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COUNCIL OF
WESTCHESTER

Westchester
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Green Business Partnership

... a journey

Dani Glaser, Co-founder and Program Director, Green Business Partnership
Green Business Engagement National Network (GBENN)
November 8, 2018, Chicago, IL

Westchester Action Plan for Climate Change and Sustainable Development

2008

Prepared by the Westchester Global Warming Task Force

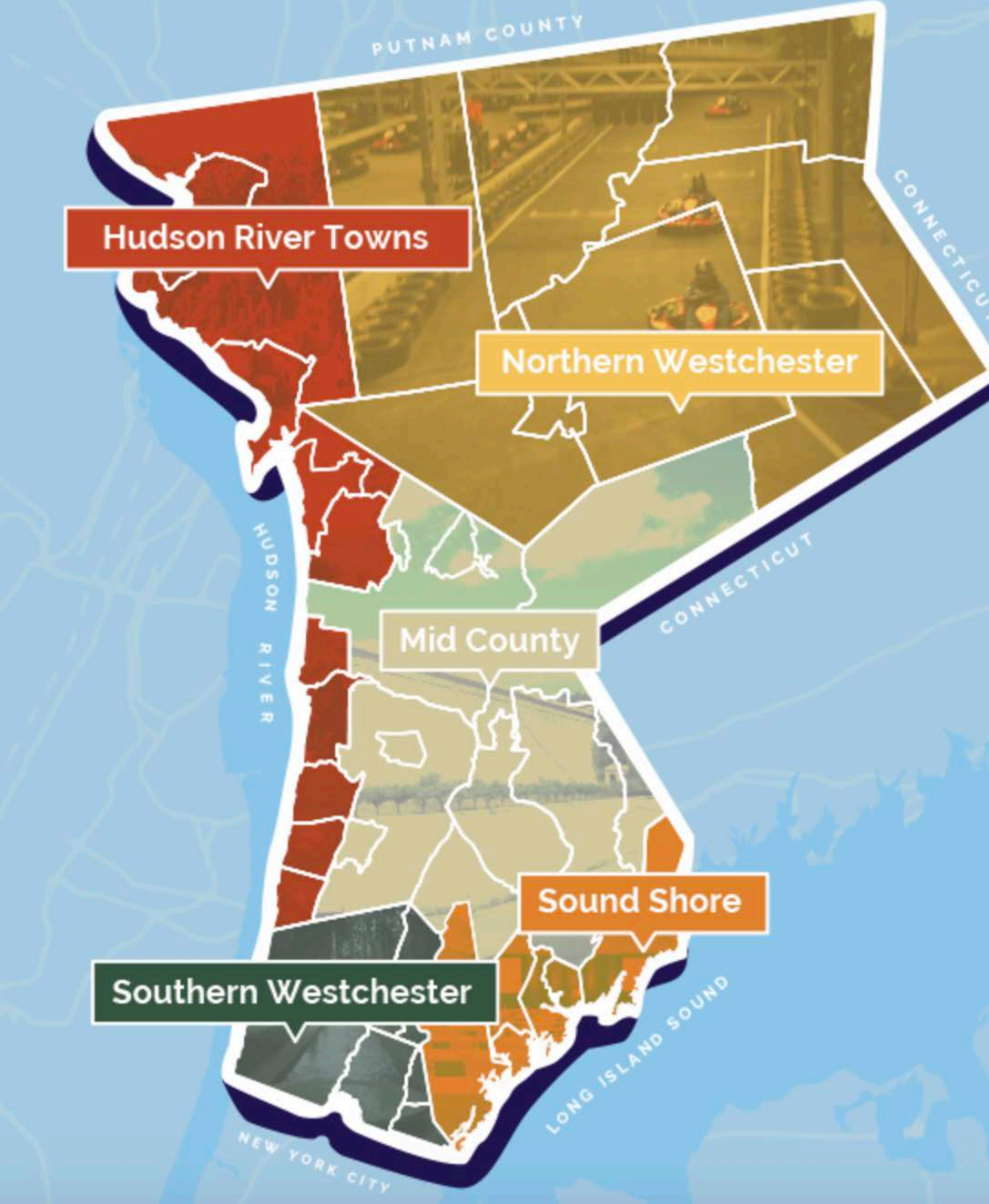
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Founding Partners



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About Westchester County

- GBP Headquarters
- North of NYC, 1 million people, 500 sq. miles
- 34,000 diverse firms of all sizes
- Among largest employers:
 - Regeneron Pharmaceuticals
 - MasterCard
 - IBM Corporation
 - Pepsico Incorporated
 - Pepsi Bottling Group
 - Consolidated Edison
 - Morgan Stanley



CHICAGO
GREEN OFFICE
CHALLENGE

I.C.L.E.I
Local
Governments
for Sustainability



GBENN Green Business
Engagement
National Network

Program evolution...

