

Commonwealth of Massachusetts

Environmentally Preferable Products (EPP) Procurement Program



Annual Report Fiscal Year 2010

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Commonwealth of Massachusetts
Environmentally Preferable Products (EPP) Procurement Program
Fiscal Year 2010 Report

Executive Summary

This report examines the accomplishments of the Commonwealth of Massachusetts' Environmentally Preferable Products (EPP) Procurement Program (EPP Program) during Fiscal Year 2010 (FY2010) and the progress made in working with state and local government agencies and departments to promote green procurement practices and implement the directives of Executive Order #515, Establishing an Environmental Purchasing Policy, issued on October 27, 2009. This timely declaration by Governor Deval Patrick most certainly represents a critical moment in the history of the EPP Program as it creates a formal environmental purchasing policy for the Commonwealth. It builds upon the successes of the current Program effort and establishes priorities and key targets for moving forward. (Details are provided in subsequent sections of this report).

Since the Program's inception in late 1994, thousands of EPPs have been incorporated into an estimated four dozen statewide contracts and the state's purchases of these goods and services have grown from \$5 million to over \$288 million per year. In FY2010, to the extent that the EPP Program was able to track procurement data and reports from state agencies and others, the information indicates that purchases of EPPs increased from \$285 million to over \$288 million. As a result of limited resources during this period, the data that is presented in this report will occasionally reference purchases from the previous year in those cases where the Program was unable to obtain such information. It is anticipated that as state agencies move forward in implementing the requirements of Executive Order #515, this data will be more easily generated in the years to come.

In the meantime, tracking conducted by the EPP Program for FY2010 purchases reveals that the **cost savings to the Commonwealth as a result of these purchases amounts to over \$3 million**. Using the tools available to quantify additional environmental benefits of such purchases, the EPP program will be calculating that information over the course of the next few months as resources become available to do so.

Key Accomplishments

In October, 2009, the EPP Program Director was the proud receiver of the OSD Pride and Performance Award as well as the **honored recipient of the Governor's Manuel Carballo Award** for Excellence in Public Service. (Details of the Governor's award can be seen on the web at www.mass.gov).

Some of the key accomplishments achieved by the EPP Program in FY2010 include the following:

- A. Worked with state agencies and political subdivisions to increase the purchase of EPPs from \$285 million to over \$288 million for the year;
- B. Used tools created by the EPP Program to track **over \$3 million in cost savings** as well as a number of environmental benefits realized through these purchases;
- C. Took the lead in implementing the initial directives of Executive Order #515 and formed an interagency Toxics Reduction Task Force;
- D. Conducted the 15th Annual EPP Vendor Fair and Conference, which is a nationally recognized trade show and conference that registers close to 1300 purchasers and staff from numerous

states across the country and features 175 exhibitors of EPPs along with ten educational workshops;

- E. Played an active role in the research, specification writing and awarding of ten new statewide contracts that include EPPs for such applications as low sulfur diesel and biofuels, water conservation, facility maintenance, office needs, professional services and vehicles.
- F. Assisted in conducting the outreach and presentation of awards at the Leading by Example (LBE) Awards ceremony at the State House in Boston to recognize outstanding efforts among Commonwealth agencies, municipalities, public higher education institutions, and that have implemented policies and programs resulting in significant environmental benefits
- G. Participated in efforts to engage other states and organizations in green purchasing practices through involvement in webinars, training sessions and conferences on a national scale;
- H. Published a quarterly on-line newsletter, the *EPP Buyer Update*, which has over 2200 subscribers and continued to maintain a comprehensive website that provides information, reports and tools to purchasers and businesses alike on green procurement issues.



LBE Award Winner - UMass Amherst has successfully reduced its greenhouse gas emissions by 26% from the baseline (2002-2004), three years ahead of the 25% reduction requirement in Governor Patrick's Executive Order No. 484. The new facility provides all of the Campus' heating needs and up to 75% of its electricity needs.

Conclusion and Looking Ahead

In FY2010 the EPP Program was involved in the awarding of ten new EPP statewide contracts, tracked over \$3 million in cost savings and other environmental and public health benefits to the Commonwealth, and continued to forge regional and national alliances focused on green purchasing. Those alliances and collaborative efforts across state lines serve to lower the cost and raise the performance level of new innovative EPP alternatives for everyone.

The Program is the first to acknowledge, however, that crucial to achieving these successes has been the continued support received from the OSD senior staff and purchasing managers, as well as the collaborative cooperation of the agencies and programs mentioned above and the forward-thinking initiative on the part of the Patrick Administration to issue Executive Order #515. The Governor's directive did more than strengthen and provide teeth to the progress already made by the EPP Program over the years, it charts a clear course of direction for the future.

As the EPP Program works to implement EO#515 in FY2011, the following areas take priority:

- Working with state agencies on transitioning to green cleaning products and practices and assisting them in identifying additional opportunities for toxics use reduction;
- Collaborating with related agencies and non-profits to build a comprehensive program of education and training with a focus on reducing toxics in purchasing;
- Examining purchases across all procurement areas to identify the greatest opportunities for Commonwealth agencies and departments to green other purchases; and
- Supporting the current national network of green purchasers to strengthen their commitment and help to facilitate their transition to responsible purchases and practices.

I. Program Purpose and Overview

The primary goal of the Environmentally Preferable Products (EPP) Procurement Program is to leverage the Commonwealth's purchasing power to reduce the environmental and health impacts of the state government's activities, foster markets for recycled content products and promote the purchase of those goods and services that conserve energy, water and other resources while reducing waste and toxic substances. Based in the Operational Services Division (OSD), the central purchasing agency for the Commonwealth of Massachusetts, the EPP Program is well situated to assist state agencies, independent departments, municipalities, public schools, higher education and other Commonwealth buyers to green the purchasing practices of the state in recognition of the fact that procurement is an effective strategy for addressing environmental concerns and protecting public health.



Currently in its sixteenth year, the EPP Program works with the procurement contract teams within OSD and collaborates with the Executive Office of Energy and Environmental Affairs (EEA), Department of Energy Resources (DOER) and Department of Environmental Protection (MassDEP) to promote and track the purchase and use of EPPs among the purchasing groups mentioned above through researching information related to EPPs, providing assistance on drafting EPP specifications, educating purchasers on environmental issues and collaborating with national purchasing organizations. The Program also works with those buying groups as well as the state's manufacturers and suppliers to quantify and market the economic and environmental benefits associated with those purchases and identify emerging technologies that represent new opportunities for resource conservation and long-term cost savings.

