

#### What do we do:

- 1. Provide technical assistance to business
- 2. Help municipalities reach their goals
- 3. Provide a green marketplace for consumers



Why Green Business?

Start a Powerful Public/Private Partnership

to

Promote Energy Efficiency

with a

**Green Business Program** 

**SEEC Forum 2019** 



CALIFORNIA GREEN BUSINESS NETWORK

# SHOP

Vote with your dollars.

Certified California Green Businesses meet a verified set of standards that conserve resources and protect your community.



## We ARE IN GOOD COMPANY

- 38 programs
- Almost 4000 recognized businesses
- 2000+ interested businesses
- New programs in the Central Valley and Southern California



## **OUR IMPACT 2018**

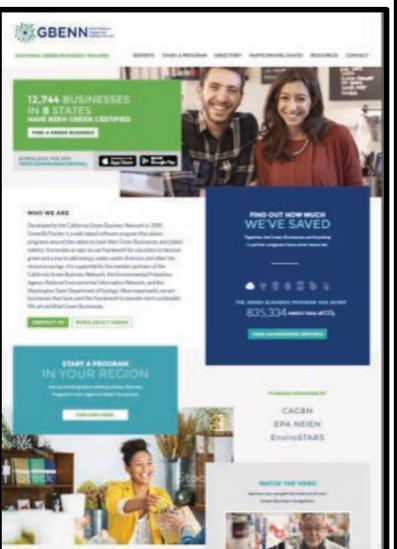
Businesses that join our network conserve precious resources, prevent harmful pollution, and enhance their bottom-line.







### **CAGBN: Connected Nationwide**







### WHAT MAKES A GREEN BUSINESS?





Reduced Water Use Low flow toilets and auto-off faucets



Conserve Energy
Upgrade lighting and equipment to save energy



Commute Sustainably
Promote and incentivize
alternative
transportation for
employees



Prevent Pollution Eliminate and/or properly dispose of harmful chemicals



Use Non-Toxic Cleaners

Use safer,
environmentally
preferable cleaning
chemicals



Avoid Waste Eliminate unnecessary packaging, printing, and purchasing



Recycle Materials

Divert waste from the landfill through reuse, recycling and composting



Hire Local Vendors
Working locally means
less vehicle use

### **Certification Process**

- STEP 1 Business Enrollment and Registration
- STEP 2 Green Business Coordinator Initial Walk-Through and
- Consultation (Free Technical Assistance)
- STEP 3 Audits from Partners (i.e. utilities and water districts)
- STEP 4 Business Implementation of Measures
- **STEP 5 Final Site Visit and Verification**
- **STEP 6 Certification and Business Promotion!**
- 6 week certification cycles



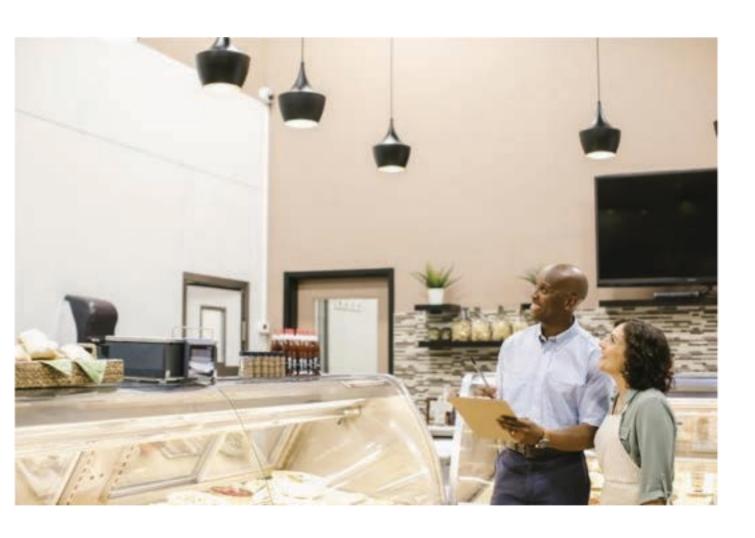
### Strong Stakeholder Building



- Air districts
- Wastewater facilities (pretreatment programs)
- Stormwater programs
- Solid waste/ recycling/reclamation facilities
- Water districts
- Business Groups (chambers, associations)