- November 2009 - Westchester Green Business Challenge
- February 2014 – Westchester Green Business - Certified
- December 2016 – Westchester Green Business
- January 2018 – Green Business Partnership (GBP)
- March 2018 – GBP Online Web Portal goes LIVE



What is the Green Business Partnership?

- Comprehensive **green business certification** program that measurably decreases an organization's environmental impact over time, resulting in improved efficiency, reduced costs, a more engaged workforce and healthier workplace.
- A **membership program** that fosters collaboration among diverse organizational and industry leaders, demonstrating corporate citizenship in the local community.



Reduce Your Impact
on the Environment



Save Money and Build
Your Business



Get Certified and Get
Recognized

Sponsors

Platinum



Everything Matters

Gold



Silver



America's Most Convenient Bank®



Pell Wealth Partners

Ameriprise Private Wealth Advisory Practice

Bronze



Association Partner



NEW YORK LIBRARY ASSOCIATION

The Voice of the Library Community

Adopted as the benchmarking platform of the NYLA-SI Sustainable Library Certification program

www.NYLA.org/sustainability

120 Members; 33 Certified



Green Business
Partnership

Acadia Realty Trust

Agera Energy

AKRF

Albany Public Library

Allied Converters

Aris Energy Solutions

Atlantic Westchester, Inc

Balancing Life's Issues, Inc.

Berlin Productions

Birdie's Auto Spa

Brentwood Public Library

Bright Energy Services

Business Council of Westchester

Cambria Hotel & Suites White Plains
Downtown

Canastota Public Library

Candela Systems

Carver Center

New Crystal Restoration

New York Library Association (NYLA)

NewYork-Presbyterian Hospital

North Babylon Public Library

North Castle Library

Palisades Free Library

Pell Wealth Partners

Phoenicia Library

PLAN it WILD

Purchase College

Queens Borough Public Library

RCS Community Library

Reckson a Division of SL GREEN

Regeneron

Rensselaerville Public Library

River Architects, PLLC

RM Friedland

Rogers Memorial Library

Cerebral Palsy of Westchester	Saratoga Springs Public Library
Coldwell Banker Residential Brokerage	Saugerties Public Library
Comsewogue Public Library	Scent 2 Market (WhiffAway USA)
Croton Energy Group	Smiles on Hudson
Crowne Plaza White Plains	South Huntington Public Library
Desmond-Fish Library	Starr Library
Diamond Properties	StepWISEnow Balance Fitness, LLC
Dominican Sisters of Hope	Strauss Paper Co
Dunham Public Library	Suburban Carting
Eco-Bags Products, Inc.	Suffolk Cooperative Library System
Emerald Brand	SunBlue Energy
Encourage	Sunrise Solar Solutions LLC
Energize NY	SUNY College of Environmental Science & Forestry
Esopus Library	Sustainable Westchester
EWASTE+	Syosset Public Library
Friends of Hilltop Hanover Farm	Tarrytown Music Hall
Gallin Beeler Design Studio	Teatown Lake Reservation
Genesis Realty Group LLC	

Great Eastern Energy	Thalle Industries
Greenburgh Nature Center	The Arc Westchester
Green Team Spirit	The Blue Book Building & Construction Network
Hauppauge Public Library	The Blue Pig Ice Cream
Haverstraw King's Daughters Public Library	The Rey Insurance Agency Inc
Hendrick Hudson Free Library	Town of Ulster Public Library
HGAR (Hudson Gateway Association of Realtors)	Ulysses Philomathic Library
Highland Public Library	United States Tennis Association
Hudson Todd LLC	Viking Pure Solutions
John C. Hart Memorial Library	Vintage Trailer Supply, Inc.
JP McHale Pest Management Inc.	Wartburg
Kirkland Town Library	Waterville Public Library
Kunal's Test Company	Westchester County
LeChase Construction	Westchester Jewish Community Services (WJCS)
Lindenhurst Memorial Library	Westchester Medical Center
Lippolis Electric, Inc.	Westhampton Free Library
Mahopac Public Library	West Nyack Free Library

