



# Panel Members

- Lori Wasson, Statewide Travel Program
- Jeff Haag, Southwest Airlines
- Bahia Abdallah, Statewide Travel Program
- Lisa Holmes, Enterprise Rent-A-Car
- Kelly May, Statewide Travel Program
- Robert Marshall, Inn Marin
- Tasha Wilson, Statewide Travel Program
- Doug Browne, American Express



# Save Green

- Statewide Travel Program
- For use by employees of state departments, universities and local government for travel on official government business
- Airline contracts
  - Negotiate discounted airfares for statewide travel program
- Management Memos
  - MM 08-12 – issued July 1, 2008
  - Announces discount airfare contracts between State of California and participating airlines
  - Using discount airfares
- Provisions by Statewide Travel Program and Southwest collaboration
- Training to state departments
  - Orientation of SWABIZ program, usage and account set up
  - Use of SWABIZ program after enrollment
  - Continued support and troubleshooting
- Savings – Cost Effective Management of Travel
  - Save green (\$) while traveling green
  - On-line reservations = time savings
  - Save on service fees (cost savings)
- Introduction – Jeff Haag, Southwest Airlines



Travel Green



**SOUTHWEST AIRLINES<sup>®</sup>**

# Industry Facts

- In the US, the airline industry is directly responsible for 5.8% of gross economic output.
- Airlines account for only about 2% of greenhouse gas (GHG) emissions in the US, and 3% worldwide.
- The airline industry has been able to maintain a low carbon footprint because they are constantly improving their fuel efficiency.
- The industry has improved its fuel efficiency—and hence greenhouse gas efficiency—by 103% between 1978 and 2006.
- Next Generation Air Transportation System (NextGen ATC)



SOUTHWEST AIRLINES®

# Green Team

- Protecting the environment is the responsibility of every Southwest Employee.
- A “Green Team” of employees leads our efforts in sustaining our environment for generations to come.
- Mission: identify efforts currently underway, target areas of improvement, and search for ways to bring environmental stewardship to the forefront of business decisions.



# Technology

- Southwest is the first airline to outfit its fleet with RNP technology, which is a superior approach to current aircraft navigation.
- Procedures can be designed with paths that reduce flight distances and lower thrust settings, resulting in millions of dollars in fuel savings, noise and emissions reductions, and flight safety enhancements.



# Aircraft Initiatives

- Winglets:
  - Southwest has winglets installed on all next generation aircraft and is in the process of retrofitting its -300 series.
- Engine Wash Program
  - Particle Per Million (P.P.M.), measures total dissolved solids in effluent.
  - Effluent is the build up of byproducts of combustion, soot, sand, smog and any environmental contaminants that accumulate.
  - By measuring P.P.M.'s we are determining the resistance of water, based on salt IONS and other particles in the water.
  - Based on SWA current fleet of 737-700 aircraft we are estimating an annual savings of 134 million lbs. of carbon dioxide annually. Every pound of jet fuel saved reduces carbon dioxide emission by 3.1 pounds.
  - SWA CFM 56-7 water wash program started April 1 2008.
  - As of May 21 2008 SWA has accomplished 248 washes, with an estimated elimination of 16.6 million pounds of carbon dioxide.
  - SWA estimated fuel savings from April 1 2008 to current is \$1.6M.



# Save Green

State Car Rental Contracts: These contracts have been created to provide a cost effective way to manage travel with in the state.

- Short Term Contract
- Primary Vendor is with Enterprise
- Secondary National/Alamo
  - Both contracts have been renewed for another year, until 12/09
  - As part of our greening efforts, we have designated a contract rate for specialty vehicles which include a fuel-efficient fleet.
  - Key Points-
    - If your going to a meeting with co-workers, make sure you carpool
    - Its in your best interest to refuel your vehicle before returning it but check with your department policy
    - Need approval from DGS-Fleet for rentals over 7 days.
- Long Term Contract
- Contract with Budget/Avis- Expires 6/30/09
  - For rentals over 30 days
  - Also includes fuel efficient vehicles
  - Key points
    - Need approval from DGS-Fleet to utilize this contract



# Travel Green



**Enterprise Rent-A-Car**

**Lisa Holmes**

**State of CA Account Manager**



# Enterprise Rent-A-Car's Comprehensive Environmental Platform

- Our environmental platform focuses on the following initiatives:
  - **Optional Carbon Offset Program-** Empowering our customers to offset the CO<sub>2</sub> of their rental by funding projects that work to remove carbon dioxide from the atmosphere.
  - **Embracing New, Clean Technologies-** Taking advantage of existing alternative technologies, such as FlexFuel and hybrid vehicles, and helping expand the availability and use of alternative fuels, such as E85.



