



REEF + SPLC Present: Reduce Refrigerant Emissions Through Procurement Power (Part 2)

Aleisha Khan

Executive Director
REEF





Victoria Nellis



Kris Spiriano

PANEL SPEAKERS

Agenda

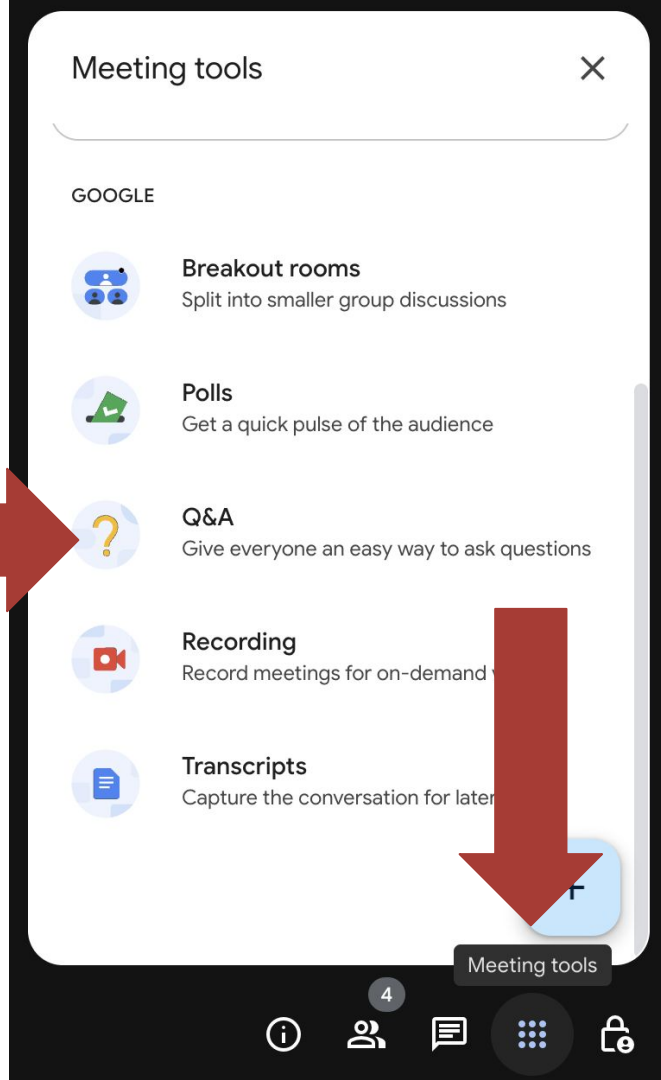
— — —

1. Welcome & Recap (5 min)
2. Case Study Presentation (20 min)
3. Strategic Planning & Metrics (15 min)
4. Peer Discussion + Q&A (15 min)
5. Call to Action (5 min)

Webinar recordings (parts 1 and 2) will be available under events at www.reefclimate.org

Navigating Google Meet

How to Submit Questions for Moderator and Speakers



REEF

REFRIGERANT EMISSIONS ELIMINATION FORUM



Refrigerant gasses are powerful and overlooked drivers of climate change. They are EVERYWHERE. Collectively, refrigerants are also the world's fastest growing category of greenhouse gases.



SUSTAINABLE PURCHASING LEADERSHIP COUNCIL

The Sustainable Purchasing Leadership Council (SPLC) leads a global community of purchasers, suppliers, advocates and experts dedicated to building a sustainable world through the power of procurement.

Refrigerant Procurement Climate Collaborative (RPCC) Working Group

Co-led by SPLC and REEF

Refrigerant Emissions Elimination Forum (REEF)*	NRDC	Toromont
Effecterra	EIA	IIAR
University of Wisconsin	True Mfg	City of Portland
Tradewater	Glencoe Strategies	DOE
A-Gas	NY DEC	IGSD
Yale Carbon Containment Lab	NREL	Minnesota Pollution Control Agency
Arizona State University	USDA	Hudson Technologies
UCSD	Hennepin County	

Grant funding provided by:



U.S. ENERGY
FOUNDATION



OUR GOAL

Provide procurement resources that scale the reduction and avoidance of institutional hydrofluorocarbon (HFC) refrigerants use.

Sustainable Refrigerants Procurement Toolkit



Sustainable Refrigerants 1-pager: Reducing Refrigerant Emissions is a Real Win-Win

A summary of why refrigerants matter and how to take action. A great resource for sharing internally with your teams or leadership to make the case for a more sustainable refrigerant management plan.



