

# Environmentally Preferable Products Procurement Program

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Serving Public Buyers and Vendors of the Commonwealth of Massachusetts



# EPP Program

- Background
- Why EPP
- Finding EPPs on Statewide Contracts (SWC)
- Data/Annual Report/Outreach
- Deep dive on 5 contracts
- Discussion

# Background

Commonwealth of Massachusetts - Operational Services Division



Establish/  
manage SWCs

- OVM
- SSPP
- SDO
- COMMBUYS

>110 SWC  
18 categories,  
>\$1.6 billion

Eligible Entities:

- Executive agencies (required)
- Muni's
- Public colleges & universities
- Some non-profits

Robust EPP  
Program

- Dedicated director
- EO 515
- Annual reporting

## Executive Order 515 - Environmental Purchasing Policy:

“...help conserve natural resources, reduce waste, protect public health and the environment, and promote the use of clean technologies, recycled materials, and less toxic products.”



- Directs Departments to **procure EPP's** “whenever such products and services are readily available, perform to satisfactory standards, represent best value to the Commonwealth”.
- **Toxics Reduction Task Force**
- Develops **new EPP specs & designates minimum EPP requirements**
- **Promote** to eligible users
- **Annual Report**
- Encourages **national** cooperation

Do you have an Environmental Purchasing Policy  
in your community?

Or a Buy Recycled policy?





**EPP's:** Products or services that have a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose.

- Recycled Content
- Less toxic
- Energy efficient
- Reduce waste
- Biodegradable
- Conserve water
- More durable

