

# 2018 IMPACT REPORT:

The Community Purchasing Alliance

**105 ACTIVE PARTICIPANTS**



Across 10 different program areas, including: Janitorial, Solar, Copier, Waste Hauling, Electricity, Security, Natural Gas, HVAC, Facilities Maintenance, and Insurance.

**\$45,000 IN REIMBURSEMENTS**



Possible because of the leverage of 31 institutions organized by CPA to fight overcharges on their utility bills.

**\$16,912,734**



in contract spend across 10 program areas. Each contract signed with CPA Co-op is reviewed by our team of experts and monitored throughout its duration.

**\$9,599,569 SPENT WITH MBE\***  
**VENDORS**



\*Minority Business Enterprise: Over half of the contracts signed with CPA Co-op in 2018 went to black owned, Hispanic owned, women owned, or immigrant owned businesses.



STRENGTH IN NUMBERS:  
202-810-2725 | [WWW.CPA.COOP](http://WWW.CPA.COOP)



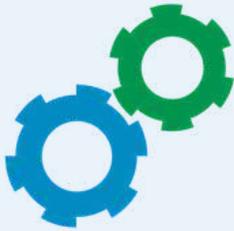
# COMMUNITY PURCHASING ALLIANCE

# *in outline:*



## GATHER

- Purchasers gather



## COLLABORATE

- Discover who is out there
- Identify strong performers
- Establish strategic goals
- Possible group RFP process together



## DECIDE

- Each individual makes decision that is best for their organization
- We see market impact of collective spend



## BENEFIT

- Group insight leads to individual benefit
- Risk mitigation (better contract terms)
- Convenience (time saving)
- Lower prices
- More value, better service



## ACHIEVE

- Community benefits and strategic goals are realized



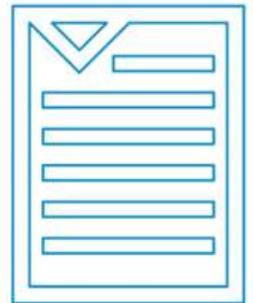
# \$16,912,734

2018 Contract Value



# 105

Participants Across DC



# \$9,599,569

\$ to MBE\* Vendors

\*Minority Business Enterprise

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# www.cpa.coop

# S U C C E S S !

This cooperative electricity purchase is the start of something important in Connecticut...



## 36 ORGANIZATIONS

across Connecticut worked together to purchase \$373,367 in electricity



## 30% SAVINGS OVER UTILITY

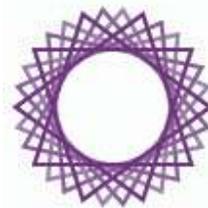
compared to the current United Illuminating and Eversource rates for Small Commercial meters



## STRENGTH IN ORGANIZING

Constellation (our selected supplier) has committed a \$5,000 donation to CONECT (weconnect.org) to continue to support the development of future cooperative purchasing opportunities among congregations and community organizations in Connecticut.

*join us!*



**CONECT**

*Congregations Organized for a New Connecticut  
Congregaciones Organizadas para un Nuevo Connecticut*

in collaboration with:



