



WASHINGTON STATE DEPARTMENT OF ENTERPRISE SERVICES

Protecting our environment through procurement

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Sustainable Purchasing

- Buying products and services having a lesser or reduced effect on human health and the environment when compared with competing products that serve the same purpose.



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Why do state and local governments care?

- Prevent or reduce environmental and human health impacts
- Reduce impact of government operations
- Help shift markets to greener products and services

Annual Costs to Human Health of Toxins in Washington State

❑ \$2.734 billion = Annual cost of diseases and disabilities from toxins in the environment:

- ❑ asthma
- ❑ cancer
- ❑ learning disabilities
- ❑ birth defects
- ❑ neurobehavioral effects

(Davies, 2004 best estimate based on DOH, CDC and NHLBI data)



Why Do Businesses Care?

- Annual U.S. government purchasing represents \$2.5 trillion (15% of total GDP) in demand for goods and services.
- Opportunity for innovative suppliers to respond to purchaser's needs
- Leadership reputation
- Your thoughts?



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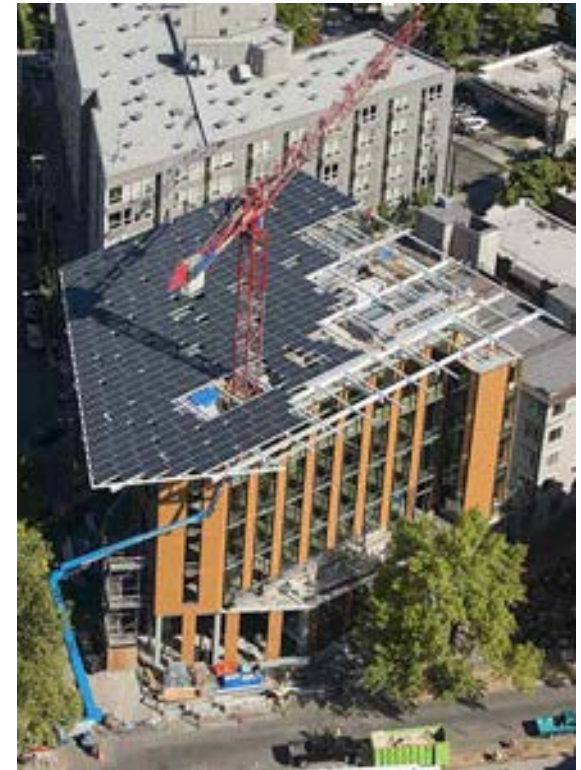
Living Building Challenge

Red List:

- Asbestos
- Cadmium
- Chlorinated Polyethylene and Chlorosulfonated Polyethylene
- Chlorofluorocarbons (CFCs)
- Chloroprene (Neoprene)
- Formaldehyde (added)
- Halogenated Flame Retardants
- Hydrochlorofluorocarbons (HCFCs)
- Lead (added)
- Mercury
- Petrochemical Fertilizers and Pesticides
- **Phthalates**
- Polyvinyl Chloride (PVC)
- Wood treatments with Creosote, Arsenic or Pentachlorophenol

Example The Bullitt Center

Phthalate free vapor barrier





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Defining a Desired Future State

- Sustainable procurement is default part of the procurement process
- Engage with stakeholders on priority contracts far ahead of time
- **Myths are busted!**



Changing Typical Process

- Price
- Performance
- Availability

Need to also consider:

- Sustainability performance based on:
 - multiple attributes
 - third party claims and certifications, HPDs where appropriate
 - total cost of ownership



Prioritizing State Contracts

Human Health and Environmental Risks

- Greenhouse gas emissions
- Toxics (PBTs, PCBs, Chemicals of Concern)
- Water and Energy Use
- Landfill-Bound Waste

Procurement Considerations

- Safer alternatives
- Spend dynamics
- Potential for cost reductions
- Potential for demand management



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Pilot State Contracts

Flooring

Single Use
Foodservice
Ware

Pilot
Contracts

Household
Appliances

Janitorial
Chemicals &
Supplies



Challenges

- What makes a product or service sustainable?
- Complexity of developing specifications
- Verifying product performance
- Cost considerations
- May have no requirement to consider sustainability in purchasing



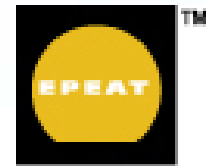
Need to Answer Questions Like:

- What eco-labels are relevant and trust-worthy?
- How to get e-catalog provider to label correctly?
- How to best communicate with vendors?
- How to deal with first cost/TCO issues?
- Will there need to be a change in policy?

