ST. LOUIS GREEN BUSINESS
CHALLENGE
Case Studies 2010

R.C.G.A
St. Louis Regional Chamber & Growth Association
The ST. LOUIS GREEN BUSINESS CHALLENGE encourages companies to adopt sustainable business practices by forming Green Teams, conserving energy and water, reducing waste, improving indoor environmental quality, and providing clean transportation options. The Challenge is a program of the St. Louis Regional Chamber and Growth Association and the St. Louis Climate Prosperity Project to promote green savings in our region.

**PROJECT HIGHLIGHTS**

**ACCOMPLISHMENTS**

- Sustainable office construction, paint, lighting and furnishing.
- Stopped Junk Mail
- Established policies for equipment and purchasing
- Added composting onsite
- Established a baseline for our energy usage
- Worked together to make sustainability the norm at our office.

**INNOVATIONS**

- We are a small office with two companies, so we worked together to reduce heating and cooling and overhead light use.
- Incorporated composting into our waste program
- Shared workspace between a for-profit and a not-for-profit makes good sense for our community and good use of our space.

“Every day is Earth Day in our offices. We enjoy practicing what we both preach!”

Cindy Bambini
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Employee sustainability guidelines established and distributed
✓ Community outreach (Dunbar Elementary, Busch Stadium, PARKing Day)
✓ Staff education, highlighted by a lecture from Peter Raven
✓ Paper reduction strategy implemented
✓ Conducted internal waste audit
✓ Internal recognition for “greenest employee” given at office celebration

INNOVATIONS

✓ Earned LEED CI Silver certification (images above and below)
✓ Use of LEED “scavenger hunt” as an educational tool for office visitors
✓ Staff-wide measurement of carbon footprint

“At ARCTURIS, sustainability is a value, not a goal.”
- Megan Nasrallah,
Green Team Leader and Principal
PROJECT HIGHLIGHTS

2010 ACCOMPLISHMENTS

✓ New water use reduction target established.
✓ Earlier 5 year goals for energy use, greenhouse gas, hazardous waste and solid waste reduction are on target to be met in 2012.
✓ Outreach to Boeing suppliers now includes focus on waste reduction, energy efficiency and other Lean efforts.
✓ Green building policy now in place for new construction.
✓ Green Teams promote recycling internally and serve as volunteer recyclers at several large community events.

INNOVATIONS

✓ Advanced paint booth exhaust recirculation and heat recovery system.
✓ Development and testing of sustainable biofuels for commercial and military jet engine aircraft.

“Boeing is developing innovative solutions to help address the global issues of pollution and climate change.”-- CEO Jim McNerney.

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The Boeing Company
St. Charles and St. Louis County, MO
www.boeing.com
Building Owner
Approx. 8.1 million square ft. in the Challenge
15,580 Employees
Green Business Challenge Contact:
David Shanks

RESOURCE ADVISOR FOR THE CHALLENGE:
www.stlouisgreenchallenge.com
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

- Participates in EPA’s Climate Leader Program
- Conducted equipment audits and formed new policy
- Conducted Lighting Audit
- Used eco-friendly products in interior renovation projects
- Purchased dishes & glassware—removed Styrofoam in our cafeteria

INNOVATIONS

New Eco-Friendly Space!

New Eco-Friendly Shoes!

Naya Shoes by Naturalizer

“The RCGA Green Business Challenge helped us to focus on improvements on our campus that could easily have been put off...we feel great about what we accomplished in less than a year...”

Mike Kauffman, SVP, Global Supply Chain Management

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PROJECT HIGHLIGHTS

Sample Accomplishments

- Creation of a St. Louis Green Team that spearheads and monitors sustainability efforts, initiatives, and communication in the St. Louis office and collaborates with the firm-wide Sustainability Committee.
- Elimination of paper cups, which have been replaced with reusable tumblers for all employees in the St. Louis office. In addition to reducing waste, this measure will save Bryan Cave’s St. Louis office $37,000 per year.
- Implementation of HVAC efficiency measures, including reducing the use of heat and/or air conditioning on weekends, nights, and holidays, at a cost savings of up to $765 per hour for our space.
- Use of at least 30% recycled content paper for printing and copying.
- Double-sided printing and copying, except where single-sided is required, such as for court pleadings. Copy machine operators default to double-sided copying.

Innovations

During an office renovation project, Bryan Cave donated 26 tractor trailers of furniture to Operation Food Search’s Furniture and Metal to Food program, keeping the items out of landfills and enabling Operation Food Search to sell the furniture and use the net proceeds to buy food for the hungry. Bryan Cave’s donation supported Operation Food Search’s monthly distribution of one million pounds of food and household items to nearly 100,000 people. Bryan Cave’s facilities manager, Bonnie Wedel Feicht, speaks to groups about the "Furniture and Metal to Food" program and serves on the Board of Directors of Operation Food Search.

“As a law firm with a strong environmental practice, sustainability is important to Bryan Cave. The RCGA Green Business Challenge helped us focus all of our lawyers and staff on steps we can take to conserve resources—with the added benefit that the implementation of scorecard measures helped us identify additional cost savings. We are pleased to be a part of the challenge and the benefits it is providing for our region.” Don G. Lents, Chair of the Firm
Bunge North America Corporate Office
2009 Recycle Program

PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

- Building owners, building management companies, cleaning services, waste/recycle haulers, and BNA colleges were brought together to streamline program and make it convenient.
- First three month of 2009 Recycle program was rolled out by floor.
- January 2009 began daily log of recycle material by floor and waste by building.
- In January of 2009 recycle material measured 35% of total waste removed from building with landfill waste at 65%.
- December of 2009 recycle material measured 72% of total waste removed from building with landfill waste at 28%.
- By mid 2009, BNA corporate office was recycling plastic bags, batteries, and organized an electronic recycle event for BNA Colleges.
- Increased awareness in recycling generated interest in the elimination of bottle water, installation of motion light switches, becoming a part of the RCGA St. Louis Green Business Challenge

INNOVATIONS

- Monthly challenge by floor to earn Jean Day
- Recycle container in every workstation with centralized waste containers.

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RESOURCE ADVISOR FOR THE CHALLENGE:

Missouri Botanical Garden

www.stlouisgreenchallenge.com

Burns & McDonnell
425 S. Woods Mill Road
www.burnsmcd.com
Tenant
36796 square feet
135 Employees
Tom Zychinski
tzychinski@burnsmcd.com

The St. Louis office is outlining plans for installation of a bioswale on the office property.

PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Implemented and improved recycling program
✓ Increased energy efficiency
✓ Installed solar powered motion sensors for lighting control
✓ Engaged building owner in completing sustainability measures
✓ Helping community sustainability initiatives such as SLU’s “Sustainability Matters” series

INNOVATIONS

✓ Installed pervious pavers and signage in front of building
✓ Designed bioswale next to building for stormwater treatment

“What’s next on the green horizon? Once again, we are turning our attention to managing our stormwater runoff. Currently, the St. Louis office is outlining plans for installation of a bioswale on the office property.”
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Educating and forcing outside vendors to reduce non-recyclables for lunch and learns.
✓ Convincing Landlord to create single stream recycling program for entire building
✓ Educating staff of recycling program and having collection containers for all employees.
✓ Performing Energy Audit and educating staff of power usage and ways to reduce carbon footprint

INNOVATIONS

✓ Use of Newforma software to dramatically reduce the amount of paper waste created during the Construction Administration process allowing drawings to be distributed and marked up digitally.
✓ Company stationary is printed on FSC (Forest Stewardship Council) certified stock that uses Wind Power in production and is Green-e certified.

