



The Social & Environmental Benefits Delivered by Green Girl Land Development Solutions LLC 2015 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. 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 performance¹⁷”. 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.

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.

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

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

- Fourteen (14) clients (an 87% increase from 2014) applied sustainable principles as a direct result of our collaboration
- on a total of ten (10) different sites (a 40% increase from 2014)
- Water quality impacts were reduced from a total of 5.1 acres (not tracked in 2014).
- A plan was created for projects expected to build in 2016 to reduce water quality impacts from another 0.8 acres (not tracked in 2014).
- Total acres managed = 5.9 acres
- Ten (10) towns or city jurisdictions benefitted socially and environmentally (a 150% increase from 2014)



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/hhwb/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 (0% change from 2014) employed GGLDS and five (5) non-profit partners (not tracked in 2014) invited GGLDS to volunteer providing education and outreach services.
- A total of 408 (not tracked in 2014) people attended workshops or were engaged.



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 companies striving for the goals.

This is a quote from John Streur, President and Chief Executive Officer, Calvert Investments, Inc:

“In an effort to mitigate this issue and foster the long term sustainability and justice of our global economic system, many of the world’s leaders participated with the United Nations (“UN”) to design and implement a 15-year plan to create the kind of economic development (<http://www.calvert.com/media-relations/press-releases/calvert-ceo-participates-in-the-un-sustainabledevelopment-summit>) that should benefit the poorest people in the world, preserve opportunities for future generations, and provide stewardship to the environment. This effort, which kicked-off at the UN Summit earlier this month, involves bringing together private enterprise, governments, NGOs, development banks and people of all walks of life to achieve the “Sustainable Development Goals 2015” (SDGs). These goals include: eliminating extreme poverty, eliminating extreme hunger, fostering good health for all, promoting gender equality, and creating environmental sustainability and peace and stability throughout the world. The SDGs impact residents of every country in some manner, but no one more acutely than the denizens of the developing and emerging nations.

It was my privilege, as Calvert’s CEO, to be invited to the Summit, as one of 350 global leaders asked to participate in the development of this critical 15-year sustainability plan. During the course of this event, I announced that Calvert Investments would lead a project (<http://www.calvert.com/perspective/social-impact/calvert-un-sustainable-development-goals>) to map the Sustainable Development Goals to standards that companies can be measured by, and that investors may look to in order to understand which companies are helping to create sustainable, responsible growth.²”

Calvert Investments has recently abandoned the advocacy model for companies who are not already working in sustainable ways.

Metric: For the year of 2014, paid in 2015, Green Girl was unable to invest in this account, due to a lack of funds after paying business and personal bills. My spouse has just returned to work, after a two-year break to recover from being hit by an inattentive driver while riding his bike. We should have funds in 2016 to invest in this again.

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.

²Calvert Solution Strategies. Sept 30, 2015 Annual Report. Retrieved from: <http://www.calvert.com/NRC/literature/documents/ann-solution.pdf> .



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, who qualified as a member of disadvantaged community, a white woman student getting her Master's degree from Portland State University.

In a related effort, Maria Cahill of Green Girl volunteered on the Education Committee for the Alberta Street Project, a gentrification study of the Albina neighborhood in Portland, Oregon, which was performed by African-American high school students from the neighborhood. Maria provided tours of infrastructure and a presentation that provided an overview of careers in engineering, planning, and architecture. She also taught students how to use software to create maps and graphics.

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)
- Jamie Stamberger, Stamberger Outreach and Consulting, Consultant
- Karen Wolfgang, Independence Gardens, Landscape Contractor
- Laura Standridge, Standridge Design, Inc., Professional Engineer
- Naim Hassan, Naim Hassan Photography, Photographer

Goods

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

Metric:

- 100% of all services, and subcontracting purchased this year were from disadvantaged businesses.
- 93% of all goods (including meals) were from locally owned stores and small businesses (a 21% increase from 2014)
- 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: The Green Girl office is powered by 100% green power from PGE using their “Green Source” payment option (<https://www.portlandgeneral.com/residential/power-choices/renewable-power/green-source>). The energy portfolio for this is 98% new wind, 1% new solar, and 1% new geothermal energy.