- Electric utilities
- Climate/GHG reduction groups
- Transportation agencies
- Environmental Health/CUPAs
- Public Works/Offices of Sustainability
- Economic Development
- Universities, Colleges, Green
   Job Training Programs

### Energy Efficiency Retrofits at SMBs



Put Businesses in touch with resources and rebates for energy efficiency retrofits.

\$500 rebate for anything not covered through utility or other 3rd parties provided by CAGBN

Lighting, HVAC, Time of Use and Demand Response, Controls, 100% renewable options.

## Energy Conservation

And Efficiency



Pro-tip: Get Contractors on Speed Dial, familiarize yourself with available rebates, take free classes offered by your utility



### **→** HVAC Maintenance



### At least 2x/year:

- Clean/replace filters
- Address leaks
- Check coils
- Maintain economizers







### **Thermostats**



Smart thermostats are rebated currently at around \$150.

These help businesses save money by having settings for when nobody is in the building and slightly higher settings for cooling and slightly lower for cooling. It adds up to a lot of savings.

These can also help with time of use controls.

## **Energy-Efficient Lighting**









### **Lighting Calculator**

Fill this out based on the NEW replacement fixture.

If you don't know what it is, look for the box it came in. Usually there will be a few in storage. If you can't find that, it will be listed on a spec or contract from the lighting retrofit.

If a new building already had LEDs, do not complete this. You're not taking credit for a retrofit.

Performed lighting retrofits in-hou	se		
FACILITY BUILDING TYPE  Commercial - Other	Ģ.		
REPLACEMENT FIXTURE		REPLACEMENT FIXTURE	ACTION
Select	<b>*</b>	QUANTITY	
Existing maturity		EXISTING FIXTURE QUANTITY	
ENERGY SAVINGS (KWH)	EXTERIOR		
	SAVE		+

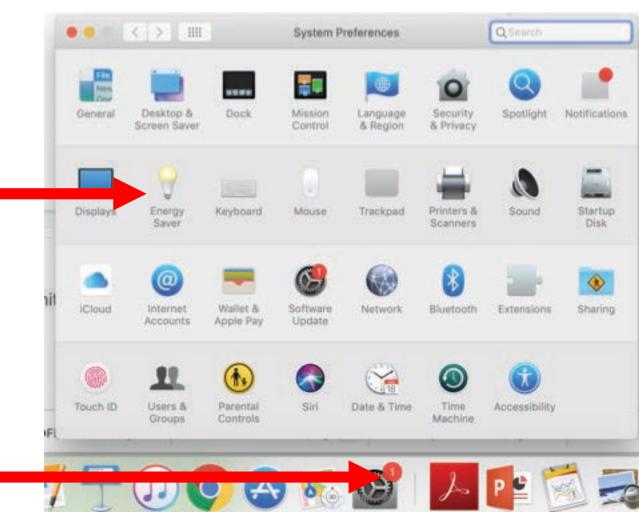
# Computer and monitor auto shut-off



Turn off after 10 mins and sleep mode after 15 minutes.

Step 2: Energy Saver

> Step 1: System Preferences







New purchases only.

Do not get rid of equipment. This is for new purchases. See if they can get it into their purchasing policy of environmental policy.



Both websites have products listed.



### 100% Clean Power Option



Where Programs have a CCE, we incentivize our businesses to purchase the 100% Clean Power or Renewable Energy Option.