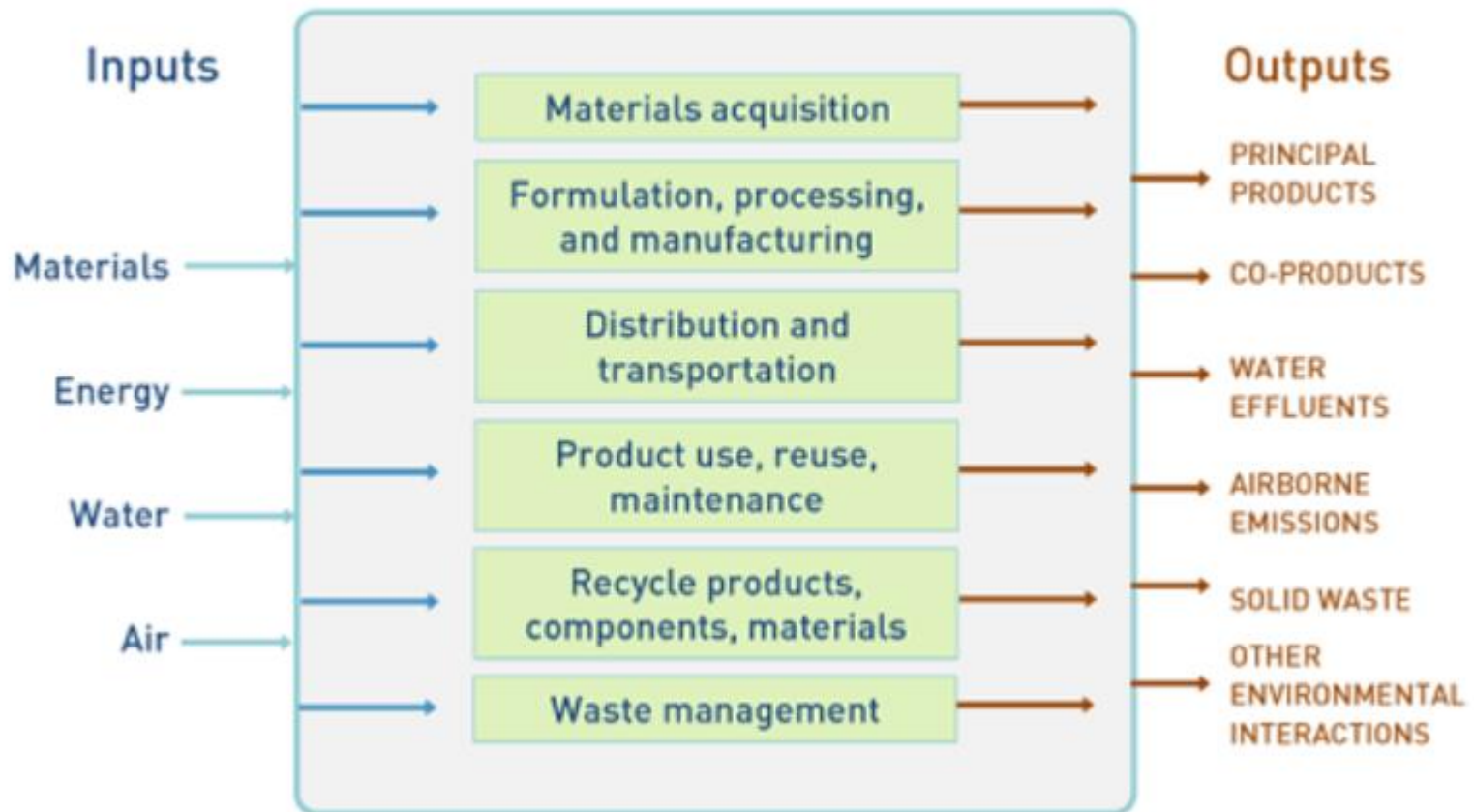
Best Value Contracting

Full cost accounting

Cost Savings

# Why?

Seeking and choosing outcomes and solutions that have the least possible impact on the environment throughout their whole life-cycle



## Why? Examples....

**Recycled Content:** helps to reduce the need to extract raw materials, such as petroleum, trees, or metals and, in general, use less energy and water.

**Less Toxic:** minimizes hazardous impacts during the manufacturing process (e.g. water/air pollution) and reduces damage caused through accidental spills and improper disposal. Reduce risk to workers handling products and risks posed to building occupants when the products are in use.

**Energy Efficient:** limits energy consumption which lowers our emissions of sulfur dioxide (which causes acid rain) and carbon dioxide (a primary greenhouse gas).

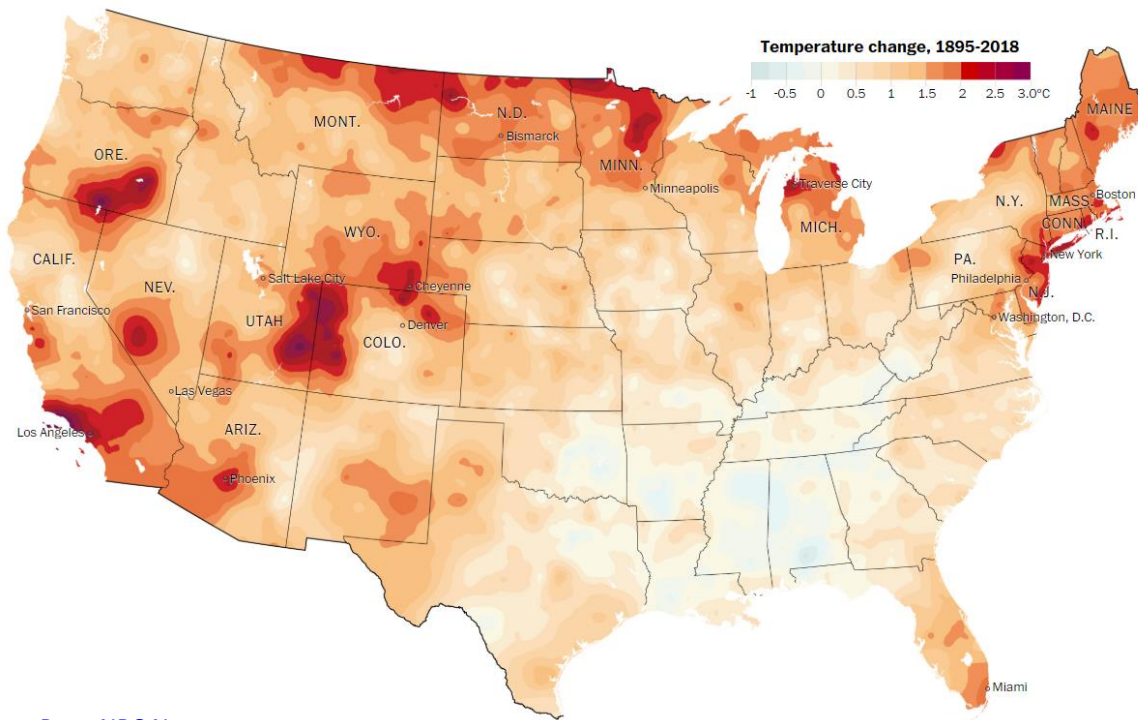


# Climate Action Planning

- Mitigate emissions and foster adaptation and resiliency
- Municipal Vulnerability Preparedness (MVP)
- Energy reduction planning (through Green Communities)

# 2°C: Beyond The Limit

- July 2019 was the hottest month ever recorded on earth, 1.71°F higher than the 20<sup>th</sup> century global average of 56.7°F
- Winter temperatures across the northeast have risen by over 2°C since the late 19<sup>th</sup> century
  - Lake ice in New England breaks up 9 to 16 days earlier than in the 19<sup>th</sup> century



Source: [Washington Post](#), [NBC News](#)

Note: NOAA does not provide data for Alaska or Hawaii for this time period.