**COMMUNITY  
PURCHASING  
ALLIANCE**

# Participating Organizations:

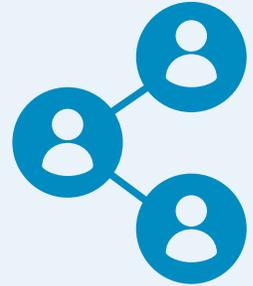
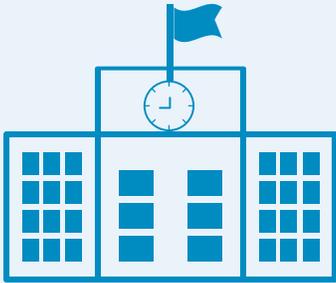
Bridgeport Islamic Community Center, Bridgeport  
Burroughs Community Center, Bridgeport  
Camp Washington, Lakeside  
Christ Church Episcopal, New Haven  
Christ Episcopal, Stratford  
Christ Episcopal Church, Bethany  
Church of the Holy Spirit Episcopal, West Haven  
Cold Spring School, New Haven  
Congregation Beth-El, Norwalk  
Congregation Or Shalom, Orange  
Council of Churches, Bridgeport  
Grace Episcopal, Old Saybrook  
Holy Trinity Lutheran, Trumbull  
Mt Aery Baptist, Bridgeport  
Orange Congregational Church, Orange  
St. Andrew's Episcopal, Kent  
St. Andrew's Episcopal, Madison  
St. Andrew's Episcopal, Stamford  
St. Francis Episcopal, Stamford  
St. James Episcopal, Danbury  
St. John's Episcopal, Bridgeport  
St. Luke's Episcopal, New Haven  
St. Mark's Episcopal, New Canaan  
St. Paul's Episcopal, Fairfield  
St. Paul's Episcopal, Shelton  
St. Paul's Episcopal on the Green, Norwalk  
St. Peter's Episcopal, Monroe  
St. Rose of Lima Catholic, Meriden  
St. Stephen's Episcopal, Ridgefield  
St. Thomas Episcopal, Bethel  
St. Timothy's Episcopal, Fairfield  
Temple Israel, Westport  
Temple Shalom, Norwalk  
Temple Sinai, Stamford  
The Conservative Synagogue, Westport  
Unitarian Society of New Haven, Hamden



# MARVL

MEMBER & ASSOCIATE RECOMMENDED VENDOR LIST

PEER-GENERATED: YOU USE IT.  
YOU BUILD IT.



Schools will have their own pages where you can see which vendors they use

Only people with DC charter school email addresses will have access to MARVL

Vendors will have their own pages where you can see how many schools use them

HOW DO YOU FIND GOOD VENDORS? WHAT ABOUT VENDORS WHO KNOW HOW TO SERVE CHARTER SCHOOLS? HOW DO YOU STAY AWAY FROM BAD ACTORS?

## WHAT MEMBERS ARE SAYING ABOUT MARVL:

**“We found them through MARVL! We’ve been very pleased with them. They are very responsive and show up when they say they will. We have a clear point of contact and she sends the invoice an hour or two after we place the call.”**

Brittany Hullinger, Director of Operations at Ingenuity Prep about a transportation company.



<http://schools.marvl.org>





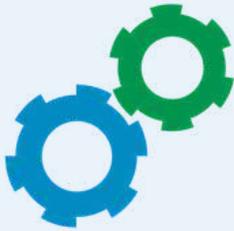
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**CPA CO-OP CHARTER SCHOOL MEMBERS & PARTICIPANTS IN DC:**

- Academy of Hope
- Achievement Prep
- Appletree Early Learning
- Bridges
- Briya
- Capital City
- Carlos Rosario
- Cesar Chavez
- Children's Guild
- DC Prep
- DC Scholars

- Democracy Prep
- E.L. Haynes
- Educare
- Friendship
- IDEA
- Ingenuity Prep
- Kingsman Academy
- KIPP DC
- Maya Angelou
- Meridian
- Paul

- Perry Street Prep
- Rocketship Education
- SEED School of DC
- Thurgood Marshall Academy
- Two Rivers
- Washington Global
- Washington Leadership Academy
- Washington Yu Ying
- Youthbuild

[www.cpa.coop](http://www.cpa.coop)



## WHY BUY ENERGY WITH CPA?



### MARKET INSIGHTS

By comparing energy bills from hundreds of peer organizations, the Cooperative is able to see how Suppliers actually perform. We can then adjust the offer price from each supplier by the risk-factor of future overcharges.



### SIGNIFICANT SAVINGS

CPA members have collectively saved hundreds of thousands of dollars by securing energy supply contracts with better rates than those offered by the utility company.



### YOU'RE NOT ALONE

There's power in working together. Negotiate with your peers to receive the best terms and pricing on your energy contract.

