

ST. LOUIS™



GREEN BUSINESS CHALLENGE

The Network that Grows Green Operations and Innovation



2020

The St. Louis Green Business Challenge, a program of the Missouri Botanical Garden, delivers triple bottom line results (financial, social and environmental) to businesses across the St. Louis region. With its scorecard of strategies, seminars, tours and networking events, the Challenge helps each company advance their sustainable business practices in accord with their unique goals and culture.

Since its inception in 2010, 233 companies representing more than 620,000 constituents have joined the Challenge. It is open to all types of companies: small, medium and large businesses; office tenants and building owners; nonprofit institutions, and government entities.

Our team at Tarlton looks forward to challenging ourselves each year to improve our sustainability efforts. We are just as excited and enthusiastic about our progress as we were when we joined the Challenge at its launch, ten years ago.

Tracy Hart
President and CEO, Tarlton

THE CHALLENGE OFFERS THREE TRACKS TO BEST MEET YOUR COMPANY'S SUSTAINABILITY GOALS:

APPRENTICE | \$250

- targeted for small businesses and companies new to "going green"
- two seminars
- complete policies and actions from a menu of options
- phone and email support
- monthly programs
- case study published in 2020 accomplishment book
- receive recognition at awards celebration

GREEN CITIES | \$350

- targeted for municipalities and other local governmental entities
- two seminars
- complete policies and actions from a menu of options designed for governments
- one site visit plus phone and email support
- monthly programs
- case study published in 2020 accomplishment book
- receive recognition at awards celebration

LEADERS/CHAMPIONS | \$650

- targeted for small and large companies, those who own and those who lease
- monthly seminars share best practices and peer-to-peer resources
- comprehensive scorecard of strategies guides your company
- champions can choose advanced scorecard or pursue an innovation project
- one site visit plus phone and email support
- case study published in 2020 accomplishment book
- award presented based on scorecard and/or project accomplishments

By participating in the Challenge, the City of Wentzville further solidifies its commitment to incorporating sustainability measures into our everyday operational practices.

Nick Guccione,
Mayor of Wentzville

2020 SPECIAL FEATURES

GREEN BIZ BRIEFINGS

A luncheon series for all local businesses, whether enrolled in the Challenge or not. Presenters and panelists will provide insights on emerging trends and topics in sustainable business practices. 2020 topics include: the Mississippi River as a business asset, sustainability communications, and more.

MONTHLY SEMINARS

Programs will feature a B-to-B Resource Fair at the Kick Off Seminar, Green Business tours, and more. Open to all 2020 participants!



“Participating in this year’s Green Business Challenge has motivated us to look at our sustainability practices in more depth, increasing thoughtfulness around the daily decisions that our team members and organization make.”

Scott Springman
St. Louis Office
Managing Director,
Protiviti

2020 KEY DATES

- February 4** Challenge enrollment opens
- March 11** Kick Off Seminar with B-to-B Resource Fair
- March 19** Green Biz Briefings Luncheon #1—Mississippi River
- March 31** Registration closes and Baseline Scorecards due for Leaders program
- April 7** Green Apprentice Track begins
- April 9** Green Cities Track begins
- June 1** Champion companies elect to use the Champion Scorecard, Innovation Project, or both
- July** Green Biz Briefings Luncheon #2 (date TBD)
- October 16** Challenge Scorecards, Innovation Projects, and Case Studies due
- December 4** Awards Ceremony and Celebration

MONTHLY SEMINARS: 2nd Wednesday of the Month | 7:30–9:30 a.m.

March 11 | April 8 | May 13 | June 10 | July 8 | August 12 | September 9 | October 14 | November 11

Register your Company for the Challenge! Deadline is March 31, 2020

2020 Green Business Challenge Curriculum: green team engagement, sustainable purchasing, waste reduction strategies, energy efficiency, clean transportation, water conservation, greenhouse gas reporting, energy benchmarking, employee education, and Biodiversity.

