair Trade Certified	72% / 28%
CRI Green Label	58% / 23%
C2C (Cradle-to-cradle)	70% / 20%
SFI (Sustainable	
Forest Institute)	59% / 19%
Green-e	51% / 19%
SCS (Scientific Certification Systems)	47% / 15%
DfE (Design for Environment)	61% / 15%
WaterSense	48% / 9%

Usage Rank:



ENERGY STA











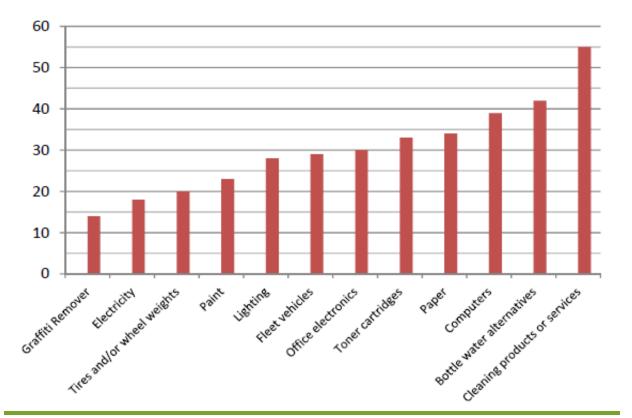






Which Guides Are Most Popular?

Number of Institutions that Have Used RPN Resources to Green Their Procurement of Specific Products







Model Annual Responsible Purchasing Report

- Under development
- Will serve as a template for purchasers to create annual green purchasing reports
- Meant to be applicable to any organization, regardless of type or affiliation



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Phillip Kobernick Fellow, RPN

January 21, 2010



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Other Publications

Responsible Purchasing Network Center for a New American Dream

Because Every Purchase Matters

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Other Publications

- Paper Standards Comparison Chart
- Cooperative Contracts Factsheet









RPN Paper Standards Comparison Chart

Eco-label	Standard	Criteria
Green Seal	GS-07: Printing and Writing Paper	 Contains at least 30% post-consumer waste by weight. Manufactured without chlorine or any chlorine derivatives.
http://www.greenseal.org/	GS-10: Coated Printing Paper	 Coatings free of heavy metals and formaldehyde. Contains at least 10% post-consumer waste. Manufactured without chlorine or any chlorine derivatives.
Sustainable Forestry Initiative (SFI)		
	100% Certified Forest Content	- All fiber is sourced from SFI certified forests.





PRPN FACTSHEET:

Buying Green on Cooperative Contracts

What are Cooperative Contracts?

Cooperative, or group, purchasing contracts are agreements between buyers and vendors designed to reduce the administrative burden of contracting while leveraging volume to negotiate preferred pricing and service for members of a group or consortium.

What are the Benefits?

- Reduced contracting costs due to limited:
 - RFP development
 - Advertising & solicitation
 - Evaluation, negotiation & contract award
 - Protests
 - Contract management
- Leveraged purchasing power:
 - Attains competitive pricing
 - Encourages responsive service
 - Shifts the marketplace toward greener products by demonstrating demand

What are the Possible Hurdles?

Pool or poropived conflicts with your internal

<mark>Helpful T</mark>erms

Competitive Bidding/Solicitation is

a transparent procurement method in which bids from competing contractors, suppliers, or vendors are invited by an openly advertised scope, specifications, terms and conditions of the desired contract, as well as the criteria by which the bids will be evaluated. Competitive bidding aims to obtain goods and services at the lowest prices by stimulating





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 Allows for interaction and communication between RPN members via Member
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procurement tools and resources designed to save money, conserve resources, reduce waste, and improve efficiency. To learn about membership benefits and consulting services, please click here. 🗵

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Whether your organization has recently joined RPN or is considering membership, please join us for our New and Prospective Member Orientation and learn how to get the most out of your RPN membership. D More

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Center for a New American Dream and RPN Receive Green Business Certification

Montgomery County, Maryland awarded the Center for a New American Dream their new Green Business Certification. A press conference held December 16 showcased the inaugural group of 11 organizations operating in Montgomery County that were successfully audited against 244 environmental criteria in areas such as environmentally

responsible purchasing, waste reduction and recycling, pollution prevention, energy efficiency and renewable energy, water use, and transportation. 🗈 More