## CONSIDER

The industry has changed. In years past, you could rely on paying the contract price for the duration of your contract. However, in a bid to show you the lowest sticker price, suppliers are becoming more brazen in passing along costs after-the-fact, making apple-to-apple comparison much harder. Even if a supplier is offering the lowest price, you don't know what they'll charge in a year or two. Many suppliers and brokers aren't eager to talk about this -- it's a threat to their business model if too many customers pick up on this. That's where CPA comes in to negotiate with you.



## PROCESS:

- 1. Submit Info:** Send a recent utility bill to CPA
- 2. Learn:** Join for a conference call with your peers
- 3. Review & Decide:** Review preliminary pricing and terms offered, and make a decision to join the group in securing a contract.
- 4. Sign Contract:** Bid day - energy offers come in at a set time and date from pre-selected suppliers.

ENERGY SERVICES POWERED BY CPA CO-OP

FOR MORE DETAILS:

202-596-1743 | [WWW.CPA.COOP/CLEAN-ENERGY](http://WWW.CPA.COOP/CLEAN-ENERGY)

# You Ask, We Answer:

## What will this cost me?

CPA does not charge you for our services. The suppliers pay us directly. The CPA co-op fee that is paid to us, covers our ongoing administrative costs, and allow us to provide support to you and the vendor throughout the duration of the agreement.

## Do we need to participate in a Cooperative Aggregation to secure an energy contract?

No, we can work with you individually to secure your own contract. But there are considerable advantages to working together.

## If I participate in this RFP, can I change my mind if I elect to stay with my current vendor?

Yes. You are under no obligation to select a new vendor through CPA. If you want to stay with your current vendor, you can certainly do so.

## We have Solar generation (or am planning on installing very soon) - can we still participate?

Yes, the Solar generation typically only covers a portion of your electricity usage. We negotiate solar-friendly supply contracts, so that your current or future solar generation will not affect your rate.

## Do you offer Renewable Energy Credits?

Yes, if you are interested in supporting renewable energy, you will have the opportunity to add 100% Green E-Certified wind energy to your electricity contract. This typically adds about \$0.001 per Kwh (or about 1-2%).

## How do you know we'll see savings from the energy purchase?

We see organizations paying 10, 20 sometimes 40% more than their contracted rate. Purchasing through CPA Co-op, you're protected. We use the collective insight and power of the cooperative to make more informed decisions on suppliers and hold them accountable to our members.

## WHAT MEMBERS ARE SAYING ABOUT CPA CO-OP'S ENERGY PROGRAM:

**“It’s an unwelcome interruption every time we’re up for contract renewal. Now that we’re a part of the co-op, I can lean on the group to make these decisions painless and straightforward.”**

-Aaron Siirila, Church Business Administrator

Old Presbyterian Meeting House

Saved \$4,000/yr on electricity



FOR MORE DETAILS:

202-596-1743 | [WWW.CPA.COOP/CLEAN-ENERGY](http://WWW.CPA.COOP/CLEAN-ENERGY)



### WHY CPA PREFERRED VENDORS?



#### NO HIDDEN FEES

All-inclusive and fixed. (Seriously, no fees or fuel surcharges. Period.) You won't have to guess what you'll be paying next month for trash.



#### NO EVERGREEN CLAUSES

CPA vendors offer our participants 30-day Termination Notice, After 1-year (Unlike standard 3 year auto-renewing contracts)



#### ACCOUNTABILITY

Our collective account as a co-op offers greater accountability from the trash hauler than you would have alone.

### OUR PROCESS:

- **Send us your most recent trash bill**
- **We verify that your current service level is meeting your needs**
- **We aggregate 30-40 organizations into a Trash RFP**
- **You choose your new CPA preferred vendor**



“

We've been very happy with trash service through CPA's preferred vendor process. Show up daily as advertised.

- Heather  
Maya Angelou PCS

”

TRASH AND RECYCLING POWERED BY CPA CO-OP

FOR MORE DETAILS:

(571) 402-4177 | [WWW.CPA.COOP/TRASH-HAULING](http://WWW.CPA.COOP/TRASH-HAULING)

## DID YOU KNOW?

Some trash and recycling haulers are notorious for increasing prices without you knowing. Often they'll add extras like “fuel surcharges” and “environmental” or “tipping fees.”