Mamaroneck Self Storage
Maryknoll Fathers and Brothers

MetroPool

Mid-Hudson Library System

Millbrook Library

Montefiore Health System

My Battery Recyclers

White Plains Linen

Wiedenbach Brown

Willdan/Genesys Engineering

Wood Library

Yonkers Tennis Center

York International

Zyloware Eyewear



SARATOGA SPRINGS PUBLIC LIBRARY
YOUR SOURCE FOR INFORMATION, INSPIRATION, AND ENTERTAINMENT



STRAUSS PAPER COMPANY
BEYOND SUPPLIES...SOLUTIONS



JPMcHale
Pest Management, Inc.

REGENERON
SCIENCE TO MEDICINE®



THE BLUE BOOK
Building & Construction
NETWORK®
An Employee-Owned Enterprise



DIAMOND
PROPERTIES

The Arc
Westchester
NYSARC, Inc.



Smiles on Hudson
DENTISTRY
Robert T. Gold, DDS



GREAT
EASTERN
ENERGY

WhiffAway
waterless technologies



Montefiore | New Rochelle

Montefiore | Mount Vernon

NewYork-Presbyterian

SunBlue
ENERGY


Pell Wealth Partners
Ameriprise Private Wealth Advisory Practice




CROWNE PLAZA®
WHITE PLAINS - DOWNTOWN


Purchase College
STATE UNIVERSITY OF NEW YORK

GB^{ds}
GALLIN BEELER DESIGN STUDIO

Greenburgh Nature Center
EXPLORE • DISCOVER • CONNECT

 **Allied Converters, Inc.**



How it Works

Certification through the Green Business Partnership is a simple, straightforward process:

- 1) Become a member. Join & submit payment online **greenbusinesspartnership.org**
- 2) Access and customize your company dashboard, and invite employees to participate
- 3) Conduct an employee survey, complete the Green Action List and the Greenhouse Gas Emissions Inventory
- 4) Submit your Final Presentation
- 5) **Achieve Green Business Certification!**



Pricing & Eligibility

Green Business Partnership Annual Membership Fees		
# of Employees	Annual Dues Pre-Certification	Annual Dues Post-Certification
1-10	\$500	\$250
11-50	\$850	\$425
51-100	\$1,300	\$650
101-500	\$1,850	\$925
501-1,000	\$2,500	\$1,250
1,001 – 3,000	\$3,800	\$1,900
3,000+	\$6,000	\$3,000

Green Business Partnership Location Fees		
# of Locations	Annual per location fee Pre-Certification	Annual per location fee Post-Certification
1	\$0	\$0
2-25	\$40	\$20
26-100	\$30	\$15
100+	\$20	\$10

*For example: If a company has 51-100 employees (\$1,300) and 10 locations (\$400) the membership fee is \$1,700 Pre-Certification and \$850 Post-Certification.

- Open to businesses of all sizes/industries that lease/own commercial/industrial space
- 10% discount for nonprofit organizations



Seven Areas of Focus

1. Organizational Commitment
2. Energy
3. Materials Management – Waste & Recycling
4. Materials Management – Purchasing
5. Transportation
6. Land Use
7. Water





Get Certified!

Welcome to your dashboard! Here you will find everything that you need to start your journey toward green business certification. And remember, our team is with you every step of the way! A great first step is to review the [Steps to Green Business Partnership Certification](#). Refer back to this detailed guide as often as you need.

Update Company Profile & Locations

Staff & Commuting Surveys

Here are links to distribute your staff and commuting surveys and analyze results (Password: green). This important first step creates awareness of your environmental commitment across your organization and helps recruit your green team! We suggest distributing the surveys to staff in an email using the [SURVEY DISTRIBUTION EMAIL \(TEMPLATE\)](#). In the same email, you can also distribute your organization's [ENVIRONMENTAL POLICY \(TEMPLATE\)](#).

