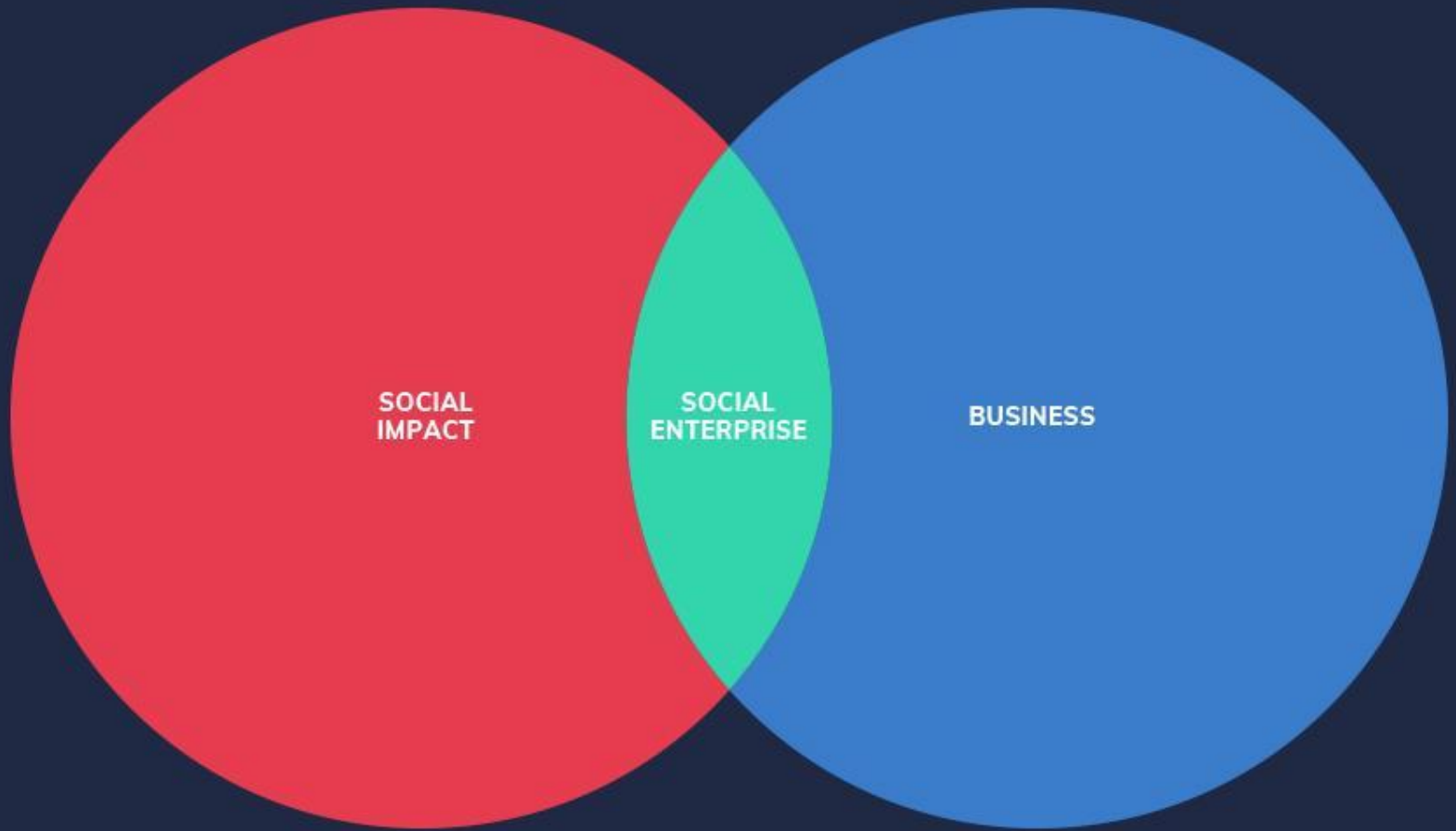