“Christner is a leader in sustainable design of facilities and appreciates the opportunity to enhance our own work environment and business practices through the Green Building Challenge”.

JOHN REEVE, CEO

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PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Implemented a full recycling program. Copper to Cardboard
✓ Café and Food service policy mandating reusable goods and local foods
✓ Current building improvements to incorporate sustainable practices
✓ Documented sustainable purchasing policy for all departments
✓ Ongoing measurements of our sustainability strategies

INNOVATIONS

✓ Donate unused office furniture to Operation Food Search
✓ Donate scrap materials and warehouse space to Little Bit Foundation

“Being socially and corporately responsible for all of our actions is, in our opinion, a part of how every Company should conduct their business.” Joe Steiner Chairman/CEO

Color Art Integrated Interiors
1325 North Warson Road
St. Louis, MO 63132
www.color-art.com
Tenant
4500 Square Ft entered in Challenge
250 Employees
Gregory Hardy
ghardy@itgca.com

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RESOURCE ADVISOR FOR THE CHALLENGE:
Missouri Botanical Garden

www.stlouisgreenchallenge.com
The Downtown St. Louis Partnership and the CID partnered with the City of St. Louis Department of Streets, HOK, Midwest Products, St. Louis Composting, and Forrest Keeling Nursery to install a demonstration rain garden at the northwest corner of 11th and Pine. The rain garden was completed October 15th.

**PROJECT HIGHLIGHTS**

**ACCOMPLISHMENTS**

- 40% less water in sewer system
- 80% reduction in total dissolved solids
- 95% reduction in lead
- 87% reduction in cadmium
- 80% reduction in nitrates
- 67% reduction in phosphates

**INNOVATIONS**

- Virtually Maintenance Free Landscaping
- A Landscape That Is Productive

“We hope this innovative solution will help catalyze a trend toward more sustainable streetscapes in Downtown,” said Maggie Campbell, Partnership President and CEO.

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PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Launched a “Green Team” with EDC staff & incubator business tenants
✓ Completed energy audit of our 60,000 SF facility with a LEED consultant
✓ Secured energy grant for switching to compact fluorescent light bulbs
✓ Started office-wide recycling program with specially marked canisters
✓ Eliminated plastic water bottles and implemented waste reduction policy requirements for all groups using our conference rooms

INNOVATIONS

✓ To bolster awareness, participation, and buy-in, we held a kick-off luncheon complete with green theme naming contest and pledge signing ceremony. A special “I Pledged” carbon footprint sticker was placed on all participants’ doors.
✓ Created a conference room green policy that must be signed and adhered to by all public groups holding their events in our facilities.

“We all learned a lot in the process of going green. We are extremely proud of becoming a local role model to reduce waste, help protect the environment, and improve our bottom line.”
Kerin Abbey, EDC Business Resource Program Director

Small Business Can Make a Big Difference.
Go Green with the EDC!

Economic Development Center (EDC) of St. Charles County
5988 Mid Rivers Mall Drive
St. Charles, MO 63304
www.edcscc.com
EDC and 30+ incubator businesses
60,000 SF
Employees: 10 (EDC), 43 (tenants)
Green Team Coordinator: Kerin Abbey
kabby@edcscc.com
636.441.6880 x 230

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RESOURCE ADVISOR FOR THE CHALLENGE:
www.stlouisgreenchallenge.com

Emmis Communication Corp
401 S. 18th Street
www.emmis.com
Tenant
18,000 square feet
125 Employees
Jason Stone
stone_jason@sbcglobal.net
314-495-0718
Blake Salger
bsalger@stl.emmis.com
314-613-7838

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PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Created an in-house “green team” to champion implementation of green practices.
✓ Pursued an energy audit that revealed potential savings of over $85,000.
✓ Vastly improved recycling efforts by moving from just paper to co-mingled collection.

INNOVATIONS

✓ The KSHE Great Green Yard Giveaway – A contest that educated the public through the free installation of a “green yard” complete with composting, rain harvesting, native plantings, LED lighting, organic fertilizers, and more.

“This program put us on the path to being a greener company. It provided us with ideas and was essentially a roadmap to help us execute. As much as we accomplished, we can’t wait to see how far we can get next year!” – Jason Stone, Emmis Team Lead for the Green Business Challenge
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Held first “green vendor day” event in our HQ building. 16 vendors participated. Will become an annual event and hope to expand to some of our other sites.
✓ Company newsletter went from print to electronic versions in August. Estimated 30,000 fewer copies were printed and cost savings for printing and shipping is estimated at approximately $15,000.

INNOVATIONS

✓ Print Reduction/Tracking - Established baseline for printing, created template to track monthly usage and costs associated therewith. Also implemented “pop up” menus that appear when an employee prints a document letting them know cost of their print job and that in 2009 they helped the company save 2813 trees. Cost savings are tracked, but are considered proprietary and cannot be shared.
✓ Collaboration Project - Upgraded existing VTC equipment and added additional VTC equipment at all of our sites across the US; installed “thin client” PC’s, LCD projectors in majority of conference rooms to promote “collaboration” and document sharing versus travel and printing meeting documents. VTC utilization has increased from 250 hours per month in 2007 to 800 to 1,000 hours per month through first six months of 2010. HR department is also utilizing VTC for interviewing rather than flying candidates to other sites.
✓ Program to Securely Dispose/Recycle Prescription Bottles - created and patent is pending for secure tops for Iron Mountain secure shred bins to dispose/recycle prescription bottles. More details on challenge scorecard.

Our company’s participation in the Challenge is just another example of our longstanding commitment to respecting the environment and conserving natural resources.
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Sustainability has been added to the Bank’s strategic objectives and several key departments have sustainability-related budgets.
✓ As part of the GBC, participating organizations were invited to tour the Bank’s new high-efficiency data center and GRA-certified café.
✓ All copiers have been set to 15-minute stand by to reduce power consumption.
✓ The Bank went Smoke Free on April 16, 2010.
✓ Lighted and secure indoor bicycle parking is available for the Bank’s greenest commuters.
✓ The Bank met an energy reduction goal of 8% and is $130,000 under budget for energy costs, even with a 22% square foot building addition.

INNOVATIONS

✓ Received Certified Green Restaurant status from the Green Restaurant Association – Only the 3rd such certification given to a Missouri establishment!
✓ New stair well light fixtures use two bulbs, but switch to 9 volt LED after 20 minutes.
✓ State-of-the-art highly efficient data center featuring in-row cooling and hot aisle containment and elimination of raised floor and drop ceiling, which dramatically lower cooling requirements compared to traditional data center design.