Massachusetts defines EPPs as products and services that have a lesser or reduced effect on human health and the environment when compared to competing products and services that serve the same purpose. Examples include reduced-toxicity cleaners, recycled-content paper and plastic products, energy-efficient equipment and fixtures, compostable items, alternative-fuel vehicles and more. Along with their reduced environmental footprint, EPPs can help stimulate the Massachusetts and US economy by working toward stabilizing the markets for recycled materials, supporting recycling businesses and programs and turning a significant portion of the solid waste stream otherwise headed for landfills into usable durable products. Throughout this report EPPs may also be referred to as "green" or "responsible" products.

Historical data on the growth of the EPP Program from its inception in late 1994, as well as information on current initiatives and events can be viewed on the EPP Program's website, at [EPP Program's Website](#).

II. Enduring Program Initiatives

Incorporating environmental standards and criteria into the purchasing decisions of Commonwealth of Massachusetts state agencies, authorities, cities, towns, higher education, schools and other departmental staff is a fundamental objective of the EPP Program. The Program provides the state personnel with information and technical assistance to help them identify economical, performance-based EPPs and works with the vendor community to ensure that such products are available. Through their unique positioning within the state's central purchasing office, the EPP Program is able to work toward building open, trusting relationships between purchasing and environmental agencies and work with a broad range of purchasing teams to assist in researching and awarding EPP statewide contracts that offer a multitude of green purchasing opportunities.

In recognition of the EPP Program's success over the years in promoting green, responsible purchasing practices, Governor Patrick issued Executive Order #515 in October, 2009 which served to put in place an official Environmental Purchasing Policy for the Commonwealth. This directive outlines the process by which state agencies increase their purchases of green products and services and indicates the key target areas to prioritize. (See details in Section III).

To continue to build on past achievements and implement the additional directives of the Executive Order, the EPP Program works directly with OSD's various contracting groups to research and develop specifications for green products, educate buyers on the benefits of EPPs and reach out to the business community to encourage their participation in this process. As a result, the EPP Program has been able to develop model contract language for dozens of statewide contracts and hundreds of products that save time and labor for many state and local governments seeking to make more responsible procurements. In addition, these efforts have created greater demand and lower pricing for many products and services and have fostered the establishment of credible standards and certifications for verifying green products in the marketplace that both suppliers and purchasers can understand and feel confident in supporting.



The 15th Annual EPP Vendor Fair featured 175 exhibitors of environmental products and services as well as 10 workshops.

As the EPP Program continues to serve as a central resource for the state as well as other governments and organizations across the country, some of their primary initiatives include the following:

- Providing leadership on a national level by participating as a presenter at various national and state conferences across the country and assisting other state governments interested in implementing EPP Programs;
- Conducting a program of outreach and education, including an annual conference, to state agencies and political subdivisions regarding the issues surrounding EPP procurement;
- Developing and maintaining tools to track both the economic and environmental benefits of using EPPs and annually report on the Commonwealth's progress;
- Assisting the business community in understanding the benefits of offering EPPs to state buyers as a means of strengthening the local and regional economy and moving markets in a sustainable direction;
- Serving on interagency teams to implement the green initiatives established by the current administration and promoting the establishment of other environmental purchasing goals.

III. Executive Order #515: Establishing an Environmental Purchasing Policy

On October 27, 2009, Governor Deval Patrick showed his strong support of the EPP Program's efforts with the issuance of Executive Order #515, *Establishing an Environmental Purchasing Policy*. The Executive Order (EO #515) recognized the success of Commonwealth agencies over the years to green their purchases while conserving resources and saving money and provided a clear direction on how the state should continue to grow these efforts in upcoming years.

"It is now widely recognized," the EO states, "that through the procurement of environmentally preferable products and services, large institutions such as the Commonwealth of Massachusetts can directly reduce the environmental and health-related impacts of its consumption, lower life-cycle costs, promote local economic development, and serve as a model for businesses, institutions, and individual residents. [In addition], by focusing on environmentally preferable products and services, the Commonwealth can encourage manufacturers and service providers to incorporate environmental and sustainability considerations into their products and operations locally, nationally, and even globally."



The Order goes on to charge the Secretary of the Executive Office for Administration and Finance (ANF), to work in collaboration with the Secretary of the Executive Office of Energy and Environmental Affairs (EEA), to ensure that products and services purchased by state agencies meet the standards and mandates of this directive. The Operational Services Division (OSD), through its Environmentally Preferable Products Procurement Program (the EPP Program), shall provide overall program management, oversee efforts to institute minimum standards for the procurement of EPPs, and establish environmental procurement goals where appropriate.

The responsibilities designated to the EPP Program included the formation of an Advisory Committee to provide guidance and information on markets and industry trends, and the creation of a Toxics Reduction Task Force to assist agencies in identifying and eliminating purchases of products that contain toxic chemicals. Reducing the use of hazardous substances, particularly in the areas of janitorial cleaning products and services, to improve conditions for human health across a broad range of facilities and schools is a critical component of this EO. All OSD and agency staff are instructed to cooperate with the Task Force and the EPP Program in these efforts, use EPP statewide contracts where they are available, incorporate similar criteria into any departmental contracts and integrate environmental goals into the performance measurements of procurement officers and other appropriate staff.

In addition to examining ways to reduce the use of toxic substances, Commonwealth agencies are also tasked with procuring products that are energy efficient, contain recycled materials or otherwise represent a reduction in solid waste, and goods that are grown, manufactured, transported, and handled in a sustainable manner such as organic and locally grown foods, compostable food service ware, lumber from sustainably managed forests, etc. Encouraging the business community to adopt broader sustainable practices that reduce environmental impacts is another initiative. Visit the [EPP Website](#) for details and a copy of Executive Order #515.

IV. Key Accomplishments in FY2010

A. Increased the Purchase of EPPs from \$285 Million to Over \$288 Million

OSD offers hundreds of green products and services across an estimated four dozen statewide contracts. Through the efforts of the EPP Program, the agency includes flexible language in virtually all contracts to allow for the addition of new innovative environmental technologies as they may become available during the contract term, or at the time of renewal. In addition, most Requests for Response (RFRs), or contract bids, include EPP criteria in the contract evaluation process.

In FY2010, the EPP Program was instrumental in helping to renew multiple statewide contracts and issue as many as ten all-new contracts containing EPPs (details to follow later in this section). The table below breaks out purchases from state agencies and those from cities, towns, schools and other political subdivisions (subdivisions).

As a result of limited resources during this period, the data that is presented in this report will occasionally reference estimates based on purchases from the previous year in those cases where the Program was unable to obtain updated information. It is anticipated that as state agencies move forward in implementing the requirements of Executive Order #515, this data will be more easily generated in the years to come.

