



Roadmaps to Green Cleaning

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Agenda

- Definitions
- Why Green Cleaning?
- Roadmaps
- Working w/ Your Supplier
- Questions



Defining Green

- “...products and services that reduce the health and environmental impacts compared to similar products and services used for the same purpose...”

- Executive Order 13101



Defining Green Cleaning

- Green Cleaning

*Cleaning that protects health
without harming the
environment.*



Defining Sustainability

- Meeting OUR needs today, without compromising the ability of future generations to meet their OWN needs...

Defining the Triple Bottom Line

- Economic impact
- Environmental impact
- Social impact



Defining the Shades of Green

Hard
Adds Cost

- Social issues – living wage, benefits, advancement, etc.
- Healthy, high performance cleaning
- High performing equipment, micro fiber, recycled products, entry mats
- Efficient operations, green chemicals and dispensing equipment

Easy
No Added
Cost

Cleaning's Pressure on People

- Health
- Productivity
- Janitorial Staff

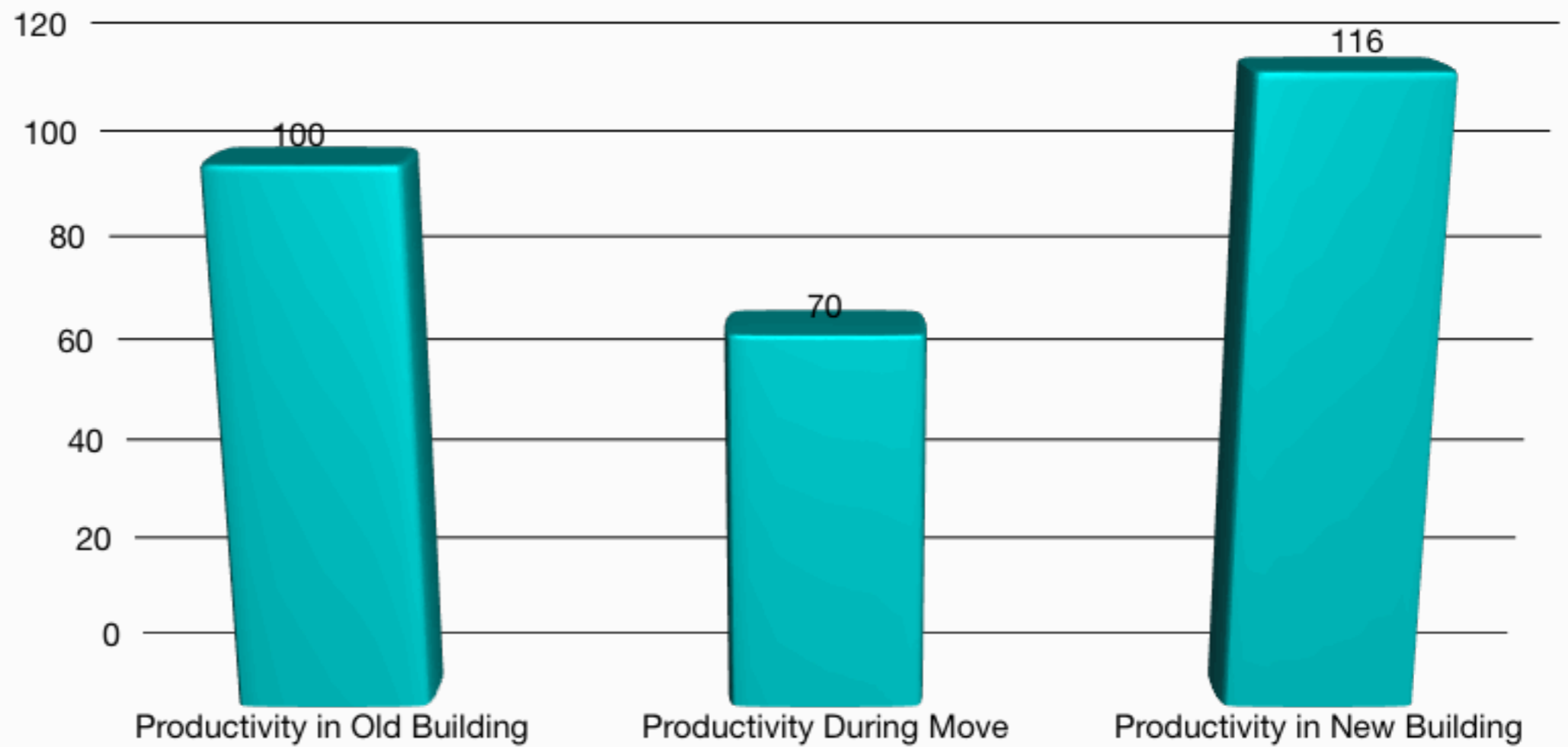


Indoor Environment Impacts Everyone

- We Spend 80% of Our Lives Indoors
- The Indoor Environment is 2 -3 Times as Polluted as Outdoor
- Adult Onset Asthma Rates are Skyrocketing
- We Hear About Sick Buildings - What About Those that are Simply Ill?

