



**EMPOWER**  
PROCUREMENT

WEBINAR - MAY 15, 2023

# Sustainable Purchasing

*Best Practices & Learnings from Empower Procurement*





## Transforming Local Vision Into Action

CivicWell is a nonprofit supporting sustainable solutions and the leaders and communities who implement them. We inspire, equip, connect, and cultivate civic leadership for local innovation and community change.



Community Design



Water



Climate Change and  
Energy



CivicSpark  
AmeriCorps Program



# **EMPOWER**

PROCUREMENT



## Introducing Our Speakers...



**Doug  
Davenport**

*Founder / Executive Director  
ProspectSV*



**Zyg  
Kunczynski**

*Senior Project Manager  
Energy Solutions*



**Ilse  
Villacorta**

*Senior Project Associate  
ProspectSV*



**Billie  
Holecek**

*Senior Research Associate,  
Building & Industrial Applications  
Berkeley Lab*





**EMPOWER**  
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# What We've Learned

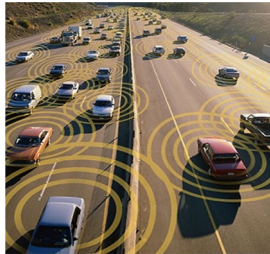
Funded by:



**CALIFORNIA**  
ENERGY COMMISSION



# Making a Carbon-Free World Possible



Expand The Conversation  
About Innovative Solutions



Build Peer Networks  
Of Industry & Sustainability Leaders



Spark Real Progress  
With Collaborations & Partnerships

# Empower Procurement is supported by:

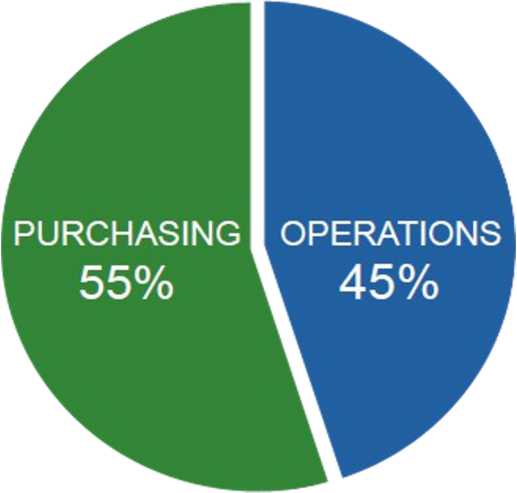


*If you are interested in learning more, visit us at [EmpowerProcurement.com](https://EmpowerProcurement.com)*



# Why we are here

## GHG Emissions from Public Institutions



Source: The West Coast Climate and Materials Management Forum

## Common pathways for energy-related procurement:



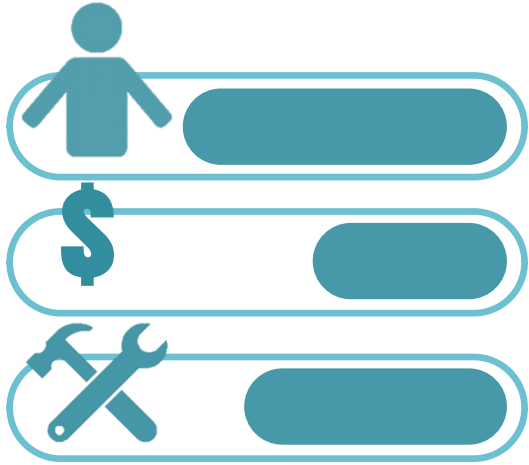


## We're aligning sustainability and purchasing to help organizations:

- Buy energy efficient products
- Connect with expert services
- Electrify vehicle fleets
- Decarbonize buildings
- Align policies and operations
- Improve procurement processes
- Unlock energy, carbon, and cost savings