Employee Survey

Commuting Survey

Employee Survey Results

Commuting Survey Results

Green Action List



Green Action List

Let's finish up

You are making good progress on your Green Action List. Reach out to us if you need help from our staff or if you are interested in hiring a GBP trained intern.

Update Action Items

Green House Gas Emissions Inventory

2013

2014

2015

2016

2017



Green House Gas
Emissions Survey

Let's finish up

You are making good progress on your GHG Inventory Tool. Reach out to us if you need help from our staff or if you are interested in hiring a GBP trained intern.

Continue Inventory

Final Presentation

This is your time to shine! Please post your final presentation link HERE.

<https://prezi.com/view/LgJYelsM8SN1qiTN9eph/>

Submit Presentation

People

It's all about teamwork so invite your team!

Invite Team Members



Jana Petrikova



Kunal Shah



Scott Fernqvist



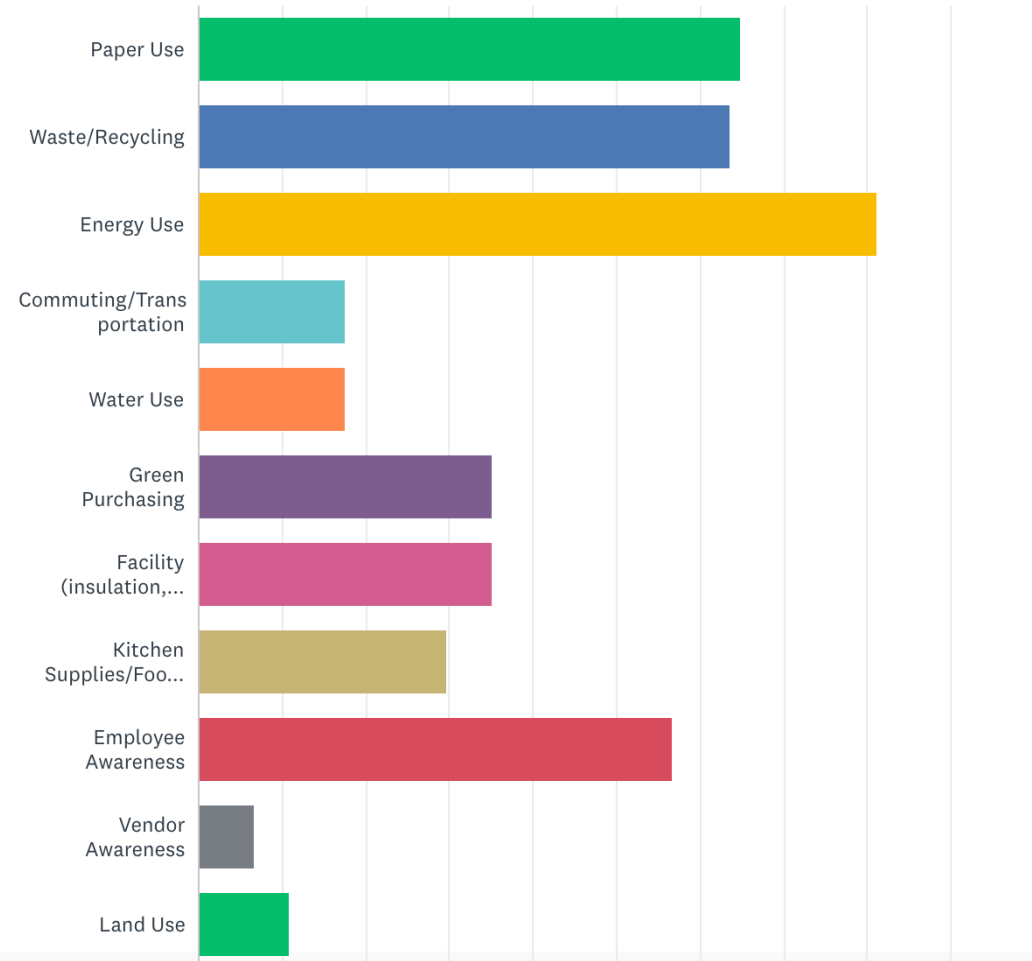
Dani Glaser

Employee Survey (Survey Monkey)