DER

Massachusetts Department  
of Energy Resources

# Emissions per person

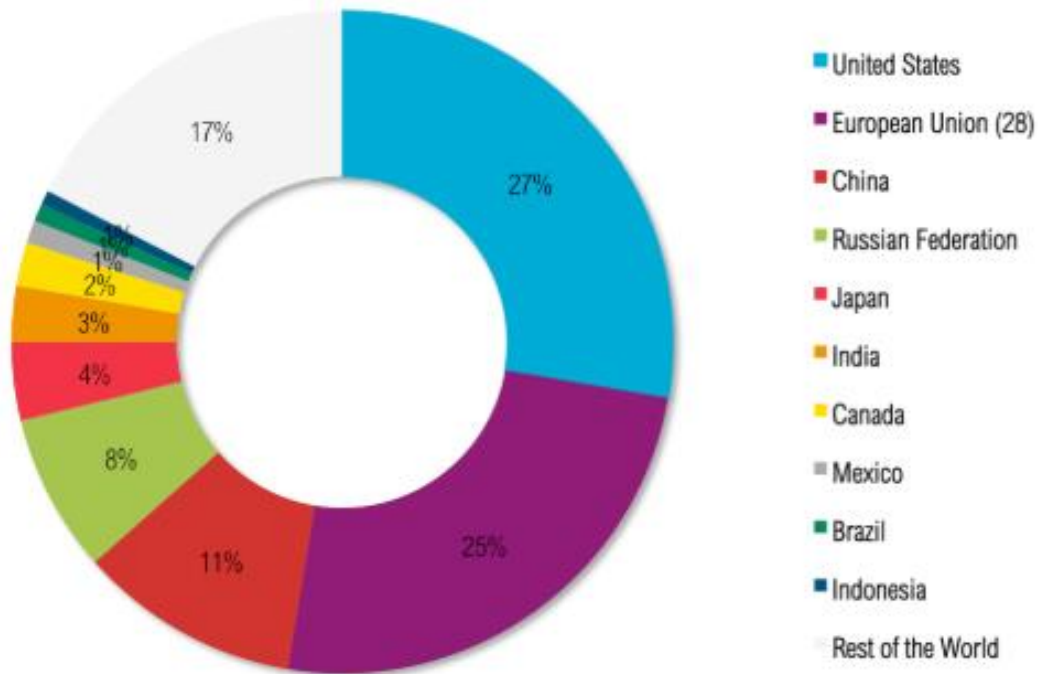
- The US is the 8<sup>th</sup> highest emitter of GHGs on a per capita basis at 16.2 tons pp
- China emits fewer than 7 tons pp
- India emits fewer than 2 tons pp

<b>Qatar</b> 49.2 TCO <sub>2</sub> /PERSON 2.6m POPULATION	<b>Bahrain</b> 23.1 TCO <sub>2</sub> /PERSON 1.5m POPULATION	<b>Saudi Arabia</b> 19.3 TCO <sub>2</sub> /PERSON 32.9m POPULATION	<b>Kazakhstan</b> 16.1 TCO <sub>2</sub> /PERSON 18m POPULATION	<b>U.S.</b> 16.2 TCO <sub>2</sub> /PERSON 327.2m POPULATION
<b>Trinidad &amp; Tobago</b> 29.7 TCO <sub>2</sub> /PERSON 1.4m POPULATION	<b>Australia</b> 16.9 TCO <sub>2</sub> /PERSON 24.6m POPULATION	<b>South Korea</b> 12.1 TCO <sub>2</sub> /PERSON 51.5m POPULATION	<b>Turkmenistan</b> 12.6 TCO <sub>2</sub> /PERSON 5.8m POPULATION	<b>Singapore</b> 11.3 TCO <sub>2</sub> /PERSON 5.6m POPULATION
<b>Kuwait</b> 25.2 TCO <sub>2</sub> /PERSON 4.1m POPULATION	<b>Estonia</b> 15.1 TCO <sub>2</sub> /PERSON 1.3m POPULATION	<b>Taiwan</b> 11.5 TCO <sub>2</sub> /PERSON 23.6m POPULATION	<b>Germany</b> 9.7 TCO <sub>2</sub> /PERSON 82.7m POPULATION	
<b>United Arab Emirates</b> 24.7 TCO <sub>2</sub> /PERSON 9.4m POPULATION	<b>Canada</b> 15.6 TCO <sub>2</sub> /PERSON 36.7m POPULATION	<b>Russia</b> 11.8 TCO <sub>2</sub> /PERSON 144.5m POPULATION	<b>Mongolia</b> 9.9 TCO <sub>2</sub> /PERSON 3.1m POPULATION	
	<b>Oman</b> 14.1 TCO <sub>2</sub> /PERSON 4.6m POPULATION	<b>Czech Republic</b> 10.2 TCO <sub>2</sub> /PERSON 10.6m POPULATION		