# Overcoming institutional barriers to clean energy technology adoption:



1. Improved procurement tools



2. Smoother purchasing processes

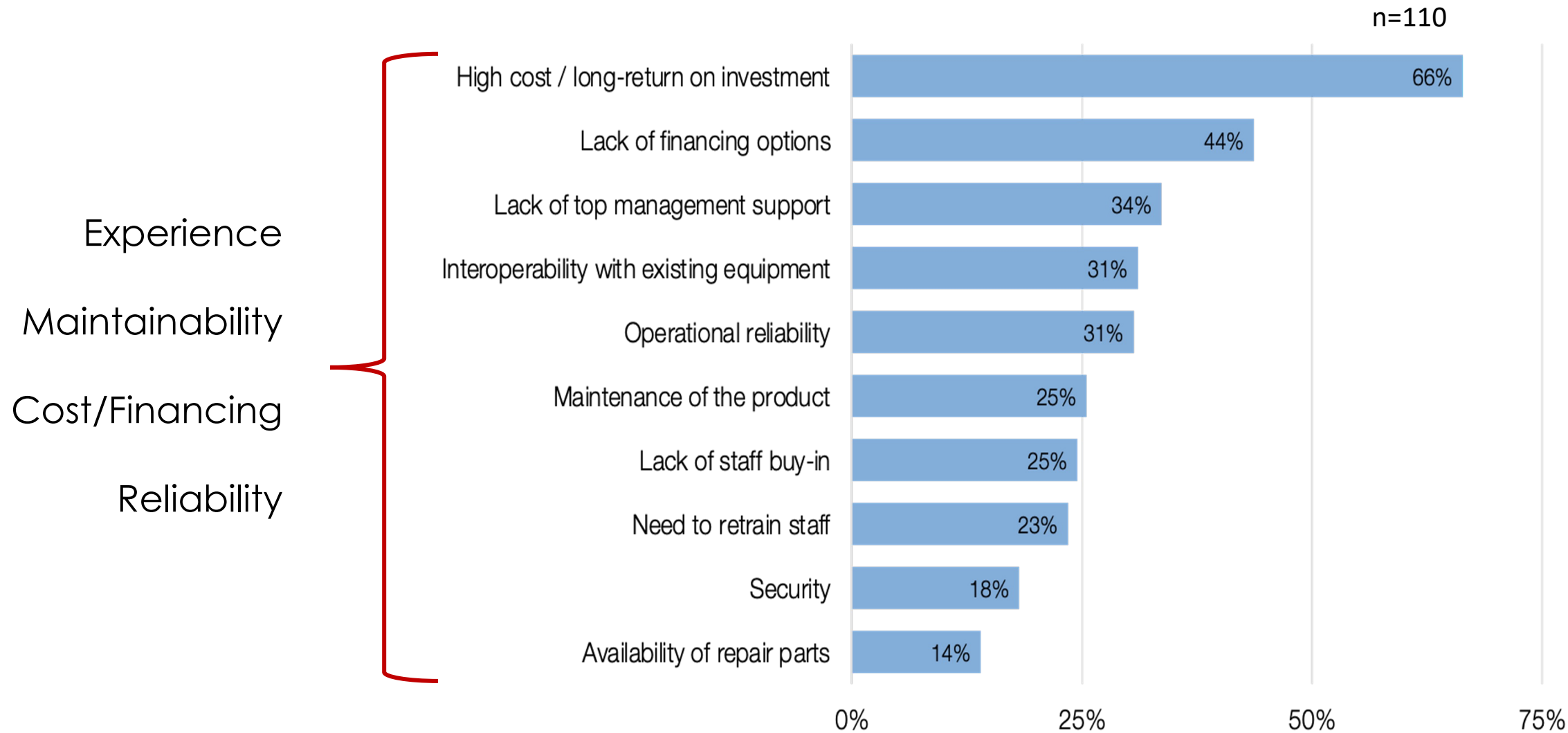


3. Information to the right stakeholders



4. Engaged with decision influencers

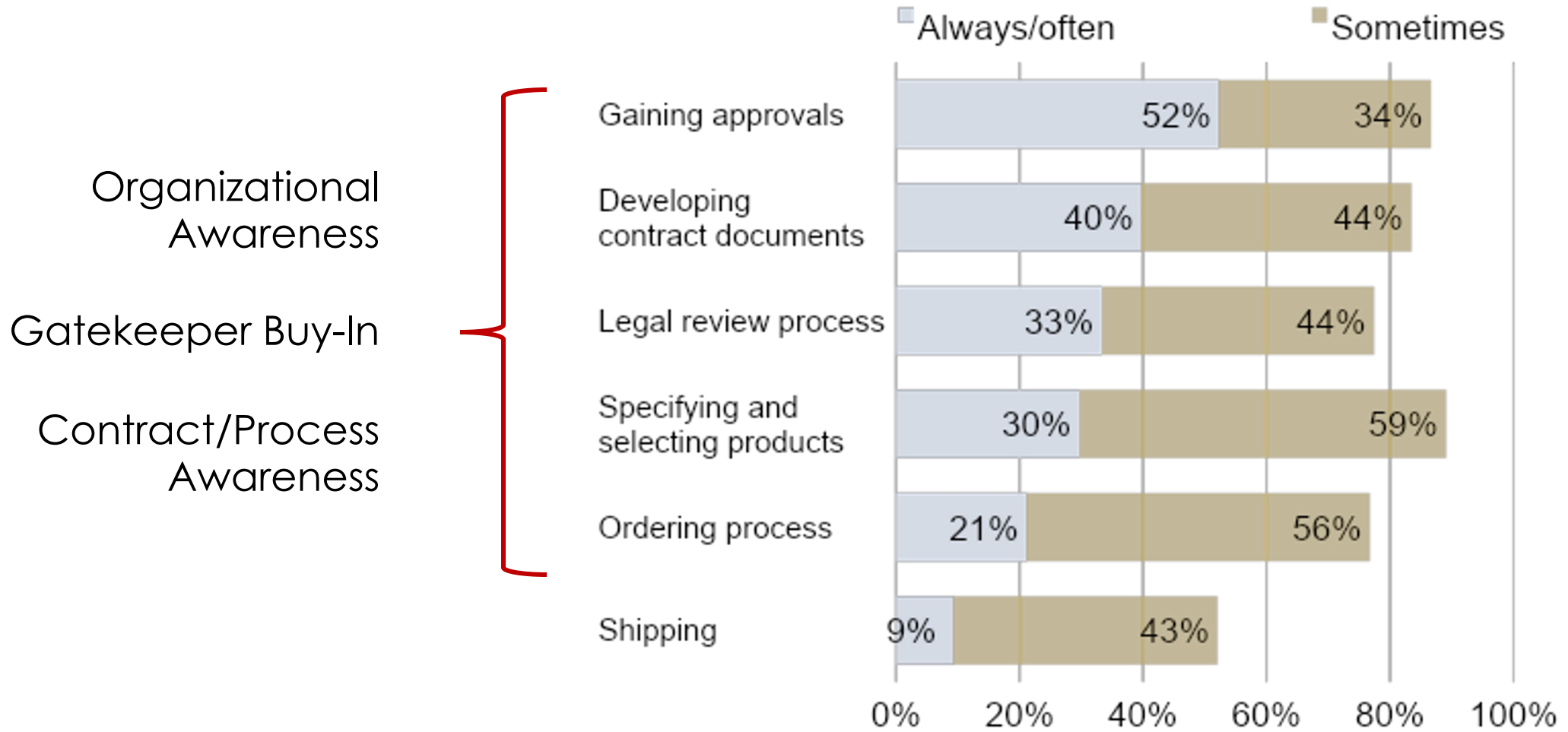
# Procurement Barriers for Emerging Tech



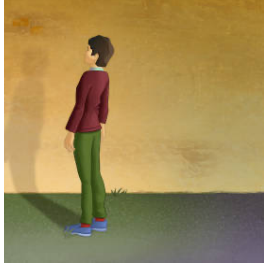


# Procurement Barriers for Emerging Tech

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# What We've Learned About Sustainability & Procurement in Complex Organizations



# They Don't Know What They Know

- Core information on assets under transition
- Comparative data on products
- What's an opportunity and what's a reaction





# They Don't Know What You Know



- Institutions lack a support network
- Hard to exchange intel & strategy
- Stories are told after the fact, not while the story's being written
- Peer Networks are crucial to success

# Not Working the Whole Chess Board

- Planning is linear, change is not
- Project orientation chops up efforts
- Funding constrains scalability
- Competing priorities confuse progress



# The Essentials Aren't Always in Place

- Data & Intelligence
- Contract Specifications
- KPIs and Benchmarks
- Funding Strategy





# E-Buildings Case Studies

<https://empowerprocurement.com/>



# Gas Water Heater Replacements

- 12 gas water heaters replaced for \$0.



Save with Pacific Gas and Electric Company's Government and K12

**Heat Pump/  
Hot Water  
Electrification  
Program**



- Replace before end of life.
- Consider electrification and efficiency together.
- Small projects can lead to larger projects!

## Water Heating Electrification

City of Burlingame



## Water Heating Electrification

City of Piedmont



# Campus Electrification

- Bond funding is a rare opportunity. Allow extra time for planning.
- Clear commitment to low-carbon goals.
- Anticipate what O&M team will need to support the project.
- Plan for commissioning and warranty challenges

## All-Electric Central Utility Plant

Contra Costa Community College District,  
Diablo Valley College – Pleasant Hill Campus





# Thank you!



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