# Why Start a Program and Join CAGBN?

- Meet City/County sustainability goals through GHG reductions, resource conservation mandates: Climate Action Plans, solid waste diversion targets, water conservation, etc.
- Better environmental compliance: Businesses adopt more "beyond compliance" measures
- Better stakeholder relationships: public, business, utilities, agencies
- \$30k in funding to start a program, waived member dues the first year, free access to all materials, marketing, and resources.
- Plug and play systems to run a program



### CAGBN Helps Start New Programs

- Mentorship, Resources & Support
- 6 New Programs in 2018
- 5 New Programs in 2019 (maybe your region!)
- GreenBizTRACKER is a GBP in-a-box www.greenbusinessca.org
- Process for under-served communities
- The factory is built, we are ready to crank out Green Businesses!



CALIFORNIA GREEN BUSINESS NETWORK

- GreenBizTracker
- Branding and Marketing Materials
- Performance Standards
- Funding
- Business Rebates
- Training
- Peer Collaboration and Networking





## Leveraging Key Business Outlets



## Leveraging Key Business Outlets





## Leveraging Key Business Outlets







## **Private Sector Champions**

#### FEATURED GREEN BUSINESSES



#### Gino's Carco Santa Cruz: A Recruitment Champion!

If you've come to any Green Business events over the last 10+ years, you've likely had the pleasure of meeting Gino who owns Gino's Carco Santa Cruz. Gino has a contagious smile and it's hard not to feel inspired by his passion for the Green Business Program. On Earth Day 2004 at the Monterey Bay Area Green Business Program kick-off ceremony, Gino's was honored to be the only business of its kind (local and statewide) to receive the first Certified Green Business Award. Since then, he's been lighting the way for other local businesses to join the program by offering support and encouragement. Just in the last couple of months, Gino has single-handedly helped recruit 5 new businesses to the program! We recently got to talk with Gino about his motivation to join the program initially and what he would recommend to other business owners inspired to help recruit others to join the program.

#### What first motivated you to become certified?

In 2003 we welcomed being recognized and approached by the newly formed Monterey Bay Area Certified Green Business Program for our existing Sustainable Green Business Initiatives our Environmental Signs of Care and Track Record. It was evident the Program's intent and approach was to elevate environmental awareness and to advance our efforts to further reduce our carbon footprint for us that was and still is a perfect partnership.

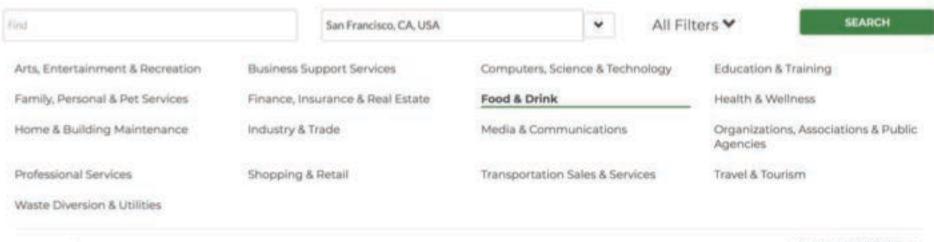
#### How have you been helping out recently to get other businesses certified?

Shortly after becoming Certified we soon recognized the benefits and importance of the Program and have been encouraging businesses to join ever since. Now as a member of the Green Business Resource Development Committee I have been actively engaging with businesses owners and managers breaking down the barrier, allay their trepidation and explain the Program is incentive based and not regulatory in a one-on-one conversation in person, by telephone, email and from time to time at their request a site visit in an advisory capacity to offer suggestions to help pave the way towards Certification.

What would you say to encourage another certified business owner to help recruit new businesses to the program?

Simply start the conversation whether it be in person, by phone or email and recognize and compliment the potential Green Business signs of care however

## **Directory on Website**



Results

Showing 1-20 of 294 items.



