

Advancing Green Purchasing in Local Governments

Results from a nationwide study

ASU Center for Organization
Research and Design
Arizona State University

**Sustainable Purchasing
Research Initiative**

ASU Center for Organization Research and Design

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A low-angle, upward-looking photograph of several modern skyscrapers with glass facades. The buildings are dark, and some windows are illuminated with warm light. The sky is a pale blue with soft, wispy clouds. In the foreground, there is a large, abstract graphic overlay consisting of several overlapping, curved shapes in various shades of green, ranging from a bright lime green to a darker teal. The text "Cities as Innovators" is written in a clean, white, sans-serif font across the lower portion of these green shapes.

Cities as Innovators

- 1. Do cities that adopt a GPP differ from nonadopters?**
- 2. What factors are associated with GPP implementation success?**

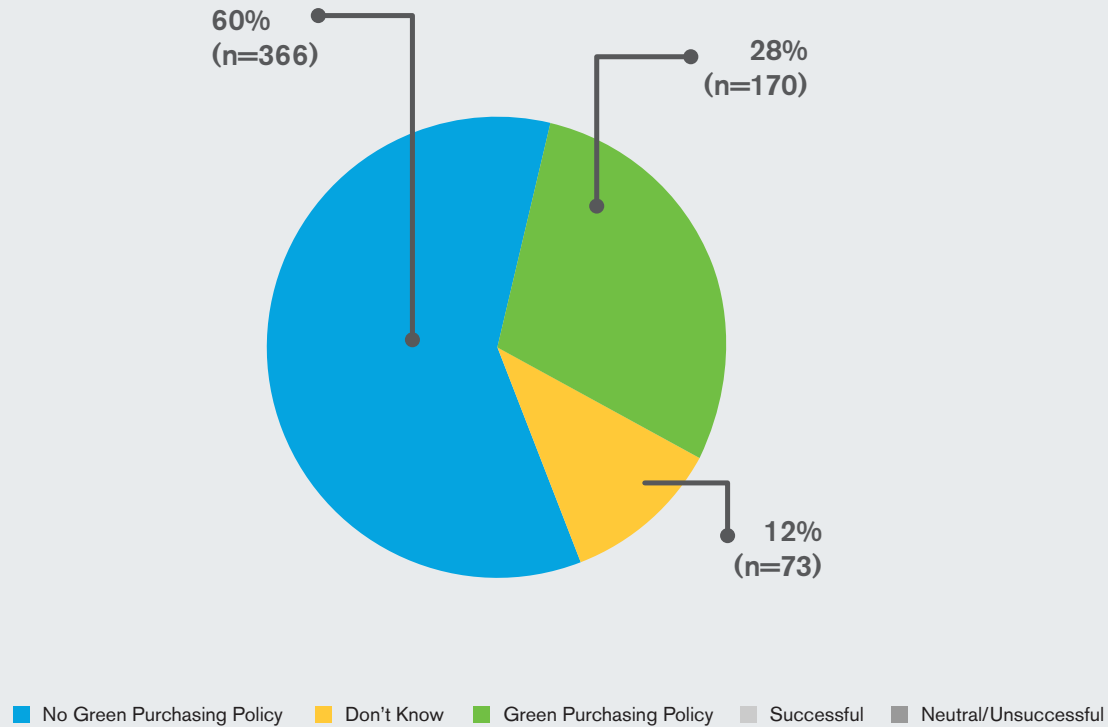
GPP: Green Purchasing Policy



Project Scope

- **Grant from V. Kann Rasmussen Foundation**
- **Sample of 791 U.S. cities of > 25,000 residents**
 - Representative based on location, size and income
- **Surveyed department directors**
 - Environment, finance and public works
- **Focused specifically on environmental sustainability**
- **Data collection completed April 2017**
 - 58.0% cities (459)
 - 33.8% individuals (616)

GPP Adoption



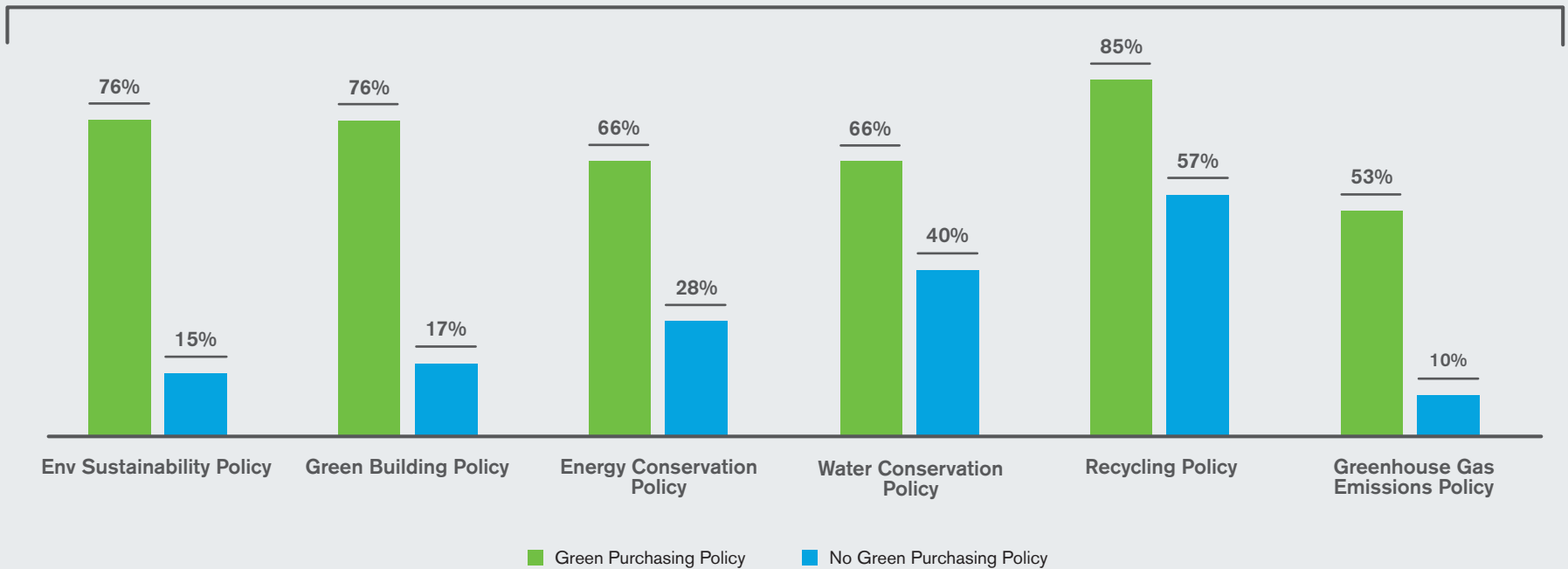


1. Do cities that adopt a GPP differ from nonadopters?

- A. Citywide complementary policies and practices
- B. Purchasing criteria
- C. Information access
- D. Leadership and resources
- E. Vendor roles

