

Building an ESG-Ready Vendor Profile for Commercial Restoration

THE AGENCY *PLAYBOOK*

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The ESG vendor profile is the market-facing expression of your emissions reporting capability — the section of your capabilities package that tells commercial clients what your ESG program looks like, what data you can provide, and why that makes you a better partner for their reporting obligations. Most restoration contractors don't have one. The ones who develop it now are filling a space in commercial RFPs that competitors are leaving blank.

What Commercial Clients Are Looking For

Three things: evidence that you understand what they need (familiarity with Scope 3, GHG Protocol, their specific frameworks), evidence that you have a system for producing it (documented methodology, data capture process), and evidence that you have produced it (sample reports, references who can speak to your ESG data delivery). The ESG vendor profile addresses all three.

The Five Components

1. Emissions Reporting Methodology Statement: One paragraph describing your calculation methodology. “We calculate and report per-job greenhouse gas emissions for all commercial restoration engagements using the Restoration Carbon Protocol v1.0, built on GHG Protocol Corporate Value Chain Standard methodology. Our reports cover GHG Protocol Scope 3 Categories 1, 4, 5, and 12. We use EPA and DEFRA emission factors, current as of 2026.”

2. Data Capture Process Description: Brief description of what you track per job, how it’s documented, and what your close-out process looks like. Establishes that your emissions figures are based on actual job data, not after-the-fact estimates. Reference the RCP 12-point data capture standard.

3. Sample Per-Job Carbon Report: A redacted sample from an actual completed job — client name and property address removed, but real numbers. Demonstrates that you’ve actually implemented the system, not just described it. Lets the client’s ESG team evaluate the format before committing to you as a vendor.

4. Delivery Commitment: “We deliver the RCP carbon report within 30 days of job completion for planned maintenance work and within 60 days for emergency loss events.” Gives clients something to put in their contract.

5. Framework Compatibility Statement: “RCP-format reports provide primary Scope 3 data aligned with GHG Protocol methodology, compatible with GRESB Real Estate Assessment, CDP Climate questionnaire, and California SB 253 Scope 3 reporting requirements.”

Where to Use It

Every commercial RFP response, preferred vendor program applications, introductory materials for new commercial client relationships, and your website's commercial services page. For existing commercial clients, proactively sharing your ESG vendor profile positions you ahead of when they formally request ESG data.

How long should an ESG vendor profile be?

One to two pages as a standalone document, or a clearly labeled section of your capabilities package. Sustainability professionals appreciate concision — the five components clearly presented are more effective than a longer document with less specific content.

Should the ESG vendor profile include your company's own operational emissions?

Optional. Your Scope 1 and 2 emissions are separate from the per-job Scope 3 data you provide to clients. The primary value to commercial clients is the per-job data capability — don't let your own Scope 1/2 disclosure status become a prerequisite for offering per-job client data.

Can you claim RCP certification before the certification program launches?

No. Describe your approach as “per the Restoration Carbon Protocol v1.0 methodology” rather than “RCP Certified” until the formal certification program launches. Accuracy in ESG claims is the foundation of auditor trust.

CONTINUE READING

- [How to Become an RCP-Certified Contractor](#)
- [How to Provide Scope 3 Data to Clients](#)
- [The ESG Case for the Restoration Golf League](#)

SEE ALSO

- [RCP and SBTi](#)
- [Building an ESG-Ready Vendor Profile](#)
- [RCP Carbon Reduction Playbook](#)

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