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Yes We Can! Buy Biobased Products

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www.fai.gov



Agenda

- About biobased products and the BioPreferred® Program
- *Yes We Can!* meet our obligation to buy biobased
- *Yes We Can!* use our purchase cards to purchase biobased products
- *Yes We Can!* find sources of biobased products to purchase



The USDA BioPreferred® Program

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- Established by the 2002 Farm Bill
- Identifies and seeks new markets for biobased products
- Two program elements:
 - Federal Procurement Preference
 - Voluntary Labeling Program





Legislative Definition of Biobased Product

- A product composed of recent biological materials
- Agricultural, forestry, and marine materials
- Intermediate ingredients used to create these products



Legislative and Executive Drivers

- 2012 Presidential Memo
- 2012 FAR Update
- 2002 and 2008 Farm Bill
- E.O. 13514

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Federal Sustainability Drivers



- Strategic Sustainability Performance Plans (SSPP)
 - Agencies prepare and submit a multi-year plan; send to CEQ and OMB for review and approval.
- OMB Scorecards
 - Review $\geq 5\%$ applicable FY12 Q2/3 contract actions
 - Identify corrective action(s) needed including biobased



Executive Order 13514



- E.O. 13514 requires that 95% of all new contracts, including contract modifications, for products and services specify:
 - **Biobased products**
 - Energy-efficient products
 - Water-efficient products
 - Environmentally preferable products and services
 - Recycled content products
 - Non-ozone depleting substances
 - Non or less toxic or hazardous alternatives



Administration's Focus on Biobased Products



- Presidential Memo Feb 2012
 - “...to promote rural economic development, create new jobs, and provide new markets for farm commodities.”
 - Conduct specification reviews
 - Meet 95% acquisition goal for biobased
- Bioeconomy Blueprint Report April 2012



Why Biobased Products?

- Creates new markets for farm commodities
- Generates new industries and new products
- Creates jobs throughout the country
- Reduces the use of fossil fuels

Yes we can!



The Federal Procurement Preference



- Applies to Federal agencies and Federal contractors
- Currently, 97 product categories
- Over 10,000 products
- Must give purchasing preference
 - Purchase cards
 - Acquisitions



Yes We Can!

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Cleaning

- Carpet Cleaner
- Glass Cleaners
- Adhesive and Mastic Removers
- Floor Strippers
- Laundry products
- Spot removers



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Office

- Printer toner
- Packaging Materials
- Specialty Inks



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Food Service/Cafeteria

- Disposable Cutlery
- Food Cleaners
- Disposable Tableware



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O&M

- Forming Lubricants
- Straight Oils
- Multi Purpose Lubricants
- Parts Wash Solution
- Turbine Drip Oils
- Graffiti and Grease Removers



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Fleet

- 2 Cycle Engine Oils
- Diesel Fuel Additives
- Greases
- Dust Suppressants
- Hydraulic fluids
- Lubricants



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Groundskeeping

- Fertilizers
- Mulch Materials
- Compost
- Dust Suppressants
- De-Icers
- Concrete Cleaner



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Construction

- Acoustical Composite Panels
- Roof Coatings
- Carpets
- Membrane Concrete Sealer
- Structural Wall Panels
- Insulating Foam



Yes We Can!

Buy Biobased Products

- Ability One
- GSA Advantage
- DoD Email
- Local Retailers



Yes We Can!



GSA Advantage Price Comparison

| Category | Biobased Product | Non-Biobased Counterpart |
|---------------------------------|-----------------------|--------------------------|
| Hand Sanitizer | \$33.10 per gallon | \$38.80 per gallon |
| General Purpose Laundry Cleaner | \$12.83 per gallon | 18.50 per gallon |
| Ink Remover and Cleaner | \$26.83 per gallon | \$28.40 per gallon |
| Bathroom and Spa Cleaner | \$16.00 per gallon | \$17.64 per gallon |
| Multi-Purpose Greases | \$2.95 for 14 oz. | \$3.14 for 14 oz |
| Metalworking Fluids | \$20.41 per gallon | \$24.25 per gallon |
| 2-Cycle Engine Oils | \$25.62 per gallon | \$33.65 per gallon |
| Graffiti and Grease Remover | \$53.32 for 4 gallons | \$57.27 for 4 gallons |