5. Purchasing carbon offsets for whatever footprint is left.

Metric: Calculating offsets using the Oregon Department of Environmental Quality’s “Oregon Carbon Calculator³”, my personal and work related carbon is about 23 metric tons of CO₂ (a 17% decrease from 2013 when it was last calculated, since we had fewer flights and moved into a smaller house). Using CarbonFund’s personal calculator yielded a much smaller footprint (15 metric tons) and is likely not as accurate as the more locally based and apparently more comprehensive DEQ’s.

Metric: 100% of GGLDS’ carbon footprint, twenty-three (23) metric tons of CO₂, were 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
- The Alberta Street Project
- Oregon Community Trees
- Colorlines

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



- The Intertwine
- Applied Research Center (Race Forward)
- Carbon Fund

Metric: Charitable contributions accounted for 4% of Green Girl profits.

Third Party Standard Comparison

Upon completion of the assessment, Green Girl earned 181 out of 200 possible points. This was better than “Ordinary Businesses” (51 points) and “Other Sustainable Businesses” (80 points) and “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:

- Nineteen (19) responses indicated better performance (an improvement from 2014, which had 16 above average responses)
- Six (6) responses were similar in performance (an improvement from 2014, which had 56 average responses)
- Nineteen (19) responses needed improvement (an improvement from 2014, which had 29 average responses).

Quick Impact Snapshot

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

19

ABOVE AVERAGE RESPONSES

6

AVERAGE RESPONSES

19

BELOW AVERAGE RESPONSES

[View Detailed Results](#)

See Appendix A for a summary of the assigned points and comparisons against other businesses. Since income information is included in the assessment, Green Girl responses that resulted in these conclusions by B-Lab have been shared here as well; however, income was replaced with an “X.00”.



Conclusions

In general, after completing this first assessment using B-Lab, Green Girl is a leader in the green business industry. 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 2015.

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
Successes from 2014 continue to resonate. Please see the benefit company report from 2014.	http://greengirlpdx.com/BCo/2014GreenGirlBenefitCoReport.pdf
The following are how I improved on the items listed in 2014's Failure and Constraints Analysis	
Purchased goods have been verified as being from a disadvantaged business or a business with above average social benefit themselves.	When I'm purchasing goods, I ask about the ownership of the company.
All of my subcontracts were to people from disadvantaged communities. I expanded my purchases to include an African American man.	I made a conscious decision to purchase my head shot from an African American business. The rest of my purchases were from white women who I have worked with in the past and received excellent service.
Calculations for beneficial impacts to water quality were collected this year.	I set aside enough time to calculate this. In 2016, I will track it in an Excel file as I work on projects.
Improved learning opportunities for people from disadvantaged populations.	I didn't improve opportunities for internships, per my 2014 improvement target, but I did work with African American students on a gentrification study of their neighborhood (see above).

Failure/Constraints Analysis – Why we failed this year and how we hope to do better next year

Analyzing the nineteen (19) below average responses, ten (10) of the questions didn't really pertain to my business. Some of them weren't helpful in light of other things I'm doing. An analysis of some of these are as follows:

- EN2.16: I scored lower on recycled materials, but this may be because I minimize office-related purchasing.
- GV3.3a, GV3.2b, GV3.1a, GV2.5a, EN2.22a, CM3.5: I have no Board of Directors or don't lease my building, so I cannot earn any points on these questions.
- GV5.1b: My limited liability company doesn't provide financials at all, so they are not reviewed by a third party.
- EN3.1a & EN3.1b: This question about whether we track energy or water isn't very useful. Green Girl operates at least 90% of the time on daylight from windows and skylights; the only time the lights go on are at the end of a winter workday. Also, at my home office where electricity is shared with my personal life and water is shared with my renters, it would be a very difficult task to separate these uses.