New and Improved Paper Standards Chart

Director's Corner: Looking Back on 2009

RPN's latest publication, a Paper Standards Comparison Chart, has been revised based on member feedback to include more background information on different paper certifications. This revision will make the acquisition of environmentally preferable paper easier by providing a clearer picture of the eco-labels that certify them. 🗵 More



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Last Name:	Kobernick
Email:	phillip@newdream.org
Website:	www.responsiblepurcha
Phone Number:	(301) 891 3683
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Phillip Kobernick RPN Fellow 6930 Carroll Ave. Ste. 900 Suite 900 Takoma Park, MD 20912

phillip@newdream.org Phone: (301) 891-3683 www.responsiblepurchasing.org

Product Interests:

Carpet, Cleaners, Computers, Electricity, Fleet Vehicles, Janitorial Supplies, Lighting, Office Electronics, Paint, Paper

General Procurement Interests:

Implementation Practices, Policies, Specifications, Standards

Social & Environmental Interests:

Air, Energy, Human Health & Hazardous Substances, Land, Manufacturing & Retailing, Materials, Social Responsibility, Water

Experience, Qualifications, Affiliations:

B.A., University of California, Los Angeles (UCLA), Political Science and Environmental Systems and Society. Before joining the New Dream team, Phillip has been involved in several environmental groups in California. He was Chapter Chair of UCSD's CalPIRG chapter, working to promote the use of solar energy on California campuses and also worked with Environmental California to pass a state renewable electricity standard. At UCLA, he helped draft and eventually pass The Green Initiative Fund (TGIF), a green fee referendum that is raising over two million dollars for student led sustainability projects over ten years.

Other Interests:







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- Allows you to connect with other RPN members interesting in green procurement
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State Of Maryland

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		cannedwater4kids inc.	WI	Gregory Stromberg							
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244 environmental criteria in areas such as environmentally responsible purchasing, waste reduction and recycling, pollution prevention, energy efficiency and renewable energy, water use, and transportation. D More



New and Improved Paper Standards Chart

RPN's latest publication, a Paper Standards Comparison Chart, has been revised based or member feedback to include more background information on different paper certifications. This revision will make the acquisition of environmentally preferable pape easier by providing a clearer picture of the eco-labels that certify them. ⁽²⁾ More

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- Affiliate Membership
- Everyone in your organization has access to your RPN membership!
- Use unique affiliate link sent via e-mail
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Communications

Webinars

- Computers and Office Electronics Update Nov. 19, 2009
- Bottled Water, University Ed. Oct. 29, 2009
- Cooperative Contracts Sept. 17, 2009







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Green Power Lighting Office Electronics		Speakers and Office Electronics - November 19, 2009 Request a Speaker covered new developments in the world of greener office electronics and biogrammetric data and biogrammetric dat								r office electronics and	
Tires and Wheel W	Webinar Materials ides, Office Electronics and Computers. The webinar speakers consisted of:										
Login Username (email): phillip@newdream Password (forgot?):	 Vincent Kitira, RPN Manager Sarah O'Brien, EPEAT Outreach Director Una Song, ENERGY STAR Program Manager Alison Waske, Sustainability Manager, Warner, Norcross, and Judd LLP 										

- Alison Waske, Sustainability Manager, Warner, Norcross, and Judd LLP
- Sharon Clanton, State of Illinois, Department of Children and Family Services

Watch or download now 🗵

Office Electronics

DREN



go

Bottled Water, University Edition - October 29, 2009

This Guide provides schools with all the resources they need to eliminate bottled water and transition to municipal tap water with bottled water alternatives such as filters, fountains, bottle-less coolers and reusable containers. The Guide also contains an extensive list of school's that have expelled bottled water from their campuses and several policy samples.

The webinar speakers consisted of:

- Phillip Kobernick: RPN Fellow
- Meghan Fay, Sustainability Tracking, Assessment & Rating System (STARS)
- David Jacks, The Canadian Federation of Students (CFS)
- John Stouart, Cornerate Associatability International



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Communications

Responsible Purchasing Updates (RPUs)

- Monthly newsletter
 - RPN program highlights
 - Member news
 - **o** Green purchasing news
 - Upcoming events



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RPN Program News

- <u>Center for a New American Dream and RPN Receive Green Business</u>
 <u>Certification</u>
- Sign Up for the New and Prospective Member Orientation Webinar
- Download the Office Electronics and Computers Webinar
- New and Improved Paper Standards Comparison Chart
- <u>View Our Updated Water Filter Product Database</u>
- Happy Holidays from Everyone at RPN!

