Maryland
DEPARTMENT OF
GENERAL SERVICES

Maryland Green Purchasing Committee

Quarterly Meeting
August 12, 2021

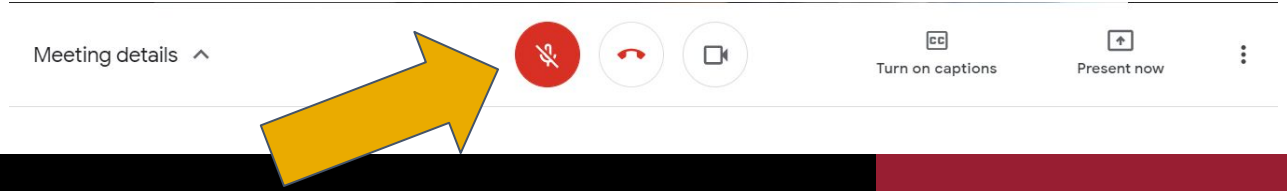
Welcome

Virtual Meeting Logistics

Maryland
DEPARTMENT OF GENERAL SERVICES

- Please ensure that you are on “mute”
- We may mute you
- Unmute yourself if you need to speak
- Our meetings must comply with the Maryland Open Meetings Act
    - Introduce yourself by name prior to speaking

If you are joining by phone, you need to use *6 to UN-MUTE yourself to speak



Agenda

Maryland
DEPARTMENT OF GENERAL SERVICES

I. Welcome
II. Approval of Meeting Minutes
III. Recent Activities
IV. Specifications Update
V. FY 2022 Work Plan
VI. Presentation on Engaging Vendors on Green Purchasing by Delharty Manson, GSIP intern
VII. Member Announcements
VIII. Open Discussion
IX. Conclude

Introductions

Statutory Members:

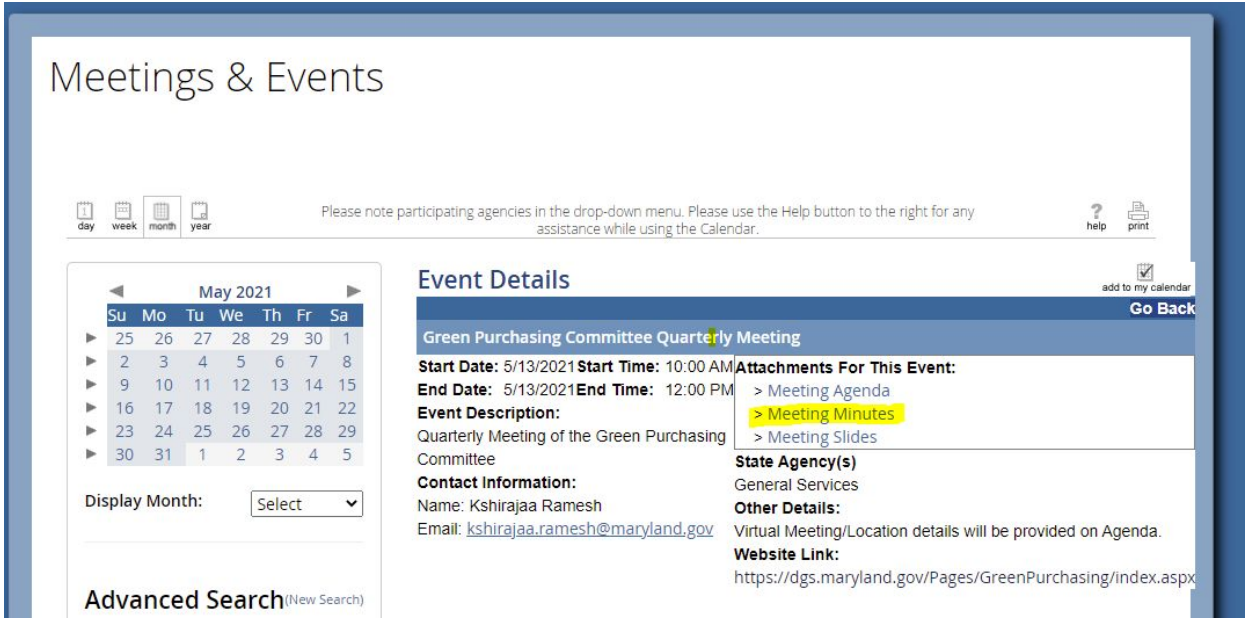
- General Services (Chair)
- Budget & Management
- Environment
- Health
- Information Technology
- Natural Resources
- Public Safety & Correctional Services
- State Treasurer
- Transportation
- University System of Maryland

Guests

- BISM
- MCE
- Others

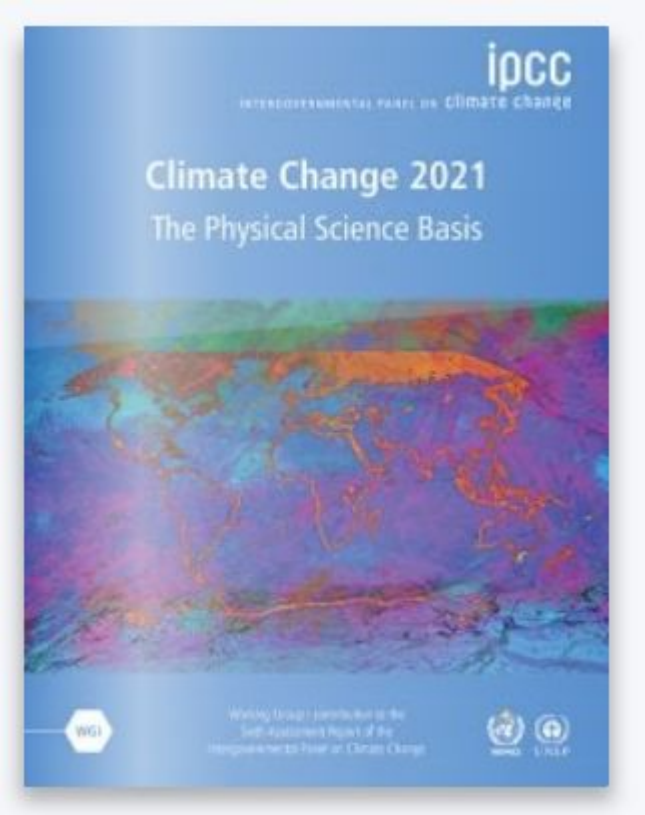
Approval of Meeting Minutes

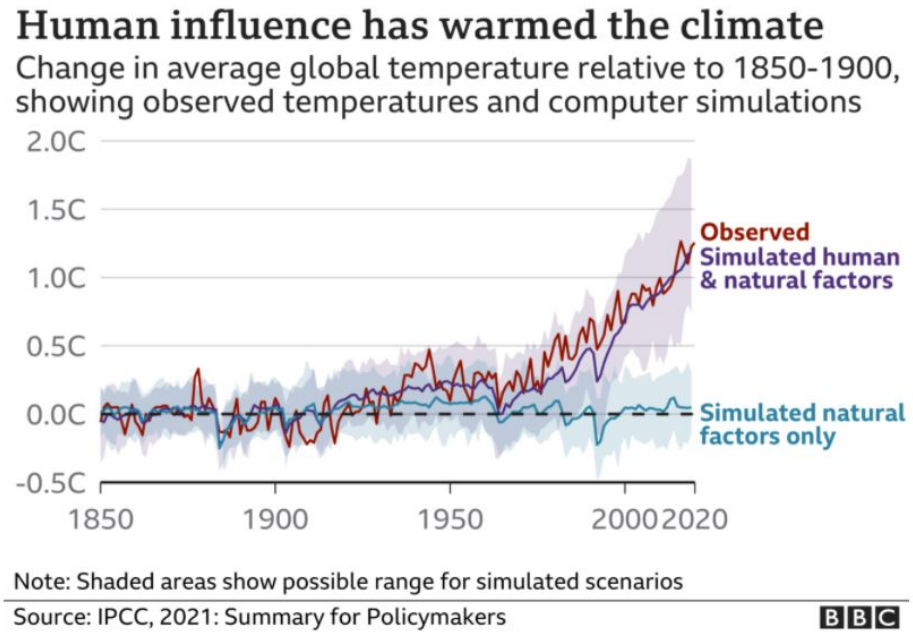
Maryland
DEPARTMENT OF GENERAL SERVICES



[May Meeting Minutes]

Opening Thought





Opening Thought

Maryland
DEPARTMENT OF GENERAL SERVICES

*Up to 80% of a large organization's greenhouse gas emissions are embedded in the supply chain.**

That means that ***Maryland has a major opportunity to reduce our carbon footprint by greening the products that we buy****.*

Our work matters and we can make a difference!