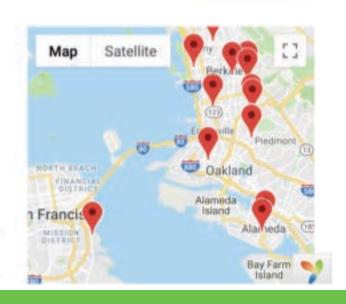
ACTUAL CAFE
RESTAURANTS & CAFES
8.9 mi

6334 San Pablo Ave Oakland California 94608

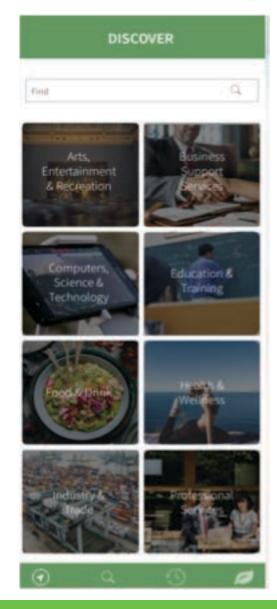
(510) 653-8386

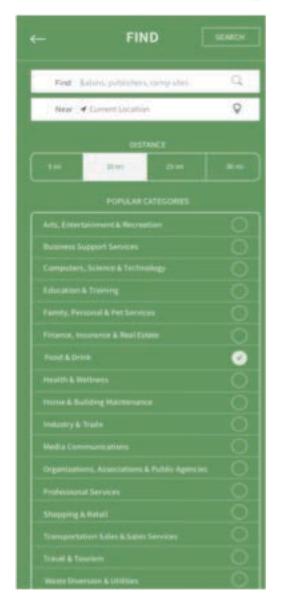
www.actualcafe.com

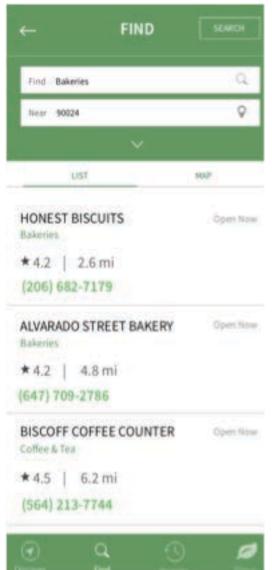
Actual Cafe is a welcoming, neighborhood-minded gathering place that serves simple, unpretentious and affordable food and drink made from the best locally sourced ingredients. Our extensive and varied vegan and gluten-free selection means that all diners can come in and leave satisfied. We spend every dollar that we can on local staff, local vendors, and local producers, because we think that a thriving independent local economy builds real and sustainable solutions.

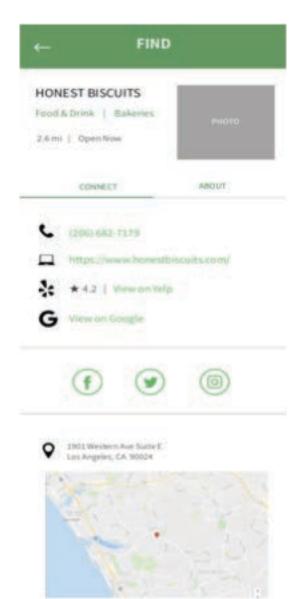


## **Shop Green App**









## Search Your App Store!



### Newsletter



#### In This Issue

- Climate-friendly Menus
- 1st Certified Food Manufacturer
- Sneak Peak: Business Promotion Toolkit
- . New Innovator Business

#### Did You Know?

The USDA and CEC offer grants to help businesses buy efficient food manufacturing equipment. Details here, Help spread the word!

#### Keep Up With Us

- Facebook
- Website
- f Linkedin

#### Climate-friendly Menus



### **Rack Cards**







Become an innovator. Join a network of over 4000 prominent and highly respected businesses in your community and across California.



#### **Get Noticed**

Your business will appear in our expensive Green Business directory that will be seen by local consumers booking for your products and services. The certification includes free marketing and promotional support that will get you noticed.



#### Se Supported

Certification includes free on-site green factivical assistance. Receive recognition as an environmental leader by customers and your County Board of Supervisors and/or City Council and State.



#### Join Us Today!

Be part of a growing business community that is conserving California's valuable resources and protecting the environment.