*Data only for locations with a population over 1 million*


# Cumulative Emissions

Cumulative CO<sub>2</sub> Emissions 1850–2011 (% of World Total)



Cumulative emissions data help to assign overall responsibility for addressing climate change

<http://bit.ly/11SMpjA>

 WORLD RESOURCES INSTITUTE



Massachusetts Department  
of Energy Resources

# Environmentally Preferable Products

- Alternative Snow and Ice Products
- Alternative Vehicle Technologies
- Antifreeze – Remanufactured
- Art and Instructional School Supplies, Environmentally Preferable
- Bio-based Lubricants, Equipment and Automotive
- Biodiesel
- Building Materials and Supplies
- Cleaning Products, Programs, Equipment, and Supplies, Environmentally Preferable
- Clothing, Environmentally Preferable
- Compostable/Bio-degradable Dishware Supplies
- Computers, Desktop and Laptops, new, used and refurbished
- Copiers, Printers, Scanners and Multifunctional Devices
- Electrical and Lighting Supplies and Equipment, Energy Efficient
- Fertilizers, Organic and Other Environmentally Preferable Landscaping Applications
- Floorcoverings and Accessories
- Foodservice Equipment, Environmentally Preferable
- Furniture, Environmentally Preferable and Remanufactured
- Heating Oil , B5 Bio-heat
- Hospital Supplies, Remanufactured or Used
- Landscaping Products, Environmentally Preferable
- Lawns and Ground Equipment
- Motor Oil, Re-Refined and Other Bio-based Lubricants
- Office Supplies
- Organic Foods, Dairy, and Baked Goods
- Plastic Lumber, Recycled
- Plumbing, Heating, and HVAC Supplies
- Printed Promotional Products, Environmentally Preferable
- Recycling Containers and Compost Bins
- Tire Recycling
- Toner Cartridges, Remanufactured
- Trash Bags, Plastic, Imprinted, Recycled
- Ultra-Low Sulfur Diesel
- Vehicle Parts, Remanufactured Motorized Parts
- Vehicles, Alternative Fuel
- Water: Bottled, Emergency Bottled, Water Filtration Services, Reverse Osmosis Systems
- Water Treatment Technologies, Alternative



# Environmentally Preferable Services

- Antifreeze Recycling
- Battery Recycling
- Computer/Electronics Recycling
- Demand Response Services
- Document scanning and destruction (recycling) services
- Environmental Consultant, Program Coordinator, and Planner Services
- Energy Consulting Services
- Fire Extinguisher Recycling
- Fuel Card and Fuel Management Services
- Hazardous Waste Recycling
- Integrated Pest Management (IPM)
- Integrated Pest Management for Turf and Landscaping
- Janitorial Services, Environmentally Preferable
- Landscaping Services: Irrigation, Tree Trimming, Catch Basin Cleaning, & Snow Removal
- Mattress Recycling
- Moving and State Surplus Disposal Services
- Oil Waste Recycling
- Print, Copy & Mail Services
- Propane Tank Recycling
- Renewable/Alternative Energy Credit Contract
- Scrap Metal, Sale and Disposal
- Scrap Tire Removal / Disposal Services
- Small Package Delivery Services
- Solar Inspection Services
- Solid Waste and Recycling Services
- Universal Waste, Mercury and Battery Recycling
- Vehicle Management Services
- Vehicles, Short-term Rental
- Windshield and Glass Recycling for Vehicles

# TOOL: Find EPPs on Statewide Contracts

[www.mass.gov/epp](http://www.mass.gov/epp)

## Environmentally Preferable Products and Services Guide

This Guide has been prepared by the Environmentally Preferable Products Procurement Program (EPP Program) managed by the Operational Services Division (OSD) to assist Commonwealth agencies and political subdivisions in identifying and procuring more sustainable products and services, such as products that use less energy and water, are made with recycled content and less toxic materials, and have other environmentally preferable attributes. The products and services listed are those available on Commonwealth Statewide and limited use contracts.