Sources: CDP, SPLC

Recent GPC Activities

FY21 By the Numbers (year to date)

Maryland
DEPARTMENT OF GENERAL SERVICES

6

Specifications Approved & Published

8

Contract Solicitations Greened

21

Agencies Sending Green Spend Data (30%)

15

Vendors Sending Green Spend Data (75%)

119

Procurement Staff trained on Green Purchasing

Looking Back at Our FY 21 Goals

Maryland
DEPARTMENT OF GENERAL SERVICES

What we said we'd do:	***What we did:***
Training: Maryland Procurement Academy "Intro to Green Purchasing" Course	**5** Classes; Trained **119** Procurement Professionals
Improved Agency Reporting	Created framework, template, guidance & 2 agency info sessions
Support Statewide Electric Vehicle (EV) Goals	Contracts, EV procurements, Program established (DGS), Chargers rolling out
Update Specifications	Updated or created **6** specifications
Energy & Cost Savings Guidance for Agencies	Published factsheet & held webinar on "Saving Money by Buying Green"
Additional Website Improvements	Added **7** new webpages; **5** new tools/ resources

Goal: Provide “Intro to Green Purchasing Training”

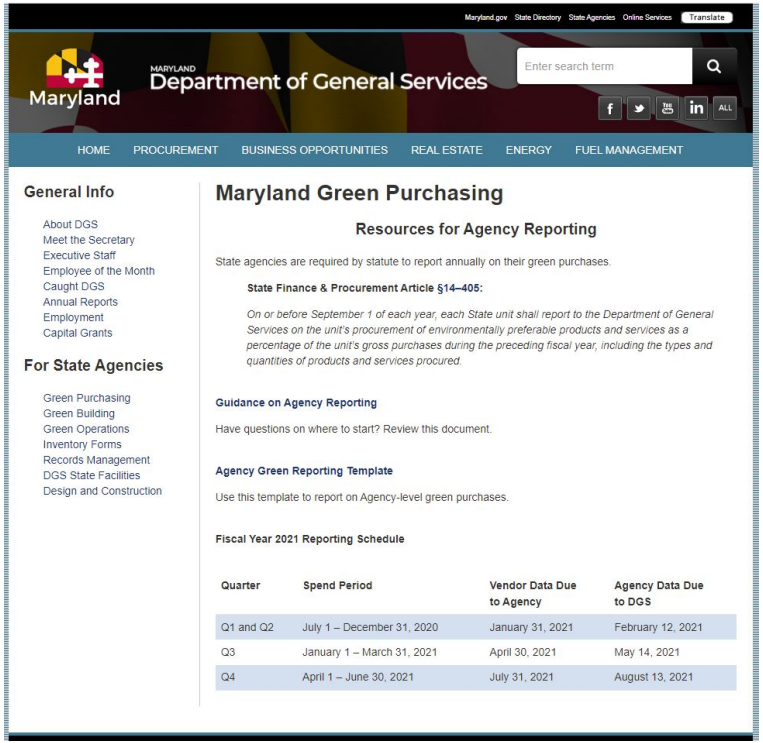
- ☑ Delivered 5 Procurement Academy Training classes on Green Purchasing
- ☑ **Trained 119 procurement professionals!**
  - 100% Positive Feedback from attendees
  - Special visit from Treasurer

Goal: Improved Agency Reporting

Maryland
DEPARTMENT OF GENERAL SERVICES

- ☑ Created Data Collection Template and quarterly data submission schedule for Agencies
- ☑ Agency Guidance published to GPC website
- ☑ Held 2 agency info sessions (Nov 2020 and June 2021)

Note: There is more work to do to get good data from Agencies



Maryland.gov State Directory State Agencies Online Services Translate

Maryland — MARYLAND Department of General Services — Enter search term

HOME | PROCUREMENT | BUSINESS OPPORTUNITIES | REAL ESTATE | ENERGY | FUEL MANAGEMENT

General Info

About DGS
Meet the Secretary
Executive Staff
Employee of the Month
Caught DGS
Annual Reports
Employment
Capital Grants

For State Agencies

Green Purchasing
Green Building
Green Operations
Inventory Forms
Records Management
DGS State Facilities
Design and Construction

Maryland Green Purchasing

Resources for Agency Reporting

State agencies are required by statute to report annually on their green purchases.

State Finance & Procurement Article §14–405:

On or before September 1 of each year, each State unit shall report to the Department of General Services on the unit's procurement of environmentally preferable products and services as a percentage of the unit's gross purchases during the preceding fiscal year, including the types and quantities of products and services procured.

Guidance on Agency Reporting

Have questions on where to start? Review this document.

Agency Green Reporting Template

Use this template to report on Agency-level green purchases.

Fiscal Year 2021 Reporting Schedule

Quarter	Spend Period	Vendor Data Due to Agency	Agency Data Due to DGS
Q1 and Q2	July 1 – December 31, 2020	January 31, 2021	February 12, 2021
Q3	January 1 – March 31, 2021	April 30, 2021	May 14, 2021
Q4	April 1 – June 30, 2021	July 31, 2021	August 13, 2021

Goal: Support State Electric Vehicle (EV) Goals

Maryland
DEPARTMENT OF GENERAL SERVICES

- ☑ 2 Statewide EV charging equipment contracts
- ☑ 4 Electric Vehicles on statewide contracts: Chevy Bolt, Nissan Leaf, Mustang Mach-E, Chrysler Pacifica (PHEV)
- ☑ DGS standing up a statewide EV infrastructure program (funded and staffed)
- ☑ EV projects rolling out now! (17 current in design/construction)

Goal: Update Specifications

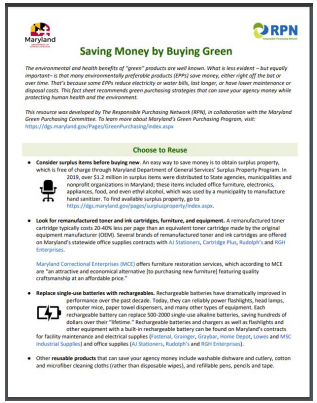
Maryland
DEPARTMENT OF GENERAL SERVICES

- ☑ Snow & Ice Control (8/13/2020)
- ☑ Electronic + IT Products (8/13/2020)
- ☑ Appliances (11/12/2020)
- ☑ Plumbing & Other Water-Using Products (11/12/2020)
- ☑ HVAC Systems (11/12/2020)
- ☑ Janitorial Services (2/11/2021)

6 New or Updated Specs!

Goal: Energy & Cost Savings Guidance for Agencies

Maryland
DEPARTMENT OF GENERAL SERVICES



Maryland DGS | RPN

Saving Money by Buying Green

The environmental and health benefits of "green" products are well known. What is less evident – but equally important– is that many environmentally preferable products (EPPs) save money, either right off the bat or over time. That's because some EPPs reduce electricity or water bills, last longer, or have lower maintenance or disposal costs. This fact sheet recommends green purchasing strategies that can save your agency money while protecting human health and the environment.