- EN2.2a: This asks if my home office is LEED certified or has some other certification. We have taken efforts to reduce consumption of natural resources at our home, including resisting the impulse to remodel. In addition, there are a number of studies that have found that LEED certification is not conclusively effective at reducing energy demand (<http://www.sciencedirect.com/science/article/pii/S0378778809000693>, https://www.researchgate.net/profile/John_Scofield/publication/267793718_A_Re-examination_of_the_NBI_LEED_Building_Energy_Consumption_Study/links/553395f80cf20ea0a074efc5.pdf), although a GSA study of 22 buildings found that all of their buildings were performing at or above the Energy Star standard but could not definitely attribute this performance to certification (http://www.pnl.gov/main/publications/external/technical_reports/PNNL-19369.pdf).
- CM3.12: This asks whether the company has a written policy to direct purchases to suppliers from disadvantaged communities. Since I reduce my purchases as much as possible, this would not have a very large benefit in reality.
- CM3.2b and CM3.2c: These ask about business ownership, but my company is owned and operated by one person.

The metric in yellow highlight above about certifying products with the Good Guide is too cumbersome. Since it has never been tracked, it will be deleted entirely from next year’s report. Purchasing is minimized for environmental reasons, anyway.

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 2016. Some won’t be achieved for a few years. Each year, this list will be reviewed and updated.

Opportunities to Improve	Possible Improvement Strategies
Improve customer relations.	I could 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.
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.	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.
Increase goods, services, and subcontracts in 2015 were to non-white people. This is a challenge because Portland business owners are	In 2016, I will explore the potential to patent an invention that could turn into a green infrastructure business with opportunities to employ both white and



<p>mostly White (86.2% according to the US Census Bureau: http://quickfacts.census.gov/qfd/states/41/4159000.html), and because I have established partners whom are providing me with excellent service.</p>	<p>non-white people. This is a long-term goal and may not pan out. Meanwhile, I will continue to look for opportunities to partner directly with people from disadvantaged communities on my projects.</p>
<p>Tracking metrics</p>	<p>I have already started to track relevant information and have further developed my tracking system to accept new information in 2016.</p>
<p>I have no customer guarantee written policy.</p>	<p>This is silly not to have. I always make things right with customers. I could write a policy and post it on my website and/or include it with my proposals.</p>



Detailed benchmarking report for Green Girl Land Development Solutions

19 Above Average Responses

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Question #	Question	My Answer	% of Points Earned	Other businesses earn
EN4.17	Above Average Responses Is hazardous waste (batteries, paint, electronic equipment, etc.) always disposed of responsibly, in a way that the company can verify?	Yes	100	89
EN3.7a	Above Average Responses Has the company increased its % use of renewable energy annually at its corporate facilities?	Yes	100	16
CM4.1c	Above Average Responses Does the following apply to the company's charitable giving and civic engagement in policy or in practice?	Statement on the intended social or environmental impact of company's charitable contributions, Community service and pro bono service, Cash and in-kind donations (excluding political causes)	80	53
EN2.12	Above Average Responses Which of the following chemical reduction methods have been implemented at the majority of your corporate facilities on a consistent basis?	Non-toxic janitorial products, Unbleached / chlorine free paper products, Organic or sustainable kitchen products	75	65
EN3.10a	Above Average Responses Which of the following water conservation methods have been implemented at the majority of your corporate offices:	Low-flow faucets/taps, toilets/urinals, showerheads, Low-volume irrigation	67	37
IBM1.2	Above Average Separate from a mission statement, has your company done any of the following to legally ensure that its social or	Legal entity/governance structure preserves mission and requires stakeholder consideration (i.e.	100	62