March 2012

BioPreferred® Contract Language Templates



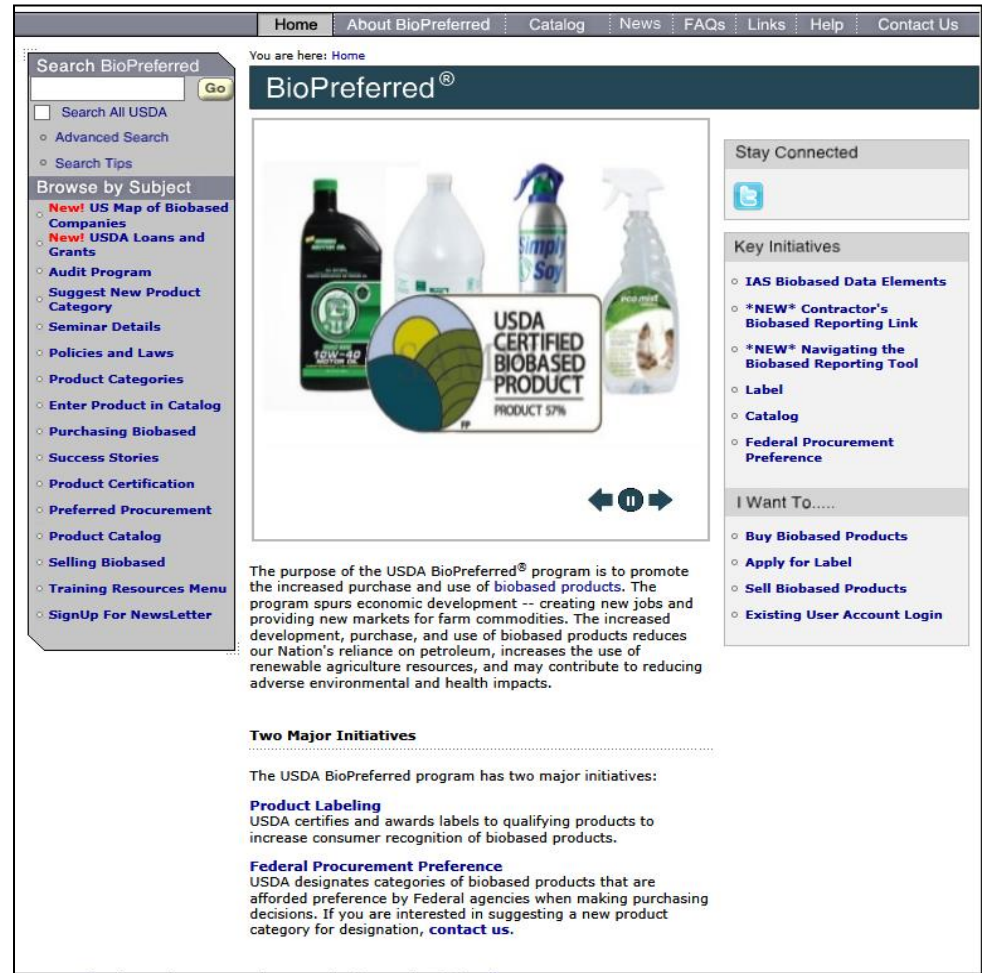
- Section C – Statement of Work
- Section L – Instructions for Offerors
- Section M – Evaluation Factors

