



Office of
General Services

GOVBUY PROCUREMENT CONFERENCE

November 21-22, 2024

Empire State Plaza Convention Center, Albany, NY



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General Services

Buying Green in New York State

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Buying Green in New York State

Meeting Room 2 | 11:00 AM – 12:00 PM

MODERATORS

Jessica Watson, Contract Management Specialist, NYS Office of General Services

Pamela Hadad Hurst, Special Assistant to the Commissioner, NYS Department of Environmental Conservation

Christopher Reohr, Program Manager, NYS Energy Research and Development Authority (NYSERDA)

Agenda

1. Executive Order 22
2. Green Purchasing
 1. Purchasing Priorities
 2. GreenNY Specifications
 3. Frequently Purchased Green Products & Services
3. Improving Green Purchasing
4. Clean Energy Communities



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Executive Order 22



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Executive Order 22

Leading by Example: Directing State Agencies to Adopt a Sustainability and Decarbonization Program

- EO22 was issued in September 2022
- Supersedes prior executive orders:
 - EO 4 (2008)
 - EO 18 (2009)
 - EO 88 (2012)
 - EO 166 (2017)
- Created goals and targets for sustainable operations by 75 Affected Entities
- Established and empowers the GreenNY Council as the body primarily responsible to implement the EO
- Will streamline and strengthen climate sustainability initiatives across state agencies



What EO22 Means for Purchasing

- Directs the GreenNY Council to develop and issue sustainable procurement specifications that all 75 Affected Entities shall follow when procuring

<https://ogs.ny.gov/greenny/approved-greenny-specifications>

- All previous procurement specifications from EO4 carry forward under EO22
- Among other things, the specifications take into account:
 - Greenhouse gas (GHG) reduction goals
 - Waste reduction
 - Public health
 - Pollution reduction and prevention
- DEC Green Purchasing Communities program for municipalities

<https://ogs.ny.gov/green-purchasing-communities>



Understanding Procurement Directives

Order of purchasing priority vs. GreenNY specifications:

- State Finance Law: Agencies must follow the purchasing priority hierarchy
 - If an agency cannot find a commodity, service or technology that meets its **form, function, and utility (FFU)** it may make its way down the purchasing priority hierarchy
- Affected Entities shall consider compliance with EO 22 part of their FFU
 - Beyond the EO, agencies may consider green purchasing part of their FFU if their agency's procurement records state a preference for environmentally-preferable products



Green Purchasing



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Purchasing Priorities

Statutory priority is accorded in the following order:

- 1st Preferred Sources
- 2nd OGS centralized contracts
- 3rd Agency or multi-agency established contracts
- 4th Other means of contracting

Corcraft
PRODUCTS

NYSPSP
NYS PREFERRED SOURCE PROGRAM FOR NEW YORKERS WHO ARE BLIND

NYSID
Purchasing That Powers Employment



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Finding Green Products

1. Preferred Sources

1. List of Preferred Source Offerings (updated Oct. 2024)
2. Green products include:
 1. Cleaning and personal care (cleaning products, nitrile gloves, hand soap, paper towels, toilet tissue)
 2. Office Supplies (copy paper, electric hand dryers, batteries, LED bulbs)

APPROVED COMMODITIES: SECTION A	Corcraft	NYSPSP	NYSID
<i>Student Desk</i>	√		
<i>Tablet Arm Chairs</i>	√		
JANITORIAL AND HOUSEKEEPING SUPPLIES			
Air Freshener		√	√
Bleach	√	√	√
Brooms, Broom Heads		√	
Brush: Deck Scrub		√	
Brush: Hand Scrub		√	
Brush: Sweep		√	
Brush: Toilet		√	
Brush: Window Washing		√	
Cleaner: Carpet, Upholstery		√	√
Cleaner: Drain Cleaner, Biological Digestant/Deodorant	√	√	√
Cleaner: Food Service	√	√	√
Cleaner: Glass	√	√	√
Cleaner: Liquid Antibacterial	√		√

<https://ogs.ny.gov/system/files/documents/2024/10/list-of-preferred-source-offerings.pdf>



Finding Green Products

2. OGS Centralized Contracts

1. Search the List of Centralized Contracts by
 1. Award or group number
 2. Award title
 3. Keywords
2. Green products include:
 1. Cleaning and personal care
 2. Paper products
 3. Computers and displays
 4. Recycling services

Search:

Search by Award Number, Group Number, Title, or Keyword.