“The RCGA’s Green Business Challenge has been a fantastic opportunity for us to sit down and take stock of where we are and where we’re heading. It helped us to identify small changes that have a huge cumulative impact.” - Anna Hart, Green Team Chair

Federal Reserve Bank of St. Louis
One Federal Reserve Bank Plaza
Broadway and Locust St.
St. Louis, MO 63102
http://stlouisfed.org/
Owner
542,079 Sq. Ft.
863 Employees
Anna Hart, Vice President
Anna.M.Hart@stls.frb.org

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PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Reduced paper usage by over 25%
✓ Conducted a lighting inventory to assess more efficient lighting solutions
✓ Reformed our Green Team and meet regularly to address sustainability issues related to the company
✓ Prepared an Indoor Air Quality (IAQ) Management Plan that we will use to assess IAQ and correct issues

INNOVATIONS

✓ Implemented a new accounting/enterprise software system that converted many of our processes such as invoicing to digital. This significantly reduced the amount of paper usage in our office.

“We’re all believers and want to do these things, not only to be socially responsible, but also because it makes sense, and it’s better for the environment.”
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Implemented a sustainable operations plan that details our path to meeting the 2030 Challenge.
✓ Reduced commuter related CO2 emissions through subsidizing transit passes and WeCar Memberships, participating in Guaranteed Ride Home and RideFinders programs, and providing showers and storage for bicycle commuters.
✓ Implemented printing initiatives with monthly tracking reports and default double-sided printing.
✓ Installed Advanced Collaboration Room for virtual meetings with clients and other offices, saving thousands of tons of CO2 emissions.

INNOVATIONS

✓ Development of the HOK Carbon Tracking Tool
✓ HOK Sustainable Roadmap & Operations Plan

“The HOK is committed to building a better environment.”
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The International Association of Microsoft Channel Partners of St. Louis is committed to reducing our collective carbon footprint and we have been successful in partnering with Pedro’s Planet to provide a centrally-located, clearly visible and user friendly recycling center that continues to grow in acceptance and is now a symbol of our commitment to the greening of our member businesses.
Laclede Gas Building – Power Plant Operations Using Combined Heat and Power (CHP) System

FEATURES

- The Laclede Gas Building hosts one of the country’s largest “Total Energy” systems. Powered entirely by natural gas, this system provides ALL the building’s energy requirements including heating, cooling, ventilation and electricity. The Total Energy system operates in stand-alone protocol and is not interconnected to the local electricity provider network. All of the building’s electricity demands are met by the electric generation prime movers, and back-up power is provided by the sophisticated multi-unit configuration of the system.
- The Laclede Gas Building Total Energy System incorporates Combined Heat and Power (CHP) technology to serve all the building’s energy requirements. The CHP system consists of six natural gas Waukesha engines with heat recovery units, two natural gas engine-driven chillers, one absorption chiller and two additional boilers. The plant recovers nearly 650,000 therms of energy annually and operates at a total system efficiency of approximately 68%.
- The power plant runs 24 hours per day, 7 days a week and has proven extremely reliable in over 40 years of operation.

“We encourage each of you to do your part to continue to strengthen our company’s role as a leader in sustainability efforts and the “Original Green Energy” provider”

Douglas H. Yaeger
Chairman of the Board, President and CEO of Laclede Gas Company

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We appreciate your continued involvement in making our region a great place to live and work. Let us all work together to continue to advance the mission of the Challenge.

The Laclede Gas Company – Division of The Laclede Group
720 Olive Street
www.lacledegas.com
Tenant occupying 90,000 sq. ft.
Employees at this location: 475
Thomas Schultz, Green Team Leader
Email: tschultz@lacledegas.com

RESOURCES ADVISOR FOR THE CHALLENGE:

Marilyn E. Blalock
Chair, President and CEO
Missouri Botanical Garden
www.missouribotanicalgarden.org
MMA Sustainable Office

This will serve as a guide for practices and procedures for sustainability in our office day-to-day. If you have any questions or issues please see the Office Manager (Kim Hughes).

- Recycling Bins: every MMA employee is given a recycle bin for paper. We have a bin in our central work space for paper and large cardboard boxes. It is your responsibility to empty your personal bin. A list of items that can be recycled are listed on the central bin.
- In our kitchen we have a composter for food waste, please see top of machine for items that can be composted. There is a sign-up sheet for compost next to the machine.
- Every employee is assigned a week of kitchen duty. We use silverware, glasses, and chinaware plates and mugs. These items are washed in the dishwasher.
- Our office has separate recycling bins in the kitchen for soda cans, as well as co-mingled recycling (tin, glass, plastic, etc.). Please rinse all material before recycling. There is a bin for small cardboard items (product packaging, etc) in the kitchen.
- Lighting – we have made a commitment to reduce our energy use. All workstations have only 1 bulb in the overhead lighting. We provide a task light that you can adjust. If you would like all lights turned out in your space, please contact the Office Manager.
- Printers and copiers: the black/white as well as the color copiers have Energy Save features. The black/white copier is set to automatically duplex copies. You must manually change this setting if you require one-to-one printing.
- We encourage electronic copies. Please use electronic filing as much as possible. If you must print-out materials or hand-outs please print double-sided whenever possible. Please review electronic process with your Project Manager and IT, if you have any concerns.
- Our accounting department is also electronic. Please see the Intranet site for information on how to view payroll stubs as well as procedures for turning in receipts for reimbursement and check requests electronically.
- We no longer accept product binders. All materials are researched online. If you request a sample, please arrange for a return shipping label or contact person to call to return materials. Any materials not claimed will be given to Teacher’s Recycling Center.
- Our office donates all extra materials, binders, interiors materials (carpet, glass, fabric, tile), and excess office supplies to Teachers Recycling Center. If you have materials to donate please see Office Manager or Interiors Manager to coordinate.
- MMA encourages all staff to be sustainable and supports membership and testing for LEED AP. If you are interested in becoming LEED AP please see Office Manager. Also, if you are already LEEP AP and would like to share knowledge please see HR Manager to schedule a lunch n’learn.
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**PROJECT HIGHLIGHTS**

**ACCOMPLISHMENTS**

- Implemented full single stream recycling program.
- Planted native vegetation in island on parking lot.
- Green Team hosted a full week of educational events.
- Eliminated all Styrofoam and replaced with recyclable or compostable products and offer china for employees who dine in.
- New single stream recycling program allowed Maritz to donate 2500 recycling bins to Meramec Valley School District so that they could start a recycling program.

**INNOVATIONS**

- Turned a detention basin into a native wetlands area.
- Utilized undeveloped land by planting crops, harvesting hay, tub grinding yard waste into compost and installed bee hives.