This resource was developed by The Responsible Purchasing Network (RPN), in collaboration with the Maryland Green Purchasing Committee. To learn more about Maryland's Green Purchasing Program, visit: https://dgs.maryland.gov/Pages/GreenPurchasing/index.aspx

Choose to Reuse

- **Consider surplus items before buying new.** An easy way to save money is to obtain surplus property, which is free of charge through Maryland Department of General Services' Surplus Property Program. In 2018, over $1.2 million in surplus items were distributed to State agencies, municipalities and nonprofit organizations in Maryland; these items included office furniture, electronics, appliances, food, and even ethyl alcohol, which was used by a municipality to manufacture hand sanitizer. To find available surplus property, go to https://dgs.maryland.gov/pages/surplusproperty/index.aspx.
- **Look for remanufactured toner and ink cartridges, furniture, and equipment.** A remanufactured toner cartridge typically costs 20-40% less per page than an equivalent toner cartridge made by the original equipment manufacturer (OEM). Several brands of remanufactured toner and ink cartridges are offered on Maryland's statewide office supplies contracts with AJ Stationers, Cartridge Plus, Rudolph's and RGH Enterprises.

  Maryland Correctional Enterprises (MCE) offers furniture restoration services, which according to MCE are "an attractive and economical alternative [to purchasing new furniture] featuring quality craftsmanship at an affordable price."
- **Replace single-use batteries with rechargeables.** Rechargeable batteries have dramatically improved in performance over the past decade. Today, they can reliably power flashlights, head lamps, computer mice, paper towel dispensers, and many other types of equipment. Each rechargeable battery can replace 500-2000 single-use alkaline batteries, saving hundreds of dollars over their "lifetime." Rechargeable batteries and chargers as well as flashlights and other equipment with a built-in rechargeable battery can be found on Maryland's contracts for facility maintenance and electrical supplies (Fastenal, Grainger, Graybar, Home Depot, Lowes and MSC Industrial Supplies) and office supplies (AJ Stationers, Rudolph's and RGH Enterprises).
- Other **reusable products** that can save your agency money include washable dishware and cutlery, cotton and microfiber cleaning cloths (rather than disposable wipes), and refillable pens, pencils and tape.

Saving Money by Buying Green

- ☑ **Fact Sheet** developed with RPN and published to GPC site
- ☑ **Webinar** held February 2021 with 120+ participants

Goal: Additional Website Improvements

Maryland
DEPARTMENT OF GENERAL SERVICES

☑ New Webpages published in FY 2021:

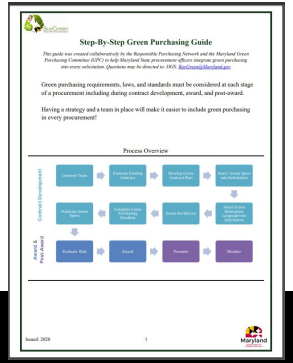
1. For Procurement Officers
2. For Purchasers
3. Agency Reporting
4. Leadership and Recognition
5. Newsletters
6. Electric Vehicles and Charging Infrastructure
7. Saving Money by Buying Green

Goal: Additional Website Improvements

Maryland
DEPARTMENT OF GENERAL SERVICES

☑ New tools published to website:

1. Step-by-Step Guide to Green Purchasing
2. Approved Environmental Standards and Certifications
3. Guidance on Agency Reporting
4. “General” Spec
5. Agency Green Reporting Template



Step-By-Step Green Purchasing Guide

This guide was created collaboratively by the Responsible Purchasing Network and the Maryland Green Purchasing Committee (GPC) to help Maryland State procurement officers integrate green purchasing into every solicitation. Questions may be directed to: DGS. BuyGreen@Maryland.gov

Green purchasing requirements, laws, and standards must be considered at each stage of a procurement including during contract development, award, and post-award.

Having a strategy and a team in place will make it easier to include green purchasing in every procurement!

Process Overview

Contract Development

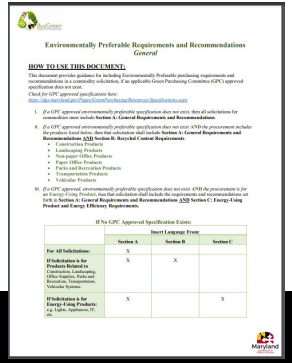
Award & Post-Award

Convene Team → Evaluate Existing Contracts → Develop Green Contract Plan → Insert Green Specs into Solicitation

Publicize Green Specs → Complete Green Purchase Checklist → Review Bid List → Select Best Responsive Responsible Contractor

Evaluate Bids → Award → Promote → Monitor

Issued: 2020 1 Maryland



Environmentally Preferable Requirements and Recommendations
General

HOW TO USE THIS DOCUMENT:

This document provides guidance for including Environmentally Preferable purchasing requirements and recommendations in a commodity solicitation, if an applicable Green Purchasing Committee (GPC) approved specification exists.
Check for GPC Approved specification here:
https://dgs.maryland.gov/Pages/GreenPurchasing/Resources/Specifications.aspx

I. *If a GPC approved environmentally preferable specification does not exist*, then all solicitations for commodities must include **Section A: General Requirements and Recommendations**.

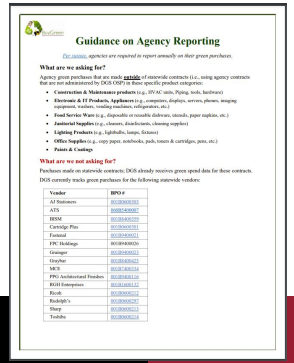
II. *If a GPC approved environmentally preferable specification does not exist AND the procurement includes the products listed below*, then that solicitation shall include **Section A: General Requirements and Recommendations AND Section B: Recycled Content Requirements**.
- Janitorial Products
- Landscaping Products
- Non-paper Office Products
- Paper Office Products
- Parks and Recreation Products
- Transportation Products
- Vehicular Products

III. *If a GPC approved, environmentally preferable specification does not exist AND the procurement is for* an Energy-Using Product, then that solicitation shall include the requirements and recommendations set forth in **Section A: General Requirements and Recommendations AND Section C: Energy-Using Product and Energy Efficiency Requirements.**

If No GPC Approved Specification Exists:

	Sheet Language From		
	Section A	Section B	Section C
For All Solicitations:	X		
If Solicitation is for Products Related to Janitorial, Landscaping, Office Supplies, Parks and Recreation, Transportation, Vehicular Systems:	X	X	
If Solicitation is for Energy-Using Products: e.g. Lights, Appliances, IT, etc.	X		X

Maryland



Guidance on Agency Reporting

Per statute, agencies are required to report annually on their green purchases.

What are we asking for?

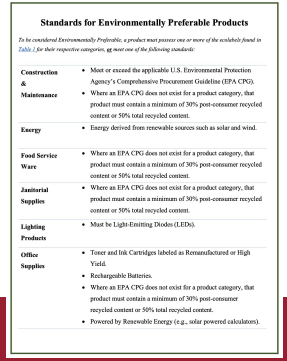
Agency green purchases that are made **outside** of statewide contracts (i.e., using agency contracts that are not administrated by DGS OSP) on these specific product categories:

- **Construction & Maintenance products** (e.g., HVAC units, Piping, tools, hardware)
- **Electronic & IT Products, Appliances** (e.g., computers, displays, servers, phones, imaging equipment, washers, vending machines, refrigerators, etc.)
- **Food Service Ware** (e.g., disposable or reusable dishware, utensils, paper napkins, etc.)
- **Janitorial Supplies** (e.g., cleaners, disinfectants, cleaning supplies)
- **Lighting Products** (e.g., lightbulbs, lamps, fixtures)
- **Office Supplies** (e.g., copy paper, notebooks, pads, toners & cartridges, pens, etc.)
- **Paints & Coatings**.