Award #	Group	Award Title	Type	Keywords
23357	32100	Snow & Ice Control Agents (Statewide)	Commodity	Deicing, Pellet, Flake, Solar, Calcium, Chloride, Liquid, Treated, Magnesium, OBPE, Brine
23358	01800	Road Salt, Treated Salt, & Emergency Standby Road Salt (Statewide)	Commodity	Ice, Snow, Sodium, Chloride
23300	38235	Electronic Monitoring Products and Services (NASPO ValuePoint) (Statewide)	Commodity	Radio Frequency (RF), Electronic Monitoring, Satellite Monitoring, Remote Tracking Service (GPS), Alcohol Monitoring, Base Station, Bracelet, Beacon
23273	23000	Miscellaneous Office Supplies (Statewide)	Commodity	Office Supplies, Supplies, Staples
23310	79008	Fuel Card Services - Wex Bank Inc (Statewide)	Service	Electric Car Card, Wex Card, Chargepoint Card, Fleet Card, Credit Card, Payment, Method of Payment, Gas Card, Electronic Payment, EFS, Fuel Card
23323	50208	Paper Roll Stock for Offset and Digital Printing (Albany Area Agencies)	Commodity	Opasque Rolls, Colored Rolls, Highspeed Inkjet Rolls, Continuous Roll Feed Paper
23297	23100	School & Art Supplies (Statewide)	Commodity	School supplies, Art supplies

<https://ogs.ny.gov/procurement/ogs-centralized-contracts-list>



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GreenNY Website

Resources for Purchasing and Operations

- Buying Green - EPP
- Energy Efficiency
- Resources for Education and Engagement
- Green Cleaning
- Reduce, Reuse, Recycle
- Conservation of Natural Resources

<https://ogs.ny.gov/greenny/>



Environmentally Preferable Purchasing



Energy Efficiency



GreenNY Knowledge Resources



Green Cleaning



State Agency Waste Reduction, Reuse, Recycling



Conserving Natural Resources



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GreenNY Website

- ‘Find Green Products’ Table
- Search table
 - Searches words directly in table
 - Keyword searches will be added soon
- Filter columns
 - Sort alphabetically A-Z or Z-A
- Not all items on a contract may be ‘green’; check against the GreenNY specification

<https://ogs.ny.gov/greenny/green-purchasing-products-and-sources>

Search:

BUY GREEN Products Available Through Preferred Sources or Centralized Contract

Search:

Product	Source	Title	Award #	EO 22 Specification
Air Conditioners (Energy Star)	Contract	Industrial and Commercial Supplies	23262	Room Air Conditioners
Carpet and Tile	Contract	Floor Coverings and Related Services	PGP-23200	Floor Coverings
Community Solar Subscriptions	Contract	Community Solar (Statewide)	23162-GR	Photovoltaic (PV) Systems
Compact Fluorescent Lamps	Contract	Industrial and Commercial Supplies	23262	Lighting, Fixtures, Ballasts and Lamps
Compostable and Biodegradable Utensils and Wares	Contract	FOOD (Commercial and Retail) (Statewide)	23199	n/a
Copy Paper with Recycled Content	Contract	Recycled Copy Paper (Less Than Truckload Lots)	23078-GR,RS	Copy Paper and Paper Supplies
Desktop and Laptop Tablet Computers	Contract	Information Technology Umbrella Contract – Manufacturer Based (Aggregate Buy)	22802	Computers and Displays
Diesel - B5, B10, and B20 Biodiesel	Contract	Ultra Low Sulfur Diesel and Biodiesel Fuel (On-Road Use Only)	23236	n/a
Disinfectants and Sanitizers	Contract	Environmentally Preferable Cleaning Products	23245	Disinfectants and Sanitizers
Drinking Fountains with Bottle Refill Stations	Contract	Industrial and Commercial Supplies	23262	Drinking Fountains
Electric Hand Dryers	Preferred Source	NYS Industries for the Disabled	n/a	Electric Hand Dryer
Electric Hand Dryers	Contract	Environmentally Preferable Cleaning Products	23245	Electric Hand Dryer
Electronic Ballasts	Contract	Industrial and Commercial Supplies	23262	Lighting, Fixtures, Ballasts and Lamps