“Working together to help Maritz and its clients live more sustainable lives.” Anne Julius, Green Team Leader

**Company Name** Maritz  
**Address** 1375 N Hwy Drive  
**Website** www.maritz.com  
**Tenant or Owner** W. Stephen Maritz  
**Square Footage entered in Challenge** 1,650,000  
**Number of Employees** 2914  
**Green Team Contact Person Name** Anne Julius  
**Green Team Contact Person Email** anne.julius@maritz.com

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**RESOURCE ADVISOR FOR THE CHALLENGE:**

www.stlouisgreenchallenge.com
MARKWORT SPORTING GOODS COMPANY

To be a global leader in the sporting goods industry by demonstrating our expertise in customer service, product knowledge and logistics

1101 RESEARCH BLVD - SAINT LOUIS, MISSOURI - 63132 – USA
First Things First

The question whether or not Markwort Sporting Goods Company (Markwort) is a Green Company is beyond the scope of this report. This report is meant to consolidate the efforts of the Markwort Power Green Team (MPGT) and provide descriptive analysis of their efforts leading Markwort through the St. Louis Green Business Challenge of 2010 (Challenge). Further, this edition was written with those involved with the Challenge in mind and therefore does not review challenge parameters or other background information; further information may be found at the Challenge website (http://www.stlouisgreenchallenge.com/).

On behalf of the MPGT I would like to give many thanks to the St. Louis Regional Chamber & Growth Association and Earthways Center for hosting the Challenge and providing so many avenues of support – The seminars were key! This Challenge provided the MPGT with a structure and support needed to break a perceived plateau; after having first formed in spring 2009 and achieving early success with implementation of company recycling programs we soon became lost as where to take the next step. The Challenge provided enough steps to keep us busy well beyond the Challenge end date.

Once again, this report will provide a descriptive analysis highlighting select initiatives, some big and some small, laid out in order of the Challenge scorecard. Also included at the end of the report is an expanded analysis on a Challenge innovation and personal statements from two MPGT members. This Challenge has truly had a positive impact on MPGT members and for Markwort as a company and I very much wish to see the program continue and expand.

Sincerely,

Brett Makwort
Business Development & Internal Paradigm Architect
Markwort Sporting Goods Company
brett@markwort.com
Pre-Challenge: As mentioned in the cover letter, a green team self named *The Markwort Power Green Team (MPGT)* had been established the in March 2009. The formation of the MPGT was the first official Green initiative for Markwort and began more like a grassroots initiative than a top down approach. In fact, it quite literally began with one idea translated and sent out company wide in the form of an email.

**anyone thinking green?**

> Brett Markwort to Carol, Teresa, Jamie, Scott, Nina, Joyce,  
>  3/25/09 [\[show details\]](mailto:show
details) [\[Reply\]](mailto:Reply) 
> With all the talk of going green these days, perhaps we can begin to do our part as a company. 
> I would like to form a type of green committee. I am thinking have a discussion once a week or however is deemed necessary to talk about - and act on - how Markwort can leave a smaller footprint and likewise make our little piece of work a better piece of work. A recycling program would seem a good place to start. 
> This would be on our own time as the day allows. 
> If there is any interest place email me directly and we’ll go from there. Please pass this message on to those in your respective departments. I believe that three to five people should do the trick but if there is more interest I'll come up with something to accommodate accordingly. 
> The more the merrier, green is serene, no hippies allowed. 
> Brett.

And so began the *MPGT*: One email, six initial green team members, and no hippies. We called forth, we banded together, we recycled.
The MPGT was a successful initiative; meetings were held monthly and a company wide recycling program was instituted with several recycling focused events being conducted including an Old Catalog drive (cleaning out the mass of old catalogs and magazines that accumulate in one’s desk) and an electronic recycling drive, for example. The support and volunteered time from team members was more than encouraging and the willingness to supply ideas and cooperation from those not officially on the MPGT was equally encouraging.

**Challenge:** As perhaps one of the greatest benefits the St. Louis Green Business Challenge provided to our MPGT - and thus to Markwort - was structure and support. It was now clearly laid out and categorized numerous directions Markwort could take; we could now plan for execution in a manner best suited to our company rather than plan for the sake of planning how to proceed.

Secondly, the outreach category, so heavily weighed with policy and formal documentation, provided the necessary push to begin crafting formal procedure and policy that we all knew would be a positive measure but simply had not the desire to do - recycling is much more fun, and tangible, than writing policy. Naming a fellow MPGT member our new Sustainability Officer, in charge of documenting and coordinating the MPGT’s efforts throughout the challenge and engaging the company president to form a written statement supporting the MPGT and the mission of the Green Challenge were by no means wildly progressive motions but nevertheless validated the project by large degrees.

Outreach Highlight - O1.4 Educational Opportunities - Early in the summer 2010, Markwort moved from a limited material recycling program (aluminum, PET, and office paper) to a much more robust single stream program (pretty much everything other than
food and soiled waste). The education importance surrounding this initiative was twofold. First, the waste seminar held by the RCGA provided the necessary talking points to begin efficiently researching the best approach to single-stream recycling for Markwort. Second, once in place, conducting a single-stream educational session for all employees proved to be crucial for maximizing effectiveness; on this point I will expand a bit further.

Once single-stream recycling was in place, all employees were notified via email and posted signs regarding the change; all items other than food and soiled waste could be thrown into the previously trash receptacles and they would be recycled. Receptacles were labeled to distinguish those for waste and those for recyclables, and that was that. The confusion was endless. Therefore, a single-stream recycling educational session was held for all employees. Our sustainability officer took a list of ALL employees all the way up to the president and divided names into small groups by which meeting times were assigned in ten minute intervals. The presentation was simple: A prop receptacle with a *Single Stream* label and another prop receptacle with a *Trash* label and a flight attendant inspired skit of what may and may not be disposed of in each respective container. Again, simple in concept, but a proved necessary and successful step to establish clear understanding to all employees of proper procedure.

**Going Further:** The MPGT is firmly established and will continue on as a functioning committee of Markwort in order to maintain its past accomplishments and further develop education and efforts towards company *Green* initiatives. Nevertheless, the MPGT, though the crafter of policy and supported by the company President, is yet viewed primarily as an external functioning committee rather than an integral driver of new opportunity. The lacking business growth potential of the MPGT and lacking environmental and social considerations from day-to-day business operations are the greatest lessons learned while navigating the political pitfalls of the Challenge: A *Green Team* can only do so much; a top-down approach can only create so much passion; somewhere in the middle is where creativity and learned experience can create real and sustainable opportunity. The goal now is to begin the long term vision and strategy planning to truly integrate sustainable business practices at the heart of Markwort.
Pre-Challenge: A major initiative for Markwort that took place in the months preceding the challenge was to upgrade lighting infrastructure within Markwort warehouse space (~74,000 sq ft). This initiative encompassed the removal (disposed of by the lighting company according to regulation and best practices) of just over 200 HID lighting fixtures with approximately 150 more efficient T8 fixtures. The increased lighting with fewer fixtures was dramatic and total cost was minimal due to tax benefits. However, over the course of the challenge as total cost of energy (entire office & warehouse space) was monitored an overall increase in energy cost (+0.4% at beginning of September) was observed - an oddity that is currently being investigated with theory being that prior to upgrade a significant amount of the HID light fixtures were non-functioning. This has had the negative effect of putting further lighting upgrades for the office space on hold in face of other priorities - a lesson to be learned from the benefits of base lining.