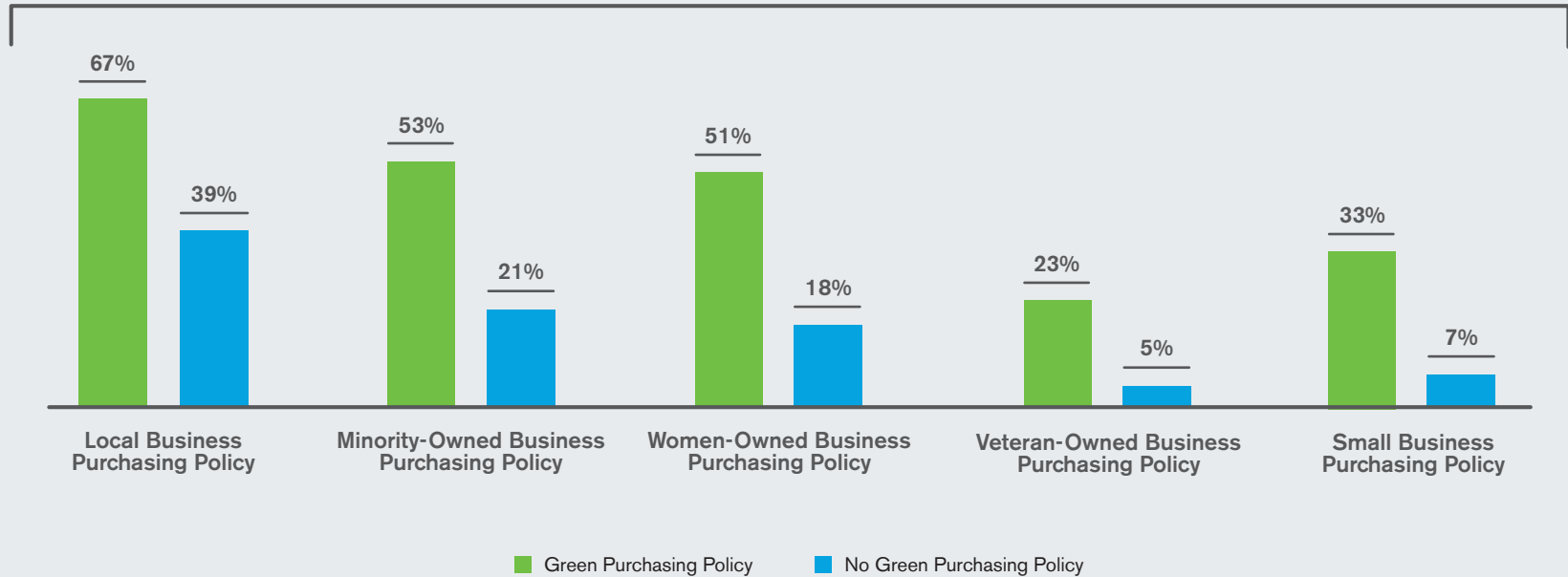
A. Complementary Policies

Citywide Implementation of Complementary Environmental Policies



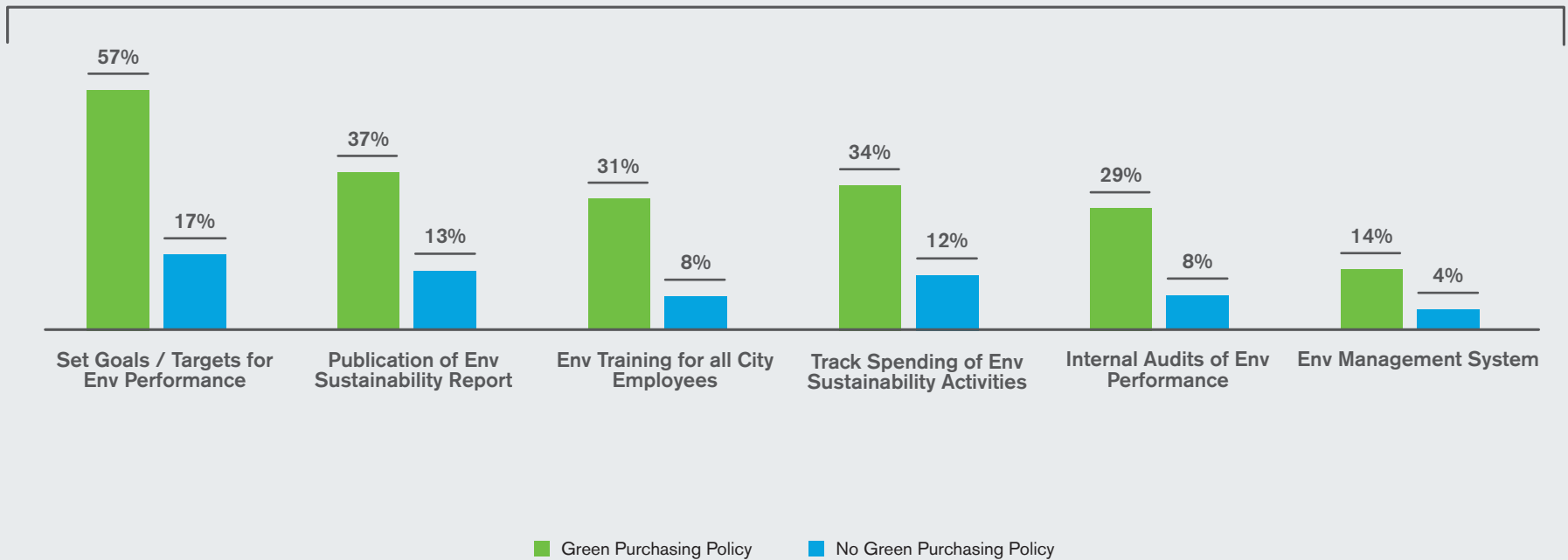
A. Complementary Policies

Citywide Implementation of Complementary Social Policies



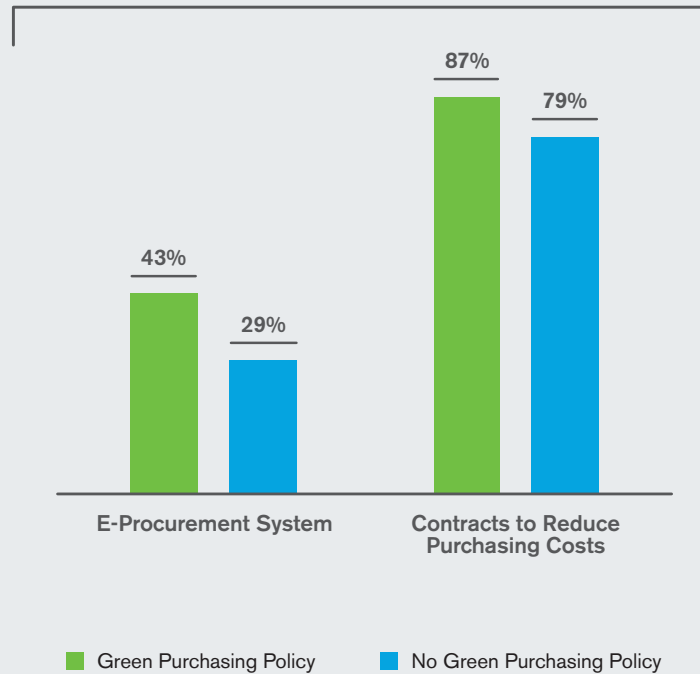
