

Make the Money You Spend Matter



MAKE THE MONEY YOU SPEND MATTER

British Columbia Social Procurement Initiative
Buy Social Canada





Our communities face challenging and complex social, economic and environmental issues:



- Climate Emergencies
- Homelessness
- Skills Gaps
- Social Isolation
- Affordability



PUBLIC SECTOR SPENDING

The public sector collectively spends billions of dollars through procurement:

- \$200B annually with approx. 80% taking place at local & regional level
- Represents 13% of GDP



SOCIAL PROCUREMENT: MAKE YOUR SPEND MATTER MORE

Economic impact of local suppliers

The economic multiplier effect*

For every **\$100** spent with a “local” office supply business, **\$63** is reinvested locally.

For every **\$100** spent with an “MNC” (big box), only **\$14** is reinvested locally.

*Source: 2019 LOCO BC Study; 'The Economic Impact of Local Businesses'

SOCIAL PROCUREMENT: MAKE YOUR SPEND MATTER MORE

Construction and infrastructure projects

On a \$1M contract local suppliers create **3.6 jobs** compared to **1.8 - 2.0 jobs** with multi-national corporations*

*Source: Vancouver Island Construction Association paper; "Facts or Fiction?"

SOCIAL PROCUREMENT: MAKE YOUR SPEND MATTER MORE

Contracting social enterprises: CleanStart BC

BC Housing included a social value criteria into an RFP for junk and trash removal.

The bid evaluation of price, service, environment and social led to a social enterprise that employs persons with barriers winning the contract and increasing their hiring of targeted employees.

SOCIAL PROCUREMENT: MAKE YOUR SPEND MATTER MORE

Community social and economic development

For every dollar spent with a target group,
the social return on investment is **~\$4.13***

*Source: Atira Property Management, 2017 Ernst and Young

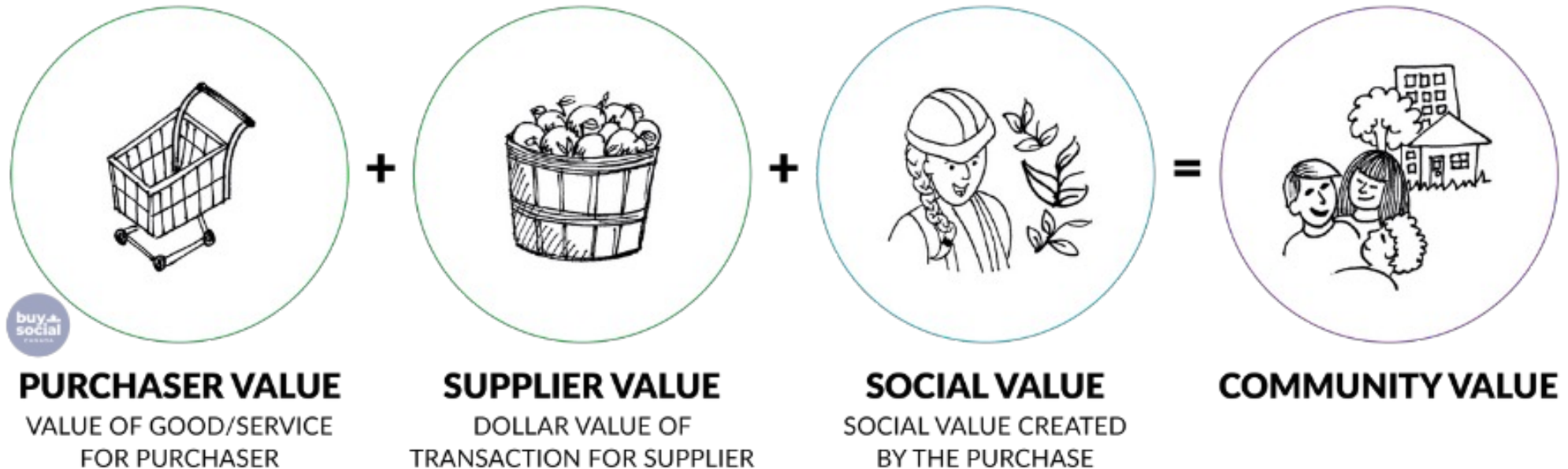
WHAT IS SOCIAL PROCUREMENT?

Social Procurement is the practice of leveraging existing spend to create social, environmental & cultural benefits*

*also referred to as Sustainable Procurement



HOW DOES SOCIAL PROCUREMENT WORK?