What are we not asking for?

Purchases made on statewide contracts; DGS already receives green spend data for these contracts.
DGS currently tracks green purchases for the following statewide vendors:

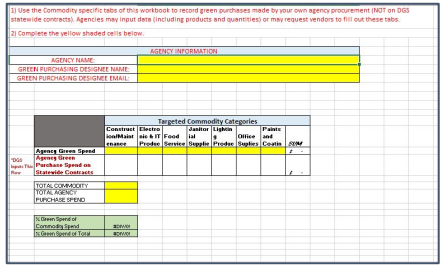
Vendor	BPO #
AT Stationers	BO1B0400383
ATS	B40B5400087
BHM	BO1B0400107
Cartridge Plus	BO1B0400381
Fastenal	BO1B0400311
FPC Holdings	BO1B0400026
Grainger	BO1B0400021
Graybar	BO1B0400422
MCS	BO1B7400354
PPG Architectural Finishes	BO1B0400118
RGH Enterprises	BO1B1400132
Ricoh	BO1B0400221
Rudolph’s	BO1B0400287
Sharp	BO1B0400223
Toshiba	BO1B0400214



Standards for Environmentally Preferable Products

*To be considered Environmentally Preferable, a product must possess one or more of the scoldsely found in Table 1 for their respective categories, **or** meet one of the following standards:*

Construction & Maintenance	• Must or exceed the applicable U.S. Environmental Protection Agency’s Comprehensive Procurement Guideline (EPA CPG). • Where an EPA CPG does not exist for a product category, that product must contain a minimum of 30% post-consumer recycled content or 50% total recycled content.
Energy	• Energy derived from renewable sources such as solar and wind.
Food Service Ware	• Where an EPA CPG does not exist for a product category, that product must contain a minimum of 30% post-consumer recycled content or 50% total recycled content.
Janitorial Supplies	• Where an EPA CPG does not exist for a product category, that product must contain a minimum of 30% post-consumer recycled content or 50% total recycled content.
Lighting Products	• Must be Light-Emitting Diodes (LEDs).
Office Supplies	• Toner and Ink Cartridges labeled as Remanufactured or High Yield. • Rechargeable Batteries. • Where an EPA CPG does not exist for a product category, that product must contain a minimum of 30% post-consumer recycled content or 50% total recycled content. • Powered by Renewable Energy (e.g., solar powered calculators).



1) Use the Commodity specific tabs of this workbook to record green purchases made by your own agency procurement (NOT on DGS statewide contracts). Agencies may input data (including products and quantities) or may request vendors to fill out these tabs.

2) Complete the yellow shaded cells below.

AGENCY INFORMATION	
AGENCY NAME:	
GREEN PURCHASING DESIGNEE NAME:	
GREEN PURCHASING DESIGNEE EMAIL:	

		Targeted Commodity Categories							
		Construction/Maintenance	Electronic & IT Products	Food Service	Janitorial Supplies	Lighting Products	Office Supplies	Paints and Coatings	SUM
DGS Input This Row	Agency Green Spend								$ -
	Agency Green Purchase Spend on Statewide Contracts								$ -

TOTAL COMMODITY	
TOTAL AGENCY PURCHASE SPEND	
% Green Spend of Commodity Spend	#DIV/0!
% Green Spend of Total	#DIV/0!

But Wait… There's More!

Maryland
DEPARTMENT OF GENERAL SERVICES

- ☑ Integrating Sustainability into Procurement Process
  - Participating in pre-bid conferences
  - Updated IFB template

- ☑ Greened Contracts
  - Food Service Ware
  - Lighting
  - Janitorial Services (x6)
  - Antifreeze
  - Bus Fare Machines*

But Wait… There's More!

Maryland
DEPARTMENT OF GENERAL SERVICES

☑ Outreach

- Vendor outreach sessions
- Agency Reporting sessions
- Agency One-on-Ones
- GPC member agency coaching
- Earth Day Pledge
- Launched newsletter!

But Wait… There's More!

Maryland
DEPARTMENT OF GENERAL SERVICES

☑ Presentations

- SPLC: Climate friendly refrigerants
- Calculating Benefits - Healthy Babies Healthy Cities
- SPAG

☑ Partnerships

- NERC "Government Recycling Demand Champion"
- SPLC SP3, Coaching Graduate
- SPLC Refrigerants Action Team member
- GEC Labor & Human Rights Working Group member

☑ Awards

- State Electronics Challenge
- Global Electronics Council

Charting our Progress

Maryland
DEPARTMENT OF GENERAL SERVICES

	FY19	FY20	FY21
Green Spend	$32,339,005	$47,183,597	*COMING SOON*
Greened Contracts	0	3	8
New or Update Specs Approved	0	2	6
Procurement Staff Trained	10	0	119
Awards	1	2	2

Annual Reporting Update

Agency Reporting

1. **21 Agencies have provided data (~30%)**
2. **Environmental Attribute Data Often Absent**
3. **SBR Total Agency + Commodity Spend Due**

21

Agencies Sending Green Spend Data (30%)

Vendor Data on Statewide Contracts

Maryland
DEPARTMENT OF GENERAL SERVICES

- Increased Number of IT Vendors
- Increased Data Asks (to better represent recycled content benefits)

15

Vendors Sending Green Spend Data (75%)

Annual Report FY 21

Maryland
DEPARTMENT OF GENERAL SERVICES

Submit Your Sustainability Story

&

Be Featured in the GPC Annual Report

Data & Reporting

Maryland
DEPARTMENT OF GENERAL SERVICES

CURRENT PROCESS | NEXT STEPS | LONG TERM SOLUTION

Short term:
Agency & Vendor Outreach, standardized data templates, Q data submissions

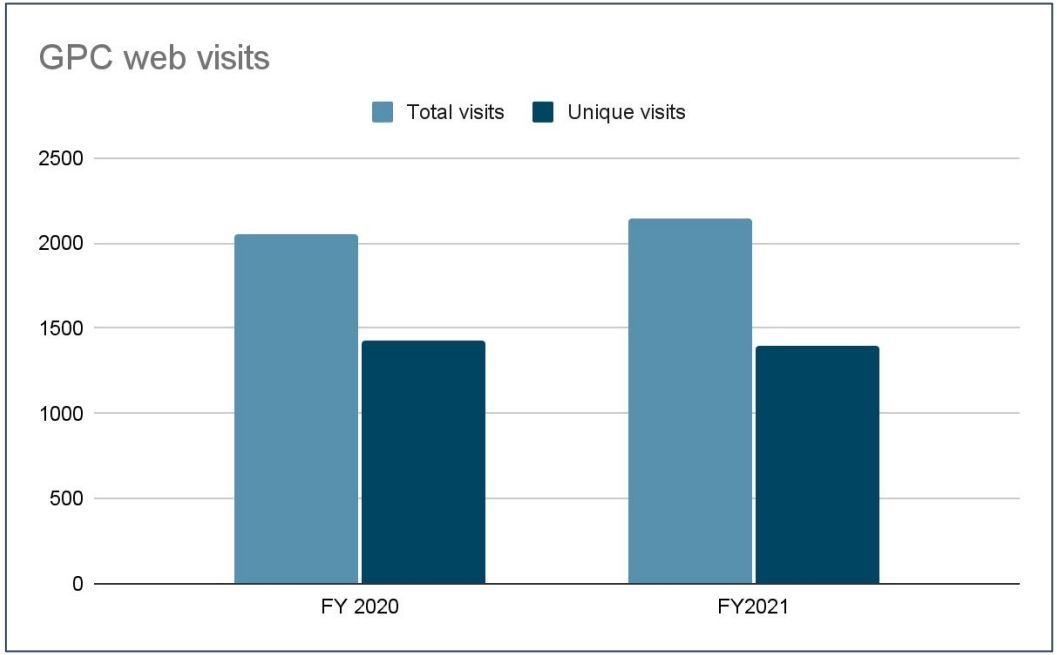
Medium term *possibility*:
Streamline data asks

Long term *possibility*:
eMMA

Communications Update

GPC Website - FY 2021 Visits

- 2,142 visits
- 1,394 “unique” visits
- Most popular pages:
  - Green purchasing home
  - Agency Reporting
  - Annual Reports
  - Specifications
  - EV Charging



Buy Green - The Newsletter -

Maryland
DEPARTMENT OF GENERAL SERVICES

Issue 2:

252 Recipients

Total Opens - 368
Unique Opens - 142 (56%)

Buy Green
The Newsletter

By the Maryland Green Purchasing Committee July 9, 2021

It's Good for Us.
It's Good for the Planet.
It's the Law.