	Responses	environmental mission will be maintained over time, regardless of company ownership?	Benefit Corp or cooperative that has amended governing documents to include stakeholder consideration)		
EN3.8a	Above Average Responses	For which of the following systems have you used energy conservation/ efficiency measures for your corporate facilities in the past year?	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-	100	79
EN4.1a	Above Average Responses	<i>Please select the option that best describe how you monitor and record the following emissions:</i> Scopes 1 and 2 greenhouse gas (GHG) emissions	Company monitors and records emissions (no reduction targets)	33	4
GV5.5a	Above Average Responses	Does the company produce a public-facing annual report on its mission-related performance? If yes, does this report include the following?	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 mea	90	42
EN2.4	Above Average Responses	Does the company have a company-wide recovery and recycling program that includes the following?	Cardboard, Plastic, Glass & metal, Paper, Composting	100	95
CM5.8	Above Average Responses	Is the majority of your company's banking services provided by an institution with any of the following characteristics?	A local bank committed to serving the community, A cooperative bank or credit union	100	17
GV2.2	Above Average Responses	Does your company have a corporate mission statement, and does it include any of the following? Check all that apply.	A commitment to social impact (e.g. poverty alleviation, sustainable economic development), A commitment to environmental stewardship and conservation	67	57
CM5.3a	Above Average Responses	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?	60%+	100	44
CM3.2a	Above Average Responses	<i>What % of the company is owned by the following groups?</i> Women and/or individuals from underrepresented populations, including low-income communities What was the % of profits or sales that your company gave to charity during the last fiscal year? Please select the lesser	50%+	100	14

CM4.8a	Above Average Responses	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.	4-9% of profits or 1-2.4% of sales	50	17
CM3.11	Above Average Responses	What % of your Significant Suppliers are majority owned by women or individuals from underrepresented populations?	30%+	100	13
EN3.6a	Above Average Responses	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.	100%	100	20
EN2.17	Above Average Responses	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.	>75%	100	55
CM4.6a	Above Average Responses	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)	>5% of time	100	10

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6 Average Responses

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Question #	Question	My Answer	% of Points Earned	Other businesses earn
GV2.10	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?	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	50	49
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.	No, not at this time	0	1
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.	No, not at this time	0	1
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.	No, not at this time	0	0
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.	No, not at this time	0	1
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.	No, not at this time	0	0

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19 Below Average Responses

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Question #	Question	My Answer	% of Points Earned	Other businesses earn
EN2.16	Below Average Responses What of the following recycled/sustainable input materials products are purchased for the majority of office use?	Recycled/sustainable input office supplies (paper, pens, notebooks, etc.), Reclaimed/reused office furniture	67	73
GV3.3a	Below Average Responses 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.	N/A - no Board of Directors or other governing body	0	27
GV3.2b	Below Average Responses Which of the following characteristics does your board or governing body have (check all that apply)?	N/A - no Board of Directors or other governing body	0	52
GV3.1a	Below Average Responses Beyond the management team, does the company have the following governance structures in place?	None (Owner/Manager governed)	0	46
GV2.5a	Below Average Responses 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?	N/A - No Board of Directors or other governing body	0	44
GV5.1b	Below Average Responses Does the company produce financials that are reviewed by the Board, other formal governing body, or independent third party?	No	0	71
GV5.7	Below Average Responses Is there a publicly-known mechanism through which customers can provide product feedback, ask questions or file complaints?	No	0	60
GV5.6	Below Average Responses Is your product or service covered by a written consumer warranty or client protection policy?	No	0	56
EN3.1a	Below Average Responses Does your company monitor, record and/or report its usage of energy and water? Energy:	We do not currently monitor and record usage	0	9
EN3.1b	Below Average Responses Does your company monitor, record and/or report its usage of energy and water? Water:	We do not currently monitor and record our usage	0	5
EN2.2a	Below Average Responses 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.	<20%	0	10
EN2.22a	Below Average Responses 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.	N/A	0	47
CM3.12	Below Average Responses Does the company have a written policy giving preference to suppliers owned by women or individuals from underrepresented populations?	No	0	4
CM3.2b	Below Average Responses What % of the company is owned by the following groups? Nonprofit organization(s)	0%	0	5
CM3.2c	Below Average Responses What % of the company is owned by the following groups? Non-accredited investors	0%	0	4
	Below Average Responses What % of the members of your Board of Directors or			

CM3.5	Responses	other governing body are women or individuals from other underrepresented populations?	N/A	0	14
CM6.16a	Below Average Responses	Does the company have any of the following independent contractor communication channels?	None of the above	0	21
CM6.22a	Below Average Responses	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.	N/A	0	22
IBM24.10	Below Average Responses	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.	No, not at this time	0	22

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Green Girl Land Development Solutions Assessment (2015-11-19 Yearly)

Version: Service Track / 0 Employees / Developed Market

Wed Dec 23 21:37:52 GMT 2015

Benefit Report Narrative

Benefit Report Best Practices Questionnaire

Describe the ways in which the benefit corporation pursued general public benefit during the year and the extent to which general public benefit was created.