Register online: greenbusinessca.org

## **Google Ad Grants**



### **Business Promotional Toolkit**

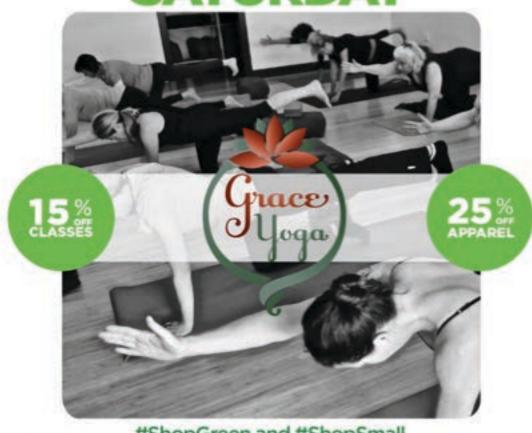
Logo Usage | Facebook | Instagram | Twitter | LinkedIn | Email |



## **Co-Branding**



## SATURDAY









### Recruitment Events



Monterey Bay Area Green Business Program added an ....



Join us at the 2018 Spring Green Business Mixer at the beautiful CruzioWorks space! Refreshments and networking begin at 5:30 pm, the program will kick-off at 6:00 pm.

--Activities--Complimentary Refreshments Green Trivia... See More



Spring Green Business Mixer

Wed 5:30 PM · Cruzio Internet · Santa Cruz Tickets available · Networking · 52 people ✓ Interested ▼

- Green Business Mixers
- Business
   Association Events
   (chambers, trades, etc)
- Business Expos –
   go booth to booth,
   vs. buy a booth



## Questions?



## Thanks!

- California Green Business Network -

### CONTACT

Jo Fleming, Executive Director, info@greenbusinessca.org Office: (831) 706-7384

Shawn Orgel-Olson, Marketing and Performance Standards
Director, Some Marketing and Performance Standards
1364



## City of Long Beach Green Business Program







## City of Long Beach Green Business Program

- Soft launch May 2018
  - Outreach and email
- Press event official launch
- Established partnerships
  - Economic Development
  - Water Department
  - Environmental Services
  - Planning Bureau
  - SoCal Edison
  - Health Department



## Reaching Businesses

- COBA and LBSBN
- Email newsletters
- Social Media
- Outreach with United Cambodian Community
- Coordinated outreach with partners
- Planning for cohorts this year

#### SAVE MONEY. BE A GREEN LEADER. INCREASE BUSINESS.

Become a Green Business!

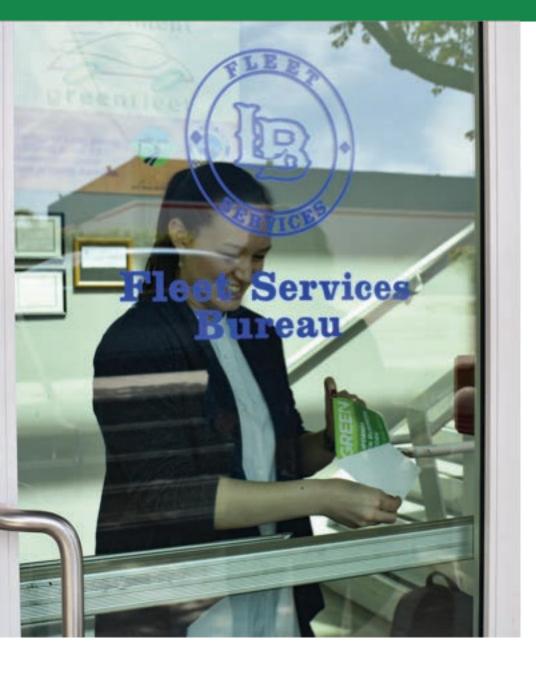




### Coordinated Outreach

- Outreach with partners to Long Beach BIDs
- Integration of resources from other programs
- Integration of other certification/recognition programs
  - Blue Certified Restaurants
  - Foam Free Restaurants





## Certifying City Facilities

- Provides a framework to give recognition to City facilities for improving sustainability
- The City can set an example, walking the walk
- Opportunity to create or improve policies



