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**SFC EXEMPLARY RETAILER STATUS
REQUIREMENTS & CREDITS TABLE**

July 2011

147 points available

AT LEAST 2 POINTS MUST COME FROM SECTION 2, EDUCATION

Platinum = 75% ; 110 points

Gold = 50% ; 74 points

Silver = 25% ; 37 points

Bronze = 15% ; 22 points, and a commitment to move to Silver within 3 years

Please note that all percentages are of sales, unless otherwise noted. Also note that our website provides definitions from our Glossary, so terms that may not be familiar are clarified. We have worked to simplify the document. The innovation credit is to be used to account for practices not thoroughly covered in the table.

| | Credit (for Operations/Product Mix) | Available Points | Total |
|-------------|--|-------------------------|--------------|
| | NB: Unless otherwise noted, percentage is of SALES | | |
| | | | |
| 1. | Marketing – 5 available points | | |
| 1.1. | Link from corporate website homepage to SFC website | 1 | |
| 1.2. | Display the SFC memberseal in ads | 1 | |
| 1.3. | Display the SFC memberseal on door/in catalogs | 1 | |
| 1.4. | Sustainability covered in company philosophy/mission statement | 1 | |
| 1.5. | Make only verifiable sustainability claims in adherence with FTC mandates against greenwash and in support of their Environmental Marketing Guides | 1 | |
| | | | |
| 2. | Education – 6 available points | | |
| 2.1. | Formalized sustainability training provided to sales staff (Indicate course used) | 1 | |
| 2.2. | Conduct educational training around best practices for sustainability within your operation and in the broader community. (Attach schedule for the last 12 months.) | 2 | |
| 2.3. | Marketing and/or Sales staff achieved GREEN AP for completion of GREENleaders Certified Sustainability Training | 2 | |
| 2.4. | Share questions you ask your suppliers to understand their sustainability practices. | 1 | |
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|--------------|--|-------------|--|
| 3. | Community Involvement – 6 available points | | |
| 3.1. | Leading creation and implementation of “green” initiatives in the local community (Attach description) | 1 | |
| 3.2. | Participation in “green” initiatives in the local community (Attach description) | 1 | |
| 3.3. | For every 25% Vendors that are SFC members, 1 point | 1-4 | |
| | | | |
| 4. | Using Local Sources – 8 available points | | |
| 4.1. | For every 25% of product that is manufactured domestically, 1 point | 1-4 | |
| 4.2. | For every 25% of product that is manufactured & delivered to consumer within a 500 mile radius of distribution point, 1 point (attach documentation) | 1-4 | |
| | | | |
| 5. | Product – 76 available points | | |
| 5.1. | For every 10% of product sold being sourced from SFC Exemplary Members, 1 point | 1-10 | |
| 5.2. | For every 25% of product sold being sourced from SFC Members, 1 point | 1-4 | |
| 5.3. | For every 10% wood product that is sold being certified FSC, SFI or PEFC, 1 point | 1-10 | |
| 5.4. | For every 10% of textile product sold being certified organic, 1 point | 1-10 | |
| 5.5. | For every 25% of product sold being made from 50% recycled/reclaimed content, 1 point | 1-4 | |
| 5.6. | For every 5% of product sold being GreenGuard certified (or demonstrated equivalent) for low VOC emissions, 1point | 1-20 | |
| 5.7. | For every 20% of product containing foam sold being natural latex, or recycled, 1 point | 1-5 | |
| 5.8. | For every 10% of product sold being finished with water-based, oils, waxes, or other eco-friendly finish, 1 point | 1-10 | |
| 5.9. | Buying team makes decisions using a system or guide for eliminating unsustainable virgin materials from product offerings while increasing percents to total of rapidly renewable resources, reused/reclaimed components and recycled content. (Attach) | 1 | |
| 5.10. | Factor disassembly, recyclability and product reclamation into buying decisions. | 1 | |
| 5.11. | Reward vendors with increased business when they evidence a commitment to sustainability | 1 | |
| | | | |
| 6. | Reuse & End of Life Management – 3 avail pts. | | |
| 6.1. | Operable system for accepting items in a Reclamation/Reuse program | 1 | |
| 6.2. | At least 5% of items in inventory are accepted in a Reclamation/Reuse program, including re-upholstery/re-finishing services | 1 | |
| 6.3. | At least 5% of item(s) sold with a program in place for responsibility for end of life of that item | 1 | |
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| 7. | Social Equity/Health – 4 available points | | |
| 7.1. | Provide a Living Wage for 100% of employees | 1 | |
| 7.2. | Have a written Social Equity Code of Conduct as a baseline for employee relations | 1 | |
| 7.3. | Have a Supplier Code of Conduct that includes social equity issues | 1 | |
| 7.4. | Can document health and safety working conditions in all facilities/stores | 1 | |
| | | | |
| 8. | Energy Use – 10 available points | | |
| 8.1. | Distribution system ensures lowest possible energy use | 1 | |
| 8.2. | Have had an energy specialist/utility company audit to measure energy usage | 1 | |
| 8.3. | Have an operable plan to reduce energy use and are on track with targets | 1 | |
| 8.4. | Store(s) use at least 1% Green-e renewable power | 1 | |
| 8.5. | Certified LEED for Retail | 5 | |
| 8.6. | Have replaced conventional bulbs with daylighting and energy-efficient options | 1 | |
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| 9. | Print – 2 available points | | |
| 9.1. | At least 75% printed materials on FSC-certified/recycled paper, with vegetable inks | 1 | |
| 9.2. | Have a written policy for limiting use of paper documents unless necessary | 1 | |
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| 10. | Packaging – 2 available points | | |
| 10.1. | Reuse or recycle all packaging within the operation | 1 | |
| 10.2. | Eliminate packaging waste by using blanket-wrap, offering carton return & recycling services to customers | 1 | |
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| 11. | B-Corp - 5 available points | | |
| | Registered as a Benefit Corporation | 5 | |
| | | | |
| 12. | Innovation – Variable up to 20 | | |
| | Innovation credits must be applied for and approved and are submitted by applicants to address topics that will further the promotion of Best Practices for sustainability | 1-20 | |
| TOTAL | | | |