Massachusetts FY2010 Sales of Environmentally Preferable Products and Services and Recycled Content Products

Type of Purchase	State Agencies	Subdivisions	Mass Highway Dept. (MHD)*	EPP Total
EPPs and Services	\$67,810,839	\$24,482,685	\$0	\$92,293,524
Recycled Products	\$31,644,697	\$29,603,207	\$135,306,394*	\$196,554,298
GRAND TOTAL	\$99,455,536	\$54,085,892	\$135,306,394*	\$288,847,822

** As the MHD has very specific needs with respects to their road construction and maintenance operations, the agency uses a number of departmental (as opposed to statewide) contracts for their purchases. Thus, such items as recycled content road materials are not reflected in the vendor reports received by OSD and MHD's data is submitted separately. The data above has been estimated for FY10.*

NOTE: An alphabetical list of all recycled content and other EPP purchases along with the corresponding purchase (dollar) amount is provided in Section IV of this report.

B. Tracked over \$3 Million in Cost Savings

Cost Savings. Cost savings associated with the purchase of EPPs may occur at a number of stages: at the point of purchase, as part of the use or operation of the product, as a result of less required maintenance, or at the time of disposal. For purposes of this report, the estimates provided on cost savings are realized primarily from a lower purchase price and energy savings, and, in the case of CFLs, a reduction in labor.

In FY2010, the EPP Program looked at the cost savings derived from the purchase of compact fluorescent light bulbs and remanufactured cartridges. (Typically office equipment is also examined, but the data for those items was not sufficiently complete to allow for inclusion). However, even using just the two products targeted, the cost savings was still over \$3 million for the year.

FY2010 Summary: CFL and Remanufactured Toner Cartridge Purchases

Cost Savings	
Energy cost savings from CFLs	\$1,878,945
Labor cost savings from CFLs	\$764,521
Cost savings from reman. cartridges	\$621,429*
TOTAL COST SAVINGS	\$3,264,895

* Cartridge estimate based on FY09 purchases

Readers should also know that Massachusetts issued Executive Order 484 in August, 2007 which mandated the purchase of CFLs to replace incandescent lights. The impact of the directive continued to be strong in FY2009 as supplies of incandescents expired and CFLs were purchased in their place.

Environmental Benefits. There are many environmental and public health benefits associated with the purchase of EPPs. To quantify these as accurately as possible, The EPP Program uses an electronic calculator developed by the Program staff known as EnviroCalc. This tool is designed to focus on two primary attributes: recycled content and energy efficiency.

Currently, the information that can be placed into EnviroCalc to render benefits of using post-consumer recycled materials involves the following products:

- Paper products including office papers, janitorial paper goods and lottery tickets,
- Plastic products including plastic lumber, recycling containers and compost bins,
- Remanufactured toner cartridges,
- Recycled mulch (from tree stumps), and
- Remanufactured antifreeze.

In light of the directives outlined in Executive Order #515 with respects to reducing the use of harsh chemicals across a broad range of purchasing areas, the EPP Program would like to extend the capability of this tool to toxics reduction whenever resources are available to permit such an upgrade. In the meantime, a Guidance Document on EnviroCalc is available for download from the [EPP Website](#).

C. Lead the Initial Implementation of Executive Order #515

The issuance of Executive Order #515 (EO#515) not only served to support and strengthen the Commonwealth's progress toward more sustainable purchases and practices, but it provided the EPP Program with clear direction on the priorities that should be set for the immediate future. While a broad range of procurement areas including products representing waste reduction, energy efficiency and resource conservation were cited in the Order, the clear target for immediate attention was toxics reduction.

The EPP was tasked with forming an Advisory Committee to oversee the implementation process and take the lead on convening an interagency Toxics Reduction Task Force to focus on reducing purchases of toxic materials and working with state agencies to assist them in making the necessary changes to reduce or eliminate the use of hazardous chemicals within their operations. This Task Force would ultimately be lead by the Massachusetts' Office of Technical Assistance.



One of the chemical-free cleaning technologies exhibited at the EPP Vendor Fair.

By December, 2009, the EPP Program assembled both the Advisory Committee consisting of representatives from The Executive Office of Energy and Environmental Affairs (EEA), Department of Energy Resources (DOER) and the Department of Environmental Protection (DEP) as well as the other agencies that would make up the Toxic Reduction Task Force (TRTF). Advisory Committee representatives were chosen for their position within their agency to provide guidance and oversight to the direction and implementation of the Executive Order. The group met on two occasions to discuss the requirements of EO#515 and draft some initial first steps for the TRTF to consider.

The TRTF force members were chosen for their knowledge and expertise in the field of working with public and private sector organizations to eliminate the use of harsh substances; some of these agencies were specifically named in the EO. Many of these individuals also have experience in conducting education and outreach in the area of toxics reduction. Currently active TRTF members include the Office of Technical Assistance (OTA), the Department of Public Health (DPH), the Department of Occupational Safety (DOS), the Department of Environmental Protection (DEP) and the Toxics Use Reduction Institute (TURI) based at the University Of Massachusetts Lowell Campus.

Shortly after the start of the new year, the TRTF members drafted a process for moving forward with the implementation of the EO. Initially, it would be necessary for the State Purchasing Agent to communicate with all agency heads to inform them of the official mandate and the need to designate an EPP Liaison within their department to serve as the contact person for any business related to EO#515. Once the names of individuals were provided to the EPP Program and the TRTF, the process of assisting agencies in tracking and recording their purchases of cleaning products and services and potentially other products identified by the Advisory Committee as the best opportunities to accomplish the goals of the EO would begin.

A Fact Sheet summarizing the responsibilities of the Toxics Reduction Task Force can be found in the Appendix of this Annual Report. In addition, a copy of the group's initial report on their progress and achievements to date is posted separately on the EPP website home page.

D. Successfully Conducted the 15th Annual Event Dedicated to Green Procurement

The 15th Annual Environmentally Preferable Products (EPPs) Vendor Fair and Conference coordinated by OSD's EPP Program in concert with EEA's Leading by Example Program and MassDEP, was held at Worcester's DCU Center on October 27, 2009. For the 1300 registered attendees, comprised mostly of state and local government purchasers, the event provided an opportunity to visit with 175 exhibitors of EPPs and to participate in a full day of educational workshops. Featured areas included chemical-free technologies for mold remediation and improved air quality, alternative fuel vehicles & equipment, green building materials, recycled content carpet and flooring, energy efficient solutions, compostable and/or reusable items, recycled paper and shredding services, renewable energy services, water conservation devices and systems, organic landscaping products and practices, and much more.



Close to 1300 attendees from state and municipal government, higher education and other organizations view exhibits of EPPs at the 2009 event.

This year's event also offered attendees the ability to take advantage of various "Try-Before-You-Buy" vendor promotional opportunities. Such offers included free limited supplies of green cleaning products, free energy audits for retrofitting building to more efficient lighting, trial packages of compostable foodservice ware, environmental consulting services at significantly reduced rates and much more. The product trials as they are called serve to increase traffic at the participating vendor's booth, while providing state and local purchasers with a no cost chance to try new environmental products and services.

