



2124 SE Woodward Street, Portland, OR 97202
503.334.8634
greengirl@greengirlpdx.com
www.greengirlpdx.com
A certified Women Business Enterprise (WBE)

THE SOCIAL & ENVIRONMENTAL BENEFITS DELIVERED BY GREEN GIRL LAND DEVELOPMENT SOLUTIONS LLC 2014 BENEFIT REPORT¹

COMPANY DESCRIPTION

Green Girl Land Development Solutions LLC (Green Girl) is a consulting firm that provides technical assistance and training on stormwater management to jurisdictions and private development teams throughout the west coast and Hawaii. Armed with the latest science and deep experience implementing best management practices, Green Girl LDS creates healthier communities using low impact development (aka green infrastructure) to improve water quality from existing, redeveloped, and newly developing sites in towns and cities.

MISSION

The mission of Green Girl is to reduce the impact of the built environment by assisting teams and communities in the application of sustainable site planning, design, construction, and maintenance principles. GGLDS applies sustainability principles to reduce impact to planet and promote equity for people, while generating a financial profit.

THIRD PARTY STANDARD

The third party standard used for assessment against other businesses similar to Green Girl is B-Lab, which has a "recognized standard for defining, reporting and assessing an entity's social and environmental performance¹". More information can be found on their website:

<http://benefitcorp.net/about-b-lab>

OPERATING AGREEMENT STATEMENT

Green Girl's operating agreement states: "The purpose of the Company is to provide sustainability consulting and to engage in all activities incidental to that purpose. (a) The Company is a Benefit Company providing a general public benefit. (b) The Company also provides a specific public benefit of reduced carbon footprint, reduced consumption of natural resources, workforce development, economic development of minority and/or disadvantaged communities, and investments in socially responsible funds."

The benefits of this business are fulfilled intrinsically by the consulting services themselves and as a result of green business operations.

¹ Per its status as an Oregon benefit company subject to sections 1 to 11 of chapter 269, Oregon Laws 2013.

BENEFIT COMPANY GOVERNOR

Green Girl is governed by Maria Cahill. Maria started the business in 2008 as Green Girl Land Development Solutions and became an Oregon Benefit LLC as Green Girl Land Development Solutions LLC on Jan 2, 2013. Maria is the Owner and Principal in the company, responsible for all business activities and client services.

BENEFITS INTRINSIC TO CONSULTING SERVICES

Armed with the latest science and thinking about best management practices (BMPs), Green Girl LDS uses a two-pronged approach to improve the livability of our communities through sustainable water quality improvements: project-based technical assistance and education & outreach services.

Technical Assistance

Technical assistance often occurs in collaboration with a team implementing a project intended for construction. Low Impact Development, (LID, which is a collection of BMPs that protect water quality and applied during the planning, design, construction, or planning phases.

Environmental Benefits

To improve air, water, and land quality over conventional development, Green Girl helped clients apply LID in an effective manner in:

- Western Oregon
- Oahu, Hawaii

Social Equity Benefits

When water quality is protected and/or enhanced, the community's resilience is improved and its collective costs are reduced as a result of the following benefits:

- Reduced drinking water treatment costs for public entities with fewer resources and a lower tax base
- Reduced cost in meeting environmental regulations
- Improved recreation opportunities that often results directly in economic benefits
- Health of communities is boosted and societal health care costs are reduced

Metrics

- Two (2) clients applied sustainable principles as a direct result of our collaboration
- On a total of six (6) different sites
- Water quality impacts were reduced from a total of XXX acres (See "Conclusions" below.)
- Four (4) town or city jurisdictions benefitted socially and environmentally

Education & Outreach Services

Education & outreach services include developing website content, writing fact sheets and technical guidance, delivering technical workshops and field visit trainings, and engaging stakeholders so clients may reach specific water quality related goals.

Environmental Benefits

Educating professionals and other stakeholders on low impact development practices and empowering them with practical tools, approaches, and information to implement BMPs independently is difficult to measure. The benefit will depend, amongst many other factors, on who attended and how many land development projects they might work on in the future. In addition, since class content varies, the environmental benefits vary with which practices are implemented and where.

Social Benefits

A more knowledgeable, science-informed public is better prepared to make good decisions around environmental quality and how this results in more resilient, healthier communities and individuals.

Studies have shown that incorporating natural elements into the built environment, which is the bulk of work that Green Girl assists with, helps:

- Build stronger communities with individuals reporting a stronger sense of wellbeing and interconnectedness to their neighbors.
- Make healthier people, improving the immune system and reducing depression.
- Improve learning skills. The greenness of a young person's home or school positively impacts their cognitive function, concentration ability, and self-discipline. Adult students and workers benefit, too, and are more attentive.
- Reduce crime, lowering incidences of graffiti, littering, vandalism, domestic aggression, and violent crime.
- Make roads safer. Drivers are less stressed out when driving in well vegetated versus all built environments and vegetation reduces accident rates.

These benefits are supported by scientific studies and these and many other studies are conveniently organized on the "Green Cities: Good Health" website:

http://depts.washington.edu/hhw/b/Thm_Livable.html

Metrics

Sometimes technical assistance is also provided on education and outreach projects; however, to be transparent, projects have only been counted once and categorized by their major component as either technical assistance of education and outreach.

- Eleven (11) clients employed GGLDS to provide education and outreach services. A total of 134 people attended workshops or were engaged.
- One outreach effort, the Stormwater Challenge provided education and outreach and implemented practices that will have lasting improvement for 1,786 square feet. Other projects were not tracked (see "Conclusions" below).

BENEFITS FROM BUSINESS OPERATIONS

Numerous social and environmental benefits resulted during everyday operations.

Socially and environmentally responsible retirement fund (SEP)

The Green Girl retirement account is invested in socially and environmentally companies that comprise Calvert Investments “Calvert Global Alternative Energy Fund”

(<http://www.calvert.com/fundprofile.html?fund=971>) and “Calvert Global Water Fund”

(<http://www.calvert.com/fundprofile.html?fund=973>). Calvert itself is a company dedicated to socially responsible investing, investing in many companies that scored high on 10 different indicators, which include “EEO policy, internal diversity initiatives, external diversity initiatives, scope of diversity initiatives, family-friendly benefits, demographic disclosure of employees (EEO-1), highest-paid executives, board diversity, director selection criteria, and overall corporate commitment²”. For companies who don’t rate high, Calvert Investments “continue to work with a number of international, multi-stakeholder groups on these issues, as well as conduct advocacy work with individual companies”.

Metric: For the year of 2013, paid in 2014, Green Girl invested the maximum amount allowed.

Disadvantaged Community Members Internship

Interns learn about aspects of land development projects that are relevant to their particular career, which in the past has included engineers, landscape architects, environmental scientists, and environmental artists. Interns receive one-on-one attention from the Principal and training on relevant software and methods for implementing sustainable land development practices.

People who are members of a disadvantaged population, defined as those who may not have access to the means of self-sufficiency or those who may have experienced racism, sexism, and any other “isms” as a result of who they are or what they look like, are welcomed for a flexible internship. There are good reasons for businesses in Portland and Oregon to engage in building the resumes of people from disadvantaged populations.

For example, while not directly related to private business, the City of Portland and the Portland Development Commission performed a disparity study in 2009 (<https://www.portlandoregon.gov/bibs/55489>) on their organizations’ hiring practices and found that women and minority owned businesses are not proportionately engaged in their contracts. Based on the 2014 report issued by the Oregon Council on Civil Rights, created for the Oregon Bureau and Labor Industries, pay inequality continues to exist throughout Oregon. They found that for every \$1 that a man makes, a woman makes \$0.77 and a woman of color makes \$0.58.

(<http://www.oregon.gov/boli/docs/Pay%20Inequality%20Oregon%20012314-Final.pdf>)

Metric: Green Girl had one intern this year and he was a white male of very low income, although this is believed to be a personal choice, not as a result of being from a disadvantaged community. (See “Conclusions” below.)

² Calvert Solution Strategies Annual Report. Sept 30, 2013.

Equity Purchasing

Services & Subcontracting

Some services and subcontracting services purchased this year were from certified by the Office of Minority, Women, and Emerging Small Businesses (OMWESB) or other disadvantaged populations:

- Luna Jaffe, Lunaria Financial, Financial Planner (percentage of annual earnings)
- Angie Martorana, Martorana Designs, Graphic Designer
- Anne Taylor, Living Landscapes, Licensed Landscape Contractor
- Diane Henkels, Henkels Law LLC, Lawyer

Goods

Locally made goods or goods from locally owned stores and small businesses were purchased when possible.

Metric:

- 33% of all services, and subcontracting purchased this year were from disadvantaged businesses.
- 77% of all goods (including meals) were from locally owned stores and small businesses
- XX% of goods were highly rated on the Good Guide (See “Conclusions” below).

Banking with social benefits

Green Girl does all business banking with Unitus Community Credit Union who has a variety community partnerships (<https://www.unitusccu.com/our-community/community-partnerships/>) and is a “locally owned, not-for-profit financial cooperative” (<https://www.unitusccu.com/our-community/the-unitus-difference/>).

Metric:

- 100% of all business banking is done with a credit union.

Carbon Reduction

Green Girl endeavors to reduce consumption of carbon by:

1. Reducing consumption of real goods by delivering work products in electronic format and by salvaging materials as possible.

Metric: 100% of all deliverables were electronic.

2. Reducing vehicle miles travelled. Green Girl is a “bike first” business, choosing to ride a bike or walk whenever it’s feasible or safe to do so. After this, Maria will ride public transportation or carpool. Finally, Maria will drive or fly, only as needed.

Metric: 100% of all car and flight mileage was only as needed.

3. Printing on salvaged paper (not paper made from recycled paper, but paper that has something else already printed on the back).

Metric: 90% of all paper use was from salvaged sources. Estimated, not tracked.

4. Purchasing green power for her home office.

Metric: Green power was not purchased in 2013 due to a mistake, after moving to a new home office and leaving the paperwork up to the company owner's husband. This mistake has been rectified and moving forward, the Green Girl office is powered by 100% green power from PGE using their "Green Source" payment option (https://www.portlandgeneral.com/residential/renewable_energy/green_source.aspx). The energy portfolio for this is 87.2% New Wind, 1.6% new biomass, and 10.3% New Low-Impact Hydro and 1% new geothermal energy.

5. Purchasing carbon offsets for whatever footprint is left.

Metric: Two challenges for defining carbon offsets this year include a lack of tracking of public transportation mileage and a systemic lack of knowledge about the carbon footprint of purchased goods. As of the writing of this report on 12/26/2014, carbon offsets for 2014 have not calculated or paid for yet. Typically, this is done in Jan for the previous year. In 2014, carbon offsets for 2013 were calculated using Oregon Department of Environmental Quality's "Oregon Carbon Calculator³", which were found to be 28 metric tons of CO₂ for work related and personal carbon. 100% of car mileage and energy bills were offset. (Our transportation footprint was high this year as a result of a vacation in Europe, but we tried to make the most of it by staying for a month.) The entire 28 metric tons of CO₂ was offset through Carbonfund.org Foundation (<http://www.carbonfund.org/>).