A. Complementary Practices

Citywide Implementation of Environmental Practices



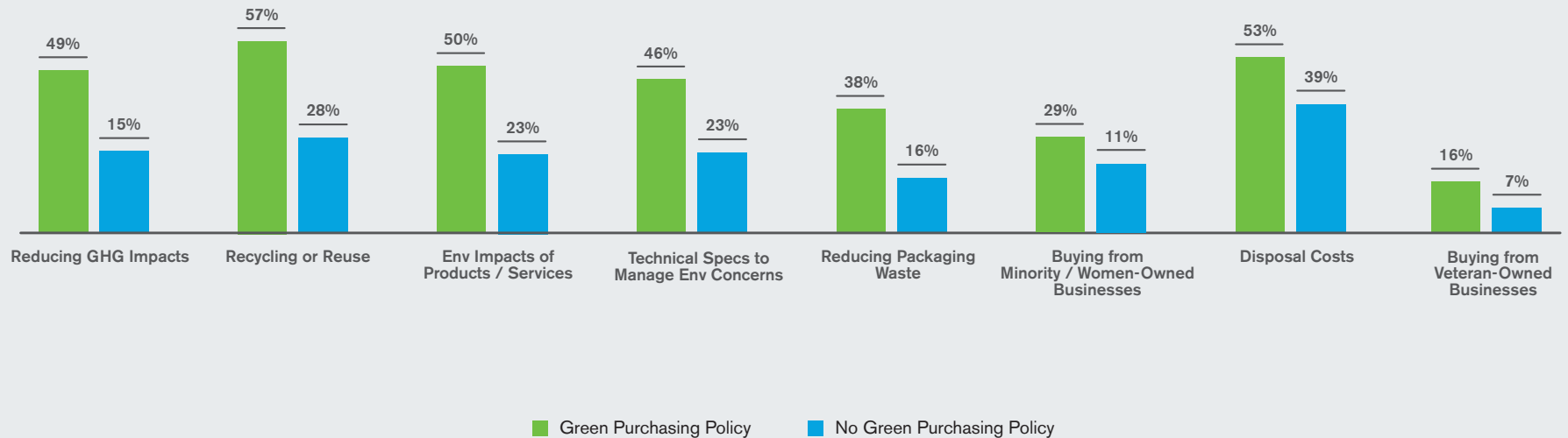
A. Complementary Practices

Citywide Implementation of Complementary Purchasing Activities



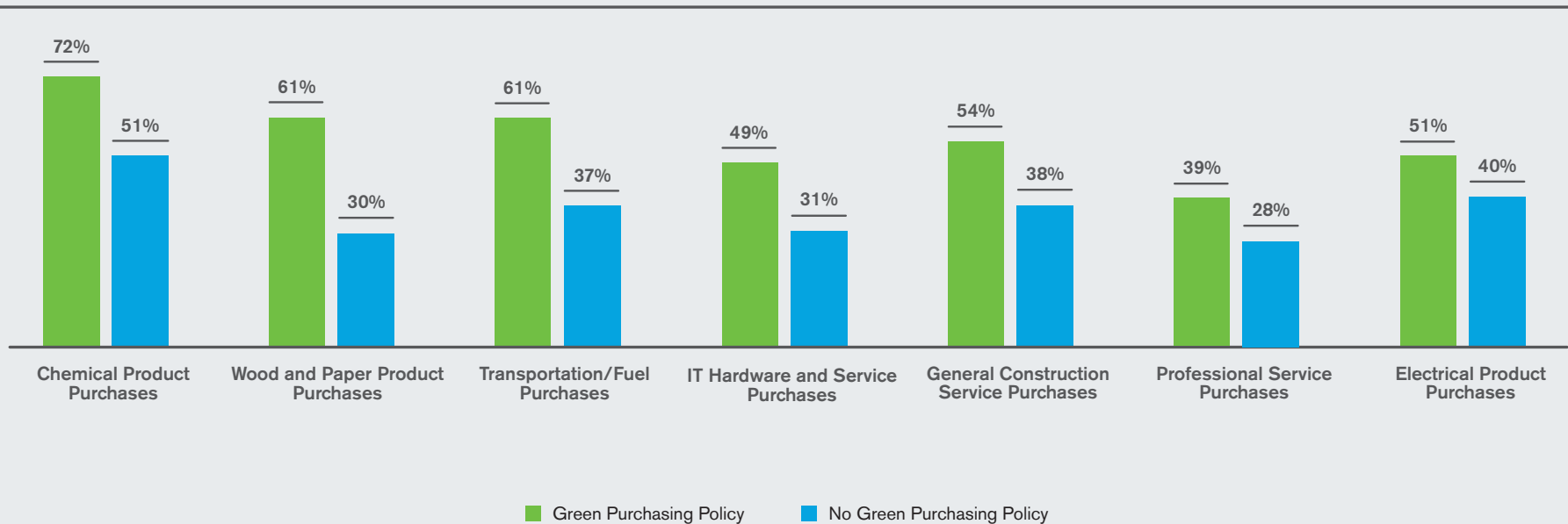
B. Purchasing Criteria