A slate of over ten educational workshops was also available to attendees, including such topics as:

- Cleaning and infection Control for Healthy Schools;
- Greening State Fleets, Fuels and Practices
- Innovative Technologies
- Renewable Energy Projects
- Low Impact Development (LID) – Managing Stormwater.

A full list including the content highlights of each session follows on the next page.



Event coordinators EPP Program Director, Marcia Deegler (center) and LBE Director, Eric Friedman (left) pose with keynote luncheon speaker Scot Case, VP of TerraChoice.

Unique to this event is the fact that both attendees and exhibitors sit down together at lunch for an added networking opportunity and a chance to hear from a notable keynote speaker. This year it was Scot Case, VP of TerraChoice, a Canadian third-party certification organization. His entertaining and informative talk provided listeners with insight of the understanding how to sift through what can be an overwhelming number of eco-labels and how to avoid the "Seven Sins of Greenwashing," or the pitfalls of the less than truthful labels. More information on eco-labels and the practice of greenwashing can be found at www.terrachoice.com.

Slate of Workshops at the 15th Annual EPP Vendor Fair and Conference

1. Getting to Zero – Strategies for New and Existing Buildings

Following the release of the Governor's Zero Net Energy Buildings Task Force in March of 2009, attendees learned about the key policy drivers toward more sustainable construction practices.

2. Green Communities Program Overview

This workshop will feature the various forms of assistance available to cities and towns of the Commonwealth to reduce energy consumption under the recently implemented Green Communities Act.

3. Cleaning and Infection Control for Healthy Schools

With the emergence of the H1N1 flu, this session introduced a 3-Pronged Strategy to reduce transmission of the disease. It also discussed how the products and practices available under the MA contract #FAC59 serve to improve cleaning and disinfecting practices that result in healthier schools.

4. Fleet Manager's Forum: Greening Fleet Fuels and Practices

Speakers addressed the current market trends, with a particular focus on the switch to biodiesel across portions of the fleet, and discussed the benefits of using waste oil and other cost saving alternatives.

5. Massachusetts Facility Managers Association Fall Semi-Annual Meeting

DCAM – Office of Facilities Maintenance (OFM) has established a network of state facilities managers (MAFMA) that meets periodically with the aim toward increased information sharing and problem solving. The theme was "Customer Service" accompanied by the MAFMA Facility Manager of the Year Award.

6. Vendor Innovative Technologies

This session highlighted several new and innovative technologies featured by exhibitors at the EPP Vendor Fair, including equipment that remediates mold without using harsh chemicals, vehicle engine retrofits that serve to eliminate the need for idling, advancements in solar PVs and more.

7. Renewable Energy Projects: Feasibility, Planning and Financing

The workshop provided a basic framework for identifying the key criteria in selecting an appropriate renewable technology and helped participants understand the fundamental financial calculations associated with installed cost, energy production and financial incentives for renewables.

8. Office of Energy Efficiency: Electronics and Paper Usage

The goal of this workshop was to focus on how to use your paper, office electronics, and computers to maximize cost effectiveness and environmental benefit, including discussions on how to form a green team, choosing the best equipment mix, evaluating standards and specifications, and managing current equipment in a way that minimizes cost while increasing environmental and economic efficiency.

9. Low Impact Development (LID): Better Approaches to Managing Stormwater

This session provided an introduction to LID and discussed popular approaches including permeable pavement, vegetated roofs, and rain gardens.

10. Things are Heating Up: On-Site Thermal Technologies and Strategies

Heating with wood and solar thermal arrays has been used in New England for a very long time, but the technology in this sector is changing fast. Attendees learned about fully automatic pellet and woodchip heating, Japanese air source heat pumps, and state of the art solar thermal systems and more.

11. Recycling and Managing Paint Waste

10% of all paint sold each year in the U.S. is left over. The cost to manage this roughly 75 million gallons of leftover paint is about \$8 per gallon, or over half a billion dollars per year! Attendees will hear about the nation's first paint producer responsibility law recently passed on Oregon that is being rolled out nationally and from Chittenden County, VT, which collects leftover paint and produces its own recycled paint product – *Local Color* (and is saving money in the process!).

12. Product Stewardship Coordination Meeting

The Boston-based **Product Stewardship Institute, Inc. (PSI)** was founded in 2000 to provide a unified voice for state and local government, and fiscal relief for government, on waste management issues. Local governments are the primary beneficiaries of the extended producer responsibility (EPR) efforts promoted by PSI.

E. Researched and Wrote EPP Specifications for Ten New Statewide Contracts

One of the most important responsibilities of the EPP Program is the assistance that the Program provides to the dozens of interagency procurement teams working to draft and award statewide contracts. In Massachusetts, statewide contracts establish terms, conditions and pricing for thousands of products and services and are awarded on the basis of “best value” (not low bid) to meet the needs of public purchasers. EPPs are one of several components that can represent best value in a procurement.

During FY2010, the EPP Program worked with virtually all the contract management groups at OSD to increase the number of EPPs on state contracts. To do this the Program conducts outreach to the vendor community to learn about new product developments and any emerging technologies that may represent energy or water conservation, reduced use of toxic substances, less waste, or other benefit to the environment or public health. The Program also reaches out to other state and municipal governments to learn about green purchasing activities and uses the results of this research to write contract specifications for the OSD procurement team that will enable the greatest number of high performing environmental products to be included under the state contract.

In order to secure a broad range of products, from a pool of both large and small businesses at competitive pricing, statewide contracts often reflect multiple product “categories.” Using this method also allows contract users to find most of what they need for a particular application under one comprehensive contract; which can save time as well as money.

Below is the list of ten new state contracts containing EPPs that were awarded in FY2010. The list includes the contract number and title as well as the general procurement area in which they fall. A seventy page illustrated guide to these statewide contracts can be accessed for downloading at the EPP website, [EPP Website](#) under the bullet *Download Publications, Reports and Tools*.

1. Diesel Fuel, Bio and Ultra-Low Sulfur

- **ENE32:** Ultra-low Sulfur Diesel - describes a new [EPA](#) standard for the sulfur content in on-road [diesel](#) fuel sold in the [United States](#). The allowable [sulfur](#) content for ULSD (15 [ppm](#)) is much lower than the previous U.S. standard for Low Sulfur Diesel (LSD, 500 ppm), which reduces emissions of sulfur compounds (blamed for [acid rain](#)). ULSD can also be used with emission control retrofit devices that greatly reduce emissions of [oxides of nitrogen](#) and [particulates](#) that contribute to asthma and other respiratory illnesses
- **ENE33:** Biodiesel - is a renewable fuel made from agricultural resources, vegetable oils and/or animal fats; any of the above provides the same amount of energy. It reduces particulate matter and tailpipe emissions that impact climate change, such as CO₂ (although some increase in NO_x may occur depending on the duty cycle of the engine. It is nontoxic, biodegradable and suitable for sensitive environments, making potential spills of biodiesel far less harmful to the environment and much less expensive to clean up than regular diesel spill. Biodiesel is available on State Contract ENE23 in blends of B5, B10, B15 and B20 (20% biodiesel, 80% ULSD when available) for spring and summer months.