### Support from CAGBN



- Standard checklists
- Platform features and updates
- New coordinator training
- Marketing resources
- Network meetings and online discussions



### Benefits of a Green Business Program

- Connections and coordination across departments
  - Including coordinated outreach and cross promotion
  - Constantly updated about other business-facing programs
- Closer connection to the business community
- New way to engage businesses to help meet City goals on climate
- High visibility program to raise awareness about sustainability

**Energy Efficiency** 

- Educational opportunity with businesses
- Connect to rebates and other resources
- Refer directly to Edison programs
- CAGBN rebate



## Successes and Challenges

#### Successes

- Press event official launch
- Lunch and Learn
- Coordinated outreach with partners
- First annual Recognition event
- Volunteer intern program

### Challenges

- Time constraints to follow up with businesses and continue outreach
- Doing everything for the first time
- Learning and judgement calls





## Questions?

Courtney Chatterson Long Beach Green Business Program

Courtney.Chatterson@longbeach.gov

562-570-6396

### Huntington Beach Sustainable Business Program





### California Green Business Network

Published by Khalid Kaldi (YI - January 21 at 12:00 PM - @

Today is a chance to remember and reflect on the extraordinary life and leadership of Dr. King. May we all find ways to incorporate the tenets of Dr. King's philosophy of nonviolence into our own acts of resistance, into our own work for justice. There is much that the life of Dr. King can teach us about the conflicts of our time. May today be our chance to tap into that deep well of knowledge.

#### #MLKDay

Sponsored by: ... See More



### We Partner Closely with EUC

\* SMALL BUSINESS SATURDAY \*



Make the good list this year.



energyupgradeca



Give your world the gift of sustainability.



greenbusinessca



## WHAT IS ENERGY UPGRADE CALIFORNIA?

We are a statewide initiative committed to helping Californians take action to save energy, conserve and preserve natural resources, reduce demand on the energy grid, and make informed choices about their energy use at home and at work.

#### **Our Mission**

Encourage every Californian (all 39.5 million of us) to be more energy efficient.

#### **Our Objective**

Rally Californians around a shared mission to rewire people's conception of energy and help every resident discover that they have the power to make a difference with small actions.

Our Message For All Californians:

# KEEP IT GOLDEN

Learn what you can do to become an energy steward!





On September 18, 2008, the CPUC adopted the state's first Long Term Energy Efficiency Strategic Plan, a roadmap to maximum energy savings across California from 2009-2020.

#### Energy Upgrade California is a statewide initiative to achieve the goals in SB350:

- 33% of electricity from renewables by 2030
- Reduce GHG emissions in the state by 40% by 2040
- Behavioral change around the use of energy by all Californians, and when we use energy.

2013 • 2015 • 2017 • 2019

#### Energy Upgrade California® Home Upgrade

A comprehensive, "whole house" approach to energy efficiency, offering Californians financial incentives for installing approved energy upgrades in their homes.

#### **SB350**

California sets ambitious energy goals, including doubling energy efficiency, moving a third of the grid to renewable energy, & reducing greenhouse gases by 40% by 2030.

### EUC Relaunches: Do Your Thing™

Energy Upgrade
California becomes a
state educational
initiative to help
Californians save energy
and conserve natural
resources through small
behavioral changes.

#### **Stay Golden**

Energy Upgrade
California motivates and
educates residents to
adopt energy-efficient
habits. The campaign
also focuses on Time of
Use, scheduling energy
use during times of
greener energy and
away from "peak hours."

### HOW ENERGY UPGRADE CALIFORNIA WORKS

We provide inspiration and guidance on better energy management by:

- Partnering on events: movie nights, sustainability fairs, educational programs, holidays and more.
- Providing materials, including palm cards, factsheets, co-branded materials, and giveaways for public events.
- Outreach through digital products, social media, newsletters, op-eds and more.
- Educating residents and businesses about the Energy Upgrade California program and materials.
- Promoting Energy Upgrade California by partnering with CBOs in your community.
- Nominating Energy Heroes to be showcased on our site.