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### Introduction

Below please find alphabetical listings of environmentally preferable products and services available on OSD's Statewide Contracts. Click on a link to view the appropriate section in this Guide with summary information, and select the appropriate contract number to bring you to the Contract User Guide (CUG), which provides contract summary purchasing information.

To use OSD's Statewide Contracts and to view the most recent contract information, including a full list of vendors, visit [COMMBUYS \(www.COMMBUYS.com\)](http://COMMBUYS.com) and search for the appropriate contract number.

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- Alternative Vehicle Technologies
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- Art and Instructional School Supplies
- Bio-based Lubricants, Equipment and Supplies
- Biodiesel
- Building Materials and Supplies
- Cleaning Products, Programs, Equipment, and Supplies
- Clothing, Environmentally Preferable
- Compostable / Bio-degradable Products

#### Cleaning Products, Programs, Equipment, and Supplies

Contract Title & Links to Contract User Guides	Product Description for Contract Equipment, and Supplies, Etc.
Environmentally Preferable Cleaning Products, Programs, Equipment & Supplies - FACB	This is a multi-state "all green" contract category of environmentally preferable cleaning products that also includes green janitorial paper products including independently third-party certified claims, as well as the purchase of an established and well-organized. The contract...

#### TABLE OF CONTENTS

- Antifreeze Recycling
- Battery Recycling
- Computer/Electronics Recycling
- Demand Response Services
- Document scanning and destruction (recycling)
- Environmental Consultant, Program Coordination
- Energy Consulting Services
- Fire Extinguisher Recycling
- Fuel Card and Fuel Management Services

#### Battery Recycling

Contract Title & Links to Contract User Guides	Services Description for Contract
Hazardous, Medical, Waste-to-Energy, Waste Collection, Disposal/Emergency Response - FACB	Vendors on this contract offer recycling services for mercury oxide, silver oxide, button, alkaline, and composite, such as nickel metal hydride, and alkaline.
Office Supplies: Recycled Paper and Envelopes - DPP36	Household hazardous waste may be found in the cool box. COMMBUYS HBPO.
	The office supplies...



# Third Party Certified



# 10



TIPS

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Anything that plugs in should be **EnergyStar** or **EPEAT** compliant.

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Anything that uses water should consider a **WaterSense** label.

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Know what your **stuff is made of**: materials, resources & equipment.

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Fight pests **without pesticides**.

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Remember: “**Green is the new clean.**”

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**Reduce, Reuse, Recycle.**

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**Green your fleet** – Alternative fuel vehicles, charging/fueling stations, recycled motor oils, re-refined antifreeze, non-lead wheel weights.

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Build and use **clean renewable energy**

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Use **third party certifications** and sustainable design and operations certification programs whenever possible.

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Embrace **stewardship**.

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# Data



- Collect EPP data
  - quarterly vendor sales reports in B2GNow
- Measure EPP spend/environmental benefits
- Verify specifications



# Annual Report – FYs 2017 - 2018



EPP Estimated Environmental and Cost Benefits	FY 2017	FY 2018
Estimated EPP SWC spend	\$274M	\$281M
Estimated annual savings - primarily from energy efficient purchasing choices	\$18,850,000	\$12,187,000
Reduction in metric tons of carbon equivalent (MTCE) - primarily from purchasing energy efficient products and those containing post-consumer recycled content	389,827	65,270
Estimated tons of waste diverted from disposal to recycling	33,299	20,816

*Note: OSD measures spend based on vendor reported data. All data fluctuates from year to year may be based on budgets availability to purchase goods and services or issues with vendor data consistency.*

# Outreach



- [www.mass.gov/epp](http://www.mass.gov/epp)
- [Buy The Way](#) – OSD Newsletter
- Presentations
- Training
- Work with local, state and national organizations



## Contract Focus:

Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies (FAC85)

Commercial battery powered landscape equipment (FAC88)

Environmentally Preferable Furniture (OFF38)

Greening the Maintenance, Repair and Operations Contracts

Vehicle electrification (VEH98 and VEH102)

# Statewide Contract FAC85

Environmentally Preferable Cleaning Products, Programs, Equipment and Supplies

- CT, MA, NH, NY, RI, PA using contract
- 15 Vendors
- Over 17,000 environmentally preferable products available
- All products meet 3d party environmental certifications or recycled content requirements

## One-stop shopping for green products, equipment and supplies



- Includes specifications for safer sanitizers and disinfectants
- Vendors provide certain level of TA

[FAC85 Contract User Guide](#)

[Additional information on EPP Cleaning Products](#)