What's New?

Legislation

The 2021 legislative session passed legislation that will move green purchasing forward in the State.

Recycling Market Development (HB 164/ SB 116): The GPC will support MDE's Office of Recycling to "promote the development of markets for recycled materials and recycled products in the state" by increasing recycled content requirements in specifications where possible.

Organics Recycling and Waste Diversion - Food Residuals (HB 264/ SB 483): Applicable State government cafeterias must reduce and divert food waste from landfills (i.e. through organics recycling/composting) beginning in 2023. The GPC will ensure that compostable food service ware will continue to be included in procurement contracts and organics recycling service requirements are added to relevant janitorial service/housekeeping contracts.

Invasive Plant Species - Prohibition on Use of State Funds (HB 92): The upcoming GPC specification for landscaping services and supplies will prohibit the purchase and use of invasive plant species in procurement contracts.

Electric Vehicles Update

Electric Vehicles Update

Maryland
DEPARTMENT OF GENERAL SERVICES

Supplemental Budget No. 5 adds funds for FY 22 for:

- 2 PINS:
  - Program Coordinator (Admin IV)
  - Project Manager (Engineer/Arch I)
- $1,000,000 for EV infrastructure

Electric Vehicles Update

Maryland
DEPARTMENT OF GENERAL SERVICES

FY 2022 Budget Bill (HB 588) Language - Section 40

Requires that *at least* 25% of passenger vehicles purchased in FY 2022 be ZEVs

- Excludes vehicles with “special performance requirements” such as police pursuit, MDOT, MTA
- Current budget is to replace 410 vehicles statewide, 209 excluding State Police and Natural Resources Police
- Leaves ~50 vehicles that will need to be ZEV in FY 2022

Language also includes reporting requirements for DBM Fleet re: number of vehicles per agency and number of ZEVs and PHEVs per agency

Electric Vehicles Update

Maryland
DEPARTMENT OF GENERAL SERVICES

For Agencies:

- Please loop DGS in for all potential EV charging projects, so we can track and support as necessary
- Please share data on your projects, using our data submission form
- You are welcome to join Monthly Meetings (Email Emily.Soontornsaratool@maryland.gov)

Specifications

Specifications - In Progress

Maryland
DEPARTMENT OF GENERAL SERVICES

1. Janitorial Supplies
2. Landscaping Supplies and Services
3. Pest Management Services

Specifications have been drafted, but waiting on additional reviewers and input integration.

Specification - Vote to Approve

Maryland
DEPARTMENT OF GENERAL SERVICES

HVAC Specification

Updates:

1. Slight Modification to Language under Efficiency Requirements based on input from consultant.
2. Addition of Appendices: References to Efficiency Requirements based on IECC Tables - requested from Design & Construction.
3. Slight Modification to Ventilation Section on recommendation from the Energy & Sustainability Office.

IECC TABLE C403.3.2(1)
MINIMUM EFFICIENCY REQUIREMENTS
ELECTRICALLY OPERATED UNITARY AIR CONDITIONERS AND CONDENSING UNITS

EQUIPMENT TYPE	SIZE CATEGORY	HEATING SECTION TYPE	SUBCATEGORY OR RATING CONDITION	2021 IECC MINIMUM EFFICIENCY (before 1/1/2023)	GPC MINIMUM EFFICIENCY	TEST PROCEDURE
Air conditioners,air cooled	< 65,000 Btu/h	All	Split System	13.0 SEER	**14.95 SEER**	AHRI 210/240
			Single Package	14.0 SEER	**16.10 SEER**	
Through-the-wall (air cooled)	≤ 30,000 Btu/h	All	Split system	12.0 SEER	**13.80 SEER**	
			Single Package	12.0 SEER	**13.80 SEER**	
Small-duct high-velocity (air cooled)	< 65,000 Btu/h	All	Split System	12.0 SEER	**13.80 SEER**	
		Electric				

VOTE

FY 2022 Work Plan

Planning for FY 2022

Maryland
DEPARTMENT OF GENERAL SERVICES

GOALS

- ❑ Establish a **robust library of specifications**
- ❑ Regular ongoing **training** for procurement staff
- ❑ **Recognize agencies** for their green purchasing successes
- ❑ Promote **green contracts** to State agencies, and counties/municipalities
- ❑ Develop **Key Performance Indicators** (KPI's) to measure the success of our program
- ❑ **Engage Vendors** to increase awareness and compliance
- ❑ **Explore how to partner with MBE / SBE programs** to collaborate and cross-promote opportunities (multiphase goal)
- ❑ **Demonstrate the benefit** of green purchasing through increased promotion and communications of benefits

Planning for FY 2022

Maryland
DEPARTMENT OF GENERAL SERVICES

GOALS

- ❑ More Specs
- ❑ Training
- ❑ Recognition Opportunities for Agencies
- ❑ Promoting Green Contracts
- ❑ Establish KPI's
- ❑ Social Responsibility
- ❑ Demonstrate Benefits & Value
- ❑ Supplier Engagement