Challenge - E1.3 HVAC Strategies - Markwort made the most headway within the Energy guidelines of the challenge through the development of increased HVAC strategies. Although proposals were already in the works prior to the challenge, emphasizing the goals of the challenged allowed for more focus to be placed on the desired outcomes of upgrading HVAC systems. Specifically, digital programmable thermostats were installed within the office and four new heaters installed in the warehouse. As of September 2010, gas expenditures have been reduced 11.9% compared to 2009 figures.

Small Things Matter - Still Require Big Picture Thinking

- **E3.5 - Energy Star Rated Vending Machines:** Sometimes, things do work out better than expected. A simple phone call to our Vending Leases brought in new vending machines with more efficient LED lighting within the week. No charge and no fuss. It was said that more and more companies are asking for the upgrade so they were adjusting to the new demand. No exact rating information was given, but we move on, and the single serving snacks look all the better basked in their LED aura.

- **E3.6 - Eliminate Workstation Appliances:** Seemingly simple, this one mingled environmental concerns with social considerations, that latter which, after learning the hard way, must be taken very seriously. Over the years certain office employees have become attached to company owned space heaters to the
very point of claiming ownership themselves. It had been observed that certain employees wish to run their heaters even out of winter season. It was determined that out of the winter season - dictated by spring training and closing of playoff ball - space heaters would be collected and stored until the beginning of the next season. Memos were issued and those with space heaters were notified to either turn in themselves or they would be collected in a few days. Only a few heaters were turned in. Although there was some up front and behind doors criticism for the collection, one employee’s reaction to hide the heater and then throw it at the feet of the employee confronting the situation, was quite unexpected. A small challenge initiative therefore turned into a time consuming company issue. A hard learned lesson of employee engagement and response to change; the importance of examining all perspectives no matter how small or clear the initiative may appear.

**Going Further:** The Energy section of the challenge allows for the most points to be earned, however, also requires the most time and planning to execute in full. Lighting Audits, Equipment Audits, Baseline measurements and monitoring in addition to subsequent IT work often require decisions and support across departments and levels, not to mention potential capitol cost - Not having a dedicated budget for the Challenge limited ability to pursue many Energy initiatives. That being said, the MPGT did apply for funds through the *Energize Missouri - Industrial Energy Efficiency Program* which was charged with dispersing $11mm dollars to Missouri business for purposes of increasing energy efficiency. This program had the deadline for application submission of 31 July 2010. The MPGT, working with a local energy consultant, requested $4000.00 dollars for purpose of conducting an entire facility energy audit (HVAC ratings, building envelope integrity, lighting audit, etc). Unfortunately, this game-changing request was denied. It was however a good learning process for applying for external funds and the MPGT will continue to seek external funds for appropriate projects.

**A Point on Base Lining & Recommendation:** An energy audit as was hoped for had potentially game-changing benefits for Markwort and the energy portion of the challenge. Having a professional audit conducted on the entire facility would have allowed the MPGT to clearly define long term versus short term projects and prioritize costs and benefits in terms decisions makers could easily understand. A recommendation proposed for further business challenges would be to put more importance on base lining of utilities and related and provide further support for allowing companies access to professional auditing measures. Perhaps more incentive on the big points and cooperation of companies within the challenge that may be able to provide such services at lower cost for challenge members for gain of marketing exposure.
**Intermission**

The following sections describe efforts regarding Indoor Environmental Air Quality (IAQ), Waste, Transportation and Innovation. Both groups regarding IAQ and Transportation will be brief as the majority of the initiatives were beyond the current capability of Markwort as allowed by the timeline of the Challenge or were deemed not applicable to Markwort (i.e. Isolation Areas, Hand Dryer Installation, Food Service Policies - No Food Service Provided on-site). Further, converting to *Single Stream* recycling, being our best *Waste* success has already been mentioned and thus discussion will likewise be brief. This will allow more time to be spent on the *Innovation Section* with a case study on a resulting *Innovation*.

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**Indoor Environmental Air Quality - 5 + 3 - 3 = 5 of 20**

- **I3.1 Green Cleaners** - At the beginning of the challenge we were handling facility cleaning in-house. In June we hired a cleaning service for the office facility, that although was not Green Seal Certified, did use Green Seal and other certified Eco-Friendly cleaning products (+3 pts). However, they did a really bad job cleaning with their Green Seal and other certified Eco-Friendly cleaning products and were fired - perhaps the other was an indicator (-3 pts)

- A lot of time went into setting up and then mitigating the above debacle. Priorities for Green Seal Cleaning supplies were adjusted to the bottom of the list following.

- **Going Further:** The energy audit, previously mentioned, would have determined the efficiency of indoor air circulation and fresh air return giving insight into the true IAQ conditions at Markwort. Since the Markwort Office facility has no operable windows, maintaining adequate fresh air circulation is quite critical for the well-being and productivity of the employees of Markwort, especially during those season transitioning periods where illness is more common and every little cough makes you wonder a bit.
Waste - 15 of 30

• **W2.1 Recycling Policy** - As mentioned in the Outreach section, the MPGT transitioned the company from a pre-challenge recycling program limited to separate paper, aluminum, and PET containers to a *Single Stream* recycling service.

Thanks must be given to the RCGA’s waste seminar which provided tools and bullet points to pursue this effort. The methods achieving implementation are worth highlighting.

• Following the RCGA’s *Waste* seminar, the MPGT contacted both the featured seminar waste service in addition to its current waste service provider. Previously, the MPGT was unaware that its current waste service offered Single Stream capabilities A Single Stream dumpster could be provided for the same cost per pickup as the current installed waste dumpster - Markwort’s contract at the time included two waste pickups per week. The MPGT then *eyeballed* the amount of trash being collected before pickups. Noting that the trash dumpster almost never exceeded a third of the dumpster capacity, the MPGT renegotiated its contract with its current service provider to limit waste pickups to once per week and add a *Single Stream* dumpster to also be collected once per week - same cost, trash gets picked up, recyclables get picked up...everybody happy.

• It should also be noted that perhaps the issue that caused the most delay and headache to installing the *Single Stream* infrastructure was the location of the *Single Stream* dumpster. Originally, the *Single Stream* dumpster was placed adjacent to the already installed trash dumpster, requiring either a mighty heave or surmounting the obstacle of a flight of stairs. *Really, it is that kind of stuff that can make or break a project!* After a number of phone calls and emails between the MPGT, Markwort warehouse manager, and service
provider a solution was finally agreed upon as shown... okay, now everybody is happy!

**W7.4 Bottled Water** - Markwort also held its first ever Earth Day event. Markwort purchased reusable BPA free water canteens and distributed to all Employees. At the event, Markwort also performed a transportation survey while employees collected their canteens and used the opportunity to discuss Markwort's participation in the Challenge.

**Going Further:** The MPGT kept high on its list moving to a greater degree of recycled paper throughout its facility processes, however, this one always got pushed to the *next time*. It remains high on the list and hopefully the *next time* will soon become *this time*.