2. Grocery and Food Service

- **GRO22:** Water, Bottled, Emergency Bottled, Water Filtration Services, Reverse Osmosis Systems. This is a new statewide contract that combines three prior contracts (GRO18, GRO25 and PRF23) into one comprehensive contract that should supply virtually all drinking water needs. While the bottled water options do use BPA-free plastic bottles, there are solid waste issues associated with bottles. Thus, the two categories under this contract considered to be more environmentally preferable include the bottle-less systems:
- Water Filtration Systems – These systems supply a single water cooler dispenser from NSG Certified filtration systems and are installed into the building's existing potable water supply by licensed plumbers.
- Reverse Osmosis and Related Supplies / Services – These systems supply multiple water cooler dispensers from central head units. A head unit contains the reverse osmosis membranes and performs the reverse osmosis filtration.



Switching to a bottle-less cooler system can save you from 30% to 70% in monthly water costs versus bottled water delivery from month one, through our rental program. Systems may also be purchased with a maintenance agreement, if desired. Eliminating messy and cumbersome water bottles also saves time lost to refilling or changing bottles, especially in larger offices. Constantly changing water bottles exposes the water coolers to bacteria and germs, making traditional water coolers a rather unsanitary option. The systems are closed, eliminating constant exposure to the environment, people's hands on the bottle neck, etc., with each bottle change. In addition, any chance of an employee hurting their back while trying to lift one of the heavy water bottles is eliminated with our system. Vendors offer various types of coolers and the price varies with the cooler type.

3. Facility and Operations Related Contracts

- **FAC63** – Carpet and Flooring Products, Recycled. This contract covers six product categories including modular and broadloom carpet, vinyl flooring, ceramic tiles, rubber surfaces and flooring made with renewable materials as well as associated services. Many carpet and flooring solutions contain recycled materials, low VOC adhesives are used and all used carpet is required to be recycled by the vendor doing the installation.
- **FAC55 (DEP Designated):** Trash Bags, Plastic Imprinted – The bags on this contract are designed for cities and towns that operate the Pay-As-You-Throw trash / recycling municipal program. The contract provides bags in four different sizes and requires that they are made with 100% LDPE and contain a minimum of 20% post-consumer recycled content.



4. Office Supplies and Equipment Contracts

- **OFF28** – Office Supplies – This contract provides Commonwealth buyers with two extensive office supply catalogs that contain hundreds of items with post-consumer recycled content, including but not limited to, file folders, calendars, notebook, desk pads, tablets, appointment books, plastic desk top accessories and much more. The contract also is awarded to two vendors for envelopes and another for office paper and stationery, all of which are required to be made with a minimum of 35% post-consumer recycled content paper.

5. Professional Services

- **FAC67:** Janitorial Cleaning Services, Environmentally Preferable – Immediately following the issuance of Executive Order #515, OSD moved to award a contract for Janitorial Cleaning Services in which all awarded contractors are required to use cleaning products and other equipment and supplies as specified under the Massachusetts state contract #FAC59, that is the central green contract for those products. The service contractors are also encouraged to use cleaning practices featured in such systems as CIMS and the Green Seal 42 standard. See the contract at Comm-Pass.com for details.
- **PRF46:** Environmental Management Consultant, Program Coordinator and Planner Services. This contract offers services across seven different areas; environmental management, consulting and planning is one of them.

6. Vehicles

- **EQE-900-011** – Diesel School Bus and Other Vehicle Engine Emission Control Retrofits and Related Services. The Department of Environmental Protection recently took the lead in issuing this new contract to support the Massachusetts Diesel School Bus Retrofit Program aimed at reducing emissions from buses, vehicles and heavy equipment in an effort to improve air quality. The contract is based on the research conducted by the EPP Program through its collaboration with the US Environmental Protection Agency and it offers products in four categories: diesel oxidation catalysts, flow through filters, diesel particulate filters and closed crankcase ventilation filters. While the contract initially focused on school buses, other agencies of the Commonwealth are eligible to use it.
- **VEH89:** Vehicle Motorized Parts, Remanufactured – This contract is awarded to over 1.5 dozen suppliers across the state for the purpose of providing a qualified list of vendors to provide motorized vehicle parts, accessories and supplies, a portion of which are made with remanufactured parts. Using remanufactured materials serves to reduce waste while representing a cost saving opportunity for the Commonwealth.



F. Assisted in Conducting LBE Innovation Awards

The Leading by Example (LBE) Innovation Awards, co-sponsored by the EPP Program took place the week prior to the EPP Vendor Fair at the Massachusetts State House on October 19 to recognize outstanding efforts among Commonwealth agencies, public institutions of higher education, and municipalities that have implemented policies and programs resulting in significant environmental benefits.

A record of four **Municipal Awards** went to cities and towns from one end of the state to the other. The City of Medford was recognized for a commitment to green initiatives and investment in both energy efficiency and renewable energy that dates back more than 10 years; some of which include the conversion of all traffic lights in the City to LEDs, diesel retrofits of school buses, establishment of an anti-idling policy, energy audits at all public schools, and a residential single stream recycling program. The City of Northampton entered into \$6.5 million energy services performance contract to reduce municipal energy use by 20% as well as associated greenhouse gas emissions. They have also installed high-efficiency LED lamp fixtures and florescent lamps at city parking facilities, and solar PV at two school location.



The Town of Greenfield launched its “Greening Greenfield” campaign in 2007 and conducted a comprehensive energy audit that inspired action across the public and private sector including construction of a 2-MW solar array on the Town’s closed landfill, working with an ESCO to invest \$4.1 million in energy upgrades to municipal buildings including schools, installation of LED traffic lights, and the *Greenfield 10% Challenge*—an initiative designed to enlist 10% of households and businesses to reduce energy use. The Town of Mashpee has implemented \$107,000 in lighting

and HVAC efficiency measures that have reduced electricity use by 50%. Feasibility studies are underway for a 1.32-MW ground-mounted solar array at the Mashpee landfill and up to a 1.5-MW wind turbine at the high school.