Planning for FY 2022

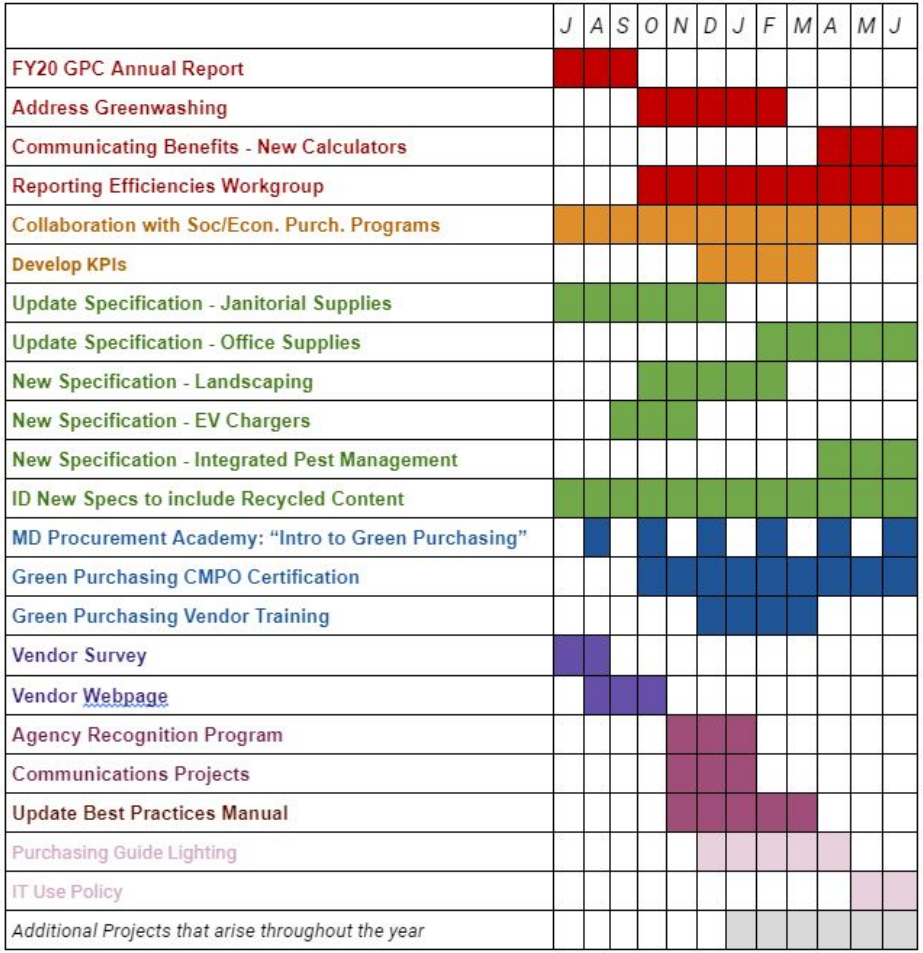
Maryland
DEPARTMENT OF GENERAL SERVICES

Integrate Sustainability into Procurement processes
More Specifications
Training
Outreach & Encouragement
Agency Recognition

Measure Success & Demonstrate Value
KPIs
Better Data
Translate Benefits

Expand & Improve
Vendor Engagement
Continuous improvement

Draft GPC Work Plan



Maryland
DEPARTMENT OF GENERAL SERVICES

Upcoming Events

Procurement Academy

Maryland
DEPARTMENT OF GENERAL SERVICES

"Procurement Considerations" module includes Green Purchasing and GOSBA presentations

2021 Schedule of Classes:

- *Tuesday, February 9* ✅
- *Tuesday, April 13* ✅
- *Tuesday, June 15* ✅
- **Tuesday, August 17**
- **Thursday, October 21**

Meetings

Working Meeting: Specs & Comms	Tuesday, October 26th 10:00am – 12:00pm
GPC Quarterly Meeting	Thursday, November 18th 10:00am – 12:00pm

Maryland
DEPARTMENT OF GENERAL SERVICES

Member Announcements & Updates

Maryland
DEPARTMENT OF GENERAL SERVICES

Open Discussion & New Business

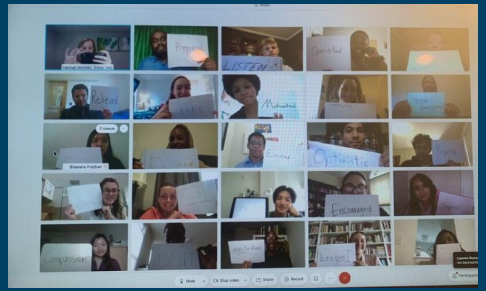
Maryland
DEPARTMENT OF GENERAL SERVICES

Presentation by GSIP Intern, Delharty Manson

Vendor Recognition Proposal

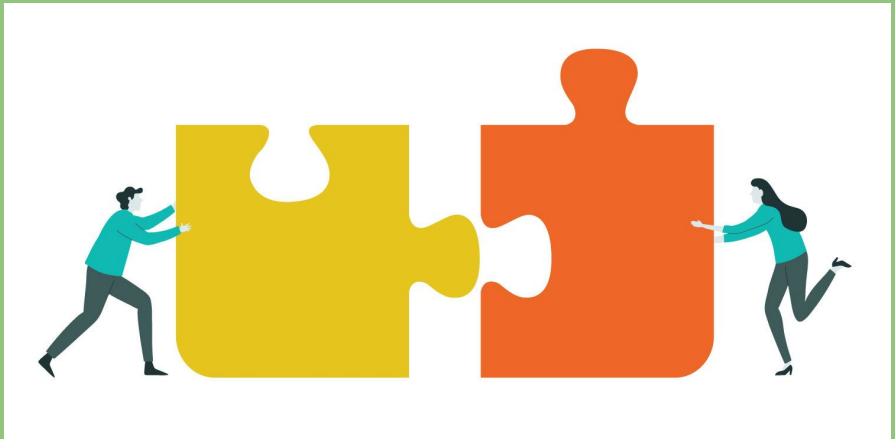
Delharty Manson

Program: Governor’s Summer Internship Program
Site: Office of Energy and Sustainability (DGS)
School: College of William & Mary
Major: Public Policy



Need for More Vendor Engagement

- ★ Small businesses need support to improve their sustainability policies.
- ★ Most vendors expressed interest in more assistance, information, training, and recognition from the state.
- ★ Helps DGS and GPC with Reporting



Purpose and Goals for Increased Recognition

1. Increase vendor awareness and compliance with Environmentally Preferable Purchasing Program.
2. Make data collection and green product identification easier for the State
3. Reduce greenwashing
4. Interest vendors in forming strong environmental policies independent of State laws.

Research into Green Recognition initiatives in other state/local governments

Gathering input from Vendors

Types of Green Recognition

1. ***Green Certification***
2. ***Awards***
3. ***Contract Bid Points***
4. ***Social Media/ Newsletter Spotlights***

How Has It Been Done Elsewhere?

Maryland Localities

- ★ ***Montgomery County***
  - **Umbrella program with certifications accepted from third parties (i.e. B-Lab or Green Seal) as well as a certification program administered by Department of Environmental Protection**
- ★ ***Sustainable Maryland***
  - Green Certification Program for localities within Maryland. Administered by the University of Maryland and Maryland Municipal League
- ★ ***Green Registry***
  - A “spotlight” program administered by the Department of Environment that allows businesses to voluntarily sign up to be placed on the registry.

How Has It Been Done Elsewhere?

Maryland Localities

- ★ ***Montgomery County***
  - Umbrella program with certifications accepted from third parties (i.e. B-Lab or Green Seal) as well as a certification program administered by Department of Environmental Protection
- ★ ***Sustainable Maryland***
  - **Green Certification Program for localities within Maryland. Administered by the University of Maryland and Maryland Municipal League**
- ★ ***Green Registry***
  - A “spotlight” program administered by the Department of Environment that allows businesses to voluntarily sign up to be placed on the registry.

How Has It Been Done Elsewhere?

Maryland Localities

- ★ ***Montgomery County***
  - Umbrella program with certifications accepted from third parties (i.e. B-Lab or Green Seal) as well as a certification program administered by Department of Environmental Protection
- ★ ***Sustainable Maryland***
  - Green Certification Program for localities within Maryland. Administered by the University of Maryland and Maryland Municipal League
- ★ ***Green Registry***
  - **A "spotlight" program administered by the Department of Environment that allows businesses to voluntarily sign up to be placed on the registry.**

How Has It Been Done Elsewhere?

States/Localities

- ★ ***Maine***
  - State-administered, limited scope
- ★ ***Nevada Green Business Network/California Green Business Program***
  - States sponsor green certification programs run by non-profit organizations
- ★ ***Dallas, TX and Portland, OR***
  - Local government-administered, all-encompassing

Vendor Survey

- ➔ **Sent out to vendors in eMMA system**
- ➔ **17 questions**
- ➔ **Open until August 13th**

Goals

- ★ Understand where vendors stand with their understanding of green purchasing and state regulations.
- ★ Get a better understanding of options for recognition the vendor committee may want.

Green Purchasing Vendor Survey

The State of Maryland has enacted several laws and regulations related to environmentally preferable purchasing. Through these statutes, Maryland prioritizes green purchasing as an opportunity to reduce the State's environmental footprint. The Maryland Green Purchasing Committee works with State Agencies and Vendors to "green" State purchasing by integrating environmental mandates into procurement contracts.