Climate Friendly Refrigerant Management & Procurement Guidance

The improved and updated full guidance document covers everything you need to know about sustainable refrigerant management, from purchasing to end of life disposal.



Climate Friendly Refrigerant Policy and Specifications

Specific model contract and policy language that can be copied and pasted directly into your organization's procurement policies and/or RFPs.



Climate Friendly Refrigerants Inventory Workbook

Robust workbook designed to help you take inventory of your current refrigerants and identify areas of opportunity for improvement.

Free download:

<https://www.sustainablepurchasing.org/refrigerants-pcc>

Victoria Nellis

Green Purchasing Program
Manager
State of Maryland



PANEL SPEAKER

Why Refrigerants?



Maryland Requirement Examples

Climate Solutions Now Act of 2022 *Established net zero GHG by 2045*

Clean Heat Rules *Support the transition to efficient heating solutions such as heat pumps*

Building Energy Performance Standards *Set covered buildings and benchmarking requirements*

High Performance Green Building Program *Established by MD Green Building Council to reduce energy consumption in buildings and achieve net zero GHG by 2045. Requires employing Green Building Technologies to the extent practicable.*

Green Maryland Act of 2010 *Established the Green Purchasing Committee to administer the Environmentally Preferable Purchasing Program*

Prohibitions on the Use of Hydrofluorocarbons in Certain End Uses *Provides list of prohibited substances by end-use and prohibition exemptions*

Technician Certifications *for those who may handle, maintain, service, or dispose of equipment that might release refrigerants*

End-of-Life Requirements for Equipment *that may contain refrigerants to ensure proper reclamation, tracking, and disposal.*

Green HVAC Specification Requirements

Some of the components in this specification include:

- Prohibited products like CFCs and certain HFCs
- Requires all refrigerant using products to use low GWP substitutes
- Set energy efficiency standards for various equipment
- Require leak detection systems for new systems
- Refrigerants must be captured and reclaimed, and reclaimed refrigerants must be used for service, maintenance, and repairs
- Technicians must have proper certifications, as well as refrigerant recovery and recycling equipment
- End of life requirements to require technicians to be certified prior to disposal
- Appliances containing Refrigerants must ensure refrigerants are recovered and kept separated
- Evidence of proper disposal is required
- Contractors must track and report the amounts of refrigerants added or removed
- Electric powered HVAC systems are required in many settings

How we update our specifications?

- HVAC spec initially published in 2021.
- Update process began in 2024, primarily to update legislative requirements.
- Feedback solicited from agencies, vendors, and industry experts.
- SPLC/REEF toolkit resources were reviewed and incorporated.
- Comments combined into a final draft version that was distributed to all stakeholders for final comments and Attorney General for approval.
- Final draft brought up during quarterly meeting for formal approval.
- Once specs were approved they were distributed to State agencies and posted to our website. Resources were also emailed including the one-pager and the tracking spreadsheet from the toolkit!

Goals

- ❖ Increase Compliance
- ❖ Save Money
- ❖ Reduce Emissions



Challenges

As the State, we run into numerous challenges with setting requirements

- Decentralized decision makers/procurement units
- Not all properties are State owned, handling leased properties poses extra considerations
- Considerations for cost of equipment, maintenance & disposal

Particular challenges related to HVAC -

- Determining responsibility for tracking refrigerants
- Educating various levels of stakeholders
- Abundance of requirements causing confusion

Getting ahead of the Challenges

- Starting with providing documents & resources to Procurement and management, to be shared with end users.
- Provide training on requirements and resources available.
- Ensure requirements are built into solicitations to make sure future contracts are compliant
- Encouraging starting to track now to set baselines and set the stage for continued improvement.