# Enterprise Rent-A-Car's Comprehensive Environmental Platform (cont.)

- **Most Fuel-Efficient Fleet-** Operating the world's largest fleet of fuel-efficient cars, including more than 440,000 vehicles that achieve 28 mpg highway or better.
  - We operate several “Green” Rental Branches, such as our downtown Sacramento Branch at 12<sup>th</sup> & E, that have a dedicated fleet of fuel efficient and hybrid vehicles.
- **Research: Funding the Search for Renewable Fuels-** Donating \$25 million to one of the world's leading plant science centers to develop renewable, reliable fuels from plant sources.
- **50 Years. . .50 Million Trees-** Funding the planting of 50 million trees over the next 50 years with The National Arbor Day Foundation & the U.S. Forest Service



# Enterprise Rent-A-Car's Comprehensive Environmental Platform (cont.)

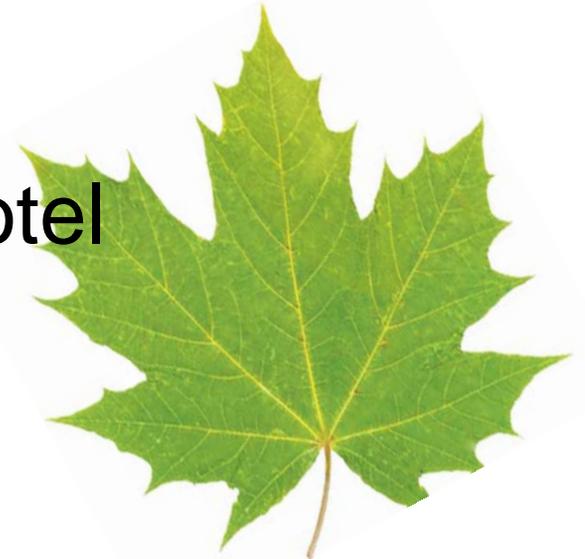
- **WeCar™**-In September 2008, Enterprise Rent-A-Car became the first major car rental company to offer a business-to-business car sharing program to corporate campuses, government installations and colleges and universities across the United States. The WeCar™ program is designed to offer an environmentally friendly, convenient and cost-effective hourly car rental option for customers who need a vehicle during the day. In addition, the program benefits the environment by reducing the number of vehicles on the road and helping to ease traffic congestion and reduce greenhouse gas emissions. The majority of WeCar's fleet consists of hybrids and other fuel-efficient vehicles.



# Save Green

## CA Green Lodging Program

- Program History
- Why Green Hotels?
- Components of the Program
- Resources for Travelers
- Inn Marin- Certified Green Hotel





# INN MARIN



# Travel Green

- Ease of compliance
- Challenging suppliers
- Training Staff
- Resources I used
- VASKA the Science of Natural Cleaning Laundry & Cleaning supplies
- EO: Stands for Essential Oils
- Shampoo and Soaps
- Local Recycling Facilities



# Save Green

- Newest member of the Statewide Travel Program
- Introducing cost effective management of travel for the K-12 school systems
  - Contracted Discounted Airfares
  - Contracted Car Rental Rates
  - AMEX Payment Systems
  - Voyager Fuel Program
  - Government Lodging
- Working with Southwest Airlines and Enterprise to exclusively set up AMEX Payment Systems for the 9,700 K-12 schools in California
  - Business Travel Accounts (BTA)
  - Car Rental Business Travel Accounts (CRBTA)
- K-12 is the last piece of government travel that will now allow us to effectively manage all government travel for the State (Already have State Departments/Boards/Commissions, Cities and Counties, Community Colleges, Universities of California and California State Universities.)

# AMERICAN EXPRESS ON-LINE BTA STATEMENTS

- **Saving Green!**
- New to the State of California in March 2009 On- Line Statements
- Delivered to your desk top
- More information, quicker
- Environmentally friendly



# AMERICAN EXPRESS ON-LINE BTA STATEMENTS

- Delivery in convenient and efficient manner
- Statements delivered quickly in .pdf format
  - Electronic billing support file .csv format
  - Accessed 24X7 via AMEX @Work
  - Email alerts indicate statement has arrived
- There is a new look!
  - airline, rail, hotel, car rental and travel agency are broken out by spending category
  - 13 month history included



# BTA Online Statement Eco-Calculator

- **AMEX mails 650 BTAs monthly**
- Avg. number of statements generated annually: 7,150
- Amount of paper generated by statements annually: 171,600
- Miles of paper generated: 30
- Avg. amount of trees saved: 19

**Statements & Fanfold only; does not include envelopes**



# Card Member On-Line Statement Eco-Calculator

- There are over **17,000** American Express Government Cards
- Avg. number of statements generated annually:  
134,300
- Amount of paper generated by statements annually:  
402,900
- Miles of paper generated: 70
- Avg. amount of trees saved: 44
- MYCA is available for all Card Members NOW!



# Contact Information

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# Questions?