The following survey is designed to gauge the needs of the vendor community as it relates to sustainability in procurement. Your responses will be used to inform the development of potential new green purchasing resources for vendors. The survey consists of 17 questions and is expected to take approximately 5 minutes to complete.

Completing this survey is encouraged but not mandatory. Neither your answers nor your failure to complete the survey will jeopardize your contractual arrangement with the State of Maryland.

Please complete the survey by 5:00 pm, Friday, August 13th. Questions may be directed to: DGS.BuyGreen@maryland.gov.

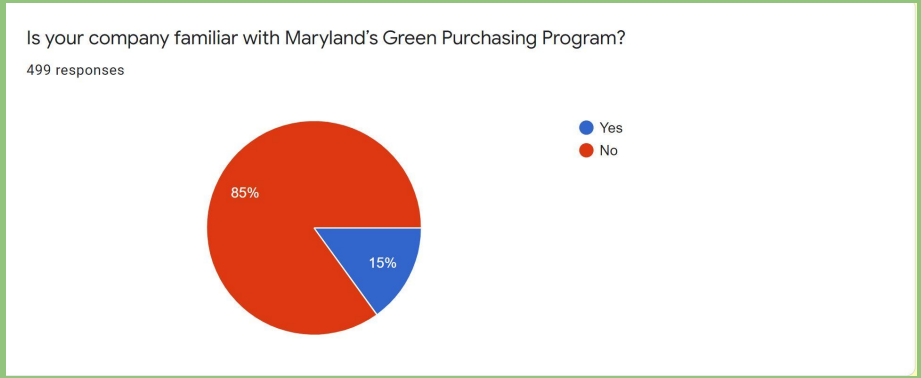
Thank you for your participation!

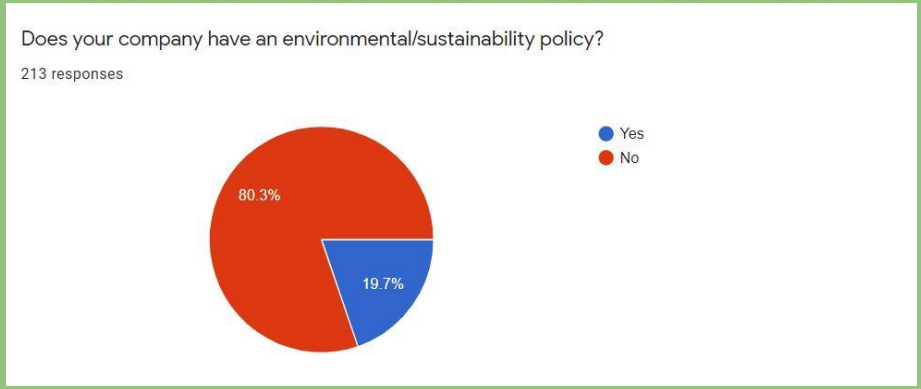
Vendor Name *

Short answer text

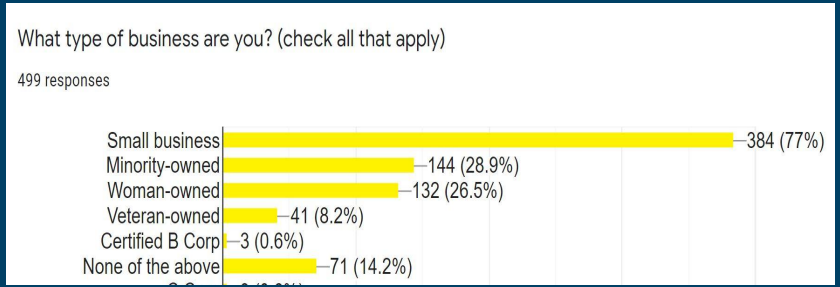
Overview of Survey

- ★ About 500 Responses
- ★ Mostly small businesses
- ★ Minimal knowledge of Maryland Green Purchasing.
- ★ Minimal knowledge on creating sustainable policies
- ★ Vendors desire more information and training





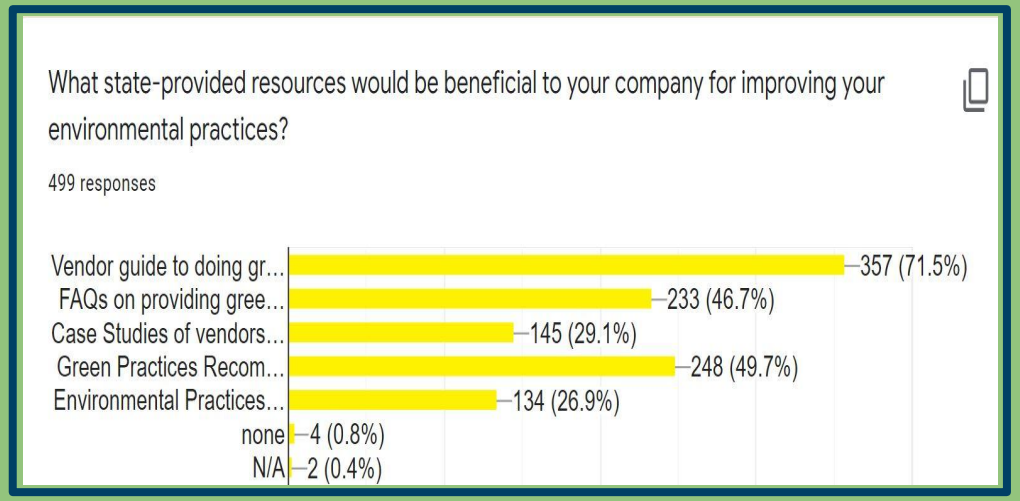
Who Responded?



What Do Vendors Want?

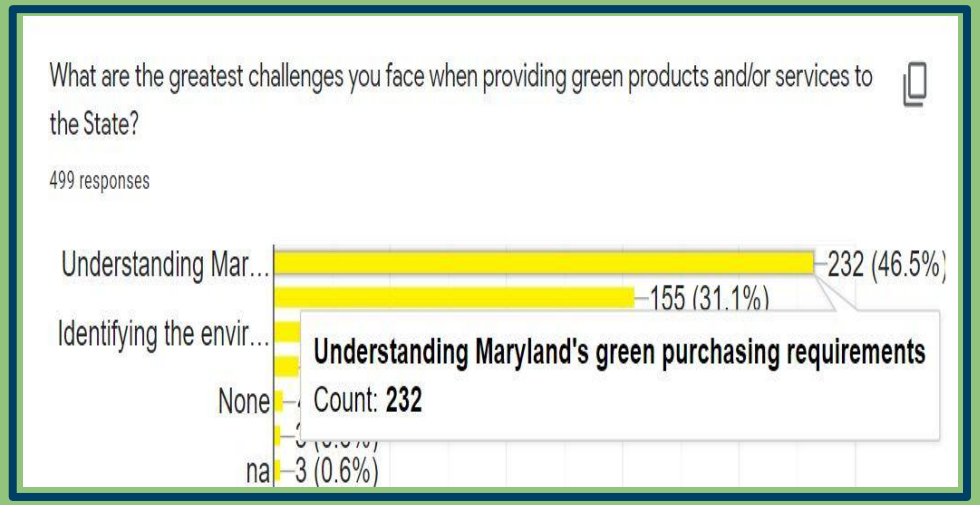
★ **Make information easily accessible**

- **Vendor Guide to doing green business with Maryland (71.5%)**
- **FAQs on providing green products and services to the State (46.7%)**
- **Case Studies of vendors with successful green practices (29.1%)**
- **Green Practices Recommendations (49.7%)**
- **Environmental Practices Training Workshops (26.9%)**



What Do Vendors Want?