Importance of Departments' Purchasing Criteria



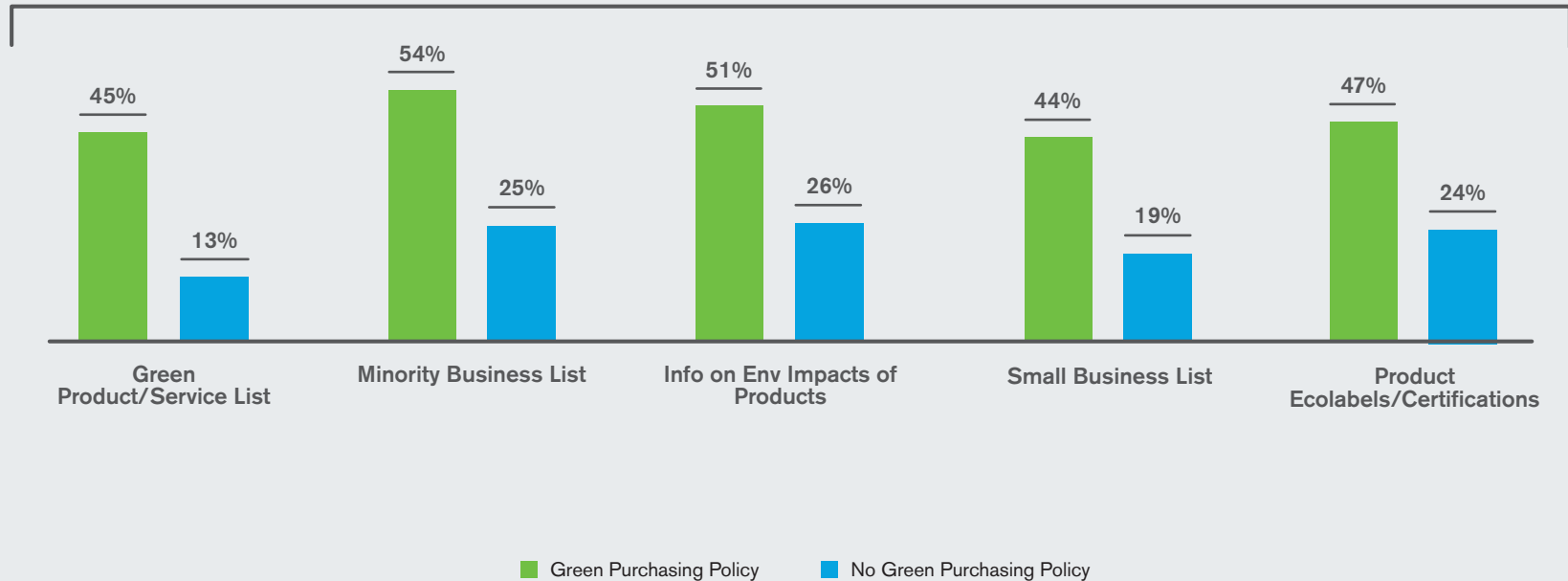
B. Purchasing Criteria

Importance of Environmental Concerns to Specific Types of Products



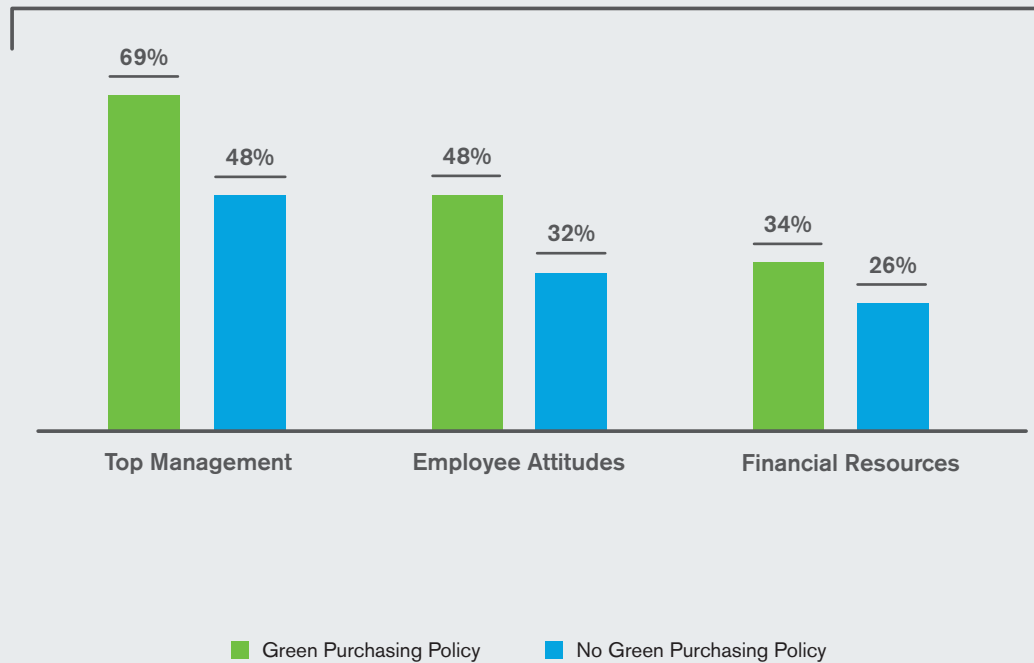
C. Information Access

Information Sources Available to Departments
When Making Purchasing Decisions