The Department of Fire Services (DFS) and Mass Department of Transportation (MassDOT) both received **State Agency Awards**. DFS expanded and renovated its training complex facility by 77,000 square feet while reducing energy use by 30%, green house gas emissions by 40% and reducing potable water consumption by 65%. MassDOT instituted its “GreenDOT Policy,” a comprehensive initiative requiring sustainability strategies and measures be incorporated into all of MassDOT’s activities, with a specific emphasis on: 1) greenhouse gas reduction 2) promotion of healthy transportation options—walking, bicycling, and public transit, and 3) support for smart growth development.

Two **Higher Education** awards were presented to University of Massachusetts Amherst (UMA) for successfully reduced its greenhouse gas emissions by 26% from the baseline (2002-2004), three years ahead of the 25% reduction requirement in Governor Patrick’s Executive Order No. 484 and the University of Massachusetts Medical School for opening its new state-of-the-art green Data Center in Shrewsbury, which uses 40% less energy than the old data center and for eliminating 900,000 gallons of #6 oil - the dirtiest of the fuels used to heat our buildings – by switching to clean natural gas.

Highlights and more information on the LBE award recipients and their innovative projects can be found on the [LBE website](#).

G. EPP Program Participation in Webinars, Training and National Conferences

Conferences, Webinars and Workshops

With the goal in mind of increasing the demand for green products among the largest audience possible, the EPP Program participates in several education and training venues during the course of the year to reach out to buyers and businesses. In FY2010, some of these events included:

- **National Association of State Procurement Officials (NASPO) Annual Conference (Lake Tahoe, Nevada) September, 2009** – The EPP Program was invited by NASPO to share the process and success to date of the five-state contract for green cleaning products and supplies that the Program recently awarded. While Massachusetts did most of the research and data compilation in taking the lead on the contract, four other NASPO states participate on the contract (VT, NY, CT and NH) and strongly applauded the effort. Other states in the organization would now like to follow suit.
- **NEWMOA Webinar on EcoLabels, December, 2009** – Participated as one of three speakers on a webinar hosted by the Northwest Waste Management Officials Association on the topic of how the USEPA Design for the Environment (DfE) eco-label compares to third-party certifications. The Massachusetts EPP Program was a key presenter as a result of their recent work on the FAC59 contract. Organizations from throughout the northeast region participate in the webinar.
- **MASBO Webinar, February, 2010** – Worked with OSD's training department to create a deliver a webinar presentation to the Massachusetts School Business Officials that provided information on the broad range of EPP statewide contracts with a particular focus on green cleaning and other contracts specific to school applications.
- **On-Site Agency Workshop at DDS, April, 2010** – At the request of the Department of Developmental Services, the EPP Program Director met with key agency staff in New Bedford to discuss EO#515 and how the agency can work toward implementation of the requirements.
- **Statewide Training and Resources Exposition (STAR), May, 2010** – Conducted a workshop on green cleaning and staffed a booth at OSD's STAR event to educate buyers on environmental issues and promote the cost saving opportunities available from EPPs on state contract. This was the first year in which the EPP Vendor Fair would not be held, so green workshops were an important element at STAR.
- **MAAP Conference, May, 2010** – The EPP Program was invited to speak to the membership of the Massachusetts Asthma Action Partnership as members are interested to partner with the Program in their efforts to reduce the use of toxics in the state.
- **Green Economy Conference, Boston, May, 2010** – Heard from businesses striving to be green and addressed the Governor at lunch concerning EO#515.
- **Green Office Conference, Bentley College, June, 2010** – Served as a presenter at this event to inform local businesses and other participants on availability, high performance and benefits of purchasing and using EPPs.



Interagency Teams, National Work Groups and Local Program Support

The EPP Program serves on several interagency committees within Massachusetts for the purpose of working with related agencies to identify and promote opportunities for energy efficiency, toxics use reduction and waste minimization. On a national scale, the Program collaborates with other state government purchasers and purchasing organizations to share information and experiences on green procurements as a means to strengthen alliances across state borders and reduce unnecessary duplication of effort with respects to contracting work. Some of the more notable networking efforts on both fronts include the following:

Massachusetts' Initiatives

- **Small Business Purchasing Program** – In anticipation of the Governor's scheduled announcement to create a Small Business Purchasing Program in Massachusetts, The EPP Program created a tri-fold brochure on the opportunities for such businesses to green their operations. The brochure will soon be made available on the EPP website.
- **Leading by Example (LBE) Program** – The LBE Program works to reduce the overall environmental impacts of state government operations, particularly climate and energy impacts. LBE also promotes sustainability activities within state government including waste reduction, water conservation, green buildings, alternatives fuels, efficient transportation, and recycling. The EPP Program Director represents OSD as a member of the LBE Council and collaborates with the membership agencies to implement EPP initiatives.

National Collaboration

- **Responsible Purchasing Network (RPN)** – As a founding member of the organization and an active participant on the RPN steering committee, the EPP Program was involved in helping to forge a two-year alliance between the RPN and the National Association of State Procurement Officials (NASPO). The relationship should serve to bring consistent, well-researched information on green purchasing to a national purchasing membership. Information on the organization is available [here](#).
- **NASPO Green Purchasing Guide** – The EPP Program took the lead in working with a group of representatives from several states across the country to draft a twelve chapter Green Purchasing Guide for use by NASPO members. The draft is currently posted on the NASPO website and an updating of the document is scheduled for FY2011.
- **NIGP Knowledge Community** – Through participation on monthly conference calls hosted by the National Institute for Government Purchasers (NIGP), the EPP Program is working to bridge the communication gap between organizations and promote cooperation with respects to green purchasing efforts.



H. Published Quarterly On-line Newsletter and Maintained an EPP Website

EPP Buyer Update

During FY2010 the *EPP Buyer Update* transitioned from a bi-monthly newsletter to a quarterly publication. The continuation of limited resources within state government resulted in reduced available staff time to research and write the newsletter, thus it was determined that two fewer issues would be more manageable. The electronic publication, now in its 9th year, continues to be a popular feature of the EPP Program as its distribution and readership boasts an estimated 2200 subscribers across thirty four states, the District of Columbia, Canada, India, Italy, England, Jordan, Holland, the Netherlands, New Zealand and Mexico. Each issue contains valuable contract information, current events, procurement figures, product reviews, helpful environmental advice, and more. Some of the topics covered in FY10 included:

- Governor Patrick Issues a State Environmental Purchasing Policy
- Water Treatment Makes “Water Sense” (EPA’s Program)
- A Guide to Shopping Safer Plastics for the Holidays
- Price Reductions for Green Cleaning Products Contract
- Small Business Purchasing Program Announced – EPP Vendors Eligible
- Vendor Fair 15th Anniversary Highlights and Highlights of Upcoming Green STAR
- “New Arrivals” – Recently Awarded EPP Statewide Contracts

Current and past subscriptions of the EPP Buyer Update can be accessed on the [EPP website](#) under the bullet *Download Publications, Reports and Tools*.