GreenNY Specifications

- As of November 2024, > 90 specifications have been created covering 100+ products and services
- Currently 8 specification categories:
 - Appliances
 - Construction & Facility Maintenance
 - Electronics
 - Food Service and Travel
 - Grounds/ Landscaping
 - Janitorial
 - Office Supplies
 - Transportation & Fleet

<https://ogs.ny.gov/greeny/approved-greeny-specifications>



Frequently Purchased Green Products & Services

1. Green Cleaning Products
2. Janitorial Paper
3. Recycled Paper
4. Computers and Displays
5. Lighting
6. Recycling and Composting
7. Zero Emission Vehicles/Charging Stations
8. Solar Power



Green Cleaning Products

1. Availability
 1. Award 23245 [Environmentally Preferable Cleaning Products](#)
 2. NYSID, NYSPSP, Corcraft
2. Required:
 1. Green Seal, UL EcoLogo, US EPA Safer Choice
 2. Aerosol containers prohibited
3. Consider:
 1. Buying concentrates
 2. Fragrance-free



Janitorial Paper

1. Availability

1. Award 23245 [Environmentally Preferable Cleaning Products](#)
2. Award 23262 [Industrial & Commercial Supplies and Equipment](#)
3. 23273 [Miscellaneous Office Supplies](#)
4. NYSID

2. Required:

1. 100% Total Recycled Content (TRC)
2. US EPA guidelines for post-consumer recycled content (PCRC)
3. Processed chlorine-free
4. Fragrance-free



Recycled Paper

1. Availability

1. Award 23078 [Less than Truckload Lots](#)
(will be replaced by Award 23335)
2. Award 23273 [Miscellaneous Office Supplies](#)
3. Award 23323 [Paper Roll Stock for Offset & Digital Printing](#)
4. Award 23272 [Wove & Kraft Envelopes](#)
5. NYSID

* PCRC = *Post-consumer recycled content*

2. White Copy Paper:

1. PCRC
 1. 100% required
2. Processed Chlorine-Free

3. Other Paper Products:

1. PCRC
 1. 30% minimum
 2. 100% recommended
2. Elemental Chlorine-Free
3. PVC free



Computer and Displays

1. Availability
 1. Award 22802 Aggregate Buy [IT Umbrella – Manufacturer Based \(Agg Buy\)](#)
2. Required:
 1. At least Environmental Product Environmental Assessment Tool (EPEAT) Bronze
 2. Meet or exceed EPEAT 4.1.2.1 Restriction of the use of Cadmium
3. Consider:
 1. EPEAT criteria 4.1.6.2 Reduction of substances on the EU REACH candidate list of Substances of Very High Concern (SVHC)



Lighting

1. Availability
 1. Award 23262 [Industrial & Commercial Supplies and Equipment](#)
 2. NYSID, NYSPSP
2. Required:
 1. RoHS compliant
 2. See full specification handout
<https://ogs.ny.gov/greeny/lighting-fixtures-ballasts-and-lamps>
3. Consider:
 1. Design Lights Consortium (DLC)-listed LEDs
 2. Total cost of ownership
 3. Qualified Products Lists for DLC, ENERGY STAR, Consortium for Energy Efficiency