Add a social value to existing purchasing



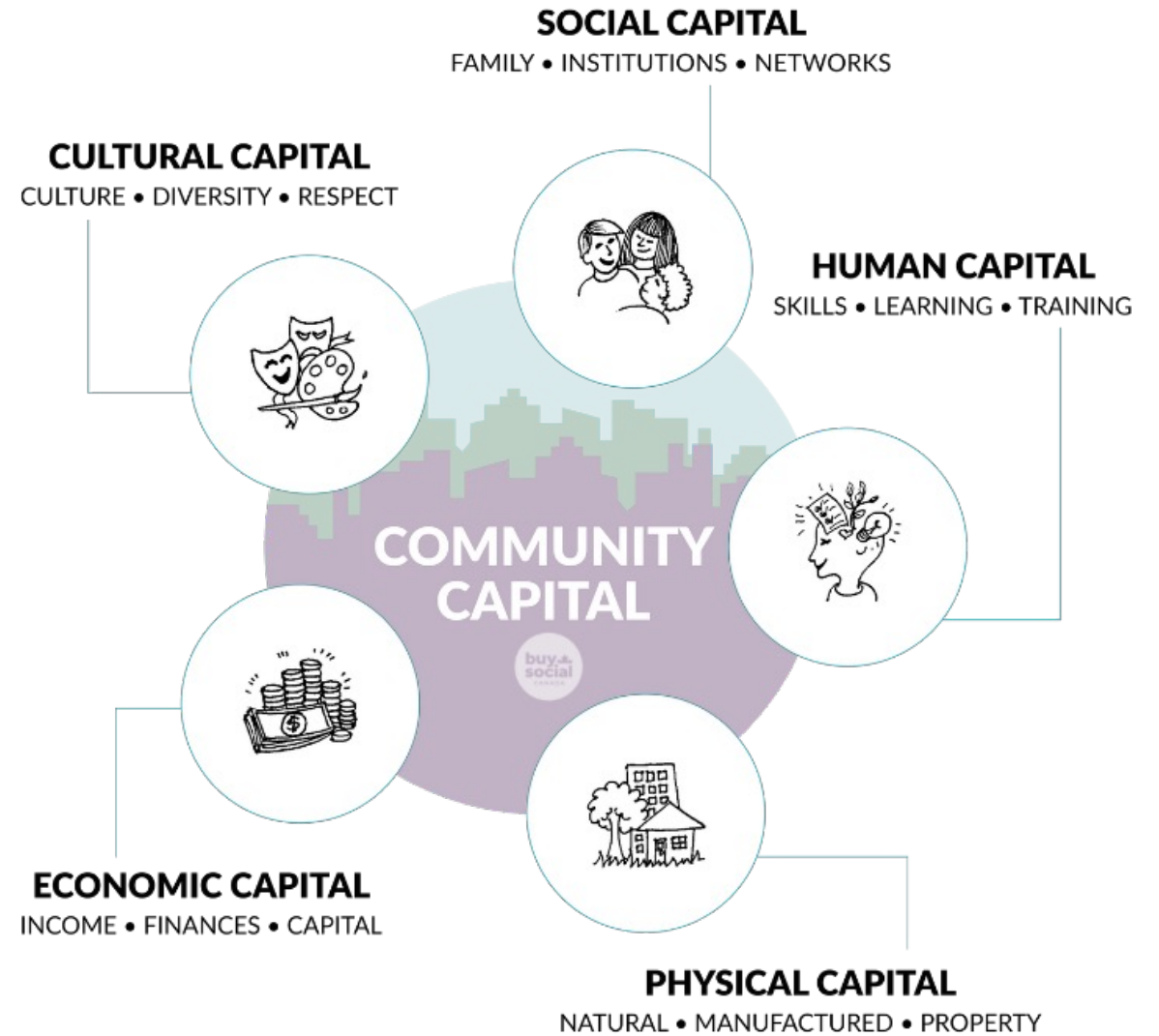
WHY SOCIAL PROCUREMENT?

Every purchase has an economic, environmental, cultural and social impact.

When we focus on 'best value for money' procurement is much more than a financial transaction.

Procurement becomes a tool for building healthy communities.

HEALTHY COMMUNITIES BUILD COMMUNITY CAPITAL



WHAT DOES THIS MEAN IN REAL TERMS?

