

# State and Local Green Cleaning Procurement Policies

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# Introduction

- Green Cleaning Product Procurement Policies, Initiatives, and Requirements in the U.S.
  - [www.issa.com/greenprocure](http://www.issa.com/greenprocure)
- Why Review State and Local Policies
- Overview: Macro Perspective
- Closer Look at Recent Initiatives

# Why Review State and Local Green Procurement Policies?

- Direct Impact on Suppliers to State and Local Governments
- Influence Purchasing Policies of Private Sector
- Serve as a Barometer of Private Sector Demand for Green

# Overview of State and Local Policies

- Broad Context
- Green Cleaning is part of an overall “greening” of purchasing practices across many product categories
  - Printing / Copying Paper
  - Energy Efficient Office Equipment
  - Flex-fuel and Hybrid Vehicles
  - Paints and Coatings

# Green Cleaning Procurement Policies

- 14 States
  - CA, CO, CT, IL, IN, MA, MI, MN, NJ, NY, OR, PA, VT, WA
- Sixteen Local Government Authorities
  - City, County, School Districts
- Mandatory / RFPs / Voluntary / Educational
- Executive Order / Statutory / Policy

# Green Cleaning Procurement Policies

- Geographic Breakdown (State and Local)
  - West Coast: 40%
  - Midwest: 30%
  - East Coast: 30%

# Green Cleaning Procurement Policies

- Chemical Cleaners: All
- Jan-San Paper Products: 8/30
- Equipment: 3/30
- Holistic Approach: 4/30

# Green Cleaning Procurement Policies

- Chemical Cleaners
- 14 of 30 State and Localities Require or Recommend an Eco-Logo Program
- 10 of those 14 Specify Green Seal
- 3 of the 14 specify DfE
- 2 of the 14 specify Environmental Choice



# Why a Preference for Eco-Logo?

- Purchaser's Perspective
- Ease of selection
- Purchasers Not Environmental Experts
- Time Pressures Demand a Quick and Reliable Method
- Greenwash

# Recent Green Initiatives

- New York State
- New Jersey
- Oregon
- North American Green Purchasing Initiative
- Connecticut
- Minneapolis

# New York State

- Mandatory
  - State Agencies
  - All Secondary and Elementary Schools
- OGS Guidance
- Chemical Cleaners: GS, EC
- Equipment: Vacuum Cleaners
- Paper: Voluntary Recommendations
- Best Practices

# New Jersey

- Mandatory for State Agencies
- NJ Dept. of Treasury Issues RFP
- Chemical Cleaners Only
- Specifies GS, EC, DfE

# Oregon

- Oregon Issues RFP
- Chemical Cleaners: GS or DfE
- Paper: Chlorine Free; Recycled Content
- RFP Issued on behalf of the Western States Contracting Alliance
  - AK, AZ, CA, CO, HI, ID, MN, MT, NV, NM, SD, UT, WA, WY

# North American Green Purchasing Initiative

- Guidance to NAFTA Countries
- Chemical Cleaners
- Recommends GS, EC, DfE
- Soon to be Finalized

# Connecticut

- Mandatory for all State Agencies
- Encourages School Districts, Cities, and Counties to Follow
- Chemical Cleaners: GS

# Minneapolis

- Mandatory
  - Purchasing and all City Operating Departments
- Chemical Cleaners Only
- Green Seal



# Observations

- Trends: Recent Initiatives
- Multi-Faceted Approach to Qualifying Green Chemical Cleaners
  - One that recognizes multiple paths to green
- Maturing of the “greening” of our industry
  - Purchasers more sophisticated
  - Formulators more sophisticated

# Observations

- Advantages of Multi-Faceted Approach:
- Recognizes Credible, Scientifically Sound Third Party Programs
- Provides a Broader Range of Choice and Supply of Green Products
- Gives Formulators Flexibility
- Creates Competitive Environment

# Observations

- Continued Increase in the Number of States and Localities with Green Procurement Policies
- Illinois
- Florida
- Washington State

Thank You!!

Questions

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