A Global Opportunity to Shape the Future

Starting in the United States…
The opportunity...
The U.S. economy is driven by $15.2 trillion in spending…

$15.2

Trillion

U.S. Gross Domestic Product
... by households, government, and foreign countries.

- **Households**: $10.7 Trillion (71%)
- **Government**: $2.6 Trillion (17%)
- **Exports**: $1.9 Trillion (12%)

Analysis by TRUTHstudio based on US Bureau of Economic Analysis 2011 Summary Use Annual I-O Table
The government portion is managed by professionals,...
... and 75% of household spend is on services from companies whose spending is managed by professionals.

Business to Consumer (B2C) Services

Health care
Housing
Financial services and insurance
Food services
Transportation services
Recreation services
Education services
Communications services
Personal care services
Hospitality services

Analysis by TRUTHstudio based on US Bureau of Economic Analysis 2011 Summary Use Annual I-O Table
So $10 over trillion in spending is managed by professionals.
This institutional purchasing drives 70% of US employment.

± 100 million US jobs
70% of US employment

$10.1 Trillion
And it drives an estimated…

67% of US GHG emissions.
10% of global GHG emissions.
and a range of other impacts.

± 100 million US jobs
70% of US employment

± 4 billion Mt CO2e
10% of global GHG

$10.1 Trillion

Analysis by TRUTHstudio based on US Bureau of Economic Analysis 2011 Summary Use Annual I-O Table
So institutional purchasers have a strategic opportunity to send economic signals that shape the marketplace.
And the professionals who manage institutional purchasing are uniquely positioned to exercise positive influence.
The challenges...
Institutional purchasers do not send coordinated signals.
And purchasing professionals do not have shared resources.
The root challenge is lack of standardization in how sustainable purchasing is defined, guided, measured, and rewarded.
The solution...
Could we collaborate to launch a shared program for guiding, measuring, and recognizing leadership in sustainable purchasing?

A blue sky idea.
The SPLC brings together a community of professionals…
... to create a shared program for leadership...
... that sends coordinated signals to shift the marketplace.
The timeline...
Could we collaborate to launch a shared program for guiding, measuring, and recognizing leadership in sustainable purchasing?
Steering Committee formed / Feb 2012

Anastasia O’Rourke, Co-Chair
Principal, DEKRA
Founder, EcoLabel Index

Yalmaz Siddiqui, Co-Chair
Senior Director, Environmental Strategy
Office Depot

Josh Silverman
Director, OSES
US Department of Energy

Cynthia Cummis
Manager, GHG Protocol
World Resources Institute

Dennis McGavis
Director of EHS, Sustainability
Goodyear Tire & Rubber Co.

Jonathan Rifkin
Green Purchasing Coordinator
NASPO / City of Washington, DC

Mark Rossolo
Public Affairs Director
UL Environment

US EPA Liaison:
Alison Kinn Bennett
Senior Advisor
EPP Program, US EPA

Chris O’Brien
Director of Sustainability
American University

Nancy Gillis
Senior Manager
Ernst & Young, LLC

US GSA Liaison:
Brennan Conaway
Procurement Analyst
US General Services Administration
Concept Paper / Aug 2012

Sustainable Purchasing Council

Overview

The Sustainable Purchasing Council is a non-profit organization whose mission is to support and recognize purchasing and procurement initiatives that drive corporate sustainability. The Council is working toward: 
- supporting the development of high-quality sustainable and responsible procurement programs; 
- increasing awareness and understanding of procurement practices; 
- connecting local, state, and federal procurement offices; 
- providing resources and tools for stakeholders.

Core Activities

Build Business Case for the Council

The Council will promote the business case for sustainable procurement by providing guidance and resources to help procurement professionals understand the benefits of sustainable purchasing.

Enable Visibility and Engagement

The Council will create programs that help procurement professionals understand and integrate sustainability into their daily practices.

Support and Resources

The Council will provide tools and resources to help procurement professionals understand and implement sustainable procurement practices.

Rationale

The potential for sustainable purchasing in the public sector is significant, but it is not being realized to its full potential. This is in part due to the lack of awareness among procurement professionals. The Council will provide tools and resources to help procurement professionals understand and implement sustainable purchasing practices.

Benefits to Stakeholders

Institutional and commercial purchasers

The Council will offer educational opportunities to professionals working in sustainable purchasing. This will help increase awareness and understanding of sustainable purchasing practices.

Green Products and Materials

The Council will offer resources to help procurement professionals understand the benefits of sustainable purchasing, including educational opportunities and tools to support sustainable purchasing practices.

Current Status

The Council was established in 2012 and has been actively engaged in promoting sustainable procurement practices. The Council has currently 20 active members and is continuing to grow.

Endorsed by the Council

The Council has been endorsed by a number of leading organizations, including the National Association of Purchasing Management, the National Association of State Purchasing Officials, and the United Nations Global Compact.

Partners and Participants

Green Products Acquisition Office

The Sustainable Purchasing Council is supported by a number of partners, including the National Association of State Purchasing Officials, the National Association of State Purchasing Officials, and the United Nations Global Compact.

Collaborating Organizations

The Council supports and collaborates with a number of organizations, including the National Association of State Purchasing Officials, the National Association of State Purchasing Officials, and the United Nations Global Compact.

Collaboration and Partnership

The Sustainable Purchasing Council is dedicated to promoting sustainable purchasing practices and is working to build strong partnerships with a variety of organizations. The Council is committed to supporting and promoting sustainable purchasing practices and is working to build strong partnerships with a variety of organizations.
For institutions of higher education...

5 purchasing categories are estimated to represent 64% of total spending and 83% of estimated impacts.

Insight:
Analysis and prioritization sharpens focus; reduces complexity.
Launch Event / Jul 2013

Moderated by Joel Makower and broadcast by GreenBiz Group

3 Panel Conversation

Joel Makower, GreenBiz Group (moderator)
Alison Kinn Bennett, US Environmental Protection Agency
Chris O'Brien, American University
Jason Pearson, Sustainable Purchasing Leadership Council
Yalmaz Siddiqui, Office Depot
Founders Circle formed
Strategic Partners engaged
Welcome.
We are a community of professionals dedicated to using the power of sustainable procurement to advance local and global quality of life.

Join us.

We convene a COMMUNITY of leaders.

The Council brings together visionary professionals from institutions, suppliers, government, standards bodies and NGOs to simplify, optimize and standardize the practice of sustainable procurement. Together, we can leverage the trillions of dollars spent by organizations to drive social, environmental, and economic sustainability.

We will offer GUIDANCE for implementation.

The Council’s membership collaborate with each other and with other partners to supply purchasers with the best available hot spot and product-specific guidance in a manner that prioritizes high-impact areas of spending and that supports procurement processes commonly found in the public and private sector.

We propose a LEADERSHIP recognition program.

Just as the USGBC’s LEED program provides a shared platform for guiding, measuring, and recognizing leadership in green building, the Council proposes a shared platform for guiding, measuring, and recognizing leadership in sustainable procurement.
Membership opens / Oct 2013

A big tent.
Principles for Leadership in Sustainable Purchasing

Version 1.0
Adopted April 2014

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2014 ANNUAL MEETING
Washington DC Convention Center
May 20-21

Share expertise. Discover solutions. Build relationships. Shape the future.
Program Committees formed / Jul 2014

- Technical Advisory Committee (TAC)
  - Ad Hoc Work. Groups
  - Purchasing Category TAG
  - Purchasing Category TAG
  - Purchasing Category TAG

- SPLC Board
- SPLC Staff
Join us.