What are the top 4 areas where you believe your organization should focus its efforts? (Please check only 4 boxes)

Answered: 74 Skipped: 8

- Gauges current staff behaviors, attitudes and ideas about operating more sustainably at work
- Invites them to serve on the Green Team or other capacity
- Helps to create awareness of your environmental commitment company-wide
- Can be sent annually to track change over time



Green Action List (GAL)

- Organized by 7 areas of focus
- Over 200 actions; 90 required
- Policy, Action, Performance
- Resource links explain “how to”

Organizational Commitment

(Req): Adopt or modify a written environmental policy signed by company leadership indicating your commitment to environmental stewardship and sustainable business operations.

Resource: [Green Business Partnership Environmental Policy template](#).

Energy (Req): Have an energy assessment conducted to determine the sources of your energy usage and opportunities for improvement. Contact your local utility and NYSERDA to learn whether your business is entitled to a no/low-cost assessment, including rebates for energy saving products.

Resources: [DOE Guide to Energy Audits](#) and [Green Business Partnership Funding & Incentives](#)

Waste & Recycling (Req): Use clearly labeled recycling bins and signs throughout your facility. Include all paper, cardboard, and glass, metal and plastic containers at a minimum. Place containers at convenient locations (next to garbage bins in lobbies, kitchens, offices, vending areas, mail room, copy and printer areas, desks etc.).

Resource: [Recycle Across America Standardized Labels](#)

GHG Emissions Inventory Tool*

- Calculates the economic & environmental impacts of energy, travel, waste, water and refrigerants used in an organization
- Identifies where resources are being wasted and where efforts should be focused
- Shows trends over time
- Provides a basis for corporate sustainability reporting



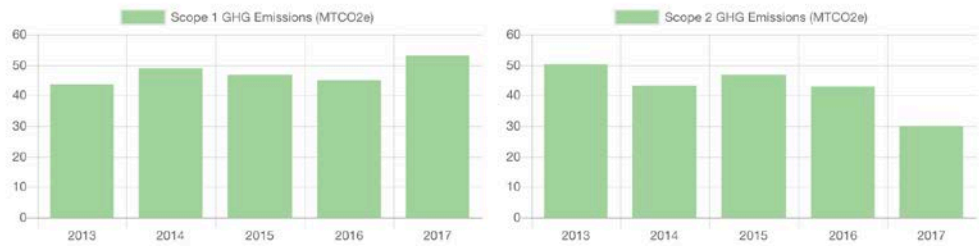
*Green Team Spirit LLC, Performance Tools © based on EPA guidelines and the Greenhouse Gas Protocol (GHG Protocol)

Greenhouse Gas Emissions Inve Metrics

- **Scopes 1 (direct), 2 & 3 (indirect)** emissions
- **Cost Analysis:** Energy, Waste, Refrigerants, Travel and Water
- **Usage Analysis:** Energy, Travel, Waste Water
- **Activity Data:** Energy per Sq. Foot, Energy per Employee, Travel per Mile
- **Summary Chart:** Compares up to 5 years of data

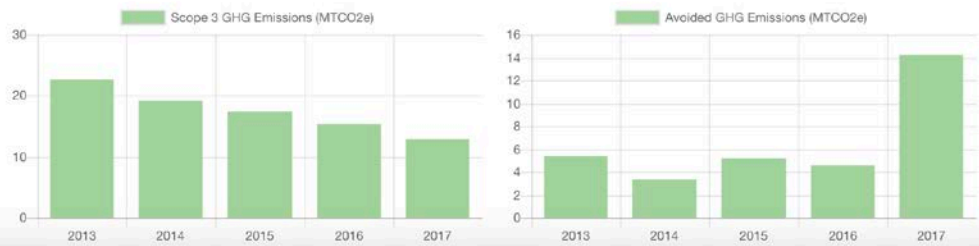
* Energy data is weather normalized, adjusted to 10-year average historical temperatures.