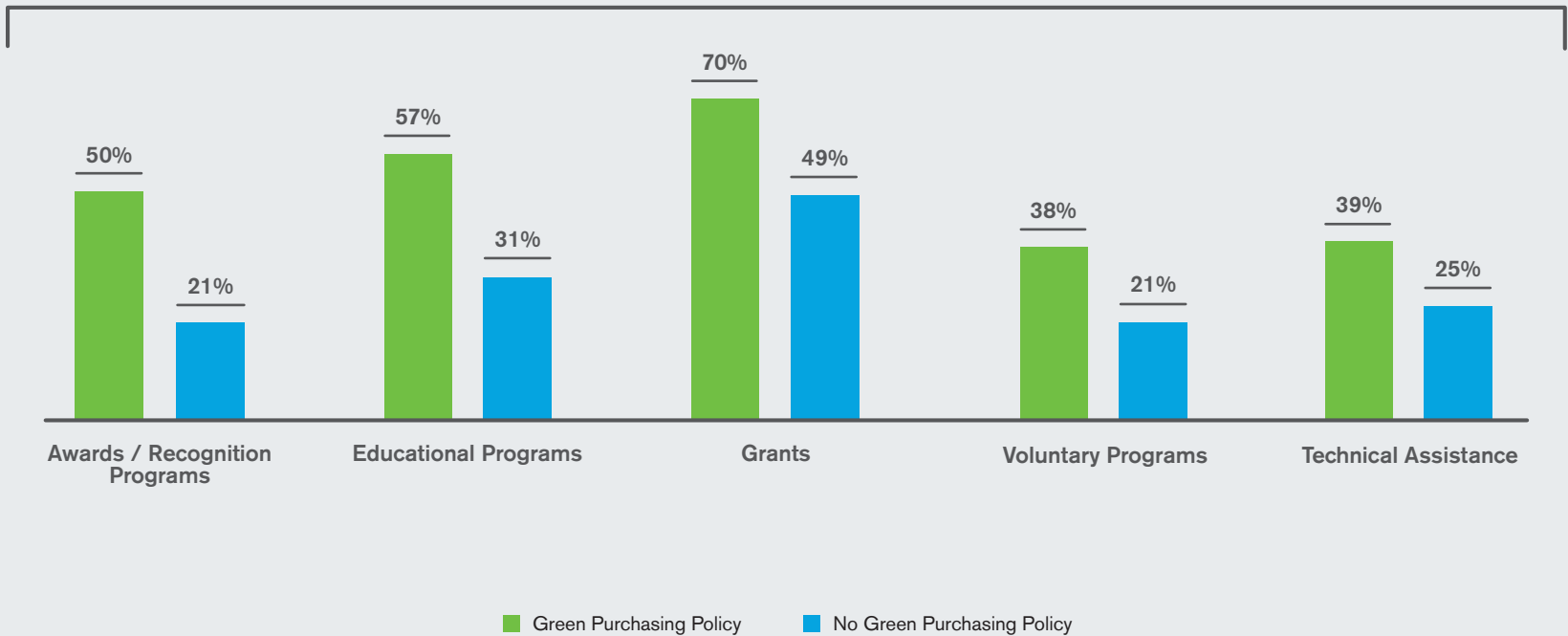
D. Leadership and Resources

Facilitators of Departments' Ability to Implement Green Purchasing

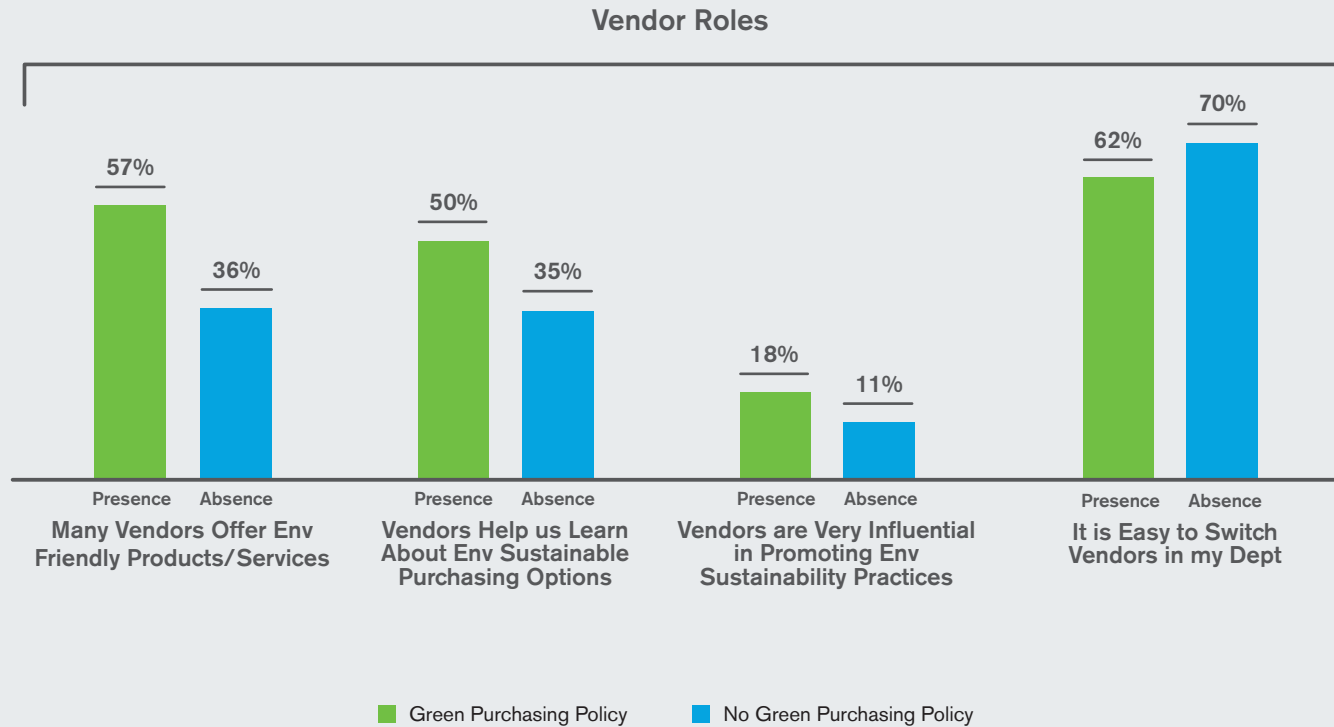


D. Leadership and Resources

Importance of Federal/State Resources to Promoting City-Level Environmental Sustainability