#### ENERGY UPGRADE CALIFORNIA



Energy Upgrade California\* is a statewide initiative committed to uniting Californians to strive toward reaching our state's energy goals. That's why we're inviting you to Do Your Thing\*\*—to help increase energy efficiency for the future of California and make sure we remain leaders in energy conservation.

#### HERE ARE A FEW EASY THINGS TO GET YOU STARTED:



#### ADJUST YOUR THERMOSTA

Save up to 10% percent on heating costs by lowering your furnace thermostat by 3 to 5 degrees.



#### **AUDIT YOUR HOME TO FIND EFFICIENCIES**

The average household wastes \$150 per year in energy costs just from holes and cracks in their home.



#### SKIP THE DRY CYCLE

Letting your dishes air-dry in your dishwasher can save up to \$4 per year.



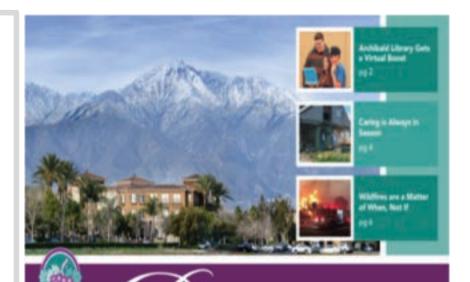
#### WASH CLOTHES ON THE COLD CYCLE

Approximately 90% of the energy used for washing clothes is used to heat the water.



#### UPGRADE HOUSEHOLD APPLIANCES

By using energy-efficient appliances, California has saved more than 10,000 gigawatt-hours of electricity since 2003. That's enough to power 2 million homes for one year.



For apportunities to support Pomena Wiley Habitat to Humanity on this and other projects, was Habitatifying or call 1909; 194–7016. Additional denetions are being coordinated by 1, lifeway Osuch Moreston at 3,107. Virupped Avenue in Sectly Cocamongs. For additional information about the City of Backlo Customargis Community triprosensect division, visit ChipdRC us or call (MR) 774-2712.

#### It's Your Turr

This can get fromteed in meeting a electromic and problem announcement for exerging Table action and share point effective(RC story & tag us on social meetic. You can also participate by sharing paint atmipaeaumals atminis, becaming part of the planning convention, or getting liverbeed as a volunteer Contact as all thesity(RCCs)(pRCs) as 800% 714-2640, or won Healthy(RCs) for more "Do Your Thing" to Save Energy This Summer

The City of Rancho Culamorge and Snerge Sympole Cellumin are teaming up to recompage year to "Do You Throng" for energy afficient; the special of the campage is to to promote energy efficient practices and energie between the converge energy obversed and energie between the charges that exclusives the encourage energy obversed on annual resolution and the elements and therefore the energy of the experiments of annual resolution and the provision examples at emply action that can have energy. Some practices include using exercise efficient devises, unphaging home electronics when not in use, and treating an annual resolution of control devises.

The "On Yor Thing" campaign complements Banche Guzanonge's Healthy RClociation and aligns with the Chys Sastanatic Community Action Rise, which halps as to drive for a greater and cleaner Benshir Guzanonge, Please emember to take part all summer long and "Ob You Thing" for every efficiency!

. A

### **ENERGY UPGRADE CALIFORNIA MATERIALS**

### ENERGY UPGRADE CALIFORNIA



Energy Upgrade California/B es una iniciativa estatal con el propinito de unificar a les californianos en la hacha por alcanzar los objetivos envergificos de nuestro estado. Haz lo Tuyo es nuestro invitación para que entre todos aumentennos la eficiencia energificia por el futuro de California y sigamos siendo lidenes en conservación de energia.

#### ESTAS SON ALGUNAS COSAS QUE PUEDES HACER



#### CAMBIA LAS BOMBILLAS DE LUZ

Las borebillas LED duran 25 veces más y usan al menos un 75% menos de energia.