- ✓ Local economic impact, resiliency & recovery
- ✓ Inclusive local employment and apprenticeship opportunities
- ✓ Ethical purchasing, a living wage, and fair trade
- ✓ Sustainability and climate
- ✓ Equity, diversity & inclusion



ALIGN SPEND WITH STRATEGY

<p>Strategic Goals</p>	<p>Collaborate with Indigenous peoples to build strong relationships and shared decision making</p>	<p>Focus on sustainable practices and forward-thinking environmental protection</p>	<p>Increase food security in our region</p>	<p>Establish a viable maintenance plan for infrastructure, assets, and amenities to meet community needs</p>
<p>Example Social Value Objectives</p>	<ul style="list-style-type: none"> • Purchase from Indigenous businesses • Employment of Indigenous peoples 	<ul style="list-style-type: none"> • Water conservation • Reduce greenhouse gas emissions • Preserve and enhance natural assets 	<ul style="list-style-type: none"> • Purchase local food 	<ul style="list-style-type: none"> • Apprenticeship and training opportunities for infrastructure maintenance • Employment of area residents



BCSPI



British Columbia
Social Procurement Initiative



BCSPI helps local governments and purchasers across British Columbia to turn your procurement dollars into achievable and measurable community and environmental benefits

IMPACT AT A GLANCE

30+

PARTICIPATING
ORGANIZATIONS

600+

INDIVIDUALS
TRAINED

\$750M+

SOCIAL
PROCUREMENT
SPEND

1,000+

PROCUREMENT
PROJECTS

RESOURCE DOWNLOAD

ELECTED OFFICIALS GUIDE TO SOCIAL PROCUREMENT



CASE STUDIES

BCSPI
British Columbia
Social Procurement Initiative

Local Stories: Procurement for Community Well Being

CREATING A SUSTAINABLE PROCUREMENT PROGRAM

CITY OF NANAIMO

"In addition to price, quality, and service, we seek opportunities for social, environmental, and economic outcomes. We ask respondents to provide information about positive outcomes for the planet, people, and community."
—Jane Rushton, Manager, Purchasing & Procurement



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Local Stories: Procurement for Community Well Being

PUTTING IT IN POLICY

DISTRICT OF SQUAMISH

"Social and sustainable procurement is considered as a very important and innovative tool to ensure spending is also contributing to achieving the District's planning goals and supporting the environmental sustainability of our community."
—Anthony Jeffery, Manager of Procurement



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Local Stories: Procurement for Community Well Being

TESTING SOCIAL VALUE OUTCOMES IN CONSTRUCTION

COMOX VALLEY REGIONAL DISTRICT

"When we post a procurement opportunity, we ask respondents to tell us how they will impact the community in a positive way. By doing this, the money gets reinvested back into local economies, people, and the environment."
—Karen Garrett, Manager of Procurement



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Local Stories: Procurement for Community Well Being

DIRECT-AWARD SUSTAINABLE IMPACT

REGIONAL DISTRICT OF

"Considering the social, environmental, and economic items we purchase helps ensure we are getting the best value for our region by shifting our spending towards goods and services that are more sustainable, ethically sourced and socially responsible."
—Ben Routledge, Manager of Solid Waste Services



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Local Stories: Procurement for Community Well Being

CREATING AN INDIGENOUS PROCUREMENT POLICY

CITY OF COURTENAY

Contributor:
Scott Hainsworth
Manager of Procurement and Risk

LOCATION:
North Vancouver
Island

POPULATION:
28,420 (2021)

PROJECT:
Indigenous Procurement Policy

"Indigenous procurement is one of several tools that local governments can use to support reconciliation by providing opportunities to our First Nations partners and Indigenous businesses."
—Scott Hainsworth, Manager of Procurement and Risk



PHOTOGRAPHS: JANE RUSHTON, ANTHONY JEFFERY, KAREN GARRETT, BEN ROUTLEDGE, SCOTT HAINSWORTH

BCSPI IS EASY, AFFORDABLE & IMPACTFUL

- **Mobilize** your existing spend
- **Build capacity and learning** opportunities for staff
- **Deliver** on your strategic goals





PANEL DISCUSSION

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BCSPI is delivered by:



Big Brothers Big Sisters of Canada

In appreciation of our speakers today and with thanks for your contribution, UBCM has made a donation to the Big Brothers Big Sisters of Canada. Big Brothers Big Sisters of Canada has been championing the health and wellbeing of youth. They provide direct service to children by matching volunteers with youths in quality mentoring relationships to overcome adversities, helping them to do better in life.