Scope 1 GHG Emissions (MTCO2e) Scope 2 GHG Emissions (MTCO2e)

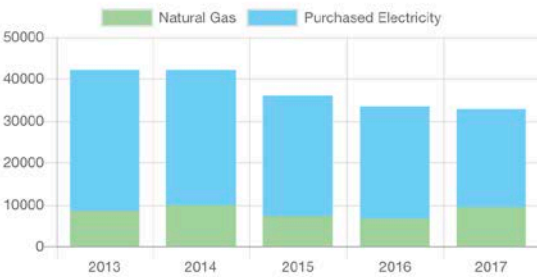


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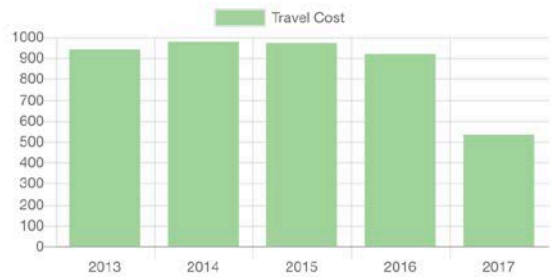
Scope 3 GHG Emissions (MTCO2e) Avoided GHG Emissions (MTCO2e)



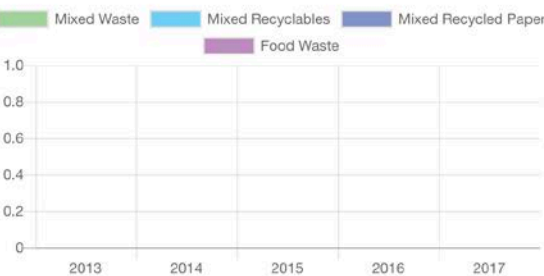
Energy Cost



Travel Cost



Waste Cost



Water Cost



Actions Impact Performance: Electricity

Year	kWh	Emissions MT CO2e	Kg CO2e Sq Ft
2013	128,000	37.6068	2.2122
2014	115,000	33.7874	1.9875
2015	125,000	41.8919	1.9042
2016	105,000	35.1892	1.5995
2017			

- 2013 - 2014 – kWh dropped from 128,000 to 115,000 from green initiatives (lights/computers/appliances off, motion sensors, etc.)
- 2015 – building expansion includes efficient systems/controls. Electricity increased to 125,000 kWh while emissions per SF decreased from 1.99 kg to 1.90 kg.
- 2016 – all lights were converted to LED; electricity decreased to 105,000 kWh.
- 2017 – added solar PV that produced 90,000 kWh, the rest of the load is 100% wind energy. The emissions avoided in 2017 were 48.58 MT CO2e.

Verification & Final Presentation

Verification Review Process:

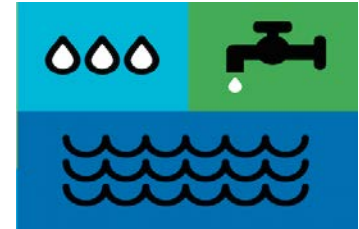
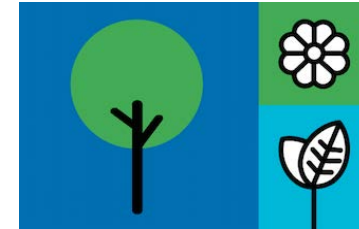
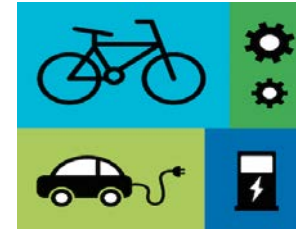
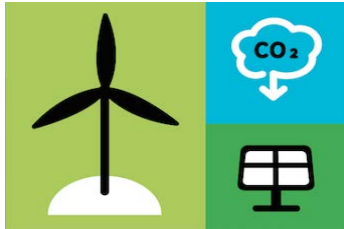
- Green Action List
- Greenhouse Gas Emissions Inventory
- Environmental policy
- Energy assessment

Final Presentation:

- Flexible format (PPT, Prezi, Video, etc.)
- Touch on all 7 areas of focus and future goals
- Marketing piece, posted on GBP and member sites



GBP Members in Action



MEET THE AGERA GREEN TEAM



Steve
Laker



Sarah
Kelly



Courtney
Nienke



Avi
Chugani



Nick
Dunn



Jennifer
Samuels



Erica
Peterson



Caroline
Zephir



Wendy
Smith



Ryan
Booth

The Agera Green Team is featured on the company's website and the "Certified Agera Green Team" logo was developed to help communicate sustainability efforts company-wide