Standards and Certifications

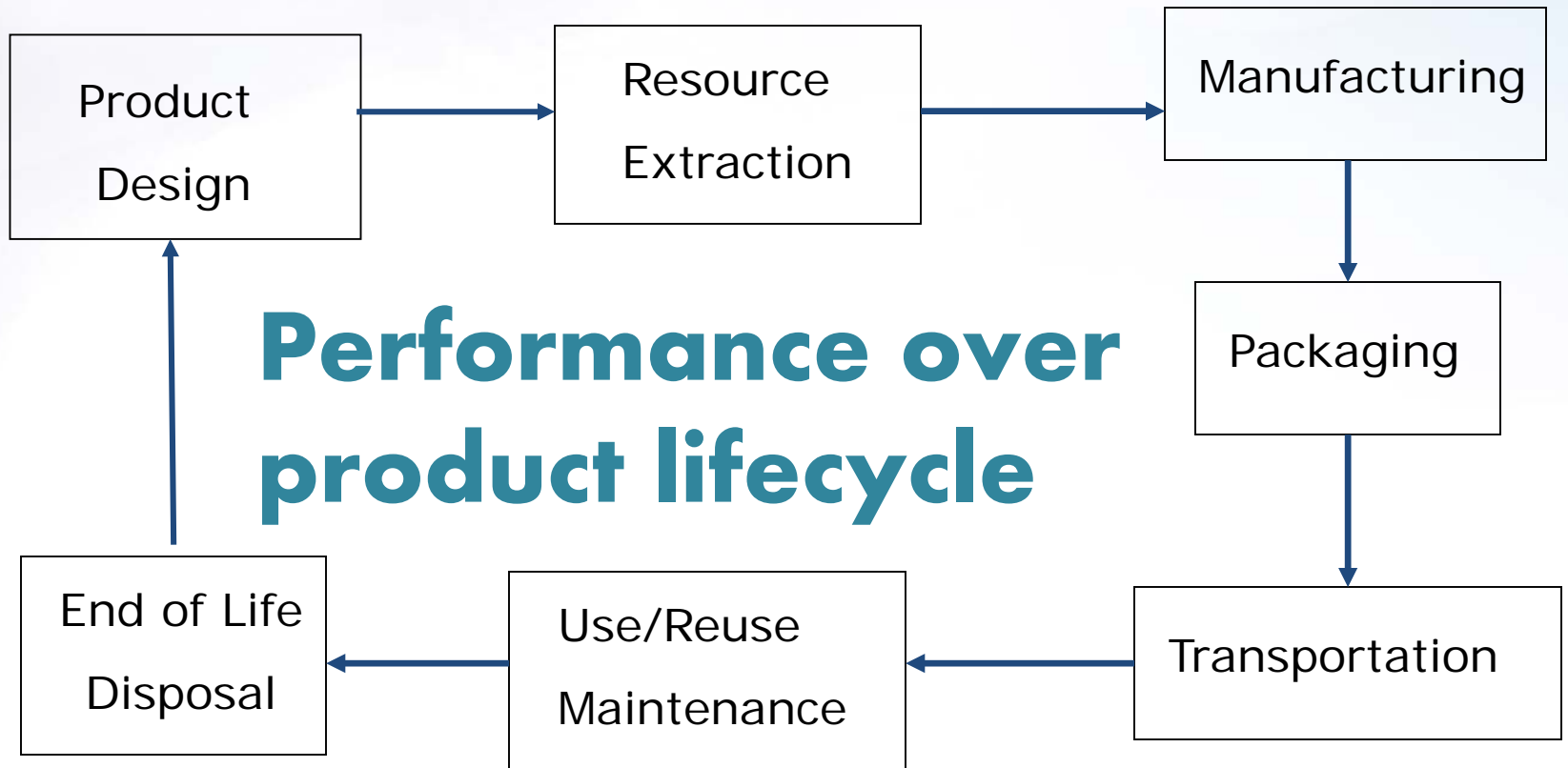


- Green Seal
- Safer Choice
- Energy Star (Energy efficiency)
- EPEAT (“Green” computers)
- Green-e (Renewable energy)
- USDA Organic/Fair Trade
- Green Guard (Low-VOC)
- Forest Stewardship Council
- SCS (Verifies “green” claims)
- Cradle to Cradle



Look for the label!





Greenwashing

- **Lesser of Two Evils:** Is the claim trying to make you feel “green” about a product category that is basically “ungreen”?
- **Fibbing:** Can the manufacturer back up green claims? Can they prove their certification?
- **Vagueness:** What does the claim really mean?
- **Irrelevance:** Are the green claims true of all products in the category?
- **The Hidden Trade Off:** Does the product focus only on one or two environmental issues while ignoring others that may also be important?
- **No Proof:** Does the product offer evidence of its claim, either on the package or on the company website?



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Sustainable Purchasing Has come a long way!

SFTool (GSA)

EPA Assessment and
Recommendations

RPN Playbook for Cities

Climate Friendly Purchasing
Toolkit

Sustainable Purchasing
Leadership Council and members:

MA, New York State, King County



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Desired Result

- Sustainability becomes a default part of the contract development process
- Sustainability is consistently considered in a proactive way
- Sustainability is meaningfully scored

We've achieved the Sweet Spot!



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