#### REVISA TU CASA PARA ENCONTRAR ALTERNATIVAS ERICIENTES

 hogar promedio desperdicio \$150 al año en costos de energia debido a apajeros y prietas.



#### DESCONECTA TUS EQUIPOS ELECTRÓNICOS

El 20% de la electricidad utilizada para alimentar los equipos electrónicos domésticos, se consume mientras estos están apagados.



#### UTILIZA EL CICLO DE AGUA FRÍA.

Aproximadamente el 90% de la energia utilizada para lavar la repa se gasta calentando el agua.

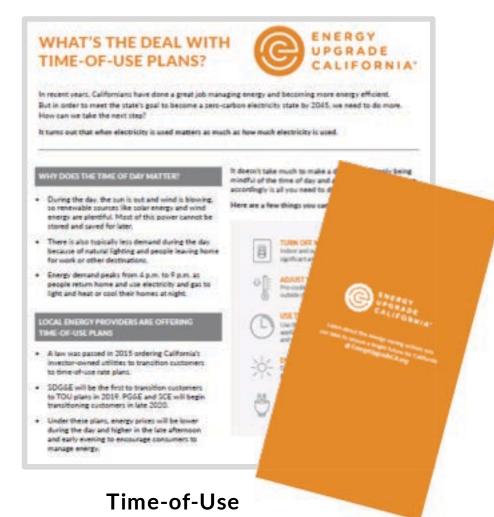


#### ACTUALIZA LOS ELECTRODOMÉSTICOS

Mediante el uso de eliactrodomératicos de tajo consumo energético, California ha ahumado más de 10.000 gigavatico por hora en electricidad desde el 2000. Esto en suficiente para proventes energia a 2 millones de hagares durante un año.



**Energy Efficiency** 



### **OUR COMMUNITY**

The Energy Upgrade California community prioritizes reaching marginalized groups, and we do so with the help of our ever-growing member network. To date, we have over 270 members from across the state, including:

- Cities, Counties, & Elected Officials
- Economically Disadvantaged Organizations
- Educational Groups
- Environmental Groups
- Faith-Based Groups
- Minority/Cultural Groups
- Small Businesses
- State Based/Civic Organizations

### SOME NOTABLE COMMUNITY MEMBERS HAVE JOINED US





CALIFORNIA BLACK CHAMBER OF COMMERCE Dedicated To Economic Empowerment



















Empowering communities. Changing lives.



















## SOME NOTABLE GOVERNMENTAL MEMBERS HAVE JOINED US

- California State Senate
- League of California Cities
- CA Contract Cities Assoc.
- County of Los Angeles
- City of Alhambra
- City of Bellflower
- City of Berkeley
- · City of Beverly Hills
- City of Calabasas
- City of Culver City
- City of Daly City
- City of Eureka
- City of Fontana
- City of Fremont
- City of Fresno
- City of La Cañada Flintridge
- City of La Habra Heights
- City of La Puente
- City of Lancaster
- City of Long Beach
- City of Los Angeles

- City of Lynwood
- City of Malibu
- City of Manhattan Beach
- City of Menlo Park
- City of Oxnard
- City of Paramount
- City of Rancho Cucamonga
- City of Redondo Beach
- City of Riverside
- City of Rolling Hills
- City of Rolling Hills Estates
- City of Rosemead
- City of Salinas
- City of San Carlos
- City of San Diego
- City of Santa Monica
- City of South Gate
- City of Ukiah
- City of Walnut
- City of West Hollywood
- City of Westminster



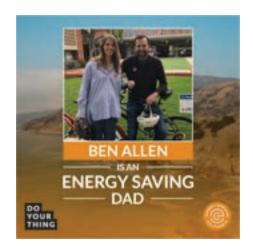








## HOW WE SHARE NEWS AND CONTENT WITH OUR COMMUNITIES















**Net Energy** 







# SPECIAL EVENTS WITH OUR PARTNERS