If applicable, describe the ways in which the benefit corporation pursued a specific public benefit that the articles of incorporation state it is the purpose of the benefit corporation to create and the extent the specific public benefit was created.

Describe any circumstances that have hindered the creation by the benefit corporation of general public benefit or specific public benefit this period.

Describe the process and rationale for selecting the third party standard used to prepare the benefit report

If applicable, provide an explanation for changing the third-party standard used to prepare the benefit report.

If applicable, provide a statement of any connection between the organization that established the third-party standard, or its directors, officers or material owners, and the benefit corporation or its directors, officers or material shareholders, including any financial or governance relationship which might materially affect the credibility of the use of the third-party standard.

In this benefit report, was assessment of the overall social and environmental performance of the benefit corporation against a third-party standard applied consistently with any application of that standard in prior benefit reports?

- NA- This is the company's first benefit report
- No
- Yes

If a difference exists in the application of the standard from prior benefit reports, provide an explanation of the reasons for it.

Provide the name of the benefit director and the benefit officer, if any, and the addresses to which correspondence to each of them may be directed. Note: some states do not mandate that a Benefit Director or Benefit Officer exist, so this question may not apply. You can find more information about the requirements of individual states here:

<http://benefitcorp.net/sites/default/files/Benefit%20Corporations%20Chart.pdf>

Benefit Director: Name

Benefit Director: Address

Benefit Officer: Name

Benefit Officer: Address

If applicable, provide a statement from the benefit director or the board of directors as to whether the benefit corporation acted in accordance with its general, and any named specific, public benefit purpose, and whether directors complied with their duty to consider the impact of decisions on stakeholders, and if in the opinion of the benefit director or board of directors they did not, a description of the ways in which they did not comply.

If applicable, provide additional information or explanations required by your state's specific benefit corporation statute.

Benefit Report Best Practices Questionnaire: Information for Investors

Provide the compensation paid by the benefit corporation during the year to its Benefit Director (if any) in the capacity of a director.

Provide the compensation paid by the benefit corporation during the year to its Benefit Officer (if any) in his/her capacity as an officer.

Governance

Governance: Mission & Engagement

- GV2.1 Select the description that best describes your business. This is an unweighted question that will not impact your score, and is asked only for research/benchmarking purposes. [Not Weighted]
- Positive social/environmental impact is desirable, but not a particular focus for our business.
 - Social and environmental impact is frequently considered, but it isn't a high priority.
 - We consider social and environmental impact in some aspects of our business, but infrequently.
 - We consistently incorporate social and environmental impact into decision-making because we consider it important to the success and profitability of our business.
 - We treat our social/environmental impact as a primary measure of success for our business, and prioritize it even in cases where it may not drive profitability.
- GV2.2 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)
- GV2.3 Please type or paste your mission statement here. [Not Weighted]
- 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.
- GV2.5a 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
- GV2.10 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: 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
-

Governance: 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
- 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: Governance Metrics

GV1.1 On what date did your last fiscal year end? [Not Weighted]

12/23/2015

GV1.2 Reporting currency [Not Weighted]

US Dollar - USD

GV1.3 Total Earned Revenue

From the last fiscal year

From the fiscal year before last

GV1.4 EBIT (Earnings Before Interest & Taxes)

From the last fiscal year x.00

From the fiscal year before last x.00

GV1.5 Net Income

From the last fiscal year x.00

From the fiscal year before last x.00

Community

Community: 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

Community: 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

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]

350.00

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]

1,160.00

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 Websites & Watersheds Project, Inc
Race Forward
Oregon Association of Minority Entrepreneurs
Colorlines
Intertwine
Oregon Community Trees

Community: 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]

I have a single office in Portland, OR.

