



Engaging and educating a cross sector business community in creating a sustainable economy in Connecticut.



Greetings!

Thanks to [UI](#), CTDEEP and [3M](#) for inviting us to participate in the Hazardous Waste Advisory Council meeting, and to CBIA for collaborating on the creation of a Thought Leadership series of events to explore "Sustainable Business 3.0."

We're excited to announce the creation of a Member Portal for members to share information, find sustainable solutions & connect to one another. Email membership@ctsbcouncil.org for more information.

We encourage you to mark your calendars for our Hartford Launch event May 2, 2017 at Shipman & Goodwin. (Save-the-Date coming soon).

We hope to see you there!

Newsletter Headlines

- Food Diversion Program for CT Businesses
- Extended: Public Comment Period on VW Mitigation Plan
- Tesla Brings Forward an Act Concerning Direct Sales of Cars in CT
- EBP Supply Solutions Share their Sustainability Journey
- New Founding member - Shipman & Goodwin
- Programs & Events
- CT Green Bank's C-PACE program

Resource: FREE Food Diversion Program for CT Businesses

Center for EcoTechnology is offering **free assistance** for businesses and institutions looking to implement wasted food diversion programs in Connecticut. CET works in partnership with CT DEEP, US EPA, and USDA to reduce the amount of food sent for disposal.

Free assistance can include designing a food waste diversion program, providing cost analysis for available options, working with current haulers, and providing employee training and signage. For more information, call 413-727-3142 or email recycle@cetonline.org.

VW Proposed Mitigation Plan - Public Comment Period Extended

DEEP is extending the comment period on the State's [Proposed VW Mitigation Plan](#) to March 6, 2017 to allow the public additional time to provide their thoughts on this important issue.

You may email written comments to deep.mobilesources@ct.gov, or send via postal mail to the Bureau of Air Management, Mobile Sources Division, Connecticut Department of Energy and Environmental Protection, 79 Elm Street, 5th Floor, Hartford, CT 06106. Please provide your full name, company name (if applicable), address, e-mail, and telephone number.

Tesla Brings Forward HB 7097 - An Act Concerning the Licensing of New and Used Car Dealers

The battle to protect the "old guard" and prevent Tesla from selling vehicles direct to consumers in Connecticut continues.



Member Highlight



From Community Engagement to WholeSystems Sustainability - EBP Supply Solutions Shares their Journey

*Founded in 1918 in Bridgeport, Connecticut, **EBP Supply Solutions** is a leading provider of environmentally preferable cleaning and food service products and services to businesses and institutions. Now in its fourth generation of*

leadership, the company has grown from a small operation to one that includes 400,000 square feet of distribution centers and a fleet that covers the eastern U.S.

What is your company's approach to sustainability?

Giving back to the community is a part of our company culture, and has been something we've done for many years. Our commitment isn't something we promote or celebrate; we do it because it's the right thing to do. We support Easter Seals and Connecticut Food Bank to engage with our local community and provide a societal benefit. In the past few years, we've expanded that awareness to environmental issues and impacts.

Some companies have sustainability in their company DNA like one of our suppliers Revolution Bag, which makes trash bag liners from recycled agricultural tubing. But EBP is a distribution company with warehouses and truck fleets. So we are trying to take our competitive industry pillars of energy and transportation, along with our business activities, and make them sustainable.

Even though we didn't start off as a company rooted in sustainability, we are fully committed to integrating sustainability principles and practices into our core business. It takes time - and is a journey - but we are well on our way.

What are you doing internally to improve sustainability performance?

We start with the question: how can we make the environment better for our children? Waste generated from packaging is a material environmental impact that all distribution companies face. Addressing the issue at all stages of the materials economy (reduce, reuse, recycle) decreases the impact on natural resources and resulted in cost savings, and even revenue-

generating opportunities for us.

In the coming year, we'll focus on maximizing participation in DEAL (Distributor Efficiency Analytics & Learning). The program allows participants to track energy savings and evaluate the efficiency of various efforts. It also allows us to compare data with peers in the distribution industry. This has allowed us to see our strengths, weaknesses and improvement areas. The next step is to translate the data into a less technical format and share it with a broader audience.

How are you helping customers?

We are constantly learning, and sharing insights and best practices with our customers to help them further their sustainability efforts. For green cleaning it is both having green products available and demonstrating the best practices. For sustainable food service it is teaching customers about how important it is to understand their waste stream when considering the products they use. Sharing information, providing sustainable products, and conducting audits for our customers is important in helping them travel down the sustainability path. We often have customers ask us for help, and we are working on training Sales Representatives to take on more of a consulting role.

How did you get started?

As a mid-sized company, staying on top of market trends has been ever important to our business, and ultimately how we serve our customers. In 2010, we recognized there was some momentum building and we started talking about how to apply sustainability to our business. In 2012, we signed up as the first participants in the United Illuminating's [Business Sustainability Challenge \(BSC\)](#). We worked with UI consultants to identify ways in which to become more energy efficient, including weather stripping, lighting improvements and changing employee behavior to power off lights and machines when not in use.

For the past seven years, we've continued to identify initiatives that create efficiencies, lessen environmental impacts, save money and earn a return on investment. We are strategic in focusing on one area, making improvements, and leveraging the benefits. The number of improvements you can make is amazing, once you start looking.

What are some of the challenges you face?

Incremental improvements become more difficult when you have achieved a certain level. For example, we already have some of the most fuel-efficient trucks available, so when we update our fleet next, it will appear to be a very small improvement. Companies with large environmental footprints are perceived in a positive light when they make small efforts, but if you have already been practicing sustainability for a while, the improvements don't appear as significant.