2020 ST. LOUIS GREEN BUSINESS CHALLENGE SPONSORSHIP LEVELS & BENEFITS

SPONSORSHIP LEVEL
CHALLENGE PRESENTING SPONSOR

BENEFITS	\$15,000	\$7
Exclusive recognition	●	
Logo recognition in all printed, visual materials, web-based media, and other event materials	top line	sec
Company promotional article in Challenge E-News	●	
Advertisement in Accomplishment Book	full page	1/2
Complimentary Challenge/Apprentice/ Green Cities enrollment	●	
Complimentary tickets and priority seating at Award Ceremony	full table	full
Present award at Award Ceremony	●	
Opportunity to table at annual kick-off event	●	
Opportunity to provide remarks or introduction at event	●	
Verbal recognition at Challenge meetings and events	●	
Eight hours of complimentary consulting for Green Team	●	
Additional Sponsor Benefits		

FOR SPONSORSHIP QUESTIONS, CONTACT GLENDA ABNEY AT GABNEY@MOBOT.ORG | (314) 577-0288

CHALLENGE SUSTAINING SPONSOR	APPRENTICE/CITIES SPONSOR	EVENT SPONSOR <i>Award Ceremony</i>	GREEN BIZ BRIEFING SPONSOR	CHALLENGE SEMINAR/ TOUR HOST <i>Requires hosting of meeting/tour and in-kind donation of catering/facility expenses</i>
\$7,500	\$4,000	\$3,000	\$1,500	\$750
	●		individual luncheon	
boundary	top line for program only	top line for program only	top line for program only	recognition of seminar/tour
●				
page	1/4 page	logo listed	logo listed	logo listed
●	●			
table	1/2 table	1/4 table	2 tickets	
●		●		
●	●	●	●	●
●	●	Award Ceremony	Welcome and intro. speakers at Briefings	event sponsored
●	Apprentice or Green Cities, program only	event	Green Biz Briefings only	meeting or tour
			two seats at Briefings	

Thank You to Our 2019 Sponsors!

As an inspiration for you to consider sponsoring this effective program, here are our 2019 Green Business Challenge Sponsors:

PRESENTING SPONSOR

Graybar

SUSTAINING SPONSORS

Ameren Missouri

Citizens for Modern Transit

RideFinders

GREEN CITIES CHALLENGE SPONSOR

American Planning Association

Madison County Illinois

OneSTL

AWARD CELEBRATION SPONSORS

Burns & McDonnell

Guarantee Electrical Company

Spire

Stan Gellman Graphic Design

ACCOMPLISHMENT BOOK SPONSOR

RBO PrintLogistix

MONTHLY SEMINAR AND GREEN BUSINESS TOUR SPONSORS

BiodiverseCity St. Louis

City of St. Peters

Cortex

UMSL

US Green Building Council Missouri Gateway Chapter

This project was funded in part by the St. Louis-Jefferson Solid Waste Management District and the Missouri Department of Natural Resources

Thank you for considering adding your company to this list for 2020!



2020 SPONSORSHIP OPPORTUNITIES

Green Business Challenge sponsorships provide an exceptional opportunity to distinguish your company as a leader in our community. With your support, the Challenge team can help more companies adopt sustainable business practices in the Greater St. Louis Region. This flyer includes the sponsorship levels and associated benefits. We would like to confirm our sponsors by March 6 to be included in the Kickoff Seminar on March 11, 2020.

If you would like to sponsor please send your commitment, sponsor level, logo, full name of your company, and full contact information to Glenda Abney.

**Our 2020 Presenting Sponsor has already committed.
Thank you Graybar!**



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MISSOURI
BOTANICAL
GARDEN

ABOUT THE MISSOURI BOTANICAL GARDEN

The Missouri Botanical Garden is a center for botanical research, science education, and sustainability efforts, as well as an oasis in the city of St. Louis. The Garden's mission is driven by the need to protect and conserve plants and their ecosystems. We seek to inspire and educate all members of our local region about the benefits of being good environmental stewards through responsible and sustainable use of natural resources. EarthWays Center, the Garden's Sustainability Division, drives community projects that educate and connects people, businesses and municipalities to practical sustainable solutions.

2019 CHALLENGE BY THE NUMBERS

- 100% participate in workplace recycling
- 100% have a Green Team leading sustainability efforts
- 100% provided employees with education in greening the workplace and home
- 100% have established a corporate sustainability policy
- 100% are implementing energy efficiency measures
- 80% actively promote site-based Biodiversity and employee connections to nature
- 73% have implemented a green purchasing policy
- 68% actively promote options for Green Transportation
- 47% benchmarked energy use to inform efficiency and emission reduction strategies



“Environmental Operations, Inc. continually strives to make sustainability a focus of our company culture. Being a part of a larger community with similar values is a huge motivation. The Green Business Challenge has allowed us to continue our focus and to match new ideas with our existing initiatives and policies.”

**Eryn C. Bassett, President,
Environmental Operations Inc.**

REGISTRATION QUESTIONS?

Contact Jean Ponzi
jponzi@mobot.org | (314) 577-0246

INTERESTED IN SPONSORING THE CHALLENGE?

Contact Glenda Abney
gabney@mobot.org | (314) 577-0288