Recycling and Composting

1. Availability
 1. Award 22760 [Recycling & Trash Removal](#)
 2. NYC users: [DSNY Commercial Waste Zones](#)
 3. NYSID
2. Required:
 1. Recycling in addition to solid waste collection
 2. Quarterly and annual reports
3. Consider:
 1. Requiring waste assessment
 2. Integrating compost
 3. Contractors who are members of DEC's New York Environmental Leaders Leadership Tier



Zero Emission Vehicles & Charging Stations

1. Availability
 1. Award 23166 [Vehicles, Class 1-8](#)
 2. Award 23251 [EVSE and Network Services](#)
 3. Award 23254 [School Buses](#)

2. Options
 1. Battery Electric Vehicles (BEV)
 2. Plug in Hybrid Electric Vehicles (PHEV)

1. Consider:
 1. Telematics
 2. Rebates and aggregate purchases
 3. Charging infrastructure
 4. EVs with final assembly in the U.S.



Solar Power – Photovoltaic Systems

1. Availability
 1. Award 23137 [Photovoltaic Systems and Installation](#)
2. Purchaser buys, owns and maintains the solar system
3. Purchase:
 1. 25-year 80% minimum rated power performance guarantee
 2. Minimum efficiency ratings
 3. Minimum 5-year product warranty
4. Consider:
 1. Installers qualified by NABCEP, UL, or IBEW Journeyman
 2. EPEAT criteria
 3. Monitoring equipment
 4. NY-Sun program, incentives



Improving Green Purchasing



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Green Purchasing and New York State

Long-term goals for streamlining green purchasing include:

- Easier identification of green products and services
- Easier procurement of those items
- Easier tracking to assist with GreenNY Reporting
- Increased use of environmentally preferable products by NY State



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Updating GreenNY Specifications with RPN

- Project in collaboration with the Responsible Purchasing Network and the Center for Sustainable Materials Management
- Goals:
 - Review and update the GreenNY Specifications
 - Revise ~ 60 current specifications
 - Draft ~ 15 new specifications
 - Streamline green purchasing for NYS users

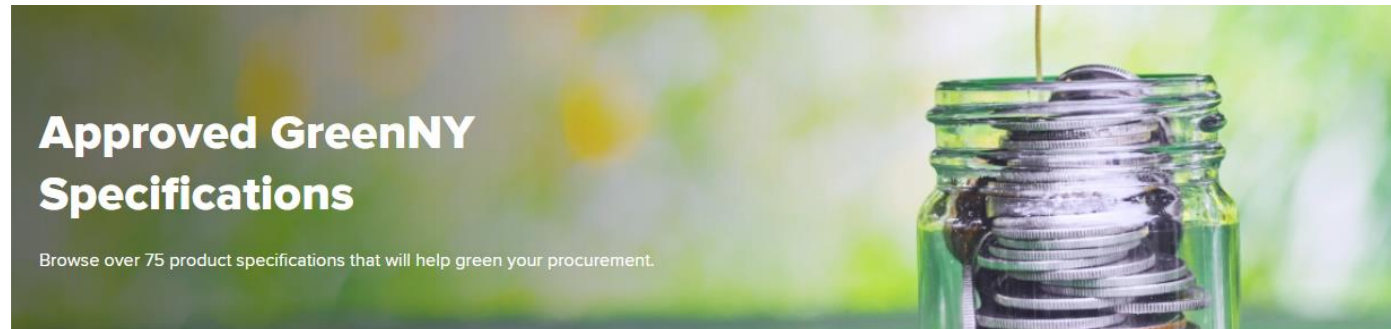


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Updating GreenNY Specifications with RPN

- Standard GreenNY specification components:
 - Covered products
 - Goal
 - Background
 - Definitions
 - Standard setting and certification programs
 - Specifications
 - Packaging language



<https://ogs.ny.gov/greenny/approved-greeny-specifications>



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Updating GreenNY Specifications with RPN

- Create new or standardize specification subsections
 - Definitions
 - GreenNY Certifications and Standards
 - NY State Sustainability Policies
 - Resources for Contract Managers
 - Product-Specific Resources
- Assist with integration of updated specifications into OGS centralized contracts and Preferred Source offerings