A screenshot of the BioPreferred Program website. The header shows the USDA logo and 'BioPreferred Program'. The main navigation bar includes 'Home', 'About BioPreferred Program', 'FAQs', 'Links', 'Help', and 'Contact Us'. The page title is 'Procurement Tools'. The content area includes a 'Procurement Tools' section with a description: 'This contract language can be inserted in procurement documents as appropriate.' Below this is a 'Contract Templates' section with a description: 'Provides contracting language for Section C "Statement of Work," Section L "Instructions to Offerors" and Section M "Evaluation Factors for Award" in contracts for various types of services that use biobased products.' A list of sample biobased contract language is provided: 'Sample Biobased Contract Language provided for: Custodial Services - PDF (206Kb), Food Services/Cafeteria - PDF (53Kb) or Word DOC (49Kb), Grounds Maintenance - PDF (209Kb), Minor Construction - PDF (309Kb), Operations and Maintenance - PDF (206Kb), Vehicle Maintenance - PDF (206Kb)'. A 'Factsheet on Using Purchase Card to Purchase Biobased Products' section is also visible, with a description: 'Provide a factsheet for agency purchase card holders on how to purchase BioPreferred designated items using purchase cards. It includes a listing of web sites (supply sites) where BioPreferred items are readily available.' On the left, there is a search bar and a 'Browse by Subject' menu with options like 'Policies and Laws', 'Product Categories', 'Enter Product in Catalog', 'Purchasing Biobased', 'Success Stories', 'Product Certification', 'Preferred Procurement', 'Product Catalog', and 'Selling Biobased'. On the right, there are sections for 'Stay Connected' (with a Twitter icon) and 'Related Topics' (with links to 'Training Resources', 'Procurement Tools', 'Rules and Regulations', 'Buy Biobased Products', 'Product Categories', and 'Apply for Preference').

www.biopreferred.gov

- A key resource for all things “BioPreferred”
 - Product categories
 - Catalog
 - Procurement language
 - Training resources

Yes We Can!



The screenshot shows the BioPreferred website home page. At the top, there is a navigation bar with links for Home, About BioPreferred, Catalog, News, FAQs, Links, Help, and Contact Us. Below the navigation bar, the page is titled "BioPreferred®". On the left side, there is a search bar and a "Go" button. Below the search bar, there are several menu items under "Browse by Subject", including "New! US Map of Biobased Companies", "New! USDA Loans and Grants", "Audit Program", "Suggest New Product Category", "Seminar Details", "Policies and Laws", "Product Categories", "Enter Product in Catalog", "Purchasing Biobased", "Success Stories", "Product Certification", "Preferred Procurement", "Product Catalog", "Selling Biobased", "Training Resources Menu", and "SignUp For Newsletter". The main content area features a large image of various biobased products, including a bottle of Simple Green, a jug of Simple Green, a spray bottle of Simple Green, and a spray bottle of Simple Green. Below the image is a "USDA CERTIFIED BIOBASED PRODUCT" label with "PRODUCT 57%" and a circular logo. To the right of the image, there are navigation arrows. Below the image, there is a paragraph of text explaining the purpose of the USDA BioPreferred program. To the right of the main content area, there are several sections: "Stay Connected" with a Twitter icon, "Key Initiatives" with a list of links, and "I Want To....." with a list of links.

You are here: Home

Search BioPreferred

Go

Search All USDA

Advanced Search

Search Tips

Browse by Subject

- New! US Map of Biobased Companies
- New! USDA Loans and Grants
- Audit Program
- Suggest New Product Category
- Seminar Details
- Policies and Laws
- Product Categories
- Enter Product in Catalog
- Purchasing Biobased
- Success Stories
- Product Certification
- Preferred Procurement
- Product Catalog
- Selling Biobased
- Training Resources Menu
- SignUp For Newsletter

USDA CERTIFIED BIOBASED PRODUCT

PRODUCT 57%

Stay Connected

Key Initiatives

- IAS Biobased Data Elements
- *NEW* Contractor's Biobased Reporting Link
- *NEW* Navigating the Biobased Reporting Tool
- Label
- Catalog
- Federal Procurement Preference

I Want To.....

- Buy Biobased Products
- Apply for Label
- Sell Biobased Products
- Existing User Account Login

The purpose of the USDA BioPreferred® program is to promote the increased purchase and use of biobased products. The program spurs economic development -- creating new jobs and providing new markets for farm commodities. The increased development, purchase, and use of biobased products reduces our Nation's reliance on petroleum, increases the use of renewable agriculture resources, and may contribute to reducing adverse environmental and health impacts.

Two Major Initiatives

The USDA BioPreferred program has two major initiatives:

Product Labeling
USDA certifies and awards labels to qualifying products to increase consumer recognition of biobased products.

Federal Procurement Preference
USDA designates categories of biobased products that are afforded preference by Federal agencies when making purchasing decisions. If you are interested in suggesting a new product category for designation, [contact us](#).