Charitable Giving

In 2014, Green Girl donated to the following non-profit organizations with social and environmental benefit:

- Oregon Association of Minority Entrepreneurs
- Hells Canyon Preservation Council
- American Association for the Advancement of Science
- Habitat for Humanity
- Oregon Community Trees
- The Intertwine

Metric: Charitable contributions accounted for 3.7% of Green Girl profits.

THIRD PARTY STANDARD COMPARISON

Upon completion of the assessment, Green Girl earned 88.8 out of 200 possible points. This was better than "Ordinary Businesses" (51 points) and "Other Sustainable Businesses" (80 points) but not as good as "B Corps" (97 points).

A "Quick Impact Snapshot" (screen capture below) comparing my responses to responses made by similar businesses, found that out of 101 questions 16 responses indicated better performance, 56 responses were similar in performance, and 29 responses needed improvement.

³ <http://www.deq.state.or.us/programs/sustainability/carboncalculator.htm>

Quick Impact Snapshot

The following details how your company's responses compare to other businesses that have completed this Assessment.



See Appendix A for a summary of the assigned points and comparisons against other businesses. See Appendix B for a printout of the questions and Green Girl responses that resulted in these conclusions by B-Lab.

Conclusions

In general, after completing this first assessment using B-Lab, Green Girl is well on the way to becoming a leader in the green business industry; however, the company is not yet above average. The following analysis is a message from Maria Cahill, the Owner and currently sole employee of Green Girl regarding the success/opportunities and failures/constraints experienced in 2014.

Success Analysis

The following is a table of how I achieved the social and environmental benefits described above and what influenced that.

Success	Influences on that Success
Clients that took my advice.	When I started my business in 2008, I intentionally offered services that reflected my personal value system around environmental and social benefit. Using the logo, branding, website feel, and narratives I developed, I attracted clients with a similar value system who would support the work I endeavored to do.
I used a variety of tools and collaborative techniques in my services.	I am always looking for new and better ways to communicate, usually in the form of software, but this year I attended a presentation titled "Giving Feedback that Works" to improve my approach and language.
I provided technical information in an understandable way to non-technical people, all of it licensed under a Creative	My business has always been dedicated to making technical information understandable to non-technical people and helping them to use that information without

Commons license that allows others to reuse it for any purpose, including commercial.	my intervention, if possible, to improve their own communities.
I used a variety of communication methods to educate others via social networks (Instagram, LinkedIn) and my newsletter and website.	These skills were developed in previous businesses and this made it easier and more cost-effective to manage these systems. I am regularly sharing best management practices to the public.
More, and more measurable, social benefits have resulted from my business operations than in past years including sponsoring a Youth Entrepreneurship Conference through the Oregon Association of Minority Entrepreneurs.	One of the reasons I restructured Green Girl to be a benefit company was to force myself to address social benefits in a more active, measurable way.

Failure/Constraints Analysis – Why we failed in 2014 and how we hope to do better in 2015

I am the owner of a very small, but successful business. Being disciplined about my work-life balance is critical to finding creative solutions for my clients. This and other constraints impact the time and energy I have to dedicate to measures of success other than financial.

Having said this, there are plenty of things that I can do in the future to increase the beneficial impact of my business and its operations. The following table is a frank analysis of areas where Green Girl could do better and some strategies for improving that. Some of these are short-term efforts, which I hope to implement in 2015. Some won't be achieved for a few years. Each year, this list will be reviewed and updated.

Opportunities to Improve	Possible Improvement Strategies
Purchased goods have not been verified as being from a disadvantaged business or a business with above average social benefit themselves.	In the future, I plan to investigate these opportunities using the Good Guide website and smart phone application (http://www.goodguide.com/) as well as by finding OMWESB certified vendors.
Improve customer relations.	I will create a form and webpage where clients can provide feedback, ask questions, or file complaints.
Green Girl has no Equal Employment Opportunity (EEO) statement.	Develop an EEO and post on my website.
A smaller percentage of my subcontracts and hired services are from individuals from disadvantaged communities. One reason for this is that I thought I was hiring a white man from a woman owned business to assist with a training, but during the project, he told me that I was really hiring his consulting business.	Improve communication with subcontractors by creating and sharing a statement, to be developed. This may be incorporated into the subcontractor agreement currently under development.
Calculations for some metrics (such as beneficial impacts to water quality) were not	I've already added a daylong event in November and one in December to my 2015 calendar to so my end-

<p>completed in time for this report. As a result, this report is not as strong as it could be in terms of reporting.</p>	<p>of-year paperwork is accommodated. New tracking and computational tools have already been created. These will be incorporated into a single worksheet that can be more easily accessed.</p>
<p>Improve internships for people from disadvantaged populations by targeting more disadvantaged population than White women and by paying minimum wage, when my own budget allows. To date, internships have been unpaid and mostly opportunistic, meaning I have usually taken on those who approach me. Little effort has been made to cultivate applicants from disadvantaged communities.</p>	<p>Through appropriate organizations, I want to make a smarter, more coordinated effort to engage people of all backgrounds. I will also be offering my first paid internship (to a White woman) in 2015. I have already reached out the Portland State University Institute for Sustainable Solutions for a meeting.</p>
<p>All goods, services, and subcontracts in 2014 were to White people. One reason is that Portland business owners are mostly White (86.2% according to the US Census Bureau: http://quickfacts.census.gov/qfd/states/41/4159000.html), but another reason may be that I have not actively researched alternatives or availed myself of the alternatives.</p>	<p>Green Girl sponsored the Youth Entrepreneurship Summit held by the Oregon Association of Minority Entrepreneurs. I plan to do this again in 2015, but will also look for other opportunities to hire people of disadvantaged populations other than White women. I will also create a written policy giving preference to business owners from disadvantaged populations.</p>



B Impact Assessment

Choose Language | Change Passw

Select La

- 1 Assess Your Impact > **100% COMPLETE**
- 2 Review & Compare Your Impact Report > **88 PTS / 200**
- 3 Improve Your Impact >
- 4 Complete Your Profile > **100% COMPLETE**
- 5 Upload Documents > **0% COMPLETE**
- 6 Review Data Sharing >

B Impact Report

Green Girl Land Development Solutions Assessment (2014-01-23) - 100% Complete

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	Total Pts.	Percent Earned	(141) Ordinary Businesses Learn More	(1,075) Other Sustainable Businesses Learn More	(536) B Corps Learn More
Overall Rating	88.1		51 pts	80 pts	97 pts
Governance	8.9	39.6%	6	10	14
Corporate Accountability	8.3	50.3%	3	6	10
Transparency	0.6	10.0%	3	3	4
Workers	N/A	N/A	20	22	26
Compensation, Benefits & Training	N/A	N/A	15	15	17
Worker Ownership	N/A	N/A	1	2	3
Work Environment	N/A	N/A	4	4	5
Community	23.9	31.8%	15	32	44
Community Practices	23.9	31.8%	10	16	20
Suppliers & Distributors	0.0	0.0%	2	4	4
Local Involvement	9.0	50.0%	3	5	6
Diversity	6.1	30.3%	1	2	3
Job Creation	0.0	100.0%	1	2	2
Civic Engagement & Giving	8.8	35.2%	2	4	5
Consumers	41.5		5	15	18
Consumer Products & Services	41.5		5	15	18
Serving Those In Need					
Products or Services	41.5				
Environment	13.7	68.7%	6	9	13
Environmental Products & Services			2	4	8
Environmental Practices	12.8	68.7%			
Land, Office, Plant	5.0	75.0%	3	4	5
Inputs	5.3	76.2%	1	2	3
Outputs	2.5	50.0%	1	1	1
Suppliers & Transportation	0.0	100.0%	0	1	3

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Contact B Lab Staff

thelab@bcorporation.net
Office: 610-293-0299

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B Lab is a nonprofit organization dedicated to using the power of business to solve social and environmental problems.

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[Learn more about the History and Governance of the B Impact Assessment >](#)

+1 (610) 687-1000
thelab@bcorporation.net

Appendix B

Green Girl Land Development Solutions Assessment (2014-01-23)

Version: Service Track / 0 Employees / Developed Market

Sat Dec 27 02:38:19 GMT 2014

Governance

Corporate Accountability

Mission & Engagement

GV2.1 Does your company have a corporate mission statement, and does it include any of the following? Check all that apply. [Less Weighted]

- No written statement
- A written corporate mission statement that does not include a social or environmental commitment
- A commitment to social impact (e.g. poverty alleviation, sustainable economic development)
- A commitment to environmental stewardship and conservation
- A commitment to serve a target beneficiary group in need (e.g. low income customers, smallholder farmers)

GV2.2 Please type or paste your mission statement here. [Not Weighted]

To reduce the impact of land development by assisting teams and communities in the application of sustainable site planning, design, construction, and maintenance principles.

GV2.4a Does the Board of Directors or other governing body review the company's social and environmental performance on at least an annual basis to determine if you are meeting your social or environmental objectives? [Equally Weighted]

- Yes No N/A - No Board of Directors or other governing body

GV2.9 Are there key performance indicators (KPIs) or metrics that your company tracks on at least an annual basis to determine if you are meeting your social or environmental objectives? [Equally Weighted]

- We don't track key social or environmental performance indicators
- We measure KPIs/metrics or outputs that we have identified and defined in order to determine if we are achieving our social and environmental objectives
- We measure social and environmental outcomes over time (examples: 3rd-party studies, customer or household surveys, progress out of poverty index, etc.)

Governance

GV3.1a Beyond the management team, does the company have the following governance structures in place? [Less Weighted]

- None (Owner/Manager governed)
- Advisory Board
- Board of Directors/Governing Body

GV3.2b Which of the following characteristics does your board or governing body have (check all that apply)? [Equally Weighted]

- Meets at least twice annually
- Includes at least 1 independent member
- Oversees executive compensation
- Company is a co-op and elects Board from membership
- None of the Above
- N/A - no Board of Directors or other governing body

GV3.3a Does the Board of Directors or other formal governing body include member(s) elected to represent the interests of the following stakeholder groups? Please select all that apply. [Less Weighted]

- Non-executive Employees
- Community
- Environment
- Customers
- None
- N/A - no Board of Directors or other governing body

Transparency

Transparency

GV5.1b Does the company produce financials that are reviewed by the Board, other formal governing body, or independent third party? [Equally Weighted]

- Yes No

GV5.5a Does the company produce a public-facing annual report on its mission-related performance? If yes, does this report include the following? [Equally Weighted]

- None - My company does not produce a public-facing mission-related annual report
- Clear statements of your mission, its goals, and values
- Clear descriptions of your mission-related activities
- Quantifiable targets related to your mission
- Quantifiable results from your mission (e.g., lbs of carbon offset)
- Consistent variables of measurement which allow comparisons to previous years
- Third-party validation of any part of your company's mission performance

Answer Details: I keep this information on my website.