Greenburgh
Nature Center
EXPLORE • DISCOVER • CONNECT



Sustainability Policy & Training Manual



The Greenburgh Nature Center developed a comprehensive *Sustainability Policy & Training Manual* that all new employees receive when they join the organization



Diamond Properties installed one of the largest commercial solar arrays in New York State in Mount Kisco, NY



DIAMOND
PROPERTIES



Steam from the Wheelabrator Westchester waste-to-energy plant is being piped directly to White Plains Linen's adjacent 100,000-square-foot commercial space



 **Wheelabrator Technologies Inc.**
A Waste Management Company



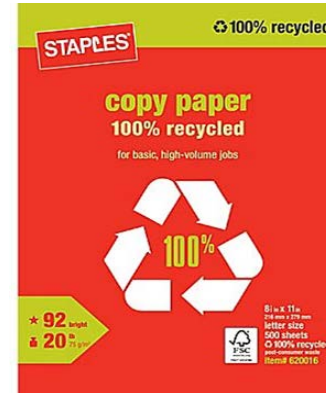
NewYork-Presbyterian

NY-Presbyterian eliminated the use of Styrofoam across the entire hospital system



Montefiore | **New Rochelle**

Montefiore installed an eco-digester compost unit in the kitchen of their New Rochelle hospital, converting all food waste to water.



Pell Wealth Partners is choosing environmentally responsible cleaning products, office supplies and kitchen items. They also organize e-waste collection and document shredding days for employees



The Arc of Westchester – with offices and housing units located throughout Westchester County – optimized its driving routes to reduce miles, save fuel and lower emissions



Lower maintenance native plants and wildflowers instead of grass on a growing corporate campus



Permeable pavement reduces runoff, helps prevent flooding and filters water



Birdie's Auto Spa uses innovative steam cleaning technology to wash a vehicle using less than 1 gallon of water

What our members are saying...

"It is such an honor to receive this certification as it depended on everyone in our office coming together to work towards a common goal, a greater cause that would benefit our community and set an example for tenants across our portfolio." **Jim Diamond, CEO, Diamond Properties**

The Green Business Partnership offers business owners like myself an amazing social network of green business minds. It focuses on making our business models more sustainable while guiding you every step of the way through the certification process. **Eric Birdsall, Owner, Birdies Auto Spa**

Working with a college level intern to help us get certified was a great help. She made the process so much easier. We highly recommend hiring an intern to help. **Stewart Strauss, Owner, Strauss Paper Company**



Activities of the Green Business Partnership

Leaders in Sustainability Speaker Series

- ❖ Jones Lang LaSalle – Building a better tomorrow
- ❖ Solar Means Business – Community Solar
- ❖ New York Library Association – Sustainability Initiative
- ❖ Green Procurement - Choosing Safer Materials
- ❖ Helping Business Adapt to the Impacts of Climate Change
- ❖ Regeneron Pharmaceuticals - Tour
- ❖ HEINEKEN USA Brewing a Better World (BaBW)
- ❖ The Role of Business in Creating a More Sustainable NY
- ❖ How Sustainable Organizations Impact Local Communities
- ❖ Growing the Green Workforce in Westchester County
- ❖ The Competitive Advantage of Green Marketing



Members-only Lunch & Learns



Industry Forums



- ❖ Health care
- ❖ Real estate
- ❖ Higher education

- ❖ Professional services
- ❖ Nonprofits
- ❖ Food service

- ❖ Libraries
- ❖ Faith-based
- ❖ Hospitality

Internship Training Program

- Initiative to answer member concerns about “time” and “daunting process”
- “Win-Win”, training the future green workforce



Certification Ceremonies





8th Annual Green Business Partnership Awards

Tuesday, June 12th, 2018 • 5:30 - 8:00pm
Factoria at Charles Point, Peekskill, NY

Join County Executive George Latimer and Business Council President/CEO Dr. Marsha Gordon - at one of Westchester's coolest new venues - to celebrate our sustainable, community-minded and all-around-extraordinary award winners.