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**Water - 0 of 10**

- Obviously, the water section was on the low end of the priority scale. Markwort has three men’s and two women’s restrooms in its facility. Aside from restroom facilities, two water fountains, and two break room sinks, water is not used in any other capacity for Markwort business functions. There are times during peak summer time when we will irrigate our few landscapes, however, even this is minimal.

- Discussions surrounding the water initiatives were discussed thoughtfully. Faucet aerators, low flow toilets, etc, will be kept on the radar as the life cycle of these systems near their end.

- **Going Further:** Cultivating a rain garden, although very long shot, is much the collective fantasy of the MPGT.
Transportation - 9 + 3? = 9? of 24 (As of 19 October, a confirmed 12 of 24!)

• **T2.1 Bicycle Storage** - One of those next time initiatives that did turn into a this time success! One cleaned out - or rather redistributed - unused office/storage space, one spartan yet functional laminated sign, and one very happy biker and fellow MPGT member. Surprisingly, no side-effects or scandals following this one.

• **T1.2 Transit Subsidies** - This was a big one, a three pointer, and the MPGT spent a significant amount of time on providing pre-tax transit passes through METRO. First, gathering program information and laying out the benefits and requirements to prospective employees and to Markwort. Then, surveying Markwort transit riders and gauging commitment. And concluding with many phone calls, emails and much back and forth paperwork with a METRO program coordinator. But we did it! And immediately two very ecstatic employees signed up. No side effects and no scandals, but, yes, there is some fine print. After all the phone calls, emails, paper work and a pair of happy employees, it was mentioned that a minimum of 5 employees must be signed up for the program... seriously, WTSF! (S=Sustainable). This initiative was implemented late in the challenge and at the time of writing this report the matter is still not resolved and the program may yet be allowed to continue. **UPDATE 19 OCTOBER:** By further promoting the program amongst fellow employees we were able to arrive at five participants and adhere to the fine print with minimal arm twisting! Further, aside from the fine print miscommunication, METRO was very helpful making this a reality.

• **Going Further** - Maintaining the transit program as an additional benefit to our employees.
It must be noted that all seven innovation points were granted by Jean Ponzi during her site visit to Markwort, 26 August 2010. During discussion of the structure of the MPGT and our trial and tribulations throughout the challenge, Jean was full of positive affirmations and helpful information in addition to throwing innovation points our way for efforts in the name of the Challenge we had not considered applying for. The following lists innovation points received:

- **1pt** for initiating a campaign for switching mailed paper invoice customers to paperless invoices via email. This initiative began the middle of August and continued for a month. Customers received with their mailed invoice a flyer addressing the request with the incentive of a $50 credit to be randomly drawn from an accepting customer. Over the month we had 24 customers sign up directly from mailed flyers and one very happy gift credit recipient.

- **1pt** for turning a bare conference room into a Green Room visually representing the progress of the MPGT through the course of the challenge (See photo page 4)

- **1pt** for collaborating with a fellow STL Green Challenge business participant who happened to be located within the same industrial park which Markwort is located. During our meeting which took place at their offices early in the challenge, we toured the facility, learned each other’s history leading up to the challenge, and discussed plans of how to proceed and what goals had been set. We had little communication thereafter.

- **1pt** for holding Kaizen events - though beginning pre-challenge - within our warehouse facility for purpose of improving process and workflow efficiency. Our first Kaizen event took place fall 2009 and resulted in the reconfiguration of our Receiving department allowing for a more open floor plan.

- **3pts** for redesigning our number one proprietary product package based on Sustainable principles (See Case Study Below).

I would like to take a moment to give thanks to Jean Ponzi and my compliments to the STL Green Business Challenge for incorporating a site visit into its structure. Not only did we come out seven points ahead but walking through our facility and pointing out our efforts to an outside and knowledgeable person - two hours! - gave us a confidence in our strengths and constructive ferment for those areas lacking or not yet executed.
Case Example - The following Case Example provides details into our Innovation effort that received the most points.

It is astonishing the breadth of considerations that go into design of product packaging and even more astonishing the effects even subtle changes can make in terms of Sustainability and aesthetic and product value. Our number one selling product is illustrated below; a Softball Fielders Mask, worn primarily by Fastpitch softball pitchers and first and third basemen, had its package redesigned to increase aesthetic and product value with Sustainable principles in mind. Note: Individual parts for this mask are assembled on-site.

Design Considerations
- Allow customer to handle product without removing from package
- Allow ease of package assembly and removal
- Provide enough graphic surface area to demonstrate purpose, use instructions, and product benefits in retail friendly and attractive fashion
- Allow for same or greater nesting (master carton quantity) ability
- Minimize packaging components and be fully recyclable

Design Progression
- Design considerations detailed to third party designer
- Initial concepts delivered and most applicable choose
- Following project hold, customer demand revives project and feedback gained on original design sample (!)
- Modification from original design sample to present design based on customer feedback
- Graphics and production
Design Accomplishments

• All of the above*
  • One single die-cut cardstock makes up entire package
    • No plastic bag or staples leading to minimal assembly requirements
  • Use of Sustainable Forest Initiative (SFI) certified sourced paper stock
  • Fully recyclable as imprinted on the back of the header card

* Note on All of the Above: The repackaging design workup, from idea to implementation, was a great learning experience. On the whole, the new packaging has been received as a great improvement. Implemented into the market late summer of 2010 - slow season for Fastpitch softball - we are still monitoring the results - they remain optimistic. However, I would like to mention one aspect of the redesign that although accounted for in the initial workup, brought unexpected results when put into practice. I mention this fact only to point out the experience gained and knowledge learned in our first attempt to think outside the expected use of the package and consider more thoughtfully the entire use cycle of the package from design, production, assembly and waste.

Soon after the first shipment of package/header cards arrived and began to be assembled a slight issue arose. Previously, master cartons of said product would be packed twenty to a master carton. A fact accounted for in the design. The design team made sure that the product, with a sample header in place, could equally nest with other masks as per previous package. What proved to be a mistake was to not actually place twenty masks with headers in a master carton to verify. Assembly workers were quick to point out that, although masks did fit in such proportion, the added stiffness of the header ran the risk of distorting the header cards if packed so tightly as they pointed straight up when the box closed - bring palm forcefully to forehead! This subtle fact was not considered. Thus, the decision was made to pack twelve per master carton allowing the angle of the nested masks to be reduced in order to accommodate within same master carton.

It would seem that this small singular mistake would constitute a failure of design yet, after the initial disappointment, this may not be the case. As a distributor selling to customers largely on demand and without minimums, it has since been observed that the majority of our customers rarely purchase in master quantities and instead opt for smaller yet more frequent purchases (another fact not comprehensively integrated into the design process), thus negating the possible transportation inefficiencies. Once again, small things matter and big picture thinking is necessary; thinking according to your specific business model and customer base.