Upfront costs associated with making changes is a barrier for a lot of companies, ours included. But if you can connect to existing programs, resources, and incentives – and apply a longer-term horizon to the pay back – you can, at the very least, break even. It also provides co-benefits like a healthier workplace, better employee retention and productivity, and appealing to top talent in recruiting which are important, though harder to quantify in dollars.

In distribution, we're always on the look out for new technologies to apply to our business. The tech space is changing rapidly, and many of the solutions we'd be willing to implement – like hydrogen fuel cells, low acid batteries, hybrid or CNG vehicles – are prohibitively expensive. We will continue to evaluate and vet new technologies, and look for opportunities to introduce them as they make sense economically and environmentally.

A problem specific to green food service products is that there are a lot of claims on various characteristics, but due to the lack of standards it becomes "green washing". EBP put forth a big effort to develop our own requirements and standards for what can be considered "green" and to properly educate our customers.

What advice can you share with others?

Take the time to understand how what you are already doing can build into a deeper commitment. Start simple. Don't underestimate the value of behavior change through education.

The key to success is patience and persistence. Even once sustainability gets built into the company mind-set, it is not always easy to convince others of the value. If you can get senior management on board and/or drive sustainability – like we have at EBP – getting support for sustainability efforts will be much easier.

EBP is excited to be a founding member of CTSBC and looking forward to working with like-minded businesses in Connecticut to promote sustainability in the business community. Contact smarlin@ebpsupply.com for more information.

Welcome Founding Member

Founded in 1919, [Shipman & Goodwin](#) is a full service law firm with more than 175 attorneys in offices throughout Connecticut, New York and in Washington, DC. Our clients include public and private companies, institutions, government entities, non-profit organizations and individuals. Shipman & Goodwin's multidisciplinary environmental team advises clients on environmental, health and safety requirements, industry standards, emerging developments with respect to environmental legislation, regulation, policy, and management on a national, regional and local level.



Our clean energy and energy efficiency attorneys assist clients with clean energy projects, including solar, fuel cell, combined heat and power, geothermal and waste to energy. Shipman & Goodwin's attorneys are leaders in energy conservation and efficiency projects, green building, LEED and other high performance building standards and sustainability codes.

Programs & Events

Governor's Council on Climate Change (GC3) Public Meeting

When: Tuesday, March 7, 3:00 PM – 5:00 PM

Where: Connecticut Department of Energy and Environmental Protection Gina McCarthy Auditorium, 5th Floor 79 Elm Street Hartford, Connecticut

Website: [Click here to register](#)

Tour: 1st LEED Platinum Mixed-use Hi-Rise in Connecticut

When: Wednesday, March 8, 2017, 5:00 PM - 7:00 PM

Where: 777 Main Street, Hartford, CT

Host: CT Green Building Council

Website: [Click here to register](#)

CT NOFA's Annual Winter Conference

35th Annual Organic Food, Farm, & Garden Conference

When: March 11 & 12

Where: Western Connecticut State University

Website: <http://ctnofa.org/winterconference/>

Community Food Security Award (Business Category)

Hartford Advisory Commission on Food Policy to recognize business for outstanding work in improving food security, sustainability, and local food.

When: Wednesday, March 15, 5:30 PM - 7:30 PM

Where: Hartford Public Library, 500 Main Street, in the Hartford History Center (3rd floor)

Governor's Council on Climate Change (GC3) Public Meeting

When: Tuesday, March 28, 2:00 PM – 4:00 PM

Where: Connecticut Department of Energy and Environmental Protection Gina McCarthy Auditorium, 5th Floor 79 Elm Street Hartford, CT

Website: [Click here to register](#)

Rockfall Foundation Annual Symposium

Water Too Much or Not Enough? - From Rain Bombs to Drought

When: Friday, March 31, 8:00 AM to 1:00 PM

Where: UConn Middlesex County Extension Office, 1066 Saybrook Road, Haddam, CT 06438

Website: [Click here to register](#)

Join CTSBC at these Events:

Center for Family Business of the University of New Haven

Conscious Capitalism and Sustainability: Working Together for Your Business

When: March 7, 5:30 PM - 9:00 PM - March 8, 8:00 AM - 10:30 AM

Where: *Traditions* at Oak Lane 1027 Racebrook Rd. Woodbridge, CT & *Bigelow Tea* at 201 Black Rock Turnpike, Fairfield, CT 06825

Website: [Click here to register](#)

2017 TownVibe Green Awards

The Green Awards recognize businesses, non-profits, and individuals that are leading the local fight to protect the environment while also creating a sustainable social and economic community.

When: Thursday, March 9, 6 PM

Where: Hotel Zero Degrees, 15 Milestone Rd, Danbury, CT

Website: [Click here to register](#); mention CTSBC for discounted ticket

Connecticut Businesses Lead the Nation in Renewable Energy Investments - Has Your Company Joined the Movement?



Nearing the \$100 million mark in renewable energy and energy efficiency investments, Commercial Property Assessed Clean Energy (C-PACE) is an innovative program led by Connecticut Green Bank that lets companies pay for green energy improvements over time.

C-PACE financing covers 100% of commercial project costs with no money down. Property owners pay for the improvements over time through an additional charge on their property tax bill, and the repayment obligation transfers automatically to the next owner if/when the property is sold. Capital provided under the C-PACE program is secured by a lien on the property, so low-interest capital can be raised from the private

sector.

This innovative model makes it easier for building owners to secure low-interest capital to fund energy improvements and is structured so that energy savings more than offset the benefit assessment.

What's Eligible for the Program?

Lighting. Air Compressors. Solar Panels. Anything that reduces energy costs in your building. Even soft costs like developer fees, energy audits, maintenance contracts and M&V. [Click here to find out more about eligible measures.](#)



[About](#)

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