Integration of GreenNY Specifications and Centralized Contracts

- Project in collaboration between RPN and OGS
- Goals:
 - Identify environmentally preferable products (EPPs) that comply with GreenNY specifications on OGS centralized contracts
 - Analyze sales of EPPs from centralized contracts
 - Coordinate with OGS centralized contract managers to integrate GreenNY specification language into upcoming solicitations
- What will this look like for end users?
 - Better identification of EPPs on contract pricelists
 - More contracts linked to the GreenNY specifications website



Integration of GreenNY Specifications and Preferred Sources

- Project in collaboration between RPN and OGS
- Goals:
 - Identify EPPs that comply with GreenNY specifications from NY's list of Preferred Source Offerings
 - Analyze sales of EPPs from Preferred Sources
 - Interview Preferred Sources, users, other stakeholders
 - Recommend best practices for increasing EPP purchases from Preferred Sources
- What will this look like for end users?
 - Increased EPP options on the Preferred Source Offerings





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Clean Energy Communities Program

Program is currently not accepting High Impact Action submittals; however, grant application submittals are accepted from eligible communities that have already completed program requirements



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Clean Energy Communities helps municipalities across New York State save money and shrink their carbon footprint



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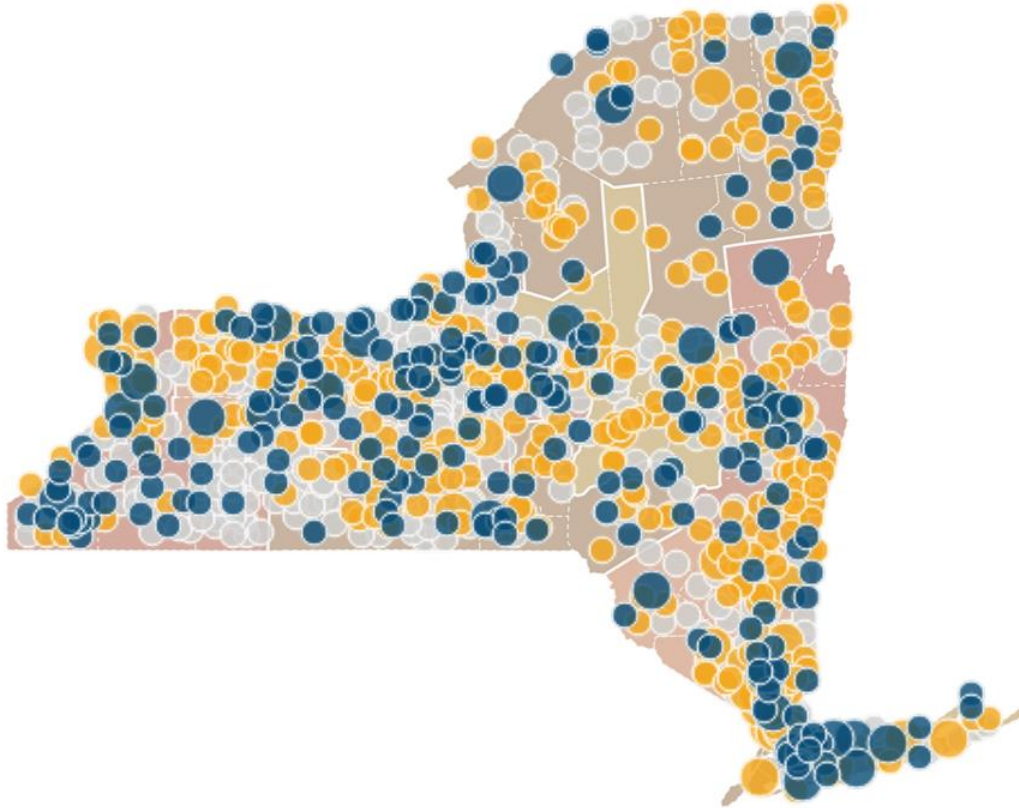
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942 Participating Communities