GV5.6 Is your product or service covered by a written consumer warranty or client protection policy? [Less Weighted]

- Yes No

GV5.7 Is there a publicly-known mechanism through which customers can provide product feedback, ask questions or file complaints? [Less Weighted]

- No
- Yes, there is a mechanism for feedback to be sent privately to company
- Yes, there is a mechanism where feedback is made transparent to the public

Governance Metrics

Governance Metrics

GV1.1 On what date did your last fiscal year (e.g. FY2013) end? [Not Weighted]

12/31/2013

GV1.2 Reporting currency [Not Weighted]

- US Dollar - USD

GV1.3	Total Earned Revenue	
	From the last fiscal year (e.g. FY2013)	\$33,529.00
	From the fiscal year before last (e.g. FY2012)	
GV1.4	EBIT (Earnings Before Interest & Taxes)	
	From the last fiscal year (e.g. FY2013)	\$33,529.00
	From the fiscal year before last (e.g. FY2012)	
GV1.5	Net Income	
	From the last fiscal year (e.g. FY2013)	
	From the fiscal year before last (e.g. FY2012)	

Community

Community Practices

Diversity

CM3.2 What % of the company is owned by the following groups?

0%	1-9%	10-24%	25-49%	50%+	Don't know	
<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>	Women and/or individuals from underrepresented populations, including low-income communities
<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Nonprofit organization(s)
<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Non-accredited investors

CM3.3 Optional unweighted metrics: Approximately what % of your company's ownership is held by individuals from the following groups?

Women	100%
Low income communities	0%
Other underrepresented populations (e.g. minorities, LGBT community, individuals with disabilities, etc.)	0%

CM3.5 What % of the members of your Board of Directors or other governing body are women or individuals from other underrepresented populations? [Equally Weighted]

0%
 1-9%
 10-24%
 25-49%
 50%+
 Don't know
 N/A

CM3.6 Optional unweighted metrics: Approximately what % of your Board of Directors or other governing body are from the following groups?

Women

Low income communities

Other underrepresented populations (e.g. minorities, LGBT community, individuals with disabilities, etc.)

CM3.11 What % of your Significant Suppliers are majority owned by women or individuals from underrepresented populations? [Equally Weighted]

0% 1-9% 10-19% 20-29% 30%+ Don't Know

CM3.12 Does the company have a written policy giving preference to suppliers owned by women or individuals from underrepresented populations? [Less Weighted]

Yes No

Civic Engagement & Giving

CM4.1c Does the following apply to the company's charitable giving and civic engagement in policy or in practice? [Equally Weighted]

- Statement on the intended social or environmental impact of company's charitable contributions
- Cash and in-kind donations (excluding political causes)
- Community service and pro bono service
- Formal donations commitment (e.g. 1% for the planet)
- Other (please describe)
- None of the above

Other: Sponsorship of conferences

CM4.5 Number of hours volunteered by full-time and part-time employees of the organization during the last fiscal year. This should include both paid and unpaid time spent volunteering during traditional work hours, either for company-organized events or for employee-initiated activities. [Not Weighted]

54.75

CM4.6a What was the % of per capita worker volunteer, community service, or pro bono time donated in the reporting period? Calculate using a 2000-hour work year: Total Hours Donated / (# FTE * 2000 hours) [Heavily Weighted]

- 0%
- 1-2.4% of time
- 2.5-5% of time
- >5% of time
- Don't know / not monitored

CM4.7 Total amount (in currency terms) donated for charitable-giving purposes during the last fiscal year. Report with the currency specified in GV1.2 for this metric. [Not Weighted]

1,679.00

CM4.8a What was the % of profits or sales that your company gave to charity during the last fiscal year? Please select the lesser of % of profits or % of sales that the company donated in each answer bucket. Please include tax deductible in-kind donations but do not include pro bono time. [Most Heavily Weighted]

- 0%
- 1-3% of profits or <1% of sales
- 4-9% of profits or 1-2.4% of sales
- 10-49% of profits or 2.5-12.4% of sales
- 50+% of profits or 12.5+% of sales
- Don't know

CM4.9 Which organizations does your company support? [Not Weighted]

- Oregon Association of Minority Entrepreneurs
- Hells Canyon Preservation Council
- American Association for the Advancement of Science
- Habitat for Humanity
- Portland Youth Builders
- Smart Trees Pacific
- Oregon Community Trees

Local Involvement

CM5.1a We realize that for companies with more than one office, the definition of local involvement is a more complicated one to answer. Please tell us a bit about the structure of your company geographically. [Not Weighted]

We are located in a single office

CM5.3a What % of your company's expenses (excluding labor) was spent with independent suppliers located within 200 miles (or 322km) of the company's headquarters or main production facilities? [Equally Weighted]

- <20%
- 20-39%
- 40-59%
- 60%+
- Don't know

CM5.8 Is the majority of your company's banking services provided by an institution with any of the following characteristics? [Equally Weighted]

- A certified CDFI or national equivalent social investment organization
- A certified B Corporation
- A member of the Global Alliance for Banking on Values
- A cooperative bank or credit union
- A local bank committed to serving the community
- An independently owned bank
- None of the above

Suppliers, Distributors & Product

CM6.1 Tell us about your Significant Suppliers - what type of business(es) are they and approximately how many do you source goods & services from? [Not Weighted]

2 Landscape contractors, a proofreader, and a lawyer provide services for me

CM6.2 This question determines the set of supplier-focused questions your company will respond to: Does your company screen and/or evaluate Significant Suppliers for social and environmental impact? [Not Weighted]

- Yes
- No

CM6.4 What is the social and environmental screen that is used for a majority of your company's Significant Suppliers: [Equally Weighted]

- No formal screening process in place
- Screened for specific negative practices (e.g. no child labor, no negative environmental impacts)
- Screened for positive practices (environmentally-friendly manufacturing process; excellent labor practices, etc)

CM6.5a When monitoring and evaluating the on-going social and environmental performance of the majority of Significant Suppliers, which of the following apply? [Equally Weighted]

- No formal supplier monitoring and evaluation process
- Significant Suppliers are evaluated based on company's own criteria
- Significant Suppliers are evaluated based on social and environmental standards best-in-class third-party certification for your industry (ISO, SA8000, etc.)
- Company visits a majority of Significant Suppliers on-site

CM6.16a Does the company have any of the following independent contractor communication channels? [Equally Weighted]

- Formal routine process to provide independent contractors post-project or post-contract performance feedback
- Formal routine process for independent contractors to communicate post-project or post-contract feedback to the company
- None of the above
- N/A - No independent contractors used

CM6.22a During the last fiscal year, what % of revenues are generated from products that have a certification that assesses the product or production process for the product (including certifications related to social and environmental performance)? For service providers, what % your services have been reviewed and certified by an accreditation body? Select N/A if industry or service relevant accreditation does not exist. [Equally Weighted]

- 0% 1-9% 10-24% 25-74% 75-99% 100% Don't know N/A

Environment

Environmental Practices

Land, Office, Plant

EN2.2a What % of company facilities (by square feet, both owned by company or leased) are LEED certified, satisfy the requirements of the Living Building Challenge, or other accredited green building programs? Select N/A if your company utilizes virtual office. [Equally Weighted]

- <20% 20-49% 50-79% 80%+ N/A

EN2.4 Does the company use a company wide recovery and recycling program that includes the following? Please check all that apply. [Equally Weighted]

- Paper
- Cardboard
- Plastic
- Glass & metal
- Composting
- None of the above

EN2.12 Which of the following chemical reduction methods have been implemented at the majority of your corporate facilities on a consistent basis? [Equally Weighted]

- Non-toxic janitorial products
- Unbleached / chlorine free paper products
- Soy-based inks or other low VOC inks
- Organic or sustainable kitchen products
- Other (please describe)
- None of the above

Other: Non-toxic landscape management, printing on salvaged paper (with printing on one side already)

EN2.16 What of the following recycled/sustainable input materials products are purchased for the majority of office use? [Equally Weighted]

- Recycled/sustainable input office supplies (paper, pens, notebooks, etc.)
- Reclaimed/reused office furniture
- Reusable/compostable catering supplies
- Other (please specify)
- None of the above

Other: Business cards are on salvaged greeting cards and cardboard

EN2.17 What % of your company's printed materials use recycled paper content, FSC certified paper, or soy-based inks? Select N/A if your company does not have any printed materials or have achieved a paperless office. [Equally Weighted]

- 0% 1-24% 25-49% 50-75% >75% N/A

EN2.22a If you lease your facilities, have you worked with your landlord to implement/maintain any of the following? Select N/A if you do not lease your building. [Equally Weighted]

- Energy efficiency improvements
- Water efficiency improvements
- Waste reduction programs (including recycling)
- None of the above
- N/A

Inputs

EN3.1 Does your company monitor, record and/or report its usage of energy and water?

We do not currently monitor and record usage	We monitor and record usage (no reduction targets)	We monitor and record usage, and have specific reduction targets	We monitor usage and have met specific reduction targets during the last fiscal year	We do not currently monitor and record our usage
<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Energy:
<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	Water:

EN3.2 Total company energy use (kWh) during the last 12 months [Not Weighted]

Not tracked / unknown

EN3.3 Total energy used from renewable resources (kWh) during the last 12 months [Not Weighted]

Not tracked / unknown

EN3.4 Total water use (liters) during the last 12 months [Not Weighted]

Not tracked / unknown

EN3.6a What % of energy use (including electricity and other energy consumption from heating, hot water, etc.) is produced from renewable sources? Please include both purchased and onsite-generated renewable energy. [Heavily Weighted]

0% 1-24% 25-49% 50-74% 75-99% 100% Don't know

EN3.7a Has the company increased its % use of renewable energy annually at its corporate facilities? [Equally Weighted]

Yes No Already Maximized (100% renewable)

EN3.8a For which of the following systems have you used energy conservation/ efficiency measures for your corporate facilities in the past year? [Equally Weighted]

- Equipment: Energy Star Appliances / Automatic Sleep Modes / After-Hour Timers / etc.
- Lighting: Natural Light / CF Bulbs / Occupancy Sensors / Daylight Dimmers / Task Lighting / etc.
- HVAC: Programmable Thermostat / Timers / Occupancy Sensors / Shade Sun-Exposed Walls / Double-Paned Windows / etc.
- Other (please specify)
- None of the above
- N/A - We utilize virtual office

Other: Temperature set to 68 to 70 degrees during winter, windows open with no air conditioning at other times

EN3.10a Which of the following water conservation methods have been implemented at the majority of your corporate offices: [Equally Weighted]

- Low-flow faucets/taps, toilets/urinals, showerheads
- Grey-water usage for irrigation
- Low-volume irrigation
- Harvest rainwater
- Other (please describe)
- None

Outputs

EN4.1 Please select the option that best describe how you monitor and record the following emissions:

- | | | | | |
|---|---|---|---|--|
| Company does not currently monitor and record emissions | Company monitors and records emissions (no reduction targets) | Company monitors emissions and has specific reduction targets | Company monitors emissions and has met specific reduction targets during the reporting period | Eliminated emissions of this by-product entirely |
|---|---|---|---|--|



Scopes 1 and 2 greenhouse gas (GHG) emissions

EN4.5 Waste Disposed (metric tonnes) during the last 12 months [Not Weighted]

N/A

EN4.6 Waste Disposed: Recycled/Reused (metric tonnes) during the last 12 months [Not Weighted]

N/A

EN4.7 Total Greenhouse Gas Emissions (metric tonnes of CO2 equivalent) in:

Scope 1:

Scope 2:

Scope 3:

EN4.17 Is hazardous waste (batteries, paint, electronic equipment, etc.) always disposed of responsibly, in a way that the company can verify? [Equally Weighted]

Yes

No

N/A - We have eliminated hazardous waste

Impact Business Models

Impact Models Introduction

Social Enterprise

IBM1.1 Does your company have any of the following enterprise models? Select from the following socially- and environmentally-focused enterprise models that describe the specific problem your company attempts to solve. Many companies choose "None of the above models apply." If you do select one of the models below, you will be asked a series of follow-up questions in order to receive credit for the model.