Kris Spriano

Vice President of Programs and
Development
SPLC



Aleisha Khan

Executive Director
REEF

PANEL SPEAKERS



Taking a strategic program approach

Sustainable Procurement Activities

LEED-certified Buildings

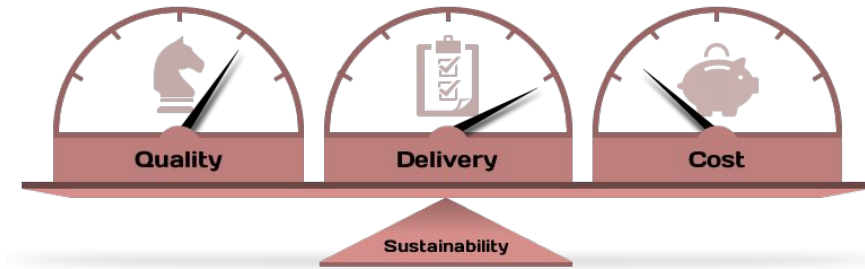
*Environmentally-preferred
Purchasing (EPP)*

Toxins Policy

Refrigerant leak prevention

Supplier Code of Conduct

Strategic Program Approach



A set of strategies, policies, and activities embedded into an organization's business processes and meant to improve the environment, society and our economies while delivering on traditional organizational benefits.

A Strategic Program Approach is the Foundation for all Sustainable Procurement Activities

- ✓ Holistic view
- ✓ Prioritized impacts and strategies
- ✓ Executive involvement
- ✓ Assigned resources and training
- ✓ Measured and reported results

YOUR STRATEGIC PROGRAM

Refrigerant Leak Prevention

LEED-certified Buildings

EPP Policy / Program

Supplier Code of Conduct

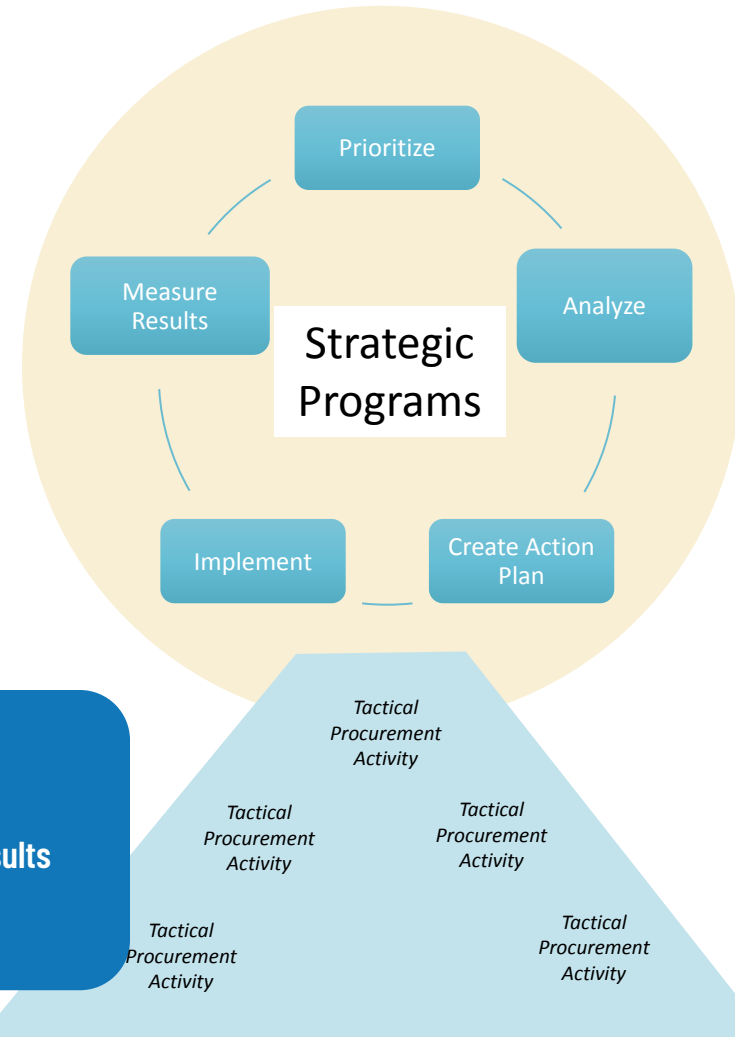
Toxins Policy

Procurement “Programs”

- Category Management Program
- Cost Reduction Initiative
- Supplier Onboarding Program
- ***Sustainable Procurement Program***

Program Rationale Is Same for All:

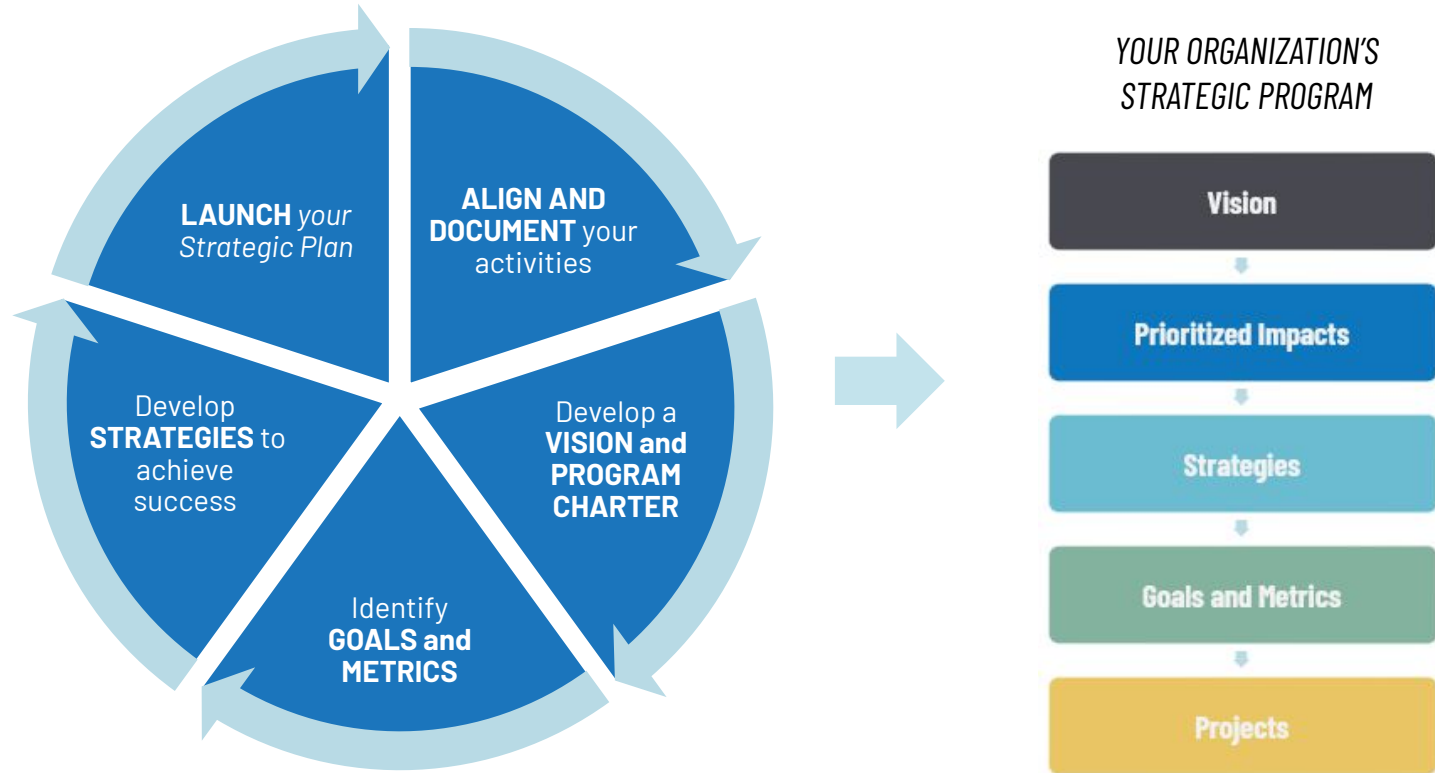
Adding a strategic planning process ahead of more tactical activities enables results and efficiencies.



Benefits of a Strategic Program Approach

Individual activities	With a strategic program
Silos	Cross-functional collaboration
Efforts are less impactful	Efforts are focused on aligned, high impact opportunities
Evidence of benefits is anecdotal	Benefits are tracked, aggregated and reported
No authority to prioritize related activities	"Permission" to participate

SPLC's Strategic Program Planning Process



An example Strategic Program for Refrigerants

Vision	Leverage the power of procurement to reduce GHG emissions related to refrigerants, while reducing operational costs and preparing for regulatory compliance			
Prioritization Approach	Refrigerants “inventory” for all owned and leased buildings			
Strategies (i.e. Focus Areas)	Engage and activate decision-makers, purchasers, and suppliers	Policy development and implementation	Refrigerants management system for all buildings	Optimize external professional services
Projects	<ul style="list-style-type: none">• Develop business case• Establish Refrigerants Working Group• Targeted outreach	<ul style="list-style-type: none">• Regulatory compliance• Minimum equipment and services spec rqmts• Lifecycle management	<ul style="list-style-type: none">• Facilities & Procurement training• Define roles & responsibilities• Lifecycle HVAC equipment selection (cost, carbon) and LRM	<ul style="list-style-type: none">• Preferred OEM providers and contractors• Recovery or reclaim service contracts
Goals	<ul style="list-style-type: none">• Kickoff Working Group by June 2026	<ul style="list-style-type: none">• Release initial policy by Dec 2026	<ul style="list-style-type: none">• Train 100% of US-based facility and procurement by Q2• Complete 1+ pilots for Total Cost of Ownership by Q1 2027	<ul style="list-style-type: none">• Add LRM specification language to all new contracts by Q4 2026