605 Designated Communities

391 Advanced (v3.0) Communities

5,335 Actions Completed



Filter by High Impact Action

(All) ▼

Region

(All) ▼

Advanced (v3.0) Designation

(All) ▼

Community Size

- Small Community
- Large Community

Designation Status

- Designated CEC
- Advanced (v3.0) Communities
- Not Designated



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Clean Energy Community Coordinators Are With You Every Step of the Way

- Free coordinator support
- Resources and toolkits to assist you
- Assist with grant applications
- Present the CEC program to your stakeholders

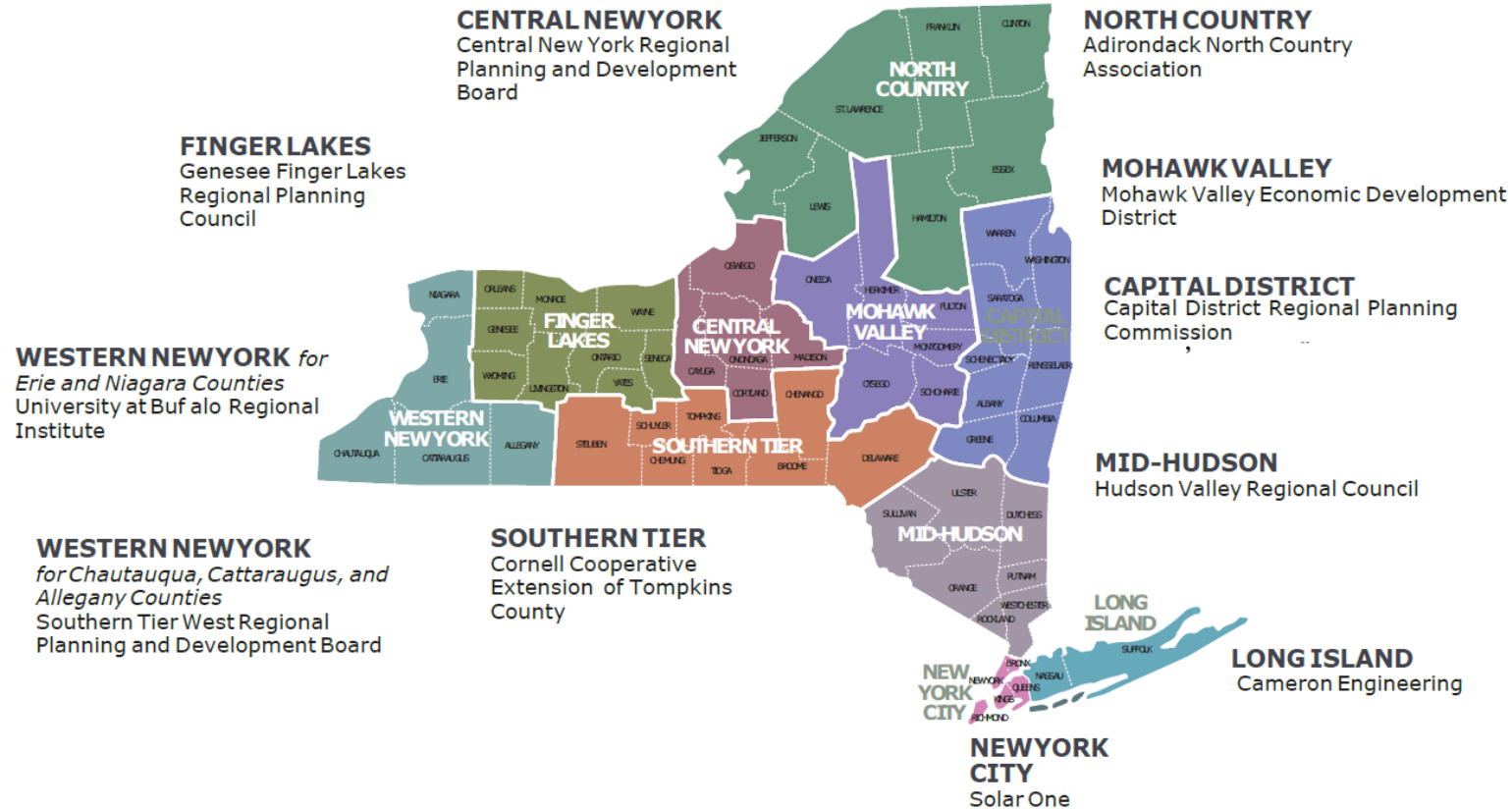


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Clean Energy Community Coordinators Are With You Every Step of the Way

Contact a Coordinator



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Pre-approved Grants

- Solar Panels
- On-Road and Off-Road Electric Vehicles
- EV Charging Stations
- LED Streetlights
- Building Energy Upgrades – Energy Audit Required
- FlexTech
- Building Heat Pumps – ASHP or GSHP
- Electric Landscaping Equipment

Custom Projects – Must meet performance requirements



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Clean Energy Communities Grant Application

Version 8

Municipalities may be eligible to apply for more than one grant award through NYSERDA's Clean Energy Communities program.

Separate grant applications must be submitted for each award

Clean Energy Communities grant funds must be used for new work. If the proposed work was completed prior to contract signing, it is not eligible.

Step 1 - Connect with a Clean Energy Communities Coordinator

Clean Energy Communities Coordinators are trained to help Applicants develop the best possible grant application. They provide guidance and can help facilitate brainstorming, project selection, and application development. Coordinators are available to assist municipalities, but they do not make program decisions or participate in evaluating grant applications. Responsibility for the content of the grant application, the decision to submit, and the project outcome rests with the municipality, not the Coordinator. Please read the Clean Energy Communities Guidance Document and Program Opportunity Notice prior to completing this application. This application is only to be used by municipalities submitting a grant application for CEC 3.0. Municipalities who intend to submit an application for a Leadership Round grant award should refer to the instructions in the PON.