Personal Statements from Two MPGT Members
Justin Hassler  
Sustainability Officer  

This challenge has been my learning tool into what it takes for a business to truly make a difference in their community. Markwort came into this challenge lost. Our green team started out with many members but when it came down to working on this project, only the strong survived and what we have now is 4 superstars of Markwort who are willing to take the time and effort to change our ways and improve our industry. This challenge has showed me how to lead a team. I was named to lead the group as the CSO, and at first I was nervous but after jumping head first into it, I realized that our green team was that type of team that helped me out and encouraged each other to complete tasks and projects. The fact of it all, everyone is a leader on our green team.  

An obvious obstacle that has been brought to the table is the lack of budget for projects. We overcame and worked around the system by making sacrifices to a certain extent. We switched to single stream and got rid of the big dumpster in return for a two smaller ones. This was the way the whole challenged worked for Markwort. We had to work around everyone and take some grief about our meetings and yet only the Green 4 stuck with it all. I believe nothing has failed for Markwort, this challenge put us on a path to sustainability and now we can take it further by trying to acquire the funds to get a budget and proceed with the larger projects we would have liked to finish for the challenge. Markwort will continue to use the scorecard as a guideline to help us focus on these larger projects. We will also monitor what we have done. The challenge was worth it. I think it made our team stronger and gave us the correct direction for future projects.  

Joyce Cooney  
MPGT Member  

1. I believe our Company made great strides in improving our work environment for its employees. Our success shows by the points that we were able to accumulate. When you feel you have helped a person to think more of themselves and appreciate what they have it is gratifying.  
2. We could not establish a budget and that made it difficult to accomplish some of the challenges.  
3. It would have helped our success if we would have had more members on the team to assist in more challenges.  
4. Our team leaders did a fantastic job monitoring our goals and helping us achieve them.  
5. I was disappointed in the support the team got from others. It was as if the committee did not exist and involvement was just not something to be considered. The members of the committee just forged ahead in their endeavors in spite of the lack of support. This persistence in my opinion just says a great deal about our leaders and members.  
6. The Green Challenge is a good thing and I believe as time moves forward it will grow and more will be willing to participate.  

I am proud to say I was a member of the MPGT team and only regret we were not able to do more.
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

- Incorporated Sustainability in Agency Strategic Plan
- Formed Sustainability Committee to draft and implement sustainability guidelines, best practices and emerging technologies
- Implemented recycling policy and pilot program
- Committed to 10% paper reduction rate
- Developing strategies for energy and waste reduction at all agency facilities, including innovations like burning used oil for heat

INNOVATIONS

- Sustainability Committee represents Facility Maintenance, Internet Technology, MetroBus Operations, MetroLink Operations, Engineering and Design, Organizational Psychology and Personnel
- Sustainable transportation partnerships through new Transit-Oriented Development Committee and strategy for building sustainability into internal and external communications

“Sustainable business practices are not only instrumental in protecting the environment; they also time can reduce costs and make better use of Agency resources.”

-Metro COO Ray Friem
Our vision is that EMD Millipore’s operations will become environmentally sustainable in the long-term by dramatically reducing the consumption of non-renewable resources, reducing waste and adopting behavior changes that support sustainability Company wide.

PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Annual Sustainability Report
✓ Engaged Green Team
✓ Energy Auditor Training
✓ Green House Gas Emission Reports from 10 Suppliers
✓ Green Cleaning
✓ Monthly Utility Calculations
✓ Energy Reduction

INNOVATIONS

✓ Wood pallets recycled into energy and mulch.
✓ Printer cartridge and cell phone battery recycling turns into cash for local high school, Francis Howell’s, Graduation Night Lock In.

“Our sustainability is both an opportunity and a responsibility. Part of this responsibility means taking a leadership role in sharing knowledge, expertise, and lessons learned with other companies both within life sciences and other industries. It is an opportunity we welcome.”

Martin Madaus, PhD
Chairman, President and CEO
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Water-saving plumbing includes dual flush toilets and waterless urinals
✓ Motion sensors installed throughout the building
✓ Contracted housekeeping company uses Green Seal supplies
✓ Employees purchase METRO passes pre-tax through payroll deduction.
✓ 100% post-consumer recycled paper used for all communications
✓ Native plant landscaping expanded to west side of building
✓ Implemented single stream recycling combining collection of all paper and containers, including plastics #1-7

INNOVATIONS

✓ 25KW photovoltaic solar array will provide 5% of electrical power needs

“The Green Business Challenge check list created a great framework for our Green Team to evaluate operations for all Garden buildings.”

Deborah Frank, VP Sustainability

Missouri Botanical Garden
Commerce Bank Center for Science Education
www.mobot.org
Owner
43,000 sq. ft.
47 employees at this site
Deborah Frank, VP Sustainability

The ST. LOUIS GREEN BUSINESS CHALLENGE encourages companies to adopt sustainable business practices by forming Green Teams, conserving energy and water, reducing waste, improving indoor environmental quality, and providing clean transportation options. The Challenge is a program of the St. Louis Regional Chamber and Growth Association and the St. Louis Climate Prosperity Project to promote green savings in our region.

RESOURCE ADVISOR FOR THE CHALLENGE:
www.stlouisgreenchallenge.com
Moonrise Hotel

PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Establishing a hotel wide recycling and composting program.
✓ Engaging guests and Moonrise Hotel/ Eclipse Restaurant employees in our recycling efforts.
✓ Condensing our trash to one dumpster.
✓ Limiting bottled water usage and offering a sustainable/ compostable water bottle option for guest.
✓ Installing cardboard recycling dumpster.

INNOVATIONS

✓ Glass Crusher
✓ Global Soap Project
✓ Composting
✓ Operation Food Search

“The RCGA Green Business Challenge has helped elevate us to a level higher than expected. This has been a rewarding experience for us all. Thank you RCGA and Earthways for everything!!”

Moonrise Hotel
6177 Delmar in The Loop
www.MoonriseHotel.com
Owner- Joe Edwards
1500 Square Feet
143 Employees
Green Champion- Jarah Warfield
Jarah@moonisehotel.com

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**ACCOMPLISHMENTS**

- **Recycling:** Reduced trash hauling by 50%, resulting in a savings of approximately $10,000.
- **Paper usage reduction:** Implemented a systematic tracking of paper usage and posted data near copiers and on Intranet, resulting in staff awareness and a downward trend in paper usage. The district’s peak usage decreased by 69%.
- **Culture change:** Implemented district-wide green initiative communications campaign, including presentations and blogs from superintendent, messaging on district Intranet, signage and data sharing. District now shares common vision.
- **School involvement:** District now only has reusable trays, containers and utensils at all SSD schools, and no longer uses Styrofoam. SSD classes at technical education schools incorporated green initiatives into curriculum (i.e. Welding class at South Tech designed and built bike rack for central office out of recycled materials).
- **Technology:** District uses technology to create district-wide green practices, such as imaging staff records, online paychecks, electronic filing of purchase orders and online meeting software.

**INNOVATIONS**

- **Direct-fire diesel heaters** were installed on 53 buses, which resulted in decreased idling time from 20 minutes to 2 minutes, and an annual fuel cost savings of $16,000. This also reduced the diesel particulates released from buses.
- **Board meetings** are now paperless. Agendas, supporting documents and minutes are all posted and distributed electronically. Meetings are run completely paperless using digital projection.