EPP Website:

The EPP Program’s website is updated on an ongoing basis to provide current comprehensive information to agencies and others looking to implement environmental purchasing policies and guidance to suppliers and manufacturers interested in doing business with the state. This fiscal year the site posted the new **Executive Order #515 as well as two fact sheets** summarizing the initiatives outlined in the directive. Other topics covered on the site discuss how to access EPP state contracts in Massachusetts, where to find guidance documents and other resources featuring green purchasing issues, information on and registration forms for the Annual EPP Vendor Fair and Conference, reports on the Program’s progress over the years, links to EPP resources across the country and more.

V. Specific Tracking of FY2010 EPP Purchases

Below are two tables of information outlining the purchases of environmentally preferable products by state agencies and political subdivisions (cities, towns, schools and other eligible contract users). The table differentiates between recycled content products and other EPPs in an effort to identify areas of success as well as areas of opportunity in need of further development. Please see additional information concerning the basis of the reporting data on the next page below Figure 7.

Figure 5. Recycled Content Products FY2009 (Mass Highway items in blue)

Recycled Content Products	EPP State	EPP Subs	FY10 EPP Total
Antifreeze, Remanufactured	\$6,776.00	\$2,432.50	\$9,208.50
Automotive Parts, Remanufactured	\$0.00	\$0.00	\$0.00
Boxes, Corrugated, Archival and Packing Supplies, Recycled	\$29,038.00	\$0.00	\$29,038.00
Building Materials and Supplies	\$494,330.61	\$543,724.22	\$1,038,054.83
Carpeting, Various, Recycled*	\$736,229.00	\$1,290,382.80	\$2,026,611.80
Compost and Mulch*	\$89,992.50	\$11,102.50	\$101,095.00
Home Composting Bins, Recycl. Plastic	\$0.00	\$46,765.00	\$46,765.00
Containers, Carts, Recycling Set-Out	\$869.00	\$2,829,638.00	\$2,830,507.00
Envelopes, Recycled*	\$1,286,736.40	\$190,103.88	\$1,476,840.28
Glass Beads, Recycled	\$125,550.00	\$0.00	\$125,550.00
Janitorial Paper Products, Recycled	\$225,909.59	\$1,064,660.60	\$1,290,570.19
Trash Bags, Plastic, Janitorial, Recycled or Biodegradable	\$83,065.72	362,263.06	\$445,328.78
Lottery Tickets, Recycled Paper*	\$0.00	\$4,434,134.40	\$4,434,134.40
Motor Oil, Re-Refined	\$186,795.22	\$28,667.26	\$215,462.48
Office Furnishings, Recycled*	\$360,392.00	\$0.00	\$360,392.00
Office, School and Library Furniture, Accessories and Installation*	\$10,956,513.00	\$4,325,099.00	\$15,281,612.00
Paper/Computer Forms*	\$1,554,364.01	\$1,659,225.53	\$3,213,589.54
Plastic Lumber, Furniture, Playground Equipment, Signs, etc.*	\$274,031.00	\$2,324,552.72	\$2,598,583.72
Printing, Recycled*	\$14,184,594.92	\$8,898,315.67	\$23,082,910.59
Promotional Items	\$203,313.00	\$4,527.00	\$207,840.00
Rain Barrels, Recycled	\$0.00	\$17,129.00	\$17,129.00
Food Service Items, Recycled or Biodegradable	\$50,236.46	\$721,259.26	\$771,495.72
Toner Cartridges, Remanufactured	\$753,692.53	\$698,156.75	\$1,451,849.28
Safety Vests, Recycled Plastic	\$0.00	\$0.00	\$0.00
Tires, Retread	\$4,060.00	\$3,832.56	\$7,892.56
Traffic Cones/Safety, Recycled Total	\$38,208.00	\$12,097.20	\$50,305.20
Trash Bags, Plastic, Imprinted	\$0.00	\$135,138.00	\$135,138.00
Controlled Density Fill/Fly Ash (MHD)*	\$629,398.70	\$0.00	
Loam with Compost (MHD)	\$3,105,662.48	\$0.00	
Pavement Millings Mulch (MHD)	\$824,471.55	\$0.00	
Pavement with Rap and Reclaimed Pavement (MHD)	\$50,136,832.69	\$0.00	
Rubberized Asphalt Sealer (MHD)	\$783,552.34	\$0.00	
Rubberized Stress Absorbing Membrane Interlayer (MHD)	\$0.00	\$0.00	
Concrete w Additives Density Fill (MHD)	\$78,112,140.96	\$0.00	
Reclaimed Asphalt Pavement (MHD)	\$1,714,335.72	\$0.00	
Aluminum Sheeting, Recycled (MHD)	\$0.00	\$0.00	
Total Recycled Content	\$166,951,091.41	\$29,603,206.91	\$196,554,298.32

* MHD = MassDOT Departmental Contracts; figures are estimates based on FY09 purchases.

Figure 6. EPPs and Services (Other than recycled content products)