Electronic grant applications must be submitted as an Excel document. In the event that the Applicant is not able to submit in Excel format, please address questions to the Designated Contacts identified in the PON.

[Click here to connect with a Clean Energy Communities Coordinator](#)

[Click here to access the Clean Energy Communities Guidance Document](#)

Step 2 - Fill out some basic information. Fields highlighted in red throughout the application are required fields.

Municipality's Information

Municipality Name	<input type="text"/>
County	<input type="text"/>
Region	<input type="text"/>
NYSERDA CEC Grant Amount from the email	<input type="text"/>

Applicant - Primary Contact Person

Name	<input type="text"/>
Title	<input type="text"/>
Telephone #	<input type="text"/>
Email	<input type="text"/>

Chief Elected Official

Applicant - Secondary Contact Person

[START HERE](#)

[Solar](#)

[Road EVs](#)

[Non-Road EVs](#)

[Charging Stations](#)

[LED Street Lights](#)

[Building Energy Upgrades](#)

[Building Heat Pumps](#)

[NYPA Clean Energy Sol.](#)

[Landscaping Equipment](#)

[FlexTech](#)

[Custom Project](#)



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NYSERDA

Thank you!

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Resources

	Source	Website
Preferred Sources	Corcraft	www.corcraft.org
	NYS Preferred Source Program for People Who are Blind (NYSPSP)	www.nyspsp.org
	NYS Industries for the Disabled (NYSID)	www.nysid.org
OGS and GreenNY	OGS Centralized Contracts	https://ogs.ny.gov/procurement/ogs-centralized-contracts-list
	GreenNY Specifications	https://ogs.ny.gov/greenny/approved-greenny-specifications
	Find Green Products and Services	https://ogs.ny.gov/greenny/green-purchasing-products-and-sources
Contacts	OGS Green Contracts Manager	Jessica.Watson@ogs.ny.gov
	OGS Resiliency & Sustainability	sustainability@ogs.ny.gov





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Questions?