

## Pilot Plan

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During the pilot phase the Municipality will work closely with an external Social Procurement advisor and key stakeholders to conduct two procurement engagements in each of the three market segments identified below. Each has been identified as presenting the best opportunity to increase social and/or economic value in the community.

1. Community Benefit Agreements (CBAs) in infrastructure contracts
2. Building social capacity in the private sector marketplace
3. Improved supply chain access for micro, small-medium enterprises (SMEs), and social enterprises

### Pilot #1 Community Benefit Agreements in Infrastructure

#### Tender Pilot:

Test the potential of CBAs in tenders for large infrastructure projects.

#### Objectives:

- To model how the Municipality supply chain partners can contribute to the community
- To engage key stakeholders in this new process
- To learn from the pilot and adjust pre-procurement engagement and post-procurement evaluation accordingly
- To build regional market capacity to respond to CBA requirements in public sector contract

The Village of Cumberland BC, Canada's first Buy Social certified municipality, provides one example whereby the social criteria is first assessed in a pre-qualifying phase. Only pre-qualified bidders are then invited to proceed into the conventional tender process, which evaluates against tightly defined technical specifications, capability, and price point.

#### Outcome Metrics:

- Stretch supply chain partners to deliver more community benefits
- Job creation for disadvantaged regional residents
- Apprenticeship opportunities for regional residents
- Enhanced community infrastructure i.e. parks, child care centres, etc.

#### Key Partners:

- Fort McMurray Construction Association (FMCA)
- Chamber of Commerce
- Northeastern Alberta Aboriginal Business Association (NAABA)

**Pilot #2 Building Social Capacity in the Private Sector Marketplace****RFP Pilot:**

Utilize contract structure & test social value weightings in evaluation criteria

**Objectives:**

- To proactively seek social value opportunities in procurement process
- To encourage private sector businesses bidding on the Municipality's contracts to build social capacity and be proactive partners in delivering social value in the community
- To stimulate more socially responsible hiring practices among suppliers the Municipality will work to pre-approve firms based, in part, on their inclusive hiring practices

**Outcome Metrics:**

- A more socially responsible and diverse supply chain
- More socially responsible businesses in the supply chain
- More enterprising non-profits in the supply chain

**Key Partners:**

- Vendor community

**Pilot #3: Improved Supply Chain Access for Micro, SMEs and Social Enterprises****Three Quote Pilot:**

"Three quotes" procurement pilot for below threshold purchasing for goods and services between \$10K and \$75K and for construction projects under \$200K. Estimated spend is about \$3M/year, based on 2015 spend information.

**Objectives:**

- To simplify the procurement process and to include micro businesses to compete for appropriate contract opportunities offered by the Municipality
- To promote vendors to self-register through the online vendor registry
- To improve supply chain access for micro, SMEs and social enterprises

**Outcome Metrics:**

- To diversify the supply chain, with more micro businesses and social enterprises providing goods and services to the region. More regional cross-sector, cross culture dialogue and cooperation

**Key Partners:**

- All internal departments requiring goods and services
- Economic Development department
- Rural relations and community engagement