“**It’s important to me that everyone at SSD shares a common goal of preserving resources for the future generations we are so proud to educate.”** ~ John Cary, Superintendent
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Recycling – 264 Tons and a diversion rate of over 27%
✓ Initiated Composting Program
✓ Missouri Waste Coalition Award
✓ Participated in AmerenUE Business Energy Efficiency Program by starting a retro commissioning project
✓ Hosted a Green Week including an e-cycling event

INNOVATIONS

✓ Renewable Energy Credits- Recognized as a Gold Leader with Ameren's Pure Power
✓ Operation Food Search- total value of the food donated from this program through September was equivalent to $104,655 or 29,666 lbs.
✓ Ice Mountain Green Team
✓ WasteWise and Energy Star Partnership
✓ All restroom papers (paper towels and toilet paper) are 100% post consumer recycled content.

“The Cardinals have been working hard on improving the sustainability of our operations. The RCGA St. Louis Green Business Challenge was a great way for us to focus on this issue and help us summarize our progress. We are excited and proud of our accomplishments highlighted through the Green Business Challenge. We plan to use this scorecard in the future as we strive to continuously improve the sustainability of our operations here at Busch Stadium.”

- Joe Abernathy
Vice President Stadium Operations

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St Louis Community College
300 S. Broadway St
www.stlcc.edu
Building Owner
102414 (gross sq feet)
271 full-time; 96 part-time employees
Peggy Moody, Ph.D.
pmoody@stlcc.edu

PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Building with LEED commitment as we retrocommission our 50 year old buildings, and as we submit for LEED-Gold at our new Harrison Center
✓ Paper reduction down 27% during Cosand Center paper challenge
✓ Green Team started at Cosand Center (and on each campus)
✓ Conservation in energy and water are a top priority
✓ Won Sustainable Educator award from St Louis Business Journal Oct 2010

INNOVATIONS

✓ Green Website launched showing public commitment for sustainability
✓ Human Resources launched “People Admin” — cutting paper by 47%

“This Challenge helped me prioritize what we as an institution could accomplish with our business operations in 6 months. Our focused green business practices help us in our academic and workforce training mission to Expand Minds and Change Lives. Our goal is to be a vital part of growing a green economy by incorporating sustainability concepts into our academic and business practices.”

Peggy Moody, Districtwide Sustainability Coordinator
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Formed “Green Team” and developed “Sustainability Statement” & “Green Guidelines”
✓ Greatly reduced energy consumption
✓ Installed kitchen composting bin
✓ Converted to single-stream recycling, significantly reducing waste diverted to landfills
✓ Implemented paper conservation practices by converting all in-house printing to double-sided and “eco-print” settings

INNOVATIONS

✓ Green Roof
✓ Permeable Paving
✓ Alternative Transportation Incentives Program
✓ Rain Garden

“SWT IS A RECOGNIZED LEADER IN SUSTAINABLE SITE DESIGN. THIS CHALLENGE HELPED US IMPLEMENT STRATEGIES TO BE AS SUSTAINABLE IN THE DAY-TO-DAY OPERATIONS OF OUR BUSINESS AS WE ARE IN OUR OVERALL DESIGN PHILOSOPHY.”
PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

✓ Information Sharing: Held an educational session/tour at Tarlton for our fellow Green Business Challenge participants

✓ Sustainability Guidelines: Established a formal set of policies for company wide use and received feedback from employees

✓ HVAC Strategies: Developed a plan to help reduce energy and increase thermal comfort through use of industrial fans in our two-story space

✓ Renewable Energy Credits: Purchased Ameren UE Pure Power Wind Power Energy Credits at the Gold Level

✓ Transit Subsidies: Established a formal policy where employees who commute to work via public transportation will get reimbursed

INNOVATIONS

✓ Carbon Footprint: Completed a Carbon Footprint Report through Burns & McDonnell Engineering

“The Green Challenge has been a great means to help motivate Tarlton to continue our commitment to Sustainability”
“Becoming a more eco-conscious company is a tremendous opportunity for us to improve efficiency and the earth we have borrowed from tomorrow’s child.”
Mariner Kemper, CEO

PROJECT HIGHLIGHTS

ACCOMPLISHMENTS

● Developed a cross-functional team dedicated to supporting energy and resource conservation, recycling and other sustainability initiatives at the UMB St. Louis Office.
● Joined forces with our property managers who are 100% engaged and have realized the cost savings of environmentally friendly options.
● Encouraged the decrease of paper and Styrofoam waste by offering reusable dishes, glasses and utensils donated from our employees.
● Held monthly drawings to reward participants that choose alternative transportation methods such as carpooling, mass transit and bicycling.
● Our newest location in Collinsville IL is seeking LEED certification. When designation is granted, it will become UMB’s 2nd certified building in the metro St. Louis market.

INNOVATIONS

● On-going financial support of community projects that increase public awareness of alternative Green solutions.
● Creating a Best Practices guideline to encourage alternative green workflow processes that are not addressed in any company policies or procedures.
The ST. LOUIS GREEN BUSINESS CHALLENGE encourages companies to adopt sustainable business practices by forming Green Teams, conserving energy and water, reducing waste, improving indoor environmental quality, and providing clean transportation options. The Challenge is a program of the St. Louis Regional Chamber and Growth Association and the St. Louis Climate Prosperity Project to promote green savings in our region.

“Our sustainability efforts have allowed Walsh & Associates to realize a strategic advantage over our competition.”

– Randall D. Lewis, D.Mgt.
   Director of Operations
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Our LEED® Certified Facility

**PROJECT HIGHLIGHTS**

**ACCOMPLISHMENTS**

- Achieved LEED® Silver standard for our most ambitious remodeling project. A 93,000 SF state of the art facility that hosts our Trading Floor and other Departments.
- We have reduced the cost of electric and gas by 16% at our 2.4 million SF facility since we began switching all incandescent bulbs to energy efficient bulbs; installed light sensors in all bathrooms and kitchens; began purchasing green power; and AC systems no longer run 24/7.
- We’re diverting 38% of solid waste to recycling since we introduced single stream recycling in March. 100% of paper is shredded and recycled.
- In the St. Louis area, Wells Fargo Advisors currently supports Operation Brightside, Missouri Botanical Garden, Forest Park Forever, Trailnet, and the Arch Ground Design Competition.

**INNOVATIONS**

- We’re on track to achieving our goal of reducing our GHG emission by 20% by 2018.
- Held the most innovative Green Fair in the metro area with 35 vendors and 1,500 visitors. The fair went above and beyond the usual vendor exhibitor displays by providing the forum of exhibitor interviews and plenty of hands on activities.
- We strive to find simple ways to save paper in financial transactions every day. Our current e-Doc enrollment rate is 18%, 8% higher than our competitors, which makes us a leader in this front.

*At Wells Fargo Advisors, we take very seriously our responsibility as stewards of our natural resources. Today we are using less energy and we are recycling more than ever before. With the full support and great ideas of our team members, we will continue to pursue sustainability while we help our clients pursue financial success.*

Danny Ludeman, President and CEO