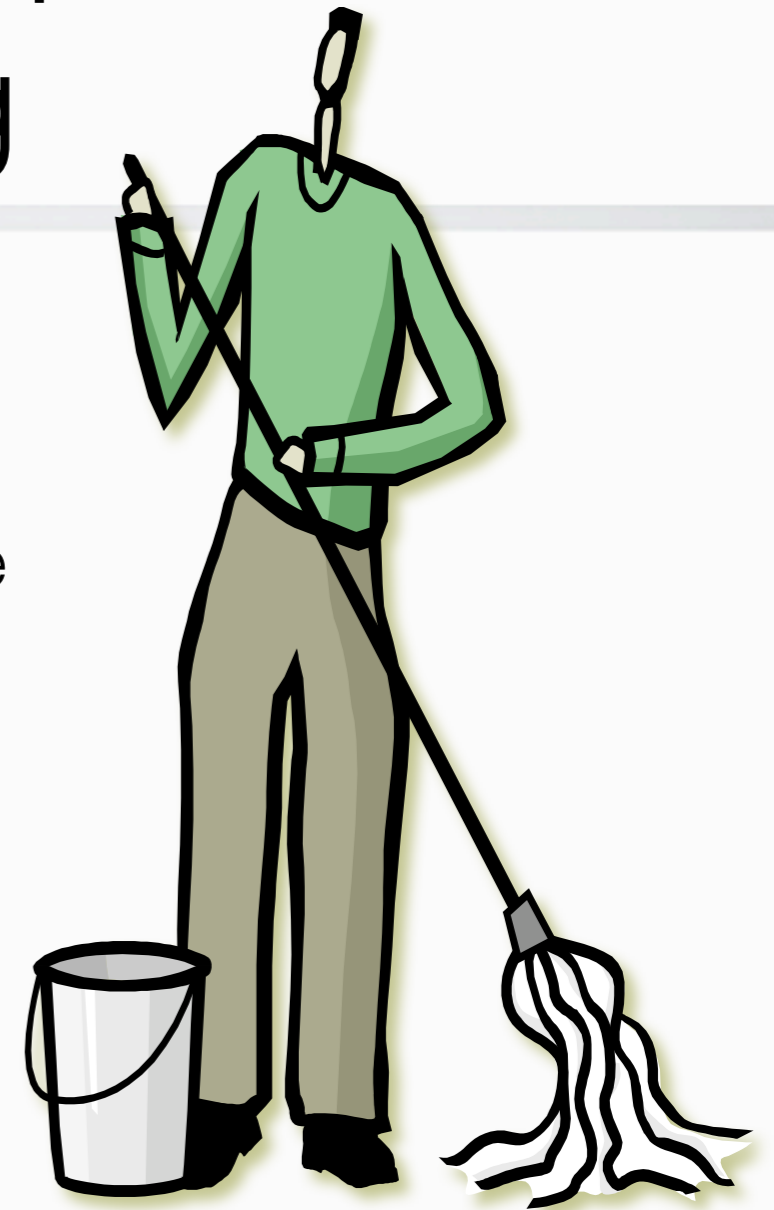


Green's Impact on Productivity



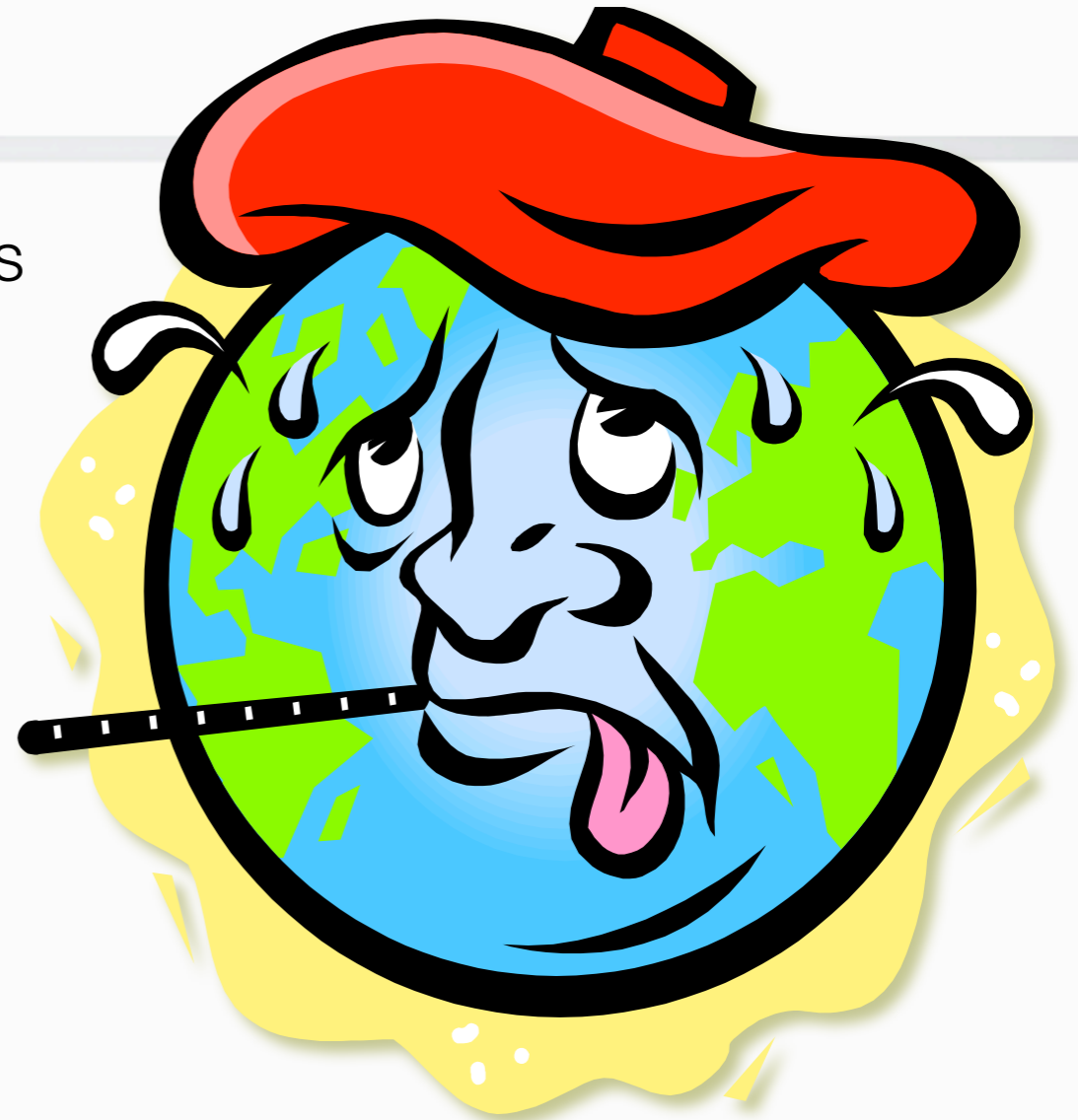
Pressures on the People Who Do the Cleaning

- 2nd Largest Employer in U.S.
- Over 3 Million Employees
- Workman's Compensation is Major Issue
- Social Issues Threaten Sustainability



Pressures on the Environment

- 6 Billion Pounds of Chemicals
- 27 Million Trees
- 35 Million Trash Bags / Day
- 10,000 Dump Trucks of Equipment



The Roadmaps

- Products & Equipment
 - Green Seal, EcoLogo, CRI
- Advocacy Groups
- Cleaning “Standards”
 - Green Seal, USGBC
- Knowledgeable suppliers & contractors



Green Seal GS-42

- Certifies contractor or in-house staff
- Individual building certification
- Ultimately will certify contractor operation
- Closely parallels LEED-EB