CPA will ensure you get a fair contract and competitive rates. Our CPA preferred vendors will treat you with respect, operate in a transparent manner, and save you money in the process.



## WHAT TO EXPECT MOVING FORWARD WITH CPA CO-OP

- More than 50 colleges, schools, churches & nonprofits have switched to CPA's pricing and service agreement because it offers consistent, predictable charges, with no increases and no fees.
- Reliable and consistent service is not too much to ask. Where your needs are 7x/week, as-needed, or anywhere in between, waste haulers can reliably service your location.
- But here's why some don't: (1) Some companies have more trucks on the road near you. (2) Drivers are often compensated differently with different companies. This creates misaligned incentives for you. (3) Even if you have 30-yard roll-off containers, large compactors, many 8-yard containers, or a complicated parking lot and access situation, you too, still deserve reliable trash pick-up.
- We consider it our job at CPA to make sure you get the trash and recycling taken out and do so with a reliable, affordable, and values-aligned provider.
- Ready to terminate your current contract? Giving contract termination notice is harder than it looks. Often it must be by certified mail.
- Many CPA Members report significant follow-up from a sales rep. and/or a letter with liquidated damages. But some CPA Members can also tell you about how they did it in ways that felt easy and painless.

**FOR MORE DETAILS:**

**(571) 402-4177 | [WWW.CPA.COOP/TRASH-HAULING](http://WWW.CPA.COOP/TRASH-HAULING)**



## HOW CPA HELPS YOU MOVE FORWARD:

### PREQUALIFY INSTALLERS

check solar company references  
and conduct site visits

### MONITOR AND EXPLAIN DC SOLAR LAWS

insight on the policies that  
shape offers

### BID SOLICITATION

manage RFP's on your  
behalf and help comp.  
You still make all  
decisions.

### LEGAL REVIEW

work with CPA attorneys to  
review and negotiate the most  
beneficial terms & protect your  
interests

### UNDERSTANDING PROJECT ECONOMICS

knowing what drives project  
finances to negotiate the most  
value for members



## SAMPLE PROJECT ECONOMICS:

### SYSTEM

- System size: 100 kW (Enough to offset 20-40% of a mid-size building's electricity needs)
- System cost (paid by solar company): \$300,000 (Includes labor, material, financing, and profit)
- System value: \$900,000 (DC Solar, Incentive Revenue, Federal Tax Credit, Energy Savings)
- \$0 upfront cost to organization

### SAVINGS

- \$12,000-\$14,000/year in energy savings (from free solar electricity)
- \$1,000-\$2,000/year in additional payments OR
- \$70,000 - \$90,000 in upfront cash toward roof replacement or other building upgrades
- 10%-15% savings on current retail electricity rate.

# YOU ASK, WE ANSWER:

## Will this cost me?

CPA does not charge you for our services. The vendors pay us directly. The CPA co-op vendor fee that is paid to us covers our ongoing operating costs and allows us to provide support to you and the vendor throughout the duration of your contract. Even with CPA's vendor fee included, our members typically get better deals through the group than on their own. Any profits we make are redistributed to our members.

## If I participate in this RFP, do I need to move forward with the project?

You only move forward with a solar project if the economics and contract terms are attractive and if the timing is good for your organization. By committing to the RFP, you help make the group larger which gives us more negotiating power to get the best offers.

## Why is now the right time for solar?

Washington DC recently passed one of the most aggressive clean energy policies in the country, with a commitment to generate 100% of electricity from renewable sources by 2032 with 10% coming from solar. These policies create great incentives that allow organizations to save money by going solar, but fluctuations in the value of these incentives can make it challenging to know if you're getting a good deal. Working with CPA adds transparency to this complex process.

## Why should I participate in a group RFP?

Participating in a group RFP allows you to benefit from the group's buying power and gives us leverage to get better pricing. You are a part of a community that has similar challenges and needs and can navigate this process together.