EPPs and Services	EPP State	EPP Subs	FY10 EPP Total
Appliances, Energy Efficient	\$0.00	\$1,739.00	\$1,739.00
Art & Instructional School Supplies*	\$100,211.00	\$961,857.00	\$1,062,068.00
Asbestos and Lead Paint Abatement	\$201,550.00	\$0.00	\$201,550.00
Biodiesel Automotive Fuel	\$1,871,695.00	\$353,682.00	\$2,225,377.00
BioHeat #2 heat fuel (mostly B5)	\$693,087.31	\$48,073.57	\$741,160.88
Cleaning Products / Equipment, Environmentally Preferable	\$350,020.98	\$1,400,230.51	\$1,750,251.49
Composting Toilets	\$24,333.00	\$0.00	\$24,333.00
Copiers, Printers, Fax and Equipment, Energy Efficient	\$11,247,268.00	\$8,523,602.00	\$19,770,870.00
Deicers, Road, Environmentally Preferable	\$1,895.67	\$0.00	\$1,895.67
Diesel Emission Control Retrofits	\$183,000.00	\$0.00	\$183,000.00
Document Solutions, Microfiche, Microfilm and Imaging Equipment, Software, Supplies & Services	\$1,828,819.00		\$1,828,819.00
Electrical and Lighting Supplies and Equipment, Signs	\$209,907.37	\$864,277.12	\$1,074,184.49
Energy Advisors, Consulting	\$211,020.00	\$378,030.00	\$589,050.00
Environmental Consulting Services	\$548,030.00	\$35,000.00	\$583,030.00
Environmental Diagnostic and Testing Services	\$395,841.00	\$175,519.74	\$571,360.74
Food Service Equipment, Energy Efficient	\$222,713.99	\$603,831.75	\$826,545.74
Hazardous Materials/Collection Services - Includes Lamps/Ballasts Recycling	\$689,910.00	\$23,461.62	\$713,371.62
Industrial/Commercial Supplies, Energy Efficient	\$49,688.83	\$921,930.17	\$971,619.00
Integrated Pest Management	\$672,839.00	\$1,142,644.44	\$1,815,483.44
Janitorial Cleaning Services, EPP	\$98,607.00	\$279,474.00	\$378,081.00
Moving Services (Biodiesel Usage)	\$10,875.46	\$0.00	\$10,875.46
Moving Services (Reusable crates v boxes)	\$160,677.00	\$31,705.00	\$192,382.00
Lubricants, bio-based	\$0.00	\$1,048.89	\$1,048.89
Paint, Low VOC	\$0.00	\$23,499.15	\$23,499.15
PCs and Peripherals, Energy Efficient*	\$40,639,798.28	\$5,420,214.72	\$46,060,013.00
Scrap Tire Disposal Services*	\$44,628.00	\$0.00	\$44,628.00
Solid Waste and Recycling	\$1,805,503.44	\$464,045.93	\$2,269,549.37
Trash Compactors, Solar Powered	\$930,000.00	\$141,000.00	\$1,071,000.00
Ultra Low Sulfur Diesel	\$2,492,788.00	\$2,490,930.00	\$4,983,718.00
Vehicles, CNG	\$0.00	\$0.00	\$0.00
Vehicles, Hybrid	\$935,695.00	\$158,630.00	\$1,094,325.00
Vehicles, Hybrid Plug-in	\$39,980.00	\$0.00	\$39,980.00
Vehicles, Short-Term Rental (Hybrid Only)	\$39,959.00	\$0.00	\$39,959.00
Water Conservation Devices	\$501,571.00	\$28,785.00	\$530,356.00
Water Filtration/Reverse Osmosis System	\$499,172.00	\$0.00	\$499,172.00
Water Treatment / Pool Ionization (Reduced Chemicals)	\$109,755.00	\$9,474.00	\$119,229.00
Total EPPs and Services	\$67,810,839.33	\$24,482,685.61	\$92,293,524.94

Basis for the Reporting Data. To track the purchases of environmentally preferable products, the EPP Program relies primarily on the reports obtained from contract vendors at the end of the Fiscal Year. Although these vendors are required by the terms of the contract to render this data on an annual basis, the process is not an exact science. While the majority of the vendors are reliable, some submit only partial data and others may not respond at all. In FY2010, resources to work with vendors to secure this data were limited. As a result, some of the entries reflect estimates based on purchases from the prior fiscal year and this report has attempted to indicate those instances wherever possible.

OSD is currently taking stronger steps to address this issue, but in the meantime, the EPP Program also relies on a second source to obtain data; the intra-agency reports generated for each statewide contract by OSD's Management Information Systems (MIS) staff.

VI. Conclusion

The EPP Program is extremely proud of the fact that the success achieved by the Program over the past 15 years was acknowledged by the Governor with his selection of the EPP Program Director as a recipient of the Manuel Carballo Award for Excellence in Public Service and with the creation of a formal Environmental Purchasing Policy for the Commonwealth in the form of Executive Order #515. Despite limited resources and difficult economic times, the Program worked diligently to award of ten new EPP statewide contracts, track over \$3 million in cost savings and other environmental and public health benefits to the Commonwealth, conduct a program of education on green purchasing issues and forge regional and national alliances focused on green purchasing.

The EPP Program also attributes a large portion of their success to the continued support over the years from the senior staff and contract managers of the Operational Services Division and the collaborative cooperation of such agencies and programs as EEA's Leading by Example Program, MassDEP, Department of Energy Resources, Mass Highway Department and others to establish short term goals for EPP purchases on an annual basis and work to ensure their achievement.

The primary goals established and achieved for FY2010 and featured in this report included:

- boost the volume of EPP purchases among state agencies and other contract users;
- increase the cost savings and environmental benefits derived from these purchases;
- expand the number of EPP statewide contracts to provide for greater opportunities,
- maintain a comprehensive program of education on green purchasing issues,
- continue to track environmental and public health benefits of these goods and services where possible, and
- foster strong national alliances with participation in conferences and webinars for the purpose of lowering cost and raising performance of products and moving markets to green.

VII. Considerations for Next Year

Executive Order #515 not only supports and strengthens the Commonwealth's progress in the area of green procurement, it serves to chart an impressive course for the future. As the EPP Program works with other agencies to implement EO#515 in FY2011, the following areas will take priority:

- Working with state agencies on transitioning to green cleaning products and practices and assisting them in identifying additional opportunities for toxics use reduction; using the successes at the state level to encourage municipal, school and higher education;
- Collaborating with related agencies and non-profits to build a comprehensive program of education and training with a focus on reducing toxics in purchasing;
- Examining purchases across all activities and operations to identify the greatest opportunities for Commonwealth agencies and departments to green other purchases;
- Continuing to network with green purchasers and organizations within the northeast region and beyond to educate buyers on environmental issues and the ways in which green purchasing can cost-effectively provide solutions to some of those issues and problems; and
- Supporting the current national network of green purchasers to strengthen their commitment and help to facilitate their transition to responsible purchases and practices.

APPENDIX

A. Fact Sheet - Summary of EO#515 Directives

This was the first fact sheet created to inform agencies about the fundamental purpose and critical requirements in the new Executive Order. It contains the segments bulleted below, along with other information related to the EPP Program and other agency partners collaborating on the implementation.

- Key Executive Order Initiatives
- Who is responsible for implementing the EO?
- How are agencies impacted by the EO?
- Frequently Asked Questions?

The document is posted on the home page of the EPP website and can be accessed directly [here](#).

B. Fact Sheet – Summary of Toxics Reduction Initiatives

This fact sheet summarizes the objectives and goals of the Executive Order to reduce the use of toxic substances in state agency operations. It contains the segments bulleted below, along with other information related to the EPP Program and other agency partners taking the lead to implement these measures.

- Key Target Procurement Areas for Toxics Reduction
- What is the Purpose of the Toxics Reduction task Force?
- What are the agency responsibilities with respect to toxics reduction?
- Frequently Asked Questions?

The document is posted on the home page of the EPP website and can be accessed [here](#).

C. Toxics Reduction Annual Progress Report

Readers can view and download a copy of the annual report written by the Toxics Reduction Task Force that highlights the process and progress made to date as well as the upcoming challenges to consider in moving forward with the implementation of EO#515. Access this report from the [EPP website](#) using the home page bullet titled, “Download Publications, Reports and Tools” and then the secondary bullet titled, “Reports and Handbooks:”.