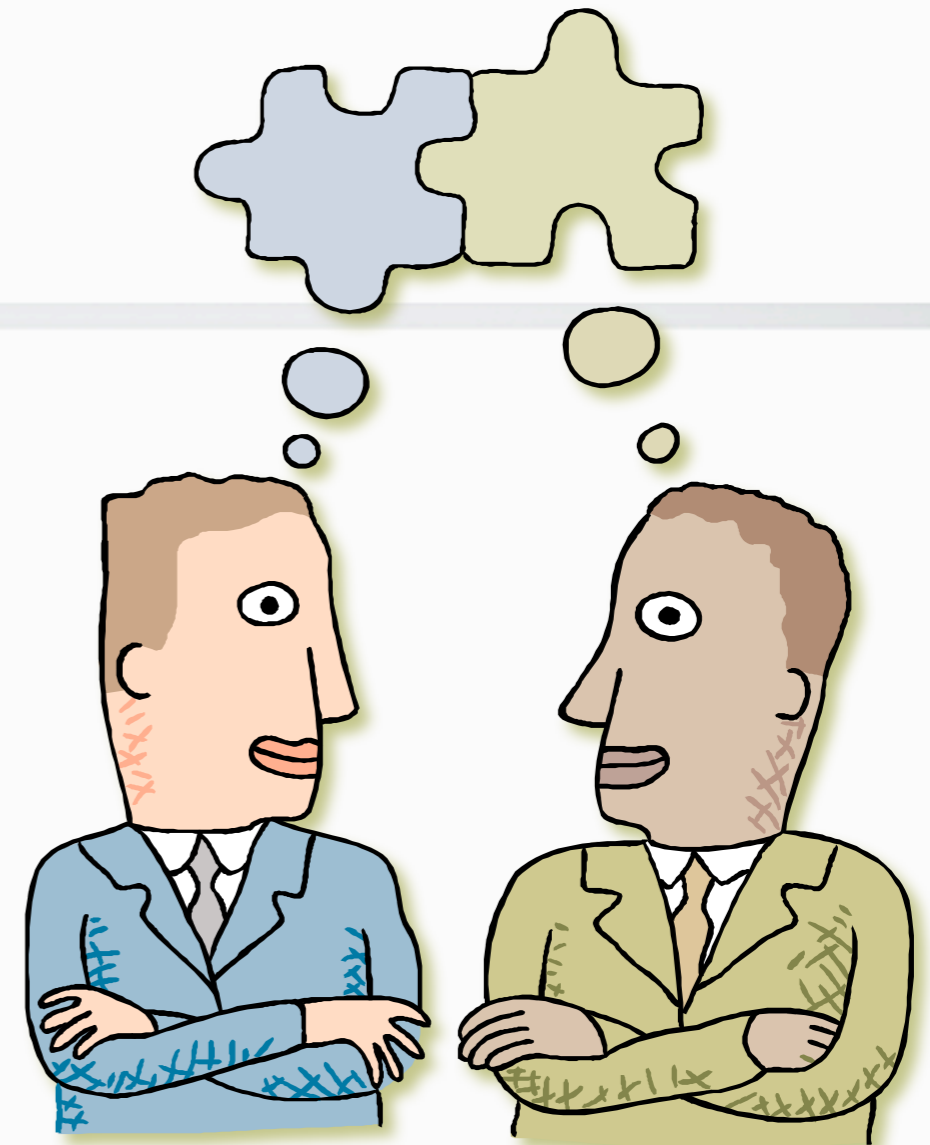
LEED-EB

- US Green Building Council
- Leadership in Energy and Environmental Design
- LEED for Existing Buildings
- LEED-EB for High Performance Operations



Working with Your Supplier

- Green Cleaning is a NEW way of looking at cleaning
- Green Cleaning requires a partnership
- 10 Questions for your contractor / supplier



10 Questions for Your Supplier

- ■ What do you know about Green Cleaning?
- ■ Who else are you doing this for?
- ■ What are your green services?
- ■ Are you familiar with / member of USGBC?
- ■ Are your products certified?



10 Questions for Your Supplier

- ■ What makes YOUR Green Program different?
- ■ What is your local expertise?
- ■ How will you help me communicate to my customers?
- ■ How will you help promote my organization?
- ■ If you had a blank slate...?



Questions

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