New Members

<u>RPN Welcomes New Members</u>

RPN Member News

- ICLEI Launches New Carbonn Climate Center with UNEP
- King County, Washington Announces New Green Holidays Program
- Maryland Invests in Green Energy

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Communications

Responsible Purchasing Announcements (RPAs)

Download RPN's New Paper Standards Comparison Chart

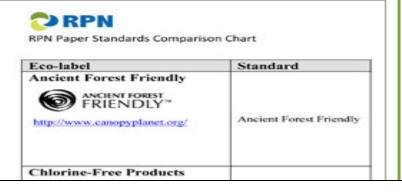
Responsible Purchasing Announcement

To make it easier for organizations to purchase environmentally preferable paper, RPN created a **Paper Standards Comparison Chart**, which outlines the differences between common eco-labels and their multiple standards.

It is no secret that paper production can cause substantial environmental harm. However, some paper mills have undertaken sustainability efforts and have earned recognition by several different third party certifiers. The Forest Stewardship Council (FSC) alone has 20 recognized pulp providers that provide over 350 certified paper products in the United States.

Environmentally preferable paper that has been certified by eco-labels contains authenticated attributes, such as the use of fiber sourced from sustainably managed forests, manufacturing processes that do not include chlorine or its derivatives, and the utilization of post-consumer recycled content. However, eco-labels frequently use different criteria and analyze different phases of production.

As a result, a wide variety of eco-labels and standards now exist for paper. So much so that it is not always clear what differentiates one from another. The new



RPN

December 3, 2009





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Communications

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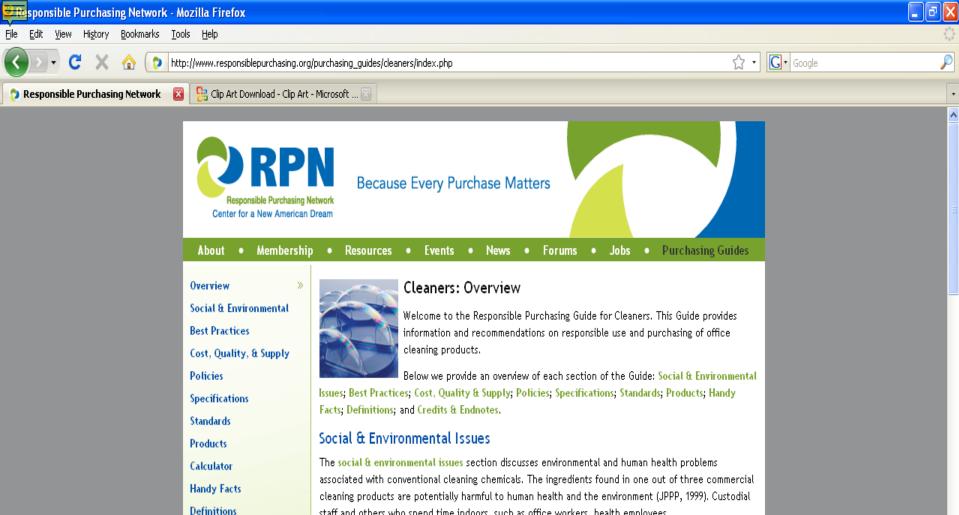
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Speaking







staff and others who spend time indoors, such as office workers, health employees (such as doctors and nurses) and students, are particularly susceptible to the health risks posed by these products. Health problems associated with cleaning chemicals include reproductive disorders, major organ damage, permanent eye damage, asthma and other respiratory ailments, headaches, dizziness, and fatigue (Culver, 2002; EPA, 2007). These chemicals can also find their way into lakes, streams, and other water bodies (some of which may serve as drinking water sources), presenting further health and environmental concerns.