E. Vendors

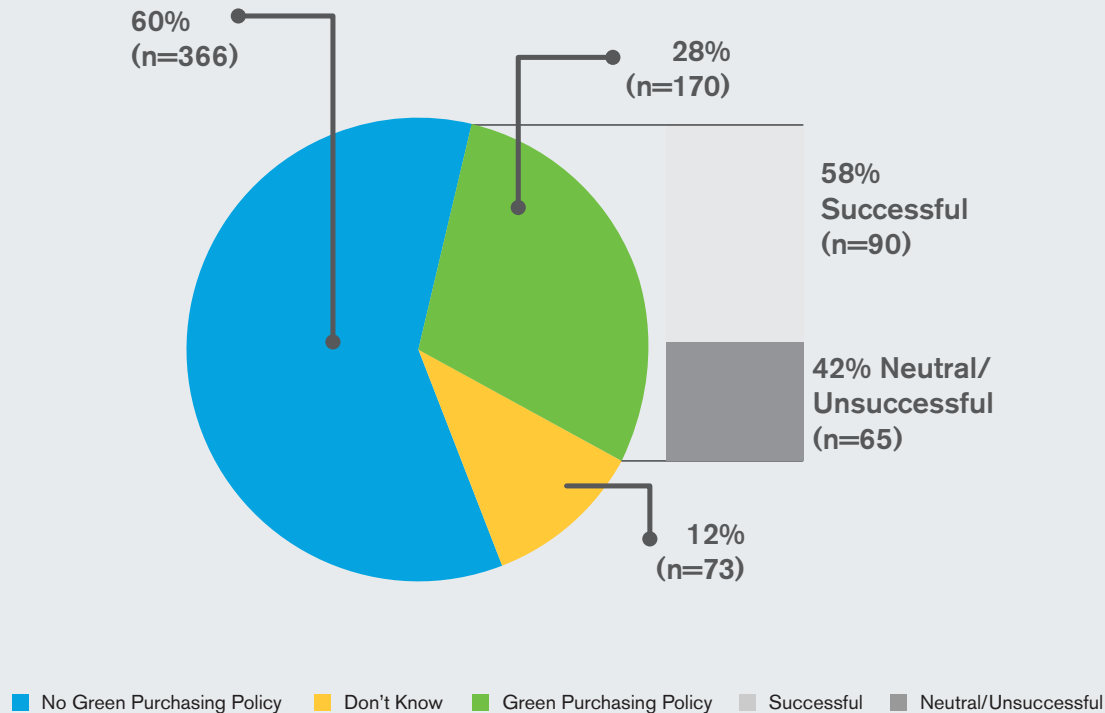


Where GPP Adopters and Nonadopters are Similar...

- **Department importance of purchasing criteria related to:**
 - Product price
 - Execution of pre-existing contract agreements
 - Performance requirements
 - Tech specs in managing purchase complexity
 - Lifecycle costs in department's purchasing decisions
- **Department rules**
- **Department commitment to innovation**

GPP Implementation Success

Green Purchasing Policy Adoption and Implementation Success



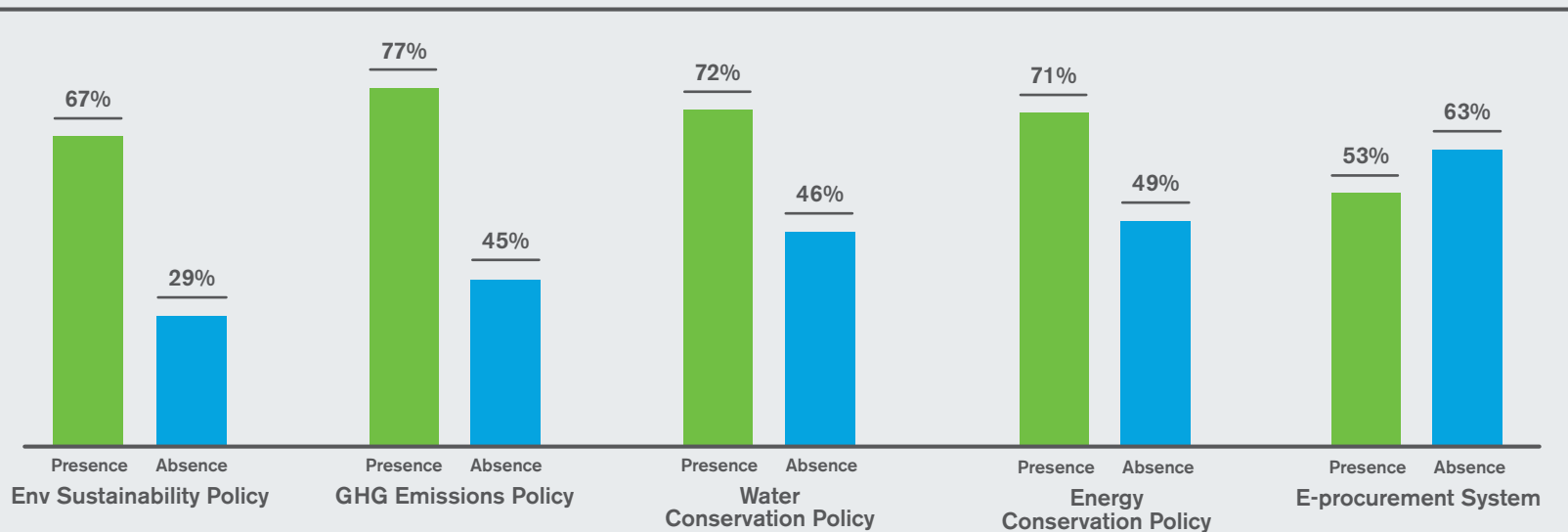


2. What Factors Are Associated With GPP Success?

- A. Citywide complementary policies and practices
- B. Information access
- C. Leadership and resources
- D. Vendor roles
- E. Innovation culture