Yes No

- Our products or services benefit consumers by providing one of the following: provision of basic services, health care or healthy products; education; support of general knowledge, arts, or cultural heritage; improved economic opportunity or social/economic empowerment; market access through previously unavailable infrastructure; or servicing non-profit organizations and other purpose driven enterprises with fundraising/capital/capacity-building needs.
- Our product or service conserves the environment through the following: Providing or being self-powered by renewable energy or cleaner-burning energy than market alternatives; enhancing energy and/or water efficiency; reducing waste; conserving land or wildlife; reducing toxic/hazardous substances (ie. organic); pollution prevention and remediation methods; measuring, researching, or providing information to solve environmental problems; providing financing and/or lending tied to an environmental mission
- Workers own more than 40% of our company (e.g. a worker cooperative or a company that has significant ownership by non-executive workers)
- Our company is a producer cooperative where owners are supplier members who organize production (e.g. farmer cooperative, artisanal cooperative)
- Our company focuses on alleviating poverty through its supply chain, via 1) sourcing through fair wage certified suppliers or 2) providing technical assistance/capacity building to small-scale suppliers -- individuals or cooperatives/companies with fewer than 50 workers, or 3) guaranteeing future purchases and payments with contracts.
- Our company uses a microfranchising or micro-distribution model that provides income generation opportunities for low-income individuals or individuals from chronically underemployed communities. Microfranchises have on average fewer than 10 workers, are independently owned and operated, and distribute products exclusively for the parent company. Microdistribution is a sales and revenue model that relies on network of individual sellers/retailers for whom the product comprises at least 50% of their total income.
- Our company donates at least 20% of profits or 2% of sales to charity or a non-profit foundation on an annual basis, or is at least 20% owned by a non-profit.
- Our company has targeted and hired more than 10% of total workers from chronically underemployed populations (including but not limited to low income, previously-incarcerated or discriminated individuals) and/or the company extensively trains/invests in these workers.
- Company is specifically designed to focus on or rebuild the local community
- Our production practices are designed to conserve the environment across the company's entire operations (e.g. retrofitting facilities to make them green/energy efficient, changing transportation/distribution to make environmentally efficient, monitoring & reducing water, waste, emissions and energy use)
- None of the above models apply

IBM1.2 Separate from a mission statement, has your company done any of the following to legally ensure that its social or environmental mission will be maintained over time, regardless of company ownership? [Equally Weighted]

- Signed a contract or board resolution to amend or adopt a legal form that requires consideration of employees, community, and the environment (i.e. Signed B Corp Term sheet but have not yet adopted stakeholder consideration)
- Amended corporate governing documents to require the consideration of employees, community and the environment (e.g. Amended Articles of Incorporation)
- Has a specific legal entity/governance structure that preserves mission (i.e. cooperative)
- Legal entity/governance structure preserves mission and requires stakeholder consideration (i.e. Benefit Corp or cooperative that has amended governing documents to include stakeholder consideration)
- Other - Please describe
- None of the above

Other: Benefit LLC

Consumer Business Model - Products & Services Introduction

Community P&S Introduction

IBM3.1 How do your products serve your customers? (Please select the ONE most impactful way that each product line is solving a social problem for your customers.)

Yes No

- Provides basic services to the underserved without prior access (e.g. providers of electricity or clean drinking water to rural poor communities, affordable housing projects, waste and sanitation systems or disposal)
- Promotes health or healthy lifestyles (e.g. medical equipment, medical services and medicines, preventative health services or products, healthy living products, exercise and sporting products, prescription eyeglasses)
- Promotes education or professional skills development (e.g. schools, textbooks, tutoring services, career leadership training, education tools, games and software)
- Creates economic and/or empowerment opportunities by supporting individuals in improving productivity and other income-generating activities (e.g. financial or insurance services or benefits consulting for the underserved, new mechanisms to connect products to market)
- Creates access to capital and capacity building for purpose-driven enterprises (e.g. impact investing, sustainability consulting, nonprofit fundraising services, products that assist in raising capital)
- Promotes arts, media and pursuit of knowledge (e.g. independent media, artisanal crafts, photography, information services)

Consumer Business Models - Products & Services

Arts/Media/Information

IBM10.1 Please tell us more about how your product or service promotes the arts, sciences or media. [Not Weighted]

Green Girl LDS LLC relies on scientific study to implement the best, best practices to protect water quality.

IBM10.2 Which of the following product or service descriptions best fit your company? [Not Weighted]

- Products/services promote artisanal handicrafts or use historic production methods
- Products/services offer or promote access to general knowledge (e.g. books, generalized information)
- Products/services offer or promote fine/original art
- Products or services that offer or promote public access to highly specialized information or pursue rigorous scientific inquiry (e.g. scientific journals, specialized science knowledge, research labs)
- Products/services with a core purpose of independent journalism
- Products/services with a core purpose of civic engagement and/or civil-society focused media
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM10.3 How many customers/clients/beneficiaries were served through the provision of the above products or services during the last 12 months? Please provide figures that are as accurate as possible. Estimates within +/- 5% acceptable. Do not double count (if reporting number of communities, do not also report the number of individuals in that community).

Individuals

Households

Communities

Businesses/Non-Profits

Governments

IBM10.4 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

N/A

IBM10.5 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

Not tracked / unknown

IBM10.6 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM10.7 This is a calculated question based on your answer from IBM10.2: Which of the following product or service descriptions best fit your company? And, question IBM10.5: What % of your revenues last fiscal year were from the above products or services? [6x]

IBM10.8 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

N/A

IBM10.9 Amount of the product or service sold in the last fiscal year. [Not Weighted]

Not tracked / unknown

IBM10.10 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

N/A

IBM10.11 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this arts, media or knowledge-focused product/service to its client base? Defined outcomes include specific targets that are based on existing literature (e.g. improved quality of life, ancillary benefits for customers/clients, etc.) that can be measured. [Least Weighted]

Yes No, not at this time

IBM10.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM10.13 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

Yes No, not at this time N/A

IBM10.14 Is there something different or innovative about the company's arts, media or knowledge-focused product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Serving Those In Need

IBM11.1 Does your company's product or service explicitly target users/customers/end beneficiaries from underserved communities? [Not Weighted]

Yes No - Skip the remaining questions in this section and proceed to the next page

IBM11.2 Describe the beneficiaries or end-users of your products or services and how you characterize them as underserved. [Not Weighted]

IBM11.4 Which of the following underserved populations does your business explicitly target? If you are a business-to-business focused company, or if you serve nonprofits, think of who the ultimate beneficiaries are. Check all that apply. [Not Weighted]

- Low-income, poor or very poor (including low-income minorities and other underserved populations)
- Minority, disabled, and other underserved (but not low-income)
- None of the above - Skip the rest of the questions in this section

IBM11.5 If relevant, select which of the following impoverished communities your company serves:

	Urban	Rural	Peri-urban
Low Income			
Poor			
Very poor			

IBM11.6 If relevant, select any of the other underserved groups below that your company serves: [Not Weighted]

- Young children (younger than 5 years old)
- Children and adolescents (5 year of age or older but younger than 18)
- Adults
- Elderly/older adults
- Persons with disabilities
- Minority/previously excluded populations
- Women
- Pregnant women
- Other at risk populations
- None of the above

IBM11.7 Which of the following statements are true about your in-need customers/ clients? [Not Weighted]

- Most customers/clients continue with us year by year and latest figures for the year roughly reflect the total number of beneficiaries to date
- Customers/clients we reach each year are in addition to previous customers/clients and total number served should be calculated by adding together the numbers for each year
- Don't know - we don't sell direct to customers/clients

IBM11.8 How much revenue is generated through sale to above selected beneficiary group(s) or nonprofits? [Not Weighted]

- Not tracked / unknown

IBM11.9 What % of customers/end beneficiaries of your product or service are from an underserved population identified above? If you serve nonprofits, please respond with the % of your revenues generated from services provided to the nonprofits selected above in the last fiscal year. [Not Weighted]

- Not tracked / unknown

IBM11.10 This is a calculated question based on your answers from IBM11.3 (who are your direct clients), IBM11.4: (who are you targeting), and question IBM11.9 (what % of your revenues does this represent?) [Not Weighted]

IBM11.12 How many customers/clients served qualify in the above-selected underserved populations during the last 12 months?
Do not duplicate individuals and households. Estimates within +/- 5% are acceptable.

Individuals

Households

Communities

Businesses/Non-Profits

Governments

IBM11.13 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

N/A

IBM11.14 Which of the following products/services attributes assist in targeting the above selected underserved communities:
[Least Weighted]

- Product/service is accompanied by a zero-interest or below market- financing option (directly from company or through finance partner) with small repayment amounts to provide the poor access to purchase
- Company utilizes a cross-subsidization model whereby higher pricing for middle and high-income clients facilitates offering lower/subsidized pricing for low income clients/customers
- Product/service pricing model includes transparent pricing for all customers
- Vendor provides training on safe use and/or maintenance of the product/service
- These product/service attributes do not apply to our company (Skip the remainder of this section)

IBM11.15 Use the field below to describe any innovative technology, distribution or pricing models selected above. [Not Weighted]

IBM11.16 If relevant, how many customers/clients served in the last 12 months qualify as poor or very poor, with incomes below \$2/day? Do not double-count (e.g. if you report 5 households, do not also report the number of individuals in those 5 households). Estimates within +/- 5% acceptable.