# Statewide Contract FAC88

Lawns & Grounds, Equipment, Parts, and Services Statewide

- Zero toxic emissions
- 50% less noise
- No fuel spillage
- No fuel cost
- Less maintenance
- No soil and water pollution
- Zero GHGs



## FAC88: Lawns & Grounds, Equipment, Parts, and Services

- Developed spec's for Commercial Grade
- 4 Vendors
- Worked with Department of Conservation and Recreation, Mass Aeronautics, Town of Lexington.
- City of Cambridge, UMass Amherst & Lowell have programs



[FAC88 Contract User Guide](#)



# Statewide Contract OFF38

Office, School and Library Furniture, Accessories & Installation

- Staples (Davies Office)
- Creative Office - Category 1 Systems Furniture (Workstations/Cubicles)
- Office Resources - Categories 1 Systems Furniture (Workstations/Cubicles) & 3 Office Furniture
- Peabody Office - Category 2 Seating
- WB Mason - Category 1 Systems Furniture (Workstations/Cubicles)
- Workplace Resources Category 3 Office Furniture

## FAC86: Solid Waste and Recycling offers removal and furniture relocation:

- Institutional Recycling Network



[Furniture, Environmentally Preferable](#)

## What is Remanufactured/Reconditioned/Refurbished

Rebuilding of a product or equipment **to the spec of the original mfg product** using a combination of reused, repaired and new parts

Requires repair or replacement of worn out or obsolete components/modules

Complies with governing std/regulations (BIFMA, ANSI, LEED)

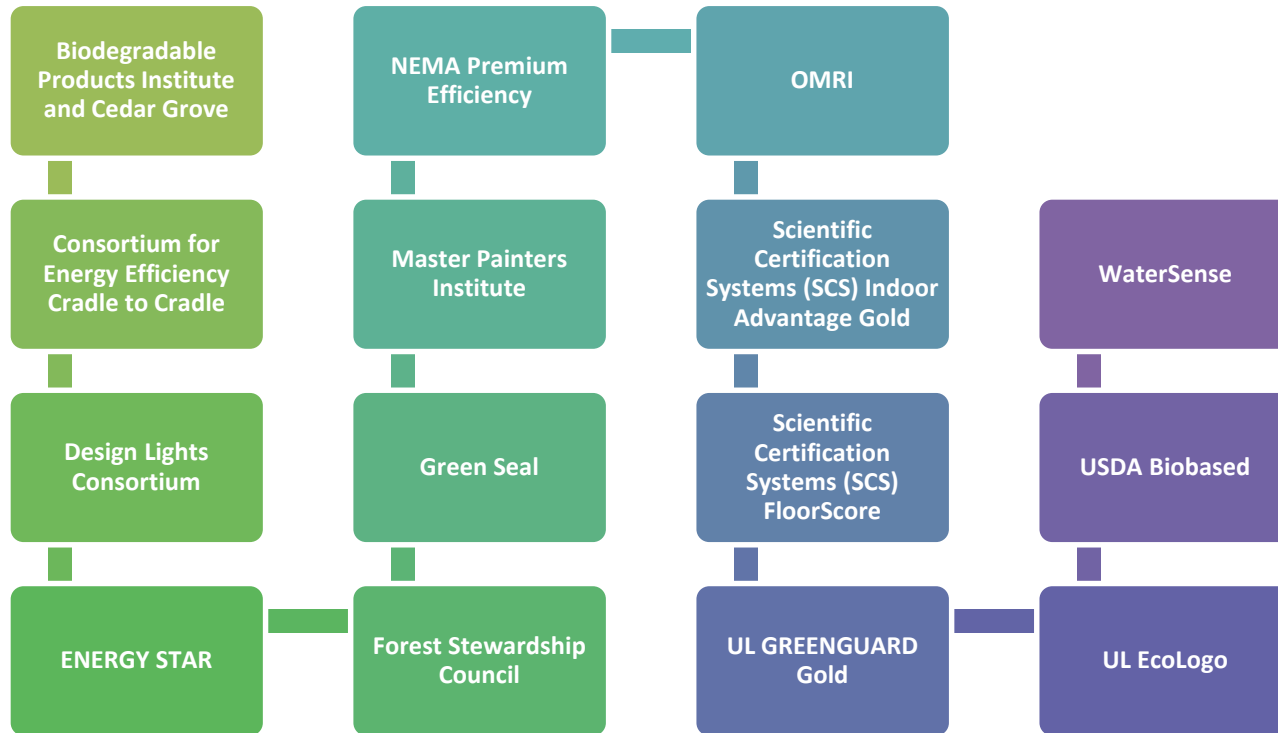
Cost effective alternative to new

Save landfill space, less virgin material & energy

# Statewide Contracts FAC 100, 101, 105

## Maintenance, Repair and Operations

- Accurate and meaningful labeling
- Mandatory environmental specification for a number of products (lighting, cleaning products)
- Must identify 3d party certification