Best Practices

Credits & Endnotes

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Feedback on this

Please contact us with

corrections, additions,

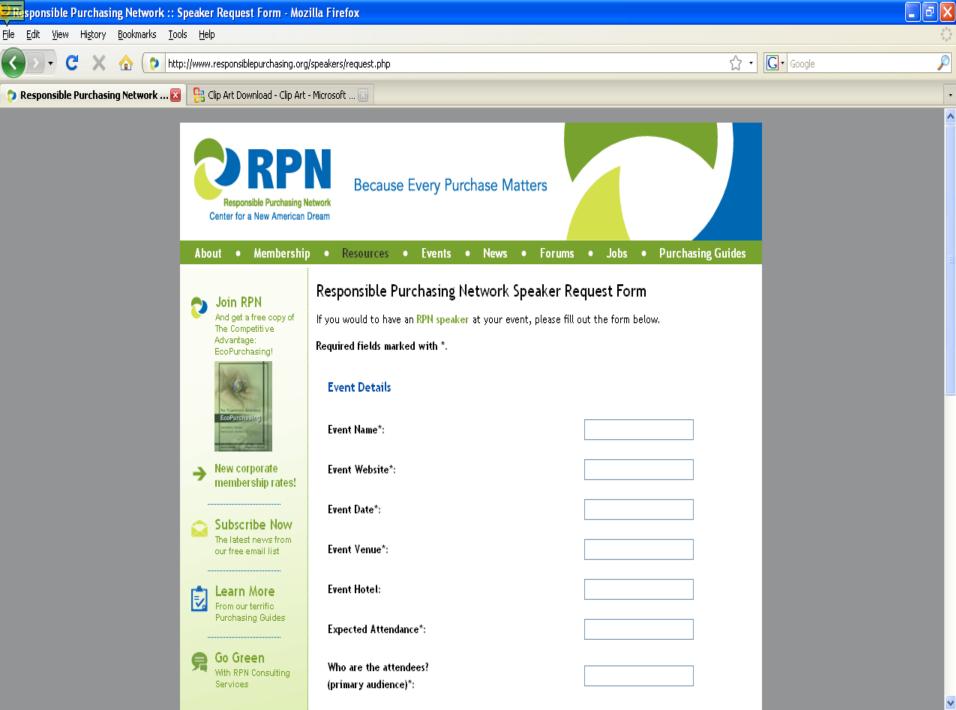
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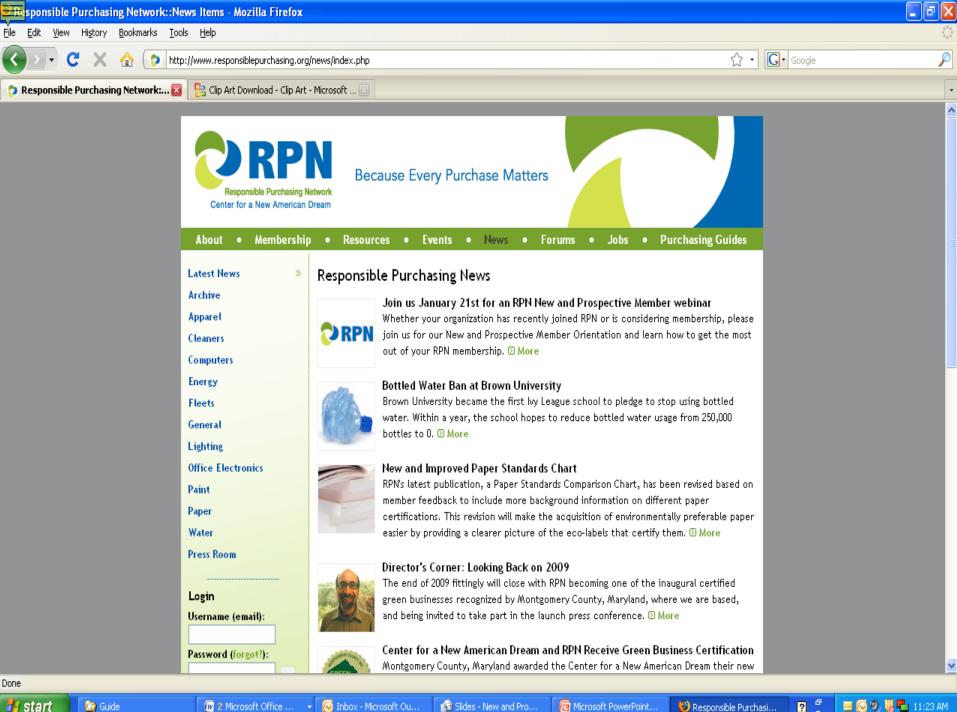
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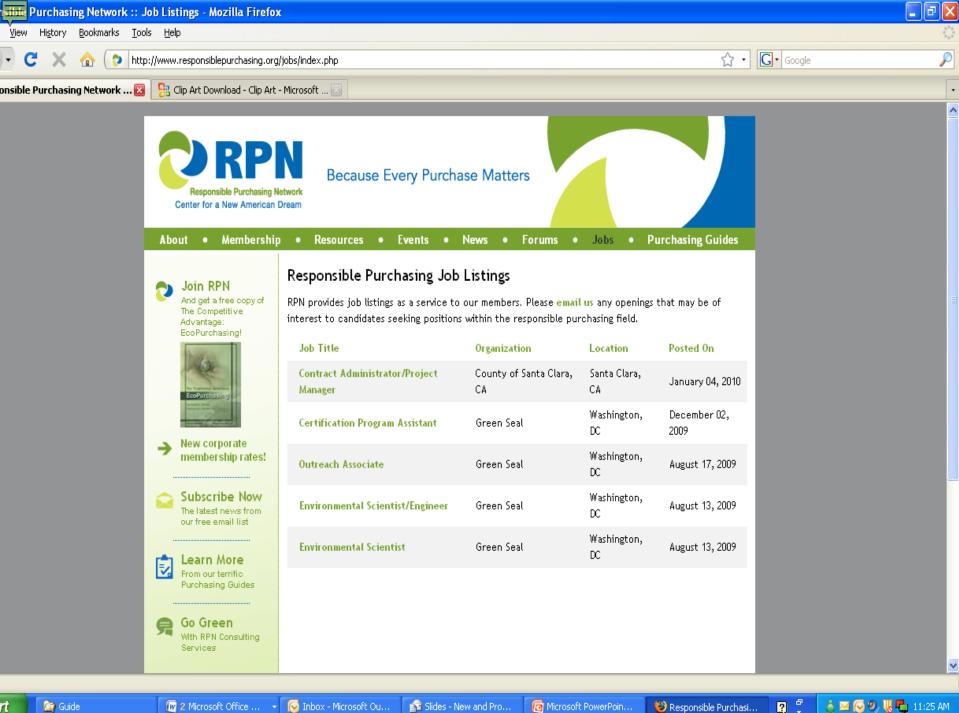
The **best practices** section discusses how to structure and implement green cleaning programs. Effective green cleaning programs designate a dedicated team of stakeholders to address the issues and execute a plan. The team should measure baseline data set goals, adopt a policy, review and adopt