Individuals

Households

IBM11.17 What % of customers/beneficiaries qualify as poor or very poor with incomes below \$2.00 per day? Estimates within +/- 5% are acceptable. (See currency converter in help text to get local currency terms) [Heavily Weighted]

Not tracked / unknown

IBM11.18 How much revenue is generated through sale to clients/customers that live on less than \$2/day? [Not Weighted]

Not tracked / unknown

Serving Those In Need (Flow of Capital)

IBM11.1 Describe the beneficiaries or end-users of your products or services and how you characterize them as underserved.
[Not Weighted]

IBM11.2 Do you serve nonprofits through your business activities? If yes, tell us whether those nonprofits serve a majority of:
[Not Weighted]

- Low income, poor and very poor (including either urban or rural poor, and include low-income previously-excluded, disabled, women)
- Minority, previously-excluded, women, disabled, elderly or other underserved (excluding the poor)
- None of the above
- We do not work with non-profits

IBM11.3 How much revenue is generated through sale to above selected nonprofits? [Not Weighted]

IBM11.4 What % of your revenues last fiscal year was generated from services provided to the nonprofits selected above? [Not Weighted]

IBM11.5 This is a calculated question based on your answer from IBM11.2: Do you serve nonprofits through your business activities? And, question IBM11.4: What % of your revenues last fiscal year was generated from services provided to the nonprofits selected above? [Heavily Weighted]

IBM11.6 How many above-selected nonprofits clients do you serve? [Not Weighted]

Basic Services

IBM4.1 Please tell us more about how your product or service creates access to basic services. [Not Weighted]

IBM4.2 Which of the following product or service descriptions best fit your company? [Not Weighted]

- Products/services are used to *support* the provision of basic services to the underserved (e.g. software that helps social service agencies serve those in need better)
- Products/services provide basic services to the underserved without prior access (e.g. clean water to those in need, low-income housing for disaster hit areas)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM4.3 How many customers/clients/beneficiaries were served through the provision of the above products or services during the last 12 months? Please provide figures that are as accurate as possible. Estimates within +/- 5% acceptable. Do not double count (if reporting number of communities, do not also report the number of individuals in that community).

Individuals

Households

Communities

Businesses/Non-Profits

Governments

IBM4.4 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

IBM4.5 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

- IBM4.6 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]
- IBM4.7 This is a calculated question based on your answer from IBM4.2: Which of the following product or service descriptions best fit your company? And, question IBM4.5: What % of your revenues last fiscal year were from the above products or services? [6x]
- IBM4.8 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]
- IBM4.9 Amount of the product sold in the last fiscal year. [Not Weighted]
- IBM4.10 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]
- IBM4.11 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this basic product/service to its client base? Defined outcomes include specific targets that are based on existing literature (improved quality of life, ancillary benefits for customers/clients) that can be measured. [Least Weighted]
- Yes No, not at this time
- IBM4.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]
- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above
- IBM4.13 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]
- Yes No, not at this time N/A
- IBM4.14 Is there something different or innovative about the company's basic product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Health

- IBM5.1 Tell us more about how your product or service improves health outcomes or promotes healthy living. [Not Weighted]

IBM5.2 Which of the following product or service descriptions best fit your company? [Not Weighted]

- Products/services that have reduced human health risks as compared to traditional products, but are used for another purpose (e.g. BPA free water bottles, Low-VOC paints)
- A food that meets FDA guidelines (or similar government body) of "healthy" and replaces an alternative, either in where the product is available (i.e. a low income neighborhood) or in comparison to another product
- Products/services that assist in the delivery of health care, that are widely adopted as a solution by the market (e.g. prescription eye glasses, contraceptives, sterile hospital equipment)
- Products/services promote healthy lifestyles (e.g. herbal medicines/remedies, products that are only used for sport/exercise, yoga)
- Products/services *support* the promotion of health directly to the individual/patient (e.g. drug-tracking technologies, diagnostics, and comprehensive wellness programs)
- Products/services treat or prevent illness or disability (e.g. life-saving medical equipment and services, health clinics, pre-natal care, vaccinations/internationally-approved medications, hospitals)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM5.3 How many customers/clients/beneficiaries were served through the provision of the above products or services during the last 12 months? Please provide figures that are as accurate as possible. Estimates within +/- 5% acceptable. Do not double count (if reporting number of communities, do not also report the number of individuals in that community).

Individuals

Households

Communities

Businesses/Non-Profits

Governments

IBM5.4 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

IBM5.5 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

IBM5.6 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM5.7 This is a calculated question based on your answer from IBM5.2: Which of the following product or service descriptions best fit your company? And, question IBM5.6: What % of your revenues last fiscal year were from the above products or services? [6x]

IBM5.8 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

IBM5.9 Amount of the product or service sold in the last fiscal year. [Not Weighted]

IBM5.10 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

IBM5.11 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this health product/service to its client base? Defined outcomes include specific targets that are based on existing literature (e.g. improved health status, reduced mortality and morbidity, positive behavioral change, improved quality of life) that can be measured. [Least Weighted]

Yes No, not at this time

IBM5.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

N/A

There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)

The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.

The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).

Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference

None of the above

IBM5.13 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

Yes No, not at this time N/A

IBM5.14 Is there something different or innovative about the company's health product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Education

IBM6.1 Please tell us more about how your product or service promotes education or professional development and advancement. [Not Weighted]

IBM6.2 Which of the following product or service descriptions best fit your company? [Not Weighted]

Products/services *support* education and education/professional development initiatives (e.g. educational toys and creative problem-solving games)

Products/services provide ongoing professional development and advancement of knowledge (e.g. training programs for professionals, leadership training, education software, single skill training program or continuing education courses (i.e. CLE course), service learning, outdoor education, study abroad)

Products/services provide essential education coursework or academic development (e.g. primary or secondary school, university, trade school, accredited comprehensive skills/career training, textbooks, etc)

These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM6.3 How many customers/clients/beneficiaries were served through the provision of the above products or services during the last 12 months? Please provide figures that are as accurate as possible. Estimates within +/- 5% acceptable. Do not double count (if reporting number of communities, do not also report the number of individuals in that community).

Individuals

Households

Communities

Businesses/Non-Profits

Governments

IBM6.4 If relevant, provide the average length in number of days of your education program. Provide a brief description on how you calculated this. [Not Weighted]

IBM6.5 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

IBM6.6 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

IBM6.7 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM6.8 This is a calculated question based on your answer from IBM6.2: Which of the following product or service descriptions best fit your company? And, question IBM6.7: What % of your revenues last fiscal year were from the above products or services? [6x]

IBM6.9 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

IBM6.10 Amount of the product or service sold in the last fiscal year. [Not Weighted]

IBM6.11 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

IBM6.12 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this education product/service to its client base? Defined outcomes include specific targets that are based on existing literature (e.g. higher graduation rates, improved life skills, etc.) that can be measured. [Least Weighted]

Yes No, not at this time

IBM6.13 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s).
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM6.14 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No, not at this time N/A

IBM6.15 Is there something different or innovative about the company's education product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Infrastructure/Market Access

IBM7.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

Economic Opportunity/Empowerment

IBM8.1 Tell us more about how your product or service provides or improves economic opportunity and empowerment for individuals and/or communities. [Not Weighted]

I have an internship program that builds leadership and technical skills. I teach my interns to use software related to the construction industry and have them interact, often independently, with clients. Most of my interns have been from underserved communities.

The business model itself supports economic opportunity and empowerment for individuals since my services are geared towards on-the-job training of land development professionals and contractors. I give them the technical assistance and tools necessary to be more confident implementing sustainable stormwater approaches (aka low impact development or LID). The EPA has gone to great lengths to encourage low impact development, so as they complete projects and build skills, this experience is also a marketing opportunity for them in heavily regulated sector.

Many low impact development approaches have been found to have economic and livability benefits to the communities that implement them.

I offer a discounted rate to individuals from underserved communities.

IBM8.2 Which of the following product or service descriptions best fit your company? [Not Weighted]

- Products/services create economic opportunity as a by-product and are designed for another purpose (e.g. worker benefits consulting, affordable quality daycares)
- Products/services create core economic opportunity (i.e. financial literacy, micro-insurance, urban planning, legal services for underserved, employment firms, volunteering programs)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM8.3 How many customers/clients/beneficiaries were served through the provision of the above products or services during the last 12 months? Please provide figures that are as accurate as possible. Estimates within +/- 5% acceptable. Do not double count (if reporting number of communities, do not also report the number of individuals in that community).

Individuals

Households

Communities 8.00

Businesses/Non-Profits 5.00

Governments 12.00

IBM8.4 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

Through who I've invoiced or who have signed up for my classes. This year, I've also included the cities supporting us in creating a template stormwater management manual for Western Oregon.

IBM8.5 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

\$33,529.00

IBM8.6 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM8.7 This is a calculated question based on your answer from IBM8.2: Which of the following product or service descriptions best fit your company? And, question IBM8.5: What % of your revenues last fiscal year were from the above products or services? [6x]

IBM8.8 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]
 N/A

IBM8.9 Amount of the product or service sold in the last fiscal year. [Not Weighted]
 Not tracked / unknown

IBM8.10 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]
 N/A

IBM8.11 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature (e.g. changes in household income, improved quality of life, ancillary benefits for customers/clients, etc.) that can be measured? [Least Weighted]
 Yes No, not at this time

IBM8.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM8.13 If measured, did the results show that the desired outcome is occurring? [Least Weighted]
 Yes No, not at this time N/A

IBM8.14 Is there something different or innovative about the company's products/services that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Green Girl LDS LLC builds capacity in private firms and public agencies. Green Girl LDS LLC makes a point of leveraging past work to provide more cost-effective services and products to clients. This is replicable and is still unique.

Flow of Capital and Capacity Building

IBM9.1 Please tell us more about how your product or service increases the flow of capital and/or provide capacity building to purpose driven enterprises. [Not Weighted]

IBM9.2 Which of the following product or service descriptions best fit your company? [Not Weighted]

- Products/services support the operations of purpose driven enterprises so that they can achieve their mission in a more efficient manner (e.g. technology services for a social service agency, marketing services for local food bank)
- Products/services directly improve the social or environmental impact of businesses or organizations (e.g. consulting services that improve the outcomes of a social service agency, sustainability consulting)
- Products/services primarily designed to raise capital for purpose-driven enterprises (e.g. fundraising campaigns for a social service agency)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM9.3 How many customers/clients/beneficiaries were served through the provision of the above products or services during the last 12 months? Please provide figures that are as accurate as possible. Estimates within +/- 5% acceptable. Do not double count (if reporting number of communities, do not also report the number of individuals in that community).