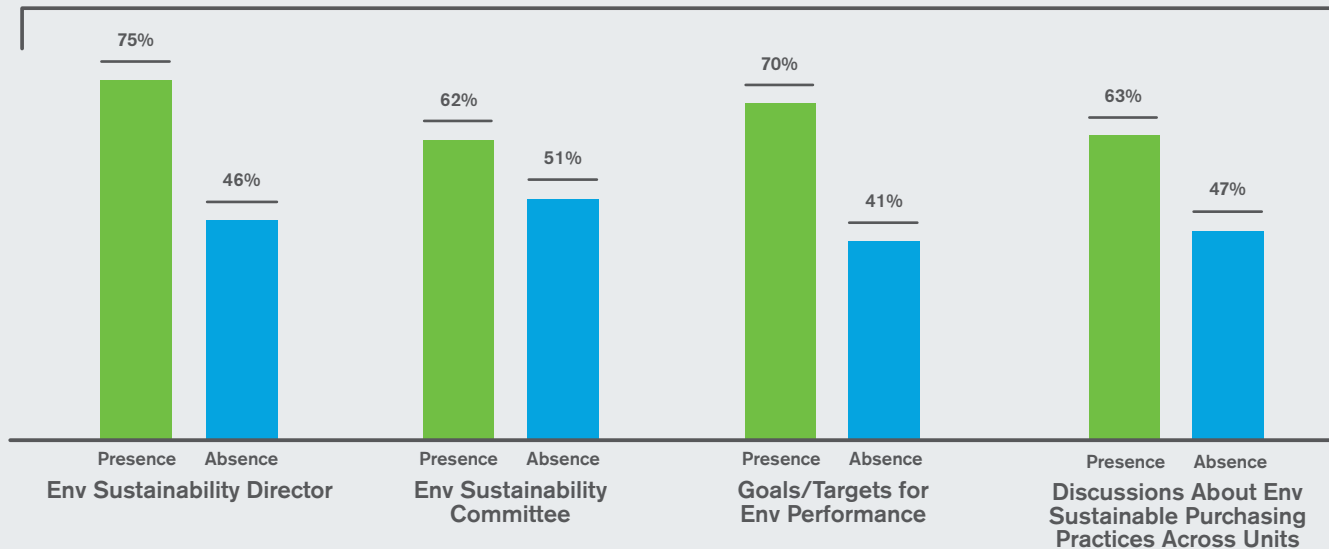
A. Complementary Policies

Probability of Successful Implementation of Green Purchasing Policy, Given Citywide Policies

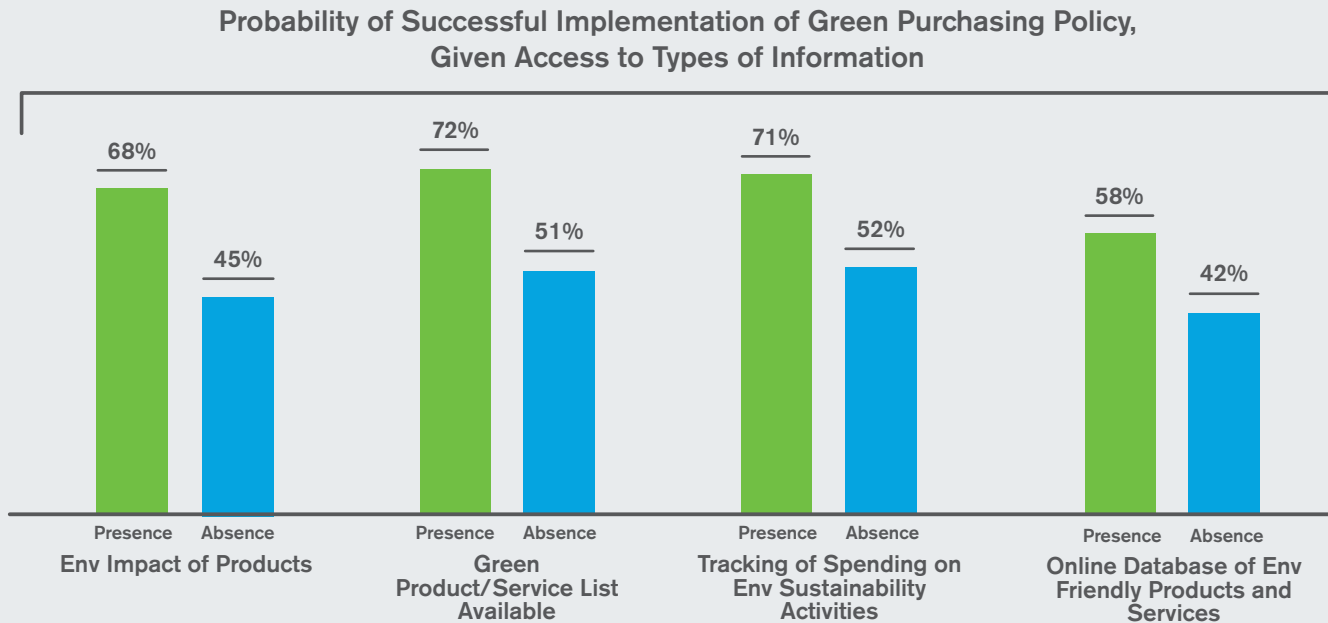


A. Complementary Practices

Probability of Successful Implementation of Green Purchasing Policy, Given Citywide Practices