Charles W. Brown, Jr. Sustainability Award

The Greenburgh Nature Center

Organizational Commitment

Yonkers Tennis Center

Energy

White Plains Linen

Waste Management & Green Products

Pell Wealth Partners

Transportation

Arc of Westchester

Land Use

Teatown Lake Reservation

Water

Birdie's Auto Spa

Tickets greenbusinesspartnership-awards.eventbrite.com

Event sponsorships are available. Email dani@greenbusinesspartnership.org for details.



The Green Business Partnership (GBP) helps businesses throughout New York State become more sustainable in all areas of operation in order to earn the official GBP Green Business Certification. Learn more at greenbusinesspartnership.org.



**Green Business
Partnership**

Green Business Partnership Team

Dani Glaser – Program Director

Scott Fernqvist – Program Director

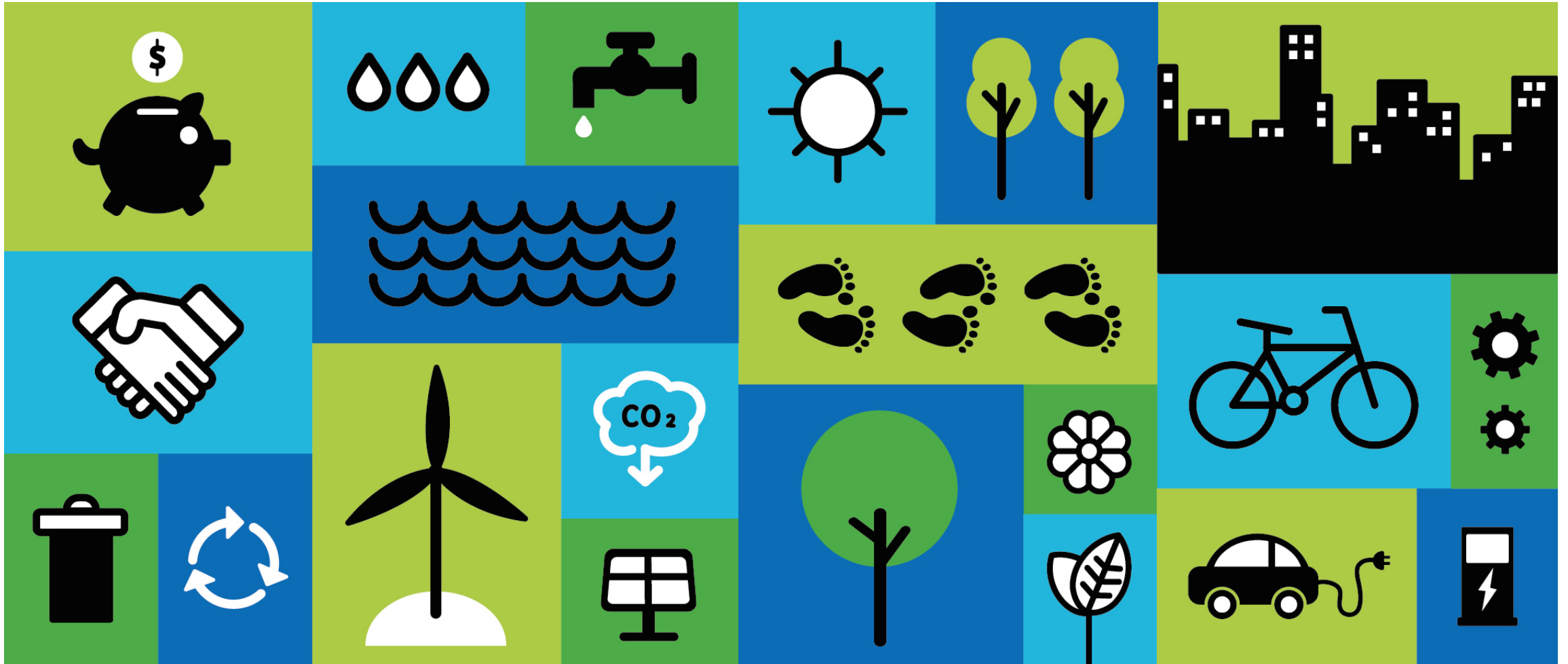
Jana Petrikova – Program Director

Ethan Kravitz – Director of Membership

Rachel Carpitella – Director of Business Development



Thank you



greenbusinesspartnership.org