🛃 start

😻 Responsible Purchasi... 2



👗 🖂 🐼 🧶 🔣 🏪 11:25 AM

Join RPN Because Every Purchase Matters.

Membership Benefits:

- Model policies and specifications
- Green purchasing webinars
- Certified green products database
- Expert sustainability speakers
- Responsible Purchasing Awards

Consulting Services:

- Custom green specifications
- Green purchasing policies
- Life Cycle Analyses
- Green office audits
- Cost-saving green practices



"RPN provided us with the data analysis demonstrating the long-term, positive environmental effects made by shifting to more responsibly made products."

> Perry Plumart, Deputy Director, Green the Capitol Office, U.S. House of Representatives. Office of Greening the Capitol

RPN's series of Responsible Purchasing Guides includes best practices, policies, specs, standards, case studies, calculators, group contracts, and green product lists for:



Carbon offsets

- Cleaners
- Computers
- Drinking water
- Faith organizations
- Fleet vehicles
- Fluorescent lighting
- Food services

- Graffiti remover
- LED lighting
- Office electronics
- Office paper
- 🕨 Paint
- Renewable energy
- Tires & wheel weights
- Toner cartridges
 - ... and more coming soon

For membership inquiries & consulting rates, please contact:

> The Responsible Purchasing Network www.ResponsiblePurchasing.org rpn@newdream.org

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Thank You