Individuals

Households

Communities

Businesses/Non-Profits

Governments

IBM9.4 Please provide a brief description of how you track your customer/client/beneficiary figures. [Not Weighted]

IBM9.5 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

IBM9.6 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM9.7 This is a calculated question based on your answer from IBM9.2: Which of the following product or service descriptions best fit your company? And, question IBM9.5: What % of your revenues last fiscal year were from the above products or services? [6x]

IBM9.8 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

IBM9.9 Amount of the product or service sold in the last fiscal year. [Not Weighted]

IBM9.10 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

IBM9.11 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature (e.g. improved fundraising track records, ancillary benefits for customers/clients, etc.) that can be measured. [Least Weighted]

- Yes
- No, not at this time

IBM9.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM9.13 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No, not at this time N/A

IBM9.14 Is there something different or innovative about the company's product/service that support flow of capital that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Community Business Models - Practices

Supply Chain

IBM13.1 Does your company's supply chain-focused model support income generation through: [Not Weighted]

- Ensuring fair wages are paid to suppliers in low-income, poor or very poor markets (If Yes, complete IBM13.2 - IBM13.12)
- Investing and sourcing from small-scale suppliers (fewer than 50 employees) (If Yes, complete IBM13.13 - IBM13.21)
- Neither - If neither, skip to the next section of questions

IBM13.2 Fair Wages: Which of the following statements best reflects how you ensure that fair wages are paid to suppliers in low-income, poor or very poor markets: (Check only one) [Not Weighted]

- Suppliers have been verified/reviewed by your company for fair wages and labor practices in the past 2 years, or company is a member of a fair trade organization and commits to adhering to a 3rd party standard around fair trade and labor practices
- Suppliers have had a third-party on-site verification of fair wages and labor practices in the past 2 years
- Suppliers have a current third-party certification that ensures fair wage standards are met
- None of the above (skip to IBM13.13 or skip the remaining questions in this section)

IBM13.3 What % of your cost of materials is from products that have the potential to be fair-trade or fair-wage certified? [Not Weighted]

IBM13.4 What % of those materials are certified fair-trade or verified to pay a fair wage? [Not Weighted]

IBM13.5 This is a calculated question based on your answer from IBM13.2: Which of the following statements best reflects how you ensure that fair wages are paid to suppliers in low-income, poor or very poor markets? And, question IBM13.4: What % of those materials are certified fair-trade or fair-wage? [Most Heavily Weighted]

IBM13.6 What is the total cost of materials sourced through channels that are certified or verified to pay fair wages? [Not Weighted]

IBM13.7 Does your company primarily source directly from individual suppliers or groups of individuals, i.e. cooperatives? [Not Weighted]

Yes No

IBM13.8 What is the number of fair-wage verified suppliers that sold to the company during the last 12 months? Report individuals and/or businesses; do not double-count (i.e. - don't count individuals that work for reported businesses).

Supplier Individuals

Businesses

IBM13.9 Do you track the premium paid to suppliers? [Least Weighted]

Yes No

IBM13.10 If yes, what is the average premium paid to suppliers in the last year (either on product or wage)? [Not Weighted]

IBM13.11 Describe in the text box the methodology your company uses to calculate producer price premium. [Not Weighted]

IBM13.12 Is there something different or innovative about the company's approach to fair-trade sourcing that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

IBM13.13 Small-scale Suppliers: Which of the following statements are true about your supply chain? Check all that apply. [Not Weighted]

Work with suppliers to evaluate how their product or production process can be improved/strengthened to provide a better product

Training or technical assistance is provided to a majority of suppliers (suppliers that have fewer than 50 employees)

Input materials come from a relationship where the contract price was partially or fully paid in advance to significant suppliers (including loans through a partner organization)

Input materials come from a relationship where contracts are signed and executed for the next year with significant suppliers.

Company's suppliers are fair-trade certified

None - If selected, skip the remaining questions in this section

IBM13.15 What % of your total cost of materials (excluding labor) are sourced through small-scale suppliers highlighted in IBM13.13 above? [Not Weighted]

IBM13.16 This is a calculated question based on your answer from IBM13.13: Which of the following are true about your supply chain? And, question IBM13.15: What % of your total cost of materials (excluding labor) are sourced through small-scale suppliers (i.e. suppliers or cooperatives with supplier members that have fewer than 50 employees)? [Most Heavily Weighted]

IBM13.17 How many small-scale suppliers were supported/sourced by the company during the last 12 months? Report individuals and/or businesses; do not double-count (ie - don't count individuals that work for reported businesses).

Supplier Individuals

Businesses

IBM13.18 Are any of the following statements true? [Least Weighted]

- Our company tracks the number of jobs that have been created through the small-scale suppliers we work with
- Training or technical assistance provided by our company has resulted in a quantifiable increase in productivity/efficiency of small-scale suppliers (must be demonstrable)
- Our company has supported a majority of our suppliers to obtain fair-trade (or similar) certification
- None of the above

IBM13.19 Does your company track the impact of your work with small-scale suppliers on the lives of suppliers' employees? [Least Weighted]

- Yes No

IBM13.20 If yes, please explain how. [Not Weighted]

IBM13.21 Is there something different or innovative about the company's approach to sourcing from small-scale suppliers that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

Microfranchise/Microdistribution Introduction

IBM14.1 Does your company sell products or services through a microfranchise (sales through the creation of branded, owner-operated micro-businesses with fewer than 10 employees) or microdistribution (sales through a distribution network of independent sales representatives/agents) model that provide income generation opportunities for low-income individuals or individuals from chronically underemployed communities? Check only one. Based on your response to this question, complete either the Microfranchise section (IBM15) or the Microdistribution section (IBM16). [Not Weighted]

- Microfranchise - My company uses a microfranchise model to distribute its products/services (If Yes, complete IBM15.1 - IBM15.9 below)
- Microdistribution - My company uses a microdistribution model to distribute its products/services (If Yes, complete IBM16.1 - IBM16.8 below)

Microfranchise

IBM15.1 Does your microfranchise model include the following: [Not Weighted]

- On-going product and operations training provided for all franchisees
- Training goes beyond basic operational/financial skills needed to operate the franchise
- At least 50% of franchisees are located in rural or urban poor areas
- Cost-sharing or inventory structure of branded product offerings
- Franchisees are micro- or small-businesses (fewer than 50 employees)
- Franchisees are low income, poor or very poor individuals, or individuals from chronically underemployed communities
- The franchisee must have at least 50% ownership stake in their business

IBM15.2 Did you select at least 5 of the 7 above statements? [Not Weighted]

- No (less than 5 statements selected) - Skip the remaining questions in this section
- Yes, 5 or more statements selected (If Yes, complete IBM15.3 - IBM15.9)

IBM15.3 How much (in currency terms) is generated from sales through microfranchisees highlighted in IBM15.1 above? [Not Weighted]

IBM15.4 What % of total business is generated through microfranchisees highlighted in IBM15.1 above? [6x]

- 0%
- 1-15%
- 16-30%
- 31-50%
- 51%+

IBM15.5 How many micro-franchisees were in your company's distribution network during the last 12 months? If possible, provide one figure at the "business" micro franchise level. Do not double-count (i.e. - if you report 3 businesses, do not also report the number of individuals that are employed by those businesses).

Micro-entrepreneur Individuals

Microenterprises

IBM15.6 Are pricing / financial agreements intended to lift microfranchises out of poverty through any of the following approaches: [Not Weighted]

- Cost-sharing for start-up expenses or inventory
- Royalties/pricing for all products for all microfranchises <4% of sales or <15% of franchisee margin (use the higher of two numbers)
- Royalties/pricing for all products for all microfranchises <6% of sales or <30% of franchisee margin (use the higher of two numbers)
- None

IBM15.7 Is there something different or innovative about the company's approach to micro-franchises that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

IBM15.8 Do you track how income levels change over time for microfranchisees? [Least Weighted]

- Yes
- No

IBM15.9 If yes, by what % did household or personal income rise during the last year for franchisees? [Not Weighted]

Microdistribution

IBM16.1 Does your microdistribution model include the following: [Not Weighted]

- Microdistributors are small and independently-owned businesses (fewer than 50 workers) or smaller (including sole proprietors)
- Microdistributors are low income, poor or very poor individuals, or individuals from chronically underemployed or underserved communities
- Income from distribution of your company's product or service comprises at least half (50%) of microdistributors' total business income
- Microdistributors receive training in order to effectively sell product/service
- None of the above

IBM16.2 Did you select 3 of the 4 statements above? [Not Weighted]

- No (less than 3 statements selected) - If no, skip the remaining questions in this section.
- Yes, 3 or more statements selected (If Yes, complete IBM16.3 - IBM16.8)

IBM16.3 What amount of total revenues is generated from sales through microdistributors highlighted in IBM16.1 above? [Not Weighted]

IBM16.4 What % of total business is generated through microdistributors highlighted in IBM16.1 above? [6x]

- 0%
- 1-15%
- 16-30%
- 31-50%
- 51%+

IBM16.5 How many micro-distributors were in your company's distribution network during the last 12 months? If possible, provide one figure at the "individual" micro distributor. Do not double-count (i.e. - if you report 3 businesses, do not also report the number of individuals that are employed by those businesses).

Micro-entrepreneur Individuals

Microenterprises

IBM16.6 Do you track how income levels change over time for the microdistributors in your network? [Least Weighted]

- Yes
- No

IBM16.7 If yes, by what % did household or personal income rise during the last year for the average microdistributor [Not Weighted]

IBM16.8 Is there something different or innovative about the company's approach to micro-distribution that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

Producer Cooperative

IBM17.1 Is your company a producer cooperative where owners are small (<50 workers) supplier members who organize production? (e.g. an agriculture or artisanal cooperative) [Not Weighted]

- Yes
- No

IBM17.2 If yes, what % of cooperative members are from low income, poor and very poor populations? [Heavily Weighted]

- <39%
- 40-49%
- 50-59%
- 60-69%
- 70-79%
- 80%+

IBM17.3 Are any of the following provided to members of the cooperative? [Least Weighted]

- Specialized training to boost productivity (at least 1x per year)
- Benefits for cooperative members such as health insurance, retirement/401k plans
- Additional training that focuses on life skills - financial literacy, professional development
- Specialized training related to social and environmental impact
- None

IBM17.4 What is the amount of total cost of materials purchased from co-op members in the last fiscal year? [Not Weighted]

IBM17.5 What % of cost of materials was purchased from small (<50 workers) co-op members in the last fiscal year? [Heavily Weighted]

- <39%
- 40-49%
- 50-59%
- 60-69%
- 70-79%
- 80%+

IBM17.6 How many cooperative members currently have an ownership interest in the company? [Not Weighted]

IBM17.7 Do you track change in household income or price premiums paid to cooperative members? [Least Weighted]

- Yes
- No

IBM17.8 If yes, what is the compound annual year over year increase in household or price premiums paid to cooperative members? [Not Weighted]

IBM17.9 Is there something different or innovative about the company's approach to being a producer cooperative that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

Charitable Giving

IBM18.1 Are any of the following statements true? 1. More than 20% of the company is owned by a non-profit. 2. The company has a formal written commitment to annually give greater than 20% of its profits to charitable partners (including pro bono or in-kind donations) or it has a requirement to give at least 2% of revenues to charitable partners, and/or has an associated non-profit/foundation. [Not Weighted]

- Yes
- No - Skip the remaining questions in this section

IBM18.2 How much was donated during the last fiscal year? Please respond with the currency selected in GV1.2. [Not Weighted]

IBM18.3b If yes, what % of the company is owned by a non-profit, or what % of profits or revenues did the company donate to charity (including in-kind donations or pro bono time) last fiscal year? Please select the lesser of % of profits or % of sales that the company donated last fiscal year in each answer [6x]

- 1-19% profits/ownership or 1-4.9% sales
- 20-29% profits/ownership or 5-7.4% sales
- 30-39% profits/ownership or 7.5-9.9% sales
- 40-49% profits/ownership or 10-12.4% sales
- 50%+ profits/ownership or 12.5%+ sales
- My company established a non-profit/foundation that is associated with the business through on-going activities to which we are mandated to provide a majority of funding and we donate at least 10% of profits (or 2% of sales) annually.