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

Community: 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]

100% of the Significant Suppliers counted in the above question were used this year. My Significant Suppliers include a consulting firm, a construction/landscape contracting firm, a financial planner and a lawyer.

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

Environment: 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 have a company-wide recovery and recycling program that includes the following? [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
- 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
- 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

Environment: 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]

100.00

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: Manage 1/3 of our site's stormwater runoff, keeping it on-site using infiltration rain gardens, restored soils, and native plants

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

Environment: 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
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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]

- Not tracked / unknown

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

Scope 1: 23.00

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 Business Models: 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 or non-profit)
 - 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
-

Impact Business Models: 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

- Promotes education or professional skills development (e.g. schools, textbooks, tutoring services, career leadership training, education tools, games and software)
-

Impact Business Models: 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

- IBM11.3 Which of the following best describe a majority of your underserved customer/client base? [Not Weighted]

- Majority of customers/clients are underserved individuals
- Majority of customers/clients are businesses
- Majority of customers/clients are nonprofits

- 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

IBM11.7 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

IBM11.10 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]

Impact Business Models: Education

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

Green Girl LDS LLC shares 17 years of experience in sustainable site development with the public, construction-industry professionals, jurisdictions and others through technical assistance, facilitation, and workshops.

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	509.00
Communities	11.00

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]

Education programs are sporadic and vary in length. In some cases, I added up the number of people on registration lists. When registration lists were not available, I estimated the number of people.

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

I track the info in my accounting tool at the end of the year.

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

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]
 Hours

IBM6.10 Amount of the product or service sold in the last fiscal year. [Not Weighted]
580.00

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]
 N/A

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

IBM6.15 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]
This is a for-profit business with deep technical experience that is using an open-source format to share and distribute knowledge about implementing sustainable sites in redevelopment, new development and retrofit projects.

Impact Business Models: 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]

No, but the products I use often do (ex: OMRI and US Composting Council STA certified compost, Oregon Tilth)

Impact Business Models: 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 provides services specifically related to green infrastructure, which reduces the heat island effect: http://depts.washington.edu/hhwb/Thm_Risk.html

Reducing the heat island effect reduces the amount of energy that buildings use in the summer.

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]

x.00

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]

Hours

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

580.00

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

IBM22.15 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

Impact Business Models: Waste Reduction

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

Stormwater is considered a nuisance that should be conveyed as quickly as possible to a nearby waterway. Green infrastructure keeps water on-site to enhance local water availability and habitat. In addition, pollution is treated on-site and kept out of the waterways.

- 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
- IBM23.6 What were your total revenues last fiscal year from the above products or services? [Not Weighted]
- x.00
- 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]
- Hours
- IBM23.10 Amount of the product sold in the last fiscal year. [Not Weighted]
- 580.00
- 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
- IBM23.15 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

Impact Business Models: Land/wildlife Conservation

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

Most of my projects use native plants and restore soil, supporting the habitat of animals from microorganisms to bugs to large mammals and birds. My projects employ erosion prevention and sediment control measures to protect soil quality. My services reduce pollution in waterways by managing stormwater, which protects wildlife in our waterways. All of these points address endangered and threatened species.

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]

x.00

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

Number of hectares protected 2.30

Number of wildlife species protected/saved 2.00

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]

- Hours

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

580.00

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

IBM24.13 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

Impact Business Models: 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 infrastructure prevents or reduces pollution in stormwater runoff and cleans the air.

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]

x.00

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]

Hours

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

580.00

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

IBM25.14 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]

N/A

Impact Business Models: Education, measurement and consulting

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

Described in another answer already.

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]

x.00

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

2.30

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

Hours

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

474.00

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

IBM26.13 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

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]

Disclosure Questionnaire: 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]

Disclosure Questionnaire: 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 type="radio"/>	<input type="radio"/>	<input checked="" 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 the 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]

Disclosure Questionnaire: 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]