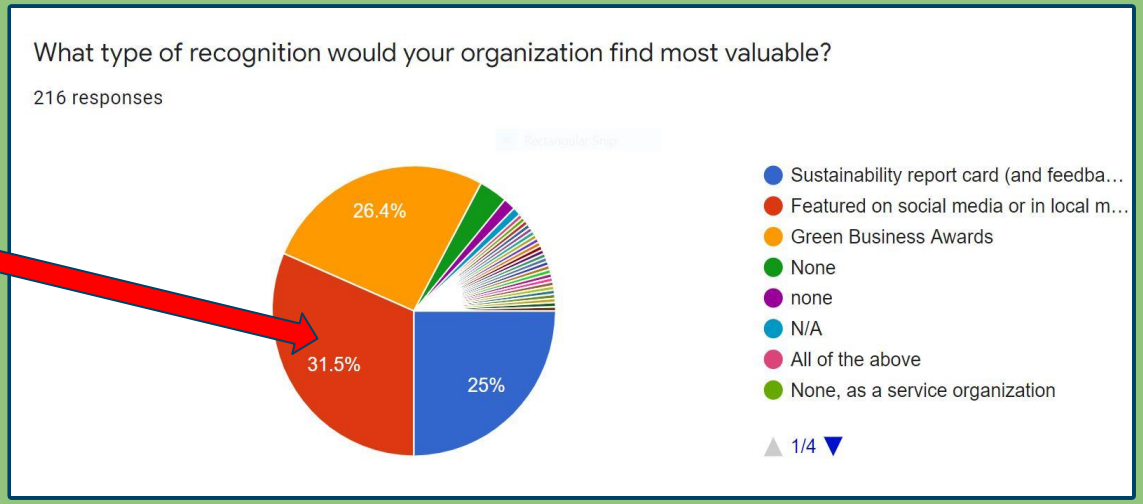
- ★ **Create targeted materials for small businesses**
  - **Green Purchasing Guides**
  - **How-To guides for creating sustainable plans and policies**
  - **Identified Challenges by vendors:**
    - **Understanding Maryland's green purchasing requirements (46.5%)**
    - **Sourcing environmentally preferable products (31.1%)**
    - **Identifying the environmental attributes of products in supply chains (24.8%)**



What Do Vendors Want?

★ **Provide Recognition as incentives**

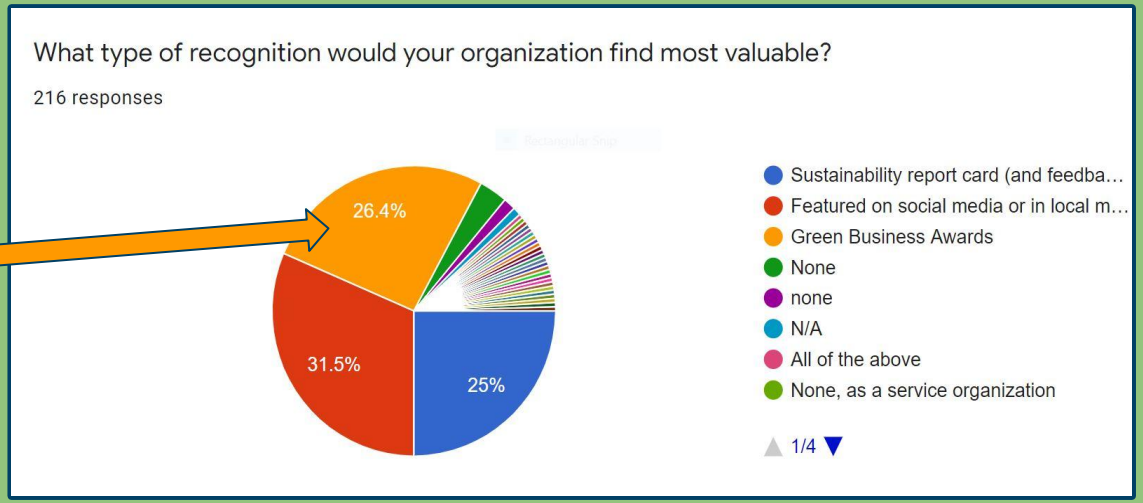
- **Social Media Recognition**
- Awards
- Sustainability Report Cards



What Do Vendors Want?

★ **Provide Recognition as incentives**

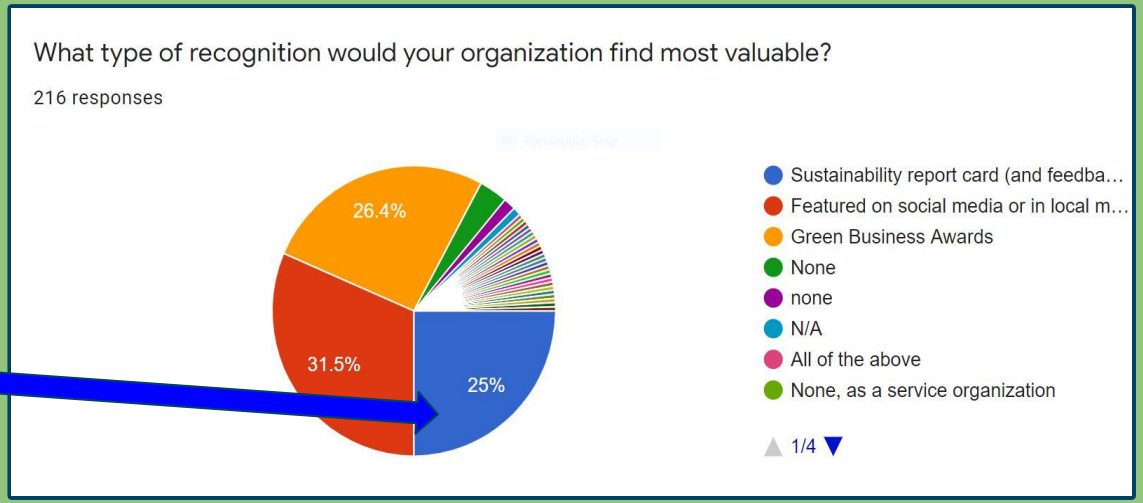
- Social Media Recognition
- **Awards**
- Sustainability Report Cards



What Do Vendors Want?

★ **Provide Recognition as incentives**

- Social Media Recognition
- Awards
- **Sustainability Report Cards**



Routes for Vendor Engagement

Increased Training

- ★ Specification reading training
- ★ Training on the types of environmental practices

Certificates and Awards

- ★ Awards for “best” sustainable practices, fastest reporting, etc.
- ★ Certificates for training completion

Increased Information Availability and Assistance

- ★ Adding Vendor Information Section on DGS website
- ★ Adding “Green Report Cards/Assessments”

Recommendation: Prioritize Information

- ★ **Offer vendor-specific green procurement training**
  - Use current training for state procurement officers and vendor information sessions to create new training.
- ★ **Create vendor-specific section** for the Green Purchasing Webpage.
  - Post videos, how-to guides
- ★ **Create a sustainability scorecard** for interested vendors to use.
  - Allows vendors to keep track of their own progress and identify areas of need for assistance from the State
- ★ **Use social media** or newsletter spotlights as incentives

What’s next?

1. GPC Vendor Web page - IN DEVELOPMENT
2. Set-up Vendor-specific training
3. Potential Scorecard - work with MDE etc

What about recognition initiatives?

Later assess new engagement with training and scorecard to determine whether to move forward with more traditional recognition initiatives.

a. Certificates and awards
b. Umbrella Green Certification Program

Questions?

Special Thanks to those that made this proposal possible

Emily Soontornsaratool

Kshirajaa Ramesh

Laura Armstrong

Douglas, Stan, Ana (Montgomery County Green Certification Team)

Ellen Robertson

David St.Jean

Thank You!

Thank you!