A Final Word on Metrics

— — —

How Refrigerant-Conscious Procurement Creates Measurable Impact:

- **Emissions Reduction**

- Metric: “Refrigerant-Weighted GHG Impact” (need to account for fugitive emissions - hard to account for - but important for awareness and accountability); SPLC helps you understand the entirety of your emissions

- **Cost Impact**

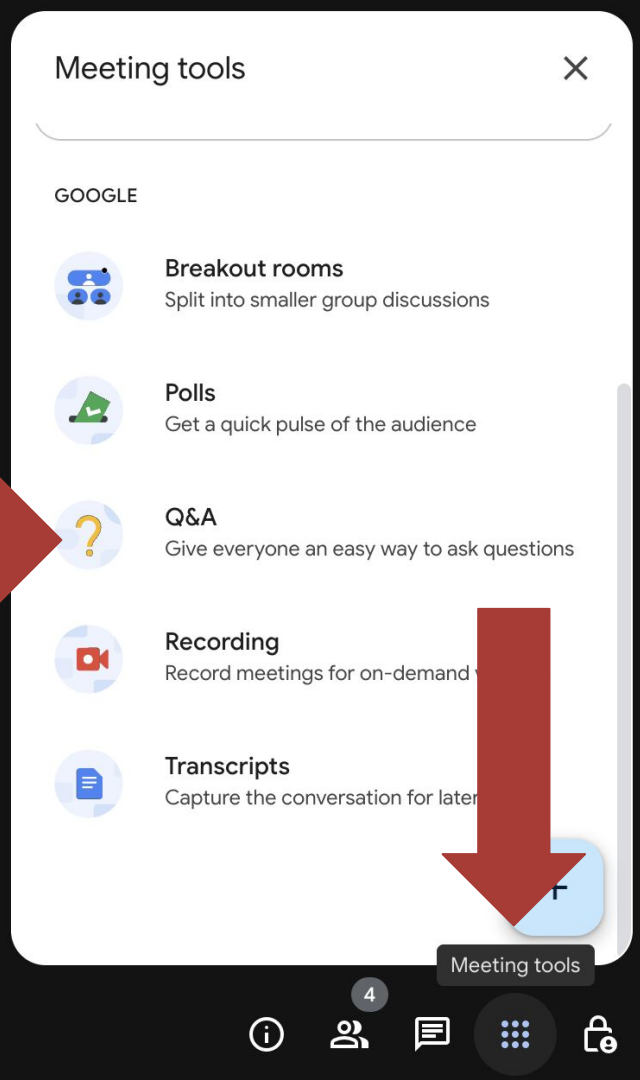
- Metric: “Total Cost of Ownership (TCO) with Lifecycle Refrigerant Accounting” - understanding all the components of TCO - - leaks at install, operation, end of life

- **Compliance**

- Metric: “HFC Transition Readiness Index” - as of 1/2026 - tracking & recording requirements under the AIM Act

Q+A

How to Submit Questions for Moderator and Speakers



Recommended Next Steps for...YOU!

- ❑ Download the toolkit here:

<https://www.sustainablepurchasing.org/refrigerants-pcc>

Email us at

info@sustainablepurchasing.org to:

- ❑ Receive technical support
- ❑ Provide feedback
- ❑ Indicate your interest in joining a “Users Group” for deeper collaboration

Reducing Refrigerant Emissions Through the Power of Procurement Part 2

November 18, 2025
2:00 - 3:00 pm EST



REEF - Get Involved

Volunteer

Offer your time and expertise to support REEF initiatives.

Partner

Collaborate with us to amplify REEF's impact.

Donate

Contribute to drive significant changes in the industry.

Membership

Access valuable resources and a network of industry leaders.

contact@reefclimate.org