## WHY WORK WITH CPA?

CPA does the heavy lifting of finding vendors, creating the RFP, soliciting offers, evaluating bids, and providing you with customized summaries to help guide your decision.

You also get:

- Our industry expertise from over a decade of staff experience in the solar industry and over 30 projects installed with our members
- Our understanding of the laws that shape the value of solar and the underlying economics
- Our attorneys that help us review and revise contract terms to ensure the highest level of protection for our members
- 1-on-1 support to help during the decision-making process - presentations to boards and committees, answers to questions you have about solar, additional documents needed to help make your decision
- Ongoing support on vendor accountability and project management during implementation.





### WHY CPA PREFERRED VENDORS?



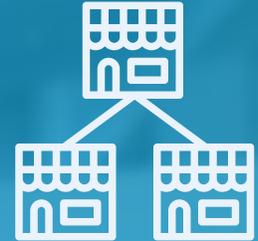
#### LOCAL BUSINESS

We prioritize working with local businesses, particularly: women owned, minority owned, and immigrant owned companies.



#### ETHICAL EMPLOYERS

Our vendors are evaluated based off of our ethical employer rating system. Living wage. Clean products. Benefits.



#### HIGHER QUALITY

CPA providers are more responsive and hungry to adapt and respond to your needs.



### CONSIDER

How frequent do you strip and wax or burnish your hardwoods? 1x or 4x per year? How many layers of wax? How many times do you deep clean your carpet? 1x/yr? Are these expenses included in total overall cost or separated?

### CPA PROCESS:

- Clarify scope & coordinate walk through-consumables, floor care, & other needs
- Bid summary & reference checks
- Interview with finalists to clarify details
- CPA helps w/ pre-negotiated contract terms & finding/negotiating terms, conditions and expectations (30 day convenience)
- When any challenges arise, CPA helps mediate tensions/miscommunications
- Ongoing vendor accountability

JANITORIAL SERVICES POWERED BY CPA CO-OP

FOR MORE DETAILS:  
202-810-2725 | WWW.CPA.COOP/CLEAN

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## I am happy with my cleaning vendor but I want to make sure I am paying the market rate. Can you help?

Yes, we can help you determine whether or not your vendor's prices are competitive. We put together a comprehensive summary with an apples to apples comparison of the different vendor rates.

## If I participate in this RFP, can I change my mind if I elect to stay with my current vendor?

Yes. You are under no obligation to select a new vendor through CPA. If you want to stay with your current vendor, you can certainly do so.

## Why should I participate in a group RFP?

Participating in a group RFP allows you to benefit from the group's buying power being used as leverage to get better pricing. You also are a part of a community that has similar challenges and needs and you can navigate this process together.

## Will I save money going through CPA?

You may or may not save money. Our main goal is to match you with a provider that will best meet your organization's needs. This may save you money if you are currently being over-charged, or increase your spending if we find that you aren't being staffed appropriately, and not getting the level of cleaning you are expecting. Either way, we can guarantee that we will get you the best price!

## How does CPA help me find a new provider?

First we help you figure out what your janitorial needs are. Then we vet the companies, coordinate the site visits, gather all of the bids and proposals, and put together a summary for you to easily select the vendor that best meets your needs.

## WHAT MEMBERS ARE SAYING ABOUT CPA CO-OP'S JANITORIAL PROGRAM:

The RFP process was thorough and extremely helpful. The best practices I would highlight are the pre-RFP meeting, the guided service questions, facilitating the bidders conference, the summary sheet providing an apples to apples comparison, proposal review consultancy, and the level of follow-up. CPA was responsive and easily accessible throughout the entire process. After the proposals were submitted the consultancy and offer to connect prospective vendors was a time saver in my opinion.

-Gail Williams , Director of Operations



REACH OUT TO JESSICA FOR MORE DETAILS:  
301-266-1721 | [JESSICA@CPA.COOP](mailto:JESSICA@CPA.COOP)