IBM18.4 Does your company do any of the following? [Less Weighted]

- Play a leadership role with recipient charitable organizations (e.g. board or advisory board participation)
- Use a 3rd party screen to ensure that recipient organizations are values aligned
- Use a 3rd party screen to ensure that recipient organizations are efficiently allocating resources (i.e. Guidestar, Charity Navigator)
- None of the above

IBM18.5 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

IBM18.6 Has your company defined the outcomes (separate from the outputs) it seeks through your donations? Defined outcomes include specific targets that are based on existing literature (improved quality of life, ancillary benefits for customers/clients) that can be measured. [Least Weighted]

- Yes No, not at this time

IBM18.7 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM18.8 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No, not at this time N/A

IBM18.9 Is there something different or innovative about the company's approach to charitable-giving that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

Local

IBM19.1 Is your company a community based business, focused on serving your local economy? [Not Weighted]

Yes No

IBM19.2 If yes, please indicate which of the following statements below are true. [Not Weighted]

- More than 75% of the company's ownership is located locally (within 200mi / 322km) to at least 2/3 of the workforce
- Company's headquarters or main production facility is located locally to where 75% of end product is used
- More than 75% of the company's significant suppliers are independent companies located locally to the company's headquarters or main production facilities
- More than 50% of the company's significant suppliers are independent companies located locally to where the end product is used
- More than 50% of company's raw materials (in dollar value) are grown or harvested within 200mi / 322km of where end product is used
- The company banks with a local and independent institution or a local institution that has at least 50% of their loans/deposits coming from or to local sources (within 3 states if in The U.S. and within 300km if in another country)
- The company contributes 5% of profits or more to local charities

IBM19.3 How many of the above statements in the above question are true about your business? [6x]

- 3 or fewer of the 7 statements above
- 4 of the 7 statements above
- 5 of the 7 statements above
- 6 of the 7 statements above
- 7 of the 7 statements above

IBM19.4 During the last fiscal year, how much did your company source (in currency terms) from local, independent suppliers? [Not Weighted]

IBM19.5 During the last fiscal year, how much in revenues was generated through sales to local consumers? [Not Weighted]

IBM19.6 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

IBM19.7 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to your client base? Defined outcomes include specific targets that are based on existing literature (e.g. improved quality of life, ancillary benefits for customers/clients, etc.) that can be measured. [Least Weighted]

Yes No, not at this time

IBM19.8 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g. randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM19.9 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No No, not at this time

IBM19.10 Is there something different or innovative about the company's approach to local economic development that has changed the industry? Is this something replicable, unique at the time it was created, and that has been emulated by other organizations? Please explain. [Not Weighted]

Environmental Business Model - Products & Services Introduction

Environment P&S Introduction

IBM20.1 In what way or ways does your product/service conserve the environment? Please select ONE option per product line. You may select an additional option if your product line has two separate environmental attribute.

Yes No

- Provides or is powered by renewable energy or cleaner-burning energy than market alternatives (e.g. solar panel manufacturers/installers, hybrid vehicles)
- Conserves resources (e.g. water recycling systems, energy efficient appliances)
- Reduces waste (e.g. recycling technology/services, products made of recycled or compostable input materials)
- Conserves land or wildlife (e.g. land protection or reforestation services, sustainably harvested agricultural products)
- Reduces or is made of less toxic/hazardous substances (e.g. brownfield remediation services, organic food, non-toxic cleaners)
- Educates, measures, researches, or provides information to solve environmental problems (e.g. environmental consulting or auditing)

IBM20.2 Does your product or service have any third-party certifications? If so, please list certifications. To meet the definition of a qualified third-party certification, the certification must be independently verified, be standards-based, and have those standards be transparent. [Not Weighted]

Environmental Business Models - Products & Services

Renewable or Cleaner-burning Energy

IBM21.1 Tell us more about how your product or service provides or is powered by renewable energy or cleaner-burning energy than market alternatives. [Not Weighted]

IBM21.2 Which of the following product or service descriptions apply? [Not Weighted]

- Product/service is self-powered by fossil fuel-based energy that is cleaner-burning than market alternatives (e.g. LPG-powered car; natural gas burning heater)
- Product/service is self-powered by non-fossil fuel renewable energy (e.g. solar-powered lantern)
- Product/service provides or contributes to the provision of fossil fuel-based energy that is cleaner-burning than market alternatives (e.g. LPG distribution)
- Product/service provides or contributes to the provision of non-fossil fuel renewable energy (e.g. solar panel installation or manufacturing; wind turbine manufacturing)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM21.3 Which of the following renewable energy types are provided by product/service? [Not Weighted]

- Solar
- Wind
- Biodiesel/biomass (please specify type)
- Small-scale hydro
- Other

IBM21.4 Has the company's renewable energy products/services received a third-party verification or certification for carbon offsets? [Least Weighted]

- Certified emission reduction credits (verified and registered by United Nations)
- Verified emission reductions credits ("unofficial" carbon credits, not allocated by the UN)
- Renewable energy credits or local equivalent (third-party verified units of renewable energy)
- None of the above

IBM21.5 If tracked, what was the total or per use number of metric tons of carbon (CO₂) off-set or saved by use of your product or service during the last 12 months? Also, provide any of the following, if tracked:

Metric tons of CO₂ saved/off-set

kWh generated with cleaner alternative

Liters of water saved/off-set

Metric tons of waste saved from landfill or incineration

IBM21.6 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

IBM21.7 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM21.8 This is a calculated question based on your answer from IBM21.2: Which of the following product or service descriptions apply? And, question IBM21.7: What % of your revenues last fiscal year were from the above products or services? [6x]

IBM21.9 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

IBM21.10 Amount of the product sold in the last fiscal year. [Not Weighted]

IBM21.11 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

IBM21.12 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature that can be measured. [Least Weighted]

Yes No, not at this time

IBM21.13 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

N/A

There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)

The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.

The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).

Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference

None of the above

IBM21.14 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

Yes No, not at this time N/A

IBM21.15 Is there something different or innovative about the product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Energy & Water Efficiency

IBM22.1 Tell us more about how your product or service reduces energy and/or water use. [Not Weighted]

Green Girl LDS LLC offers a class on landscape strategies to reduce energy demand and educates professionals on incorporating these practices when possible on projects.

Our company offers classes and runs volunteer efforts on restoring soil, which is a very effective practice for reducing water demand.

When working with landscape professionals, I encourage the use of water-efficient irrigation systems.

IBM22.2 Which of the following product or service descriptions apply? [Not Weighted]

- Product or services uses less energy and/or water than market alternatives but is designed for another purpose (e.g. EnergyStar/energy-efficient appliances; low-flow shower heads)
- Product/services contributes to the general conservation of energy and/or water (e.g. energy/water use assessment consulting or software; water recycling systems)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM22.3 What is the average % energy reduction achieved by the product or service? [Not Weighted]

Not tracked / unknown

IBM22.4 What is the average % water reduction achieved by the product or service? [Not Weighted]

Not tracked / unknown

IBM22.5 If tracked, what was the total or per use number of metric tons of carbon (CO₂) off-set or saved by use of your product or service during the last 12 months? Also, provide any of the following, if tracked:

Metric tons of CO₂ saved/off-set

kWh generated with cleaner alternative

Liters of water saved/off-set

Metric tons of waste saved from landfill or incineration

IBM22.6 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

Not tracked / unknown

IBM22.7 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM22.8 This is a calculated question based on your answer from IBM22.2: Which of the following product or service descriptions apply? And, question IBM22.7: What % of your revenues last fiscal year were related to the above products or services? [6x]

IBM22.9 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

N/A

IBM22.10 Amount of the product sold in the last fiscal year. [Not Weighted]

N/A

IBM22.11 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

N/A

IBM22.12 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature that can be measured. [Least Weighted]

- Yes
- No, not at this time

IBM22.13 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM22.14 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No, not at this time N/A

IBM22.15 Is there something different or innovative about the product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

- N/A

Waste Reduction

IBM23.1 Tell us more about how your product or service reduces waste output. [Not Weighted]

Green Girl LDS LLC provides technical assistance, outreach, and education on using natural, local materials and using those materials in the most efficient manner. Compost from yard waste is a common material that's reused in projects.

IBM23.2 Which of the following product or service descriptions apply? [Not Weighted]

- Product/services uses recycled, used, or compostable input materials (e.g. recycled paper; used furniture; compostable bags)
- Product/service directly reduces overall waste (e.g. recycling programs, services, and technologies; composting)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM23.3 What is the % of recycled input materials (by weight or volume) in product or offered through service? [Not Weighted]

- Not tracked / unknown

IBM23.4 What is the average % waste reduction achieved by the product or service? [Not Weighted]

- Not tracked / unknown

IBM23.5 If tracked, what was the total or per use number of metric tons of carbon (CO₂) off-set or saved by use of your product or service during the last 12 months? Also, provide any of the following, if tracked:

Metric tons of GHG/CO₂ equivalent

kWh saved/off-set

Metric tons of waste saved from landfill or incineration

Liters of water saved/off-set

IBM23.6 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

- Not tracked / unknown

IBM23.7 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM23.8 This is a calculated question based on your answer from IBM23.2: Which of the following product or service descriptions apply? And, question IBM23.7: What % of your revenues last fiscal year were related to the above products? [6x]

IBM23.9 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

N/A

IBM23.10 Amount of the product sold in the last fiscal year. [Not Weighted]

N/A

IBM23.11 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

N/A

IBM23.12 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature that can be measured. [Least Weighted]

Yes No, not at this time

IBM23.13 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

N/A

There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)

The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.

The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).

Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference

None of the above

IBM23.14 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

Yes No, not at this time N/A

IBM23.15 Is there something different or innovative about the product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Land/wildlife Conservation

IBM24.1 Tell us more about how your product or service conserves natural resources [Not Weighted]

Green Girl LDS LCC provides technical assistance, education, and outreach on urban restoration using native plants and reforestation, from back yards to larger open spaces.