- **Future:** Green Market Basket

# Statewide Contract VEH98 & 102

Purchase of Vehicles & Advanced Vehicle Technology Equipment, Supplies and Services



## VEH98

- Battery Electric Vehicle
- Plug In Hybrid Electric Vehicle
- Gasoline-Electric Hybrid Vehicle
- Diesel-Electric Hybrid Vehicle



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### Incentives:

- MassDEP – MassEVIP, VW Settlement
- Utility “Make Ready” incentive programs
- DOER incentives, Green Communities, Clean Cities
- Federal incentives

# Statewide Contract VEH98 & 102

Purchase of Vehicles & Advanced Vehicle Technology Equipment, Supplies & Services



## Electric Vehicles (BEV)

- Chevy Bolt - 250 miles
- (Chevy Bolt Cargo - )\*
- Nissan Leaf – 150 miles
- (Nissan Leaf Plus - )\*
- (Hyundai Ioniq – )\*
- (Hyundai Kona – 258 miles)\*

\*proposed for addition

## Plug-in Hybrid Electric (PHEV)

- Honda Clarity - 47 miles
- Toyota Prius Prime – 25 miles
- Hyundai Sonata – 28 miles
- Chevy Volt – 50 miles
- Chrysler Pacifica – 35 miles

## Hybrid Electric (HEV)

- Ford Fusion
- Ford PI Utility
- Honda Accord
- Honda Insight
- Toyota Camery
- Toyota Highlander
- Toyota Prius
- Toyota RAV4
- Chevy Malibu
- Nissan Rogue

**Anticipated vehicle additions end of November**

# Statewide Contract VEH98 & 102

Purchase of Vehicles & Advanced Vehicle Technology Equipment, Supplies and Services



## All American RE Electric

Charge Time: 6-8 Hours  
GVWR: up to 36,200 lbs  
Capacity: up to 84 passengers  
Range: up to 120 Miles

## Vision Electric

Charge Time: 6-8 Hours  
GVWR: up to 33,000 lbs  
Capacity: up to 83 passengers  
Range: up to 120 Miles



# Statewide Contract VEH98 & 102

Purchase of Vehicles & Advanced Vehicle Technology Equipment, Supplies and Services



- **Service Category 1:** Electric Vehicle Supply Equipment (EVSE), Hardware, Software, and Ancillary Services
- **Service Category 2:** Idle Reduction Technologies for Heavy, Medium, and Light Duty Vehicles; and Heavy-Duty Equipment
- **Service Category 3:** After-market conversion technologies– all vehicle classes