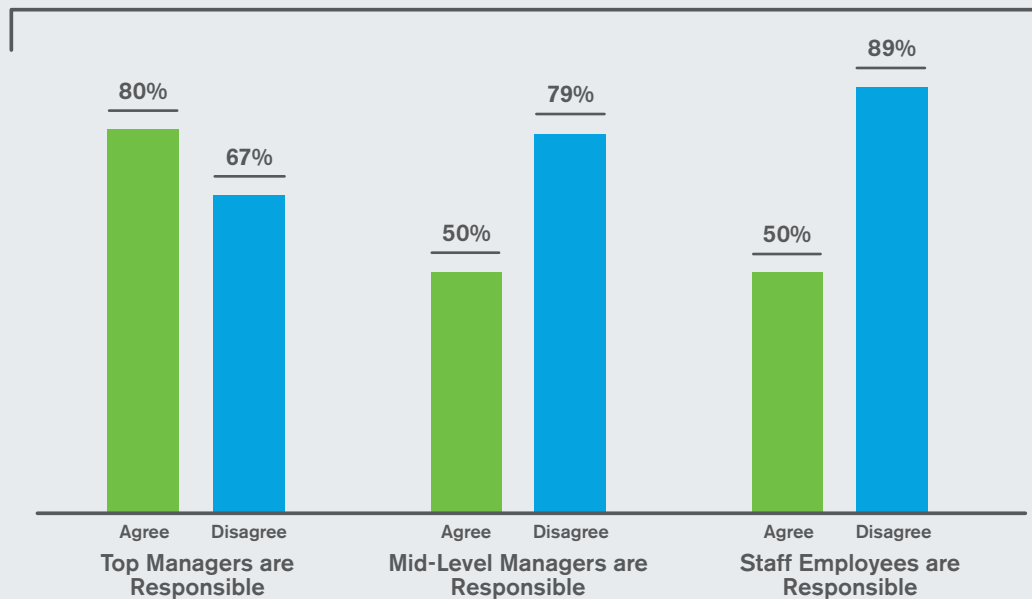


B. Information Access



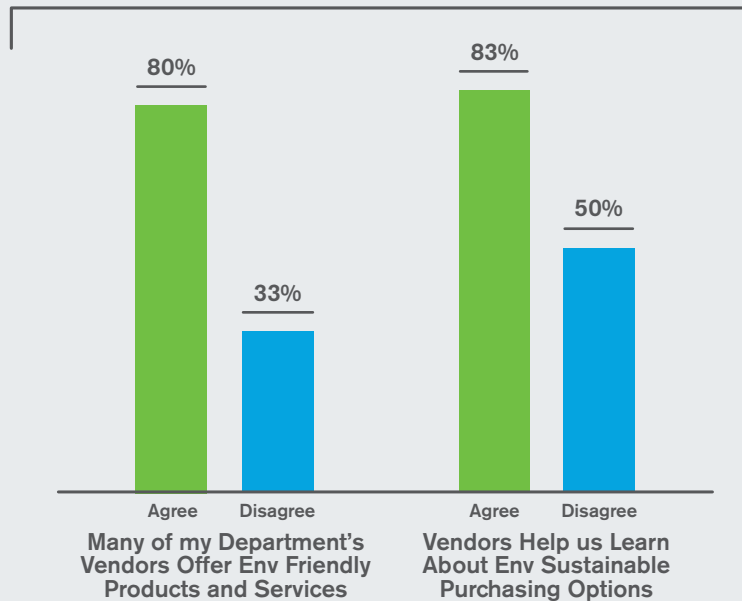
C. Leadership and Responsibility

Probability of Successful Implementation of Green Purchasing Policy,
Given Directors' Perceptions of Locus of Responsibility



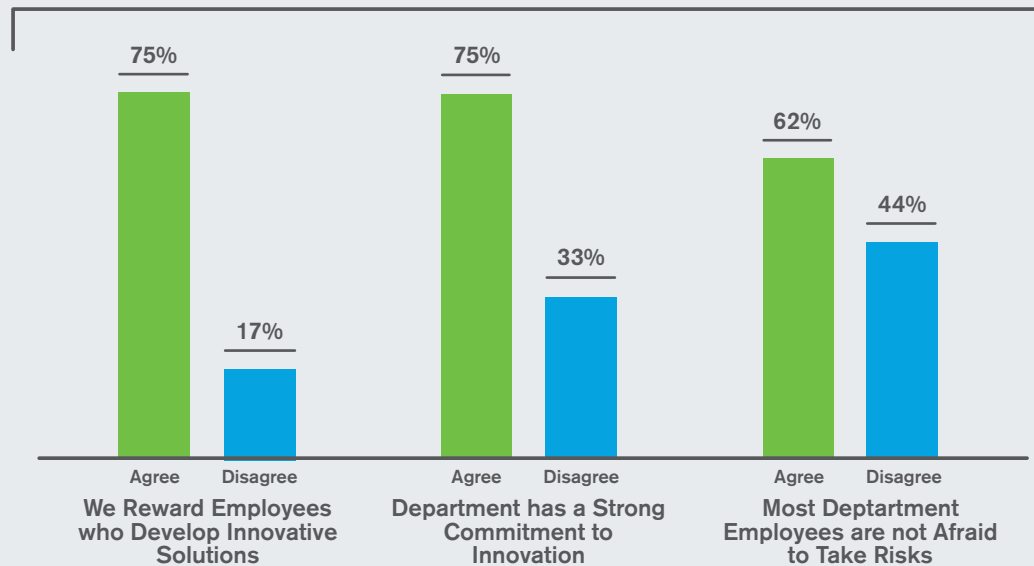
D. Vendors

Probability of Successful Implementation of Green Purchasing Policy,
Given Directors' Perceptions of Vendor Roles



E. Innovation Culture

Probability of Successful Implementation of Green Purchasing Policy,
Given Directors' Perceptions of Departments' Innovation Culture



What Doesn't Matter

- **Department rules**
- **Department importance of purchasing criteria related to:**
 - Product price
 - Execution of pre-existing contract agreements
 - Performance requirements
 - Tech specs in managing purchase complexity
 - Lifecycle costs in department purchasing decisions

A low-angle, upward-looking photograph of several tall skyscrapers in a city. The buildings are made of dark glass and steel, with many windows reflecting the sky and some showing interior lights. The sky is a pale blue with some light clouds. The perspective makes the buildings appear to converge towards the top of the frame.

Recommendations for U.S. Cities to Increase GPP Adoption and Implentation Success

Our 8 Recommendations

1. **Build on complementary** policies and practices
2. **Use information** about environmentally preferred products
 - See U.S. Environmental Protection Agency's Guidelines for Environmental Performance Standards and Ecolabels
3. **Utilize e-procurement systems** that integrate environmental product information
 - See U.S. Environmental Protection Agency's Summary of Work: Review of Federal E-Procurement Systems for Sustainable Purchasing Integration
4. **Track spending** related to green purchases

Our 8 Recommendations (cont'd)

5. **Enhance collaborative** vendor relationships
6. **Assign accountability** to top-level management
7. **Foster a culture** for innovation
8. **Participate in professional networks** to share best practices

Additional Information

Visit spa.asu.edu/greenpurchasing

Questions?

Email SPRI@asu.edu



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