IBM24.2 Which of the following product or service descriptions apply? [Not Weighted]

- Product/service requires specific practices to ensure the sustainable harvesting or use of natural products and materials (i.e. FSC certified paper; MSC seafood; shade-grown coffee)
- Product/ service directly prevents environment/ecosystem degradation (i.e. protected parks; wildlife management services)
- Product/service improves natural environments previously damaged by degradation (i.e. reforestation; endangered species repopulation)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM24.3 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

Not tracked / unknown

IBM24.4 What % of your revenues last fiscal year were from the above products or services? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM24.5 This is a calculated question based on your answer from IBM24.2: Which of the following product or service descriptions apply? And, question IBM24.5: What % of your revenues last fiscal year were related to the above products or services? [6x]

IBM24.6 If tracked, what was the total or per use number of metric tons of carbon (CO2) off-set or saved by use of your product or service during the last 12 months? Also, provide any of the following, if tracked:

Metric tons of GHG/CO2 equivalent 28.00

Number of hectares protected

Number of wildlife species protected/saved

Metric tons of waste saved from landfill or incineration

Liters of water saved/off-set

IBM24.7 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

N/A

IBM24.8 Amount of the product sold in the last fiscal year. [Not Weighted]

N/A

IBM24.9 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

N/A

IBM24.10 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature that can be measured. [Least Weighted]

- Yes
- No, not at this time

IBM24.11 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM24.12 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No, not at this time N/A

IBM24.13 Is there something different or innovative about the product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Toxic/hazardous Substance Reduction, Pollution Prevention & Remediation

IBM25.1 Tell us more about how your product or service reduces use of toxic or hazardous substances, prevents pollution or remediates discharges to air, land or water [Not Weighted]

Green Girl LDS LCC provides technical assistance, education, and outreach on reducing the use of toxics in landscapes. We restore soils to reduce the use of pesticides and herbicides and also offer environmentally friendly alternatives for other land cover maintenance practices such as avoiding mossicides on roofs or coal-tar based sealants for asphalt.

IBM25.2 Which of the following product or service descriptions apply? [Not Weighted]

- Product/services uses less toxic/hazardous chemicals or materials than market alternatives but is designed for another purpose (i.e. non-toxic cleaners, organic/non-GMO food, integrated pest management for agriculture)
- Product/service directly prevents pollution or hazardous discharge (i.e. pollution management technologies)
- Product/service remediates environmental damage after discharges to air, land or water (i.e. brownfield remediation, oil spill clean-up)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM25.3 What is the average % toxic/hazardous material reduction or pollution prevention (by weight or volume) achieved by the product or service? [Not Weighted]

- Not tracked / unknown

IBM25.4 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

- Not tracked / unknown

IBM25.5 What % of your revenues last fiscal year were related to the above products? [Not Weighted]

IBM25.6 This is a calculated question based on your answer from IBM25.2: Which of the following product or service descriptions apply? And, question IBM25.6: What % of your revenues last fiscal year were related to the above products? [6x]

IBM25.7 If tracked, what was the total or per use number of metric tons of carbon (CO2) off-set or saved by use of your product or service during the last 12 months? Also, provide any of the following, if tracked:

Metric tons of GHG/CO2 equivalent

kWh saved/off-set

Metric tons of waste saved from landfill or incineration

Liters of water saved/off-set

IBM25.8 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

N/A

IBM25.9 Amount of the product sold in the last fiscal year. [Not Weighted]

N/A

IBM25.10 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

N/A

IBM25.11 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature that can be measured. [Least Weighted]

Yes No, not at this time

IBM25.12 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

N/A

There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)

The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) - e.g., customer surveys, stakeholder feedback forums, qualitative interviews/case studies.

The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).

Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference

None of the above

IBM25.13 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

Yes No, not at this time N/A

IBM25.14 Is there something different or innovative about the company's basic product or service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

Education, measurement and consulting

IBM26.1 Tell us more about how your product or service educates, quantifies, or provides strategic advice to solve environmental problems [Not Weighted]

Green Girl LDS LCC provides technical assistance, education, and outreach on an array of environmental issues that relate to air and land quality with a focus on water quality.

IBM26.2 Which of the following product or service descriptions apply? [Not Weighted]

- Products or services that offer or promote access to general knowledge about environmental sustainability and resource use for individuals or organizations (e.g. books, environmental resource guides, carbon credit platforms)
- Products or services that offer access to highly specialized information on environmental science topics or pursue rigorous scientific inquiry (e.g. environmental research labs)
- These descriptions do not apply to our company's product/service (Skip the remainder of this section)

IBM26.3 What were your total revenues last fiscal year from the above products or services? [Not Weighted]

Not tracked / unknown

IBM26.4 What % of your revenues last fiscal year were related to the above products? This % is automatically calculated by clicking the Refresh Calculation button below. [Not Weighted]

IBM26.5 This is a calculated question based on your answer from IBM26.2: Which of the following product or service descriptions apply? And, question IBM26.5: What % of your revenues last fiscal year were related to the above products or services? [6x]

IBM26.6 If tracked, what was the total or per use number of metric tons of carbon (CO₂) off-set or saved by use of your product or service during the last 12 months? Also, provide any of the following, if tracked:

Metric tons of GHG/CO₂ equivalent

kWh saved/off-set

Metric tons of waste saved from landfill or incineration

Liters of water saved/off-set

Number of hectares protected

IBM26.7 What is the unit of measure for reporting the units sold, produced, exported or installed by the company? [Not Weighted]

N/A

IBM26.8 Amount of the product sold in the last fiscal year. [Not Weighted]

N/A

IBM26.9 Please describe how desired outcomes have been defined, measured and/or met by your company. If no formal outcomes measurement, select N/A below. [Not Weighted]

N/A

IBM26.10 Has your company defined the outcomes (separate from the outputs) it seeks through the provision of this product/service to its client base? Defined outcomes include specific targets that are based on existing literature that can be measured. [Least Weighted]

- Yes
- No, not at this time

IBM26.11 If you answered yes above, select all of the relevant options regarding evidence on ability to meet desired outcomes. [Least Weighted]

- N/A
- There is credible secondary research that supports the link between the company's desired output(s) and the targeted societal outcome(s)
- The company has conducted or participated in its own primary research to 'support' the link between its output(s) and the target societal outcome(s) e.g. customer surveys, stakeholder feedback forums, qualitative interviews/case studies.
- The company has participated in a study that is scientifically designed to support the link between its output(s) and the target societal outcome(s) (e.g.- randomized controlled trial (RCT) or longitudinal study).
- Company's innovation or product is too early stage to have conducted primary research or have a body of secondary research to reference
- None of the above

IBM26.12 If Option 3 or 4 are selected, did the results affirm that a desired outcome is being achieved? [Least Weighted]

- Yes No, not at this time N/A

IBM26.13 Is there something different or innovative about the product/service that has changed the industry? Is this something that is replicable, unique at the time that it was created, that has been emulated by other organizations? [Not Weighted]

- N/A

Green Investing

IBM28.1 Does your fund explicitly target or have a preference for investments with any of the following environmentally focused business models? [Not Weighted]

- Companies whose product or service is designed to promote use of renewable or cleaner-burning energy (e.g. solar lanterns, wind turbine manufacturing)
- Companies whose product or service is designed to enhance water and energy use efficiency (e.g. EnergyStar appliances, energy/water use assessment software)
- Companies whose product or service is designed to reduce waste (e.g. recycled paper, composting)
- Companies whose product or service is designed to conserve land or wildlife (e.g. shade grown coffee, protected parks, reforestation)
- Companies whose product or service is designed to reduce use of toxic chemicals or materials (e.g. organic farming, pollution management technologies, brownfield remediation)
- Companies whose product or service provide environmental education, measurement or consulting services (e.g. environmental research labs)
- Companies whose production practices are designed to conserve the environment
- None of the above

IBM28.2 What % of the institution's total assets under management are invested in the above selected sectors? [Equally Weighted]

IBM28.3 If tracked, what was the total or per use number of metric tons of carbon (CO2) off-set or saved by your portfolio companies the last 12 months? Also, provide any of the following, if tracked:

Metric tons of GHG/CO2 equivalent

kWh saved/off-set

Metric tons of waste saved from landfill or incineration

Liters of water saved/off-set

Number of hectares protected

Disclosure Questionnaire

Disclosure Questionnaire

Industries

DQ1.1 Please indicate if the company is involved in production of or trade in any the following. Select Yes for all options that apply.

Yes No

- Any product or activity deemed illegal under host country laws or regulations or international conventions and agreements
- Gambling
- Pharmaceuticals subject to international phase-outs or bans
- Payday lending
- Pornography
- Wildlife or wildlife products regulated under the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES)

DQ1.2 If you selected "Yes" above, please provide a detailed explanation of the company's involvement here. [Not Weighted]

Practices

DQ2.1 Please indicate if the following statements are true regarding whether or not the company engages in the following practices. Check all that apply. If the statement is true, select "True." If false, select "False."

True False

- Company formally registered in accordance with domestic regulations
- Company has not reduced or minimized taxes through the use of corporate shells or structural means
- Company facilities are not located adjacent to or in sensitive ecosystems
- Company or company suppliers do not use any workers who are prisoners

DQ2.2 If you selected "False" above, please provide a detailed explanation of the company's engagement in these practices here. [Not Weighted]

Outcomes

DQ3.1 Please indicate if the following statements are true regarding if the company has experienced any of the following in the past 5 years. Check all that apply. If the statement is true, select "True." If false, select "False."

- | True | False | Don't know | |
|----------------------------------|-----------------------|-----------------------|--|
| <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | Company and Significant Suppliers have not had an operational or on-the-job fatality |
| <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | Company and Significant Suppliers' sites have not experienced any accidental discharges to air, land or water of hazardous substances |
| <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | No construction or operation of company and Significant Suppliers' facilities resulted in physical resettlement or economic displacement involving 5,000 or more people near your facility |
| <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | No material litigation against company |
| <input checked="" type="radio"/> | <input type="radio"/> | <input type="radio"/> | Company has not filed for bankruptcy |

DQ3.2 If you selected "False" above, please provide a detailed explanation of the company's experience related to the above statement here. [Not Weighted]

Penalties

DQ4.1 Please indicate if the company has had any formal complaint to a regulatory agency or been assessed any fine or sanction in the past five years for any of the following practices or policies. Check all that apply.

- | Yes | No | |
|-----------------------|----------------------------------|--|
| <input type="radio"/> | <input checked="" type="radio"/> | Diversity and equal opportunity |
| <input type="radio"/> | <input checked="" type="radio"/> | Environmental issues |
| <input type="radio"/> | <input checked="" type="radio"/> | Financial reporting |
| <input type="radio"/> | <input checked="" type="radio"/> | Geographic operations or international affairs |
| <input type="radio"/> | <input checked="" type="radio"/> | Investments or Loans |
| <input type="radio"/> | <input checked="" type="radio"/> | Labor issues (internal and supply chain) |
| <input type="radio"/> | <input checked="" type="radio"/> | Marketing |
| <input type="radio"/> | <input checked="" type="radio"/> | Political contributions |
| <input type="radio"/> | <input checked="" type="radio"/> | Taxes |
| <input type="radio"/> | <input checked="" type="radio"/> | Bribery, fraud or corruption |

DQ4.2 If you selected "Yes" above, please provide a detailed explanation of the complaint/fine/sanction here. [Not Weighted]