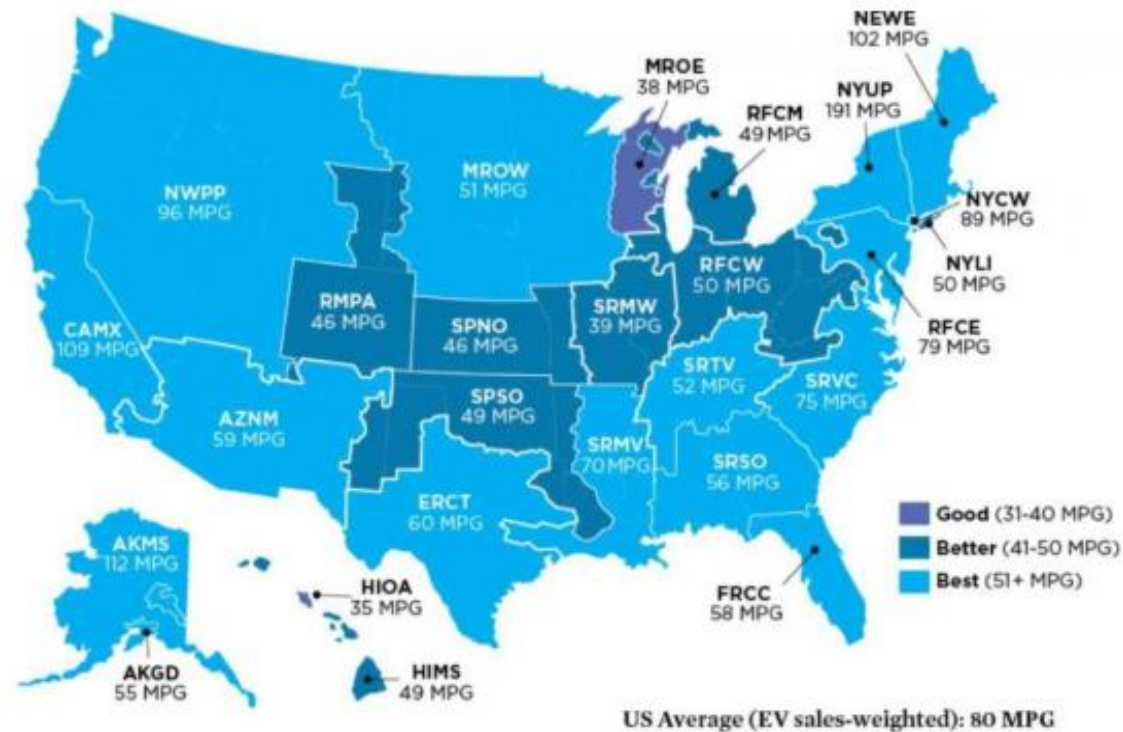




# Carbon Emissions from EVs

The average EV in the US has the same GHG emissions as a car getting 80 mpg

- MA: An EV produces 1.2 metric tons of emissions per year. Traditional vehicles produce 4.9 metric tons.
- “Electric vehicles are cheaper than gasoline-powered cars to fuel and drive”



# EVs on the Rise

- Cadillac Escalade EV SUV touting 400-mile range
- [Electric Ford F150 pulls 1M+ lbs of train](#)
- WiTricity: Developing systems that deliver power wirelessly to car batteries using magnetic resonance
- EV sales in MA rose 94% from 2017 to 2018, reaching 22,573 sold by Jan 2019



## EV Sales Projections

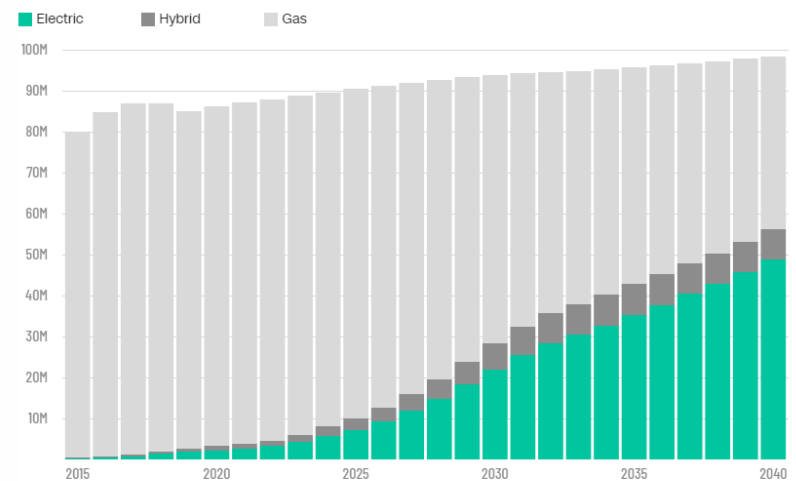
“Today, electric car batteries cost about \$176 per kilowatt-hour, but that figure will drop to just \$87 per kWh by 2025.”

(Source: [CNN](#))

“Oil will have to fall to \$9-\$10 a barrel in the long-term in order for gasoline cars to remain competitive with clean-powered electric vehicles.” (Source: [Bloomberg](#))

By 2040, electric cars could outsell gasoline-powered cars

Over the next two decades, sales of electric cars may begin to outstrip global sales of internal combustion cars.



**“Every time you spend money,  
you’re casting a vote for the kind of  
world you want”**

*Anna Lappe, Sustainable Food Advocate*

# Additional Information

- **Websites of Interest:**
  - OSD's Main Website: [www.mass.gov/osd](http://www.mass.gov/osd)
  - EPP's Main Website: [www.mass.gov/epp](http://www.mass.gov/epp)
  - State Surplus Property Office: [www.mass.gov/surplus-property-program](http://www.mass.gov/surplus-property-program)
  - Contract User Guides: [www.mass.gov/find-a-statewide-contract-user-guide](http://www.mass.gov/find-a-statewide-contract-user-guide)
- **COMMBUYS:** Commonwealth's online procurement marketplace [www.commbuys.com](http://www.commbuys.com)

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# Discussion

- What are obstacles to purchasing EPPs in your community?
- What additional information/assistance would be helpful for municipalities to purchase more EPPs?
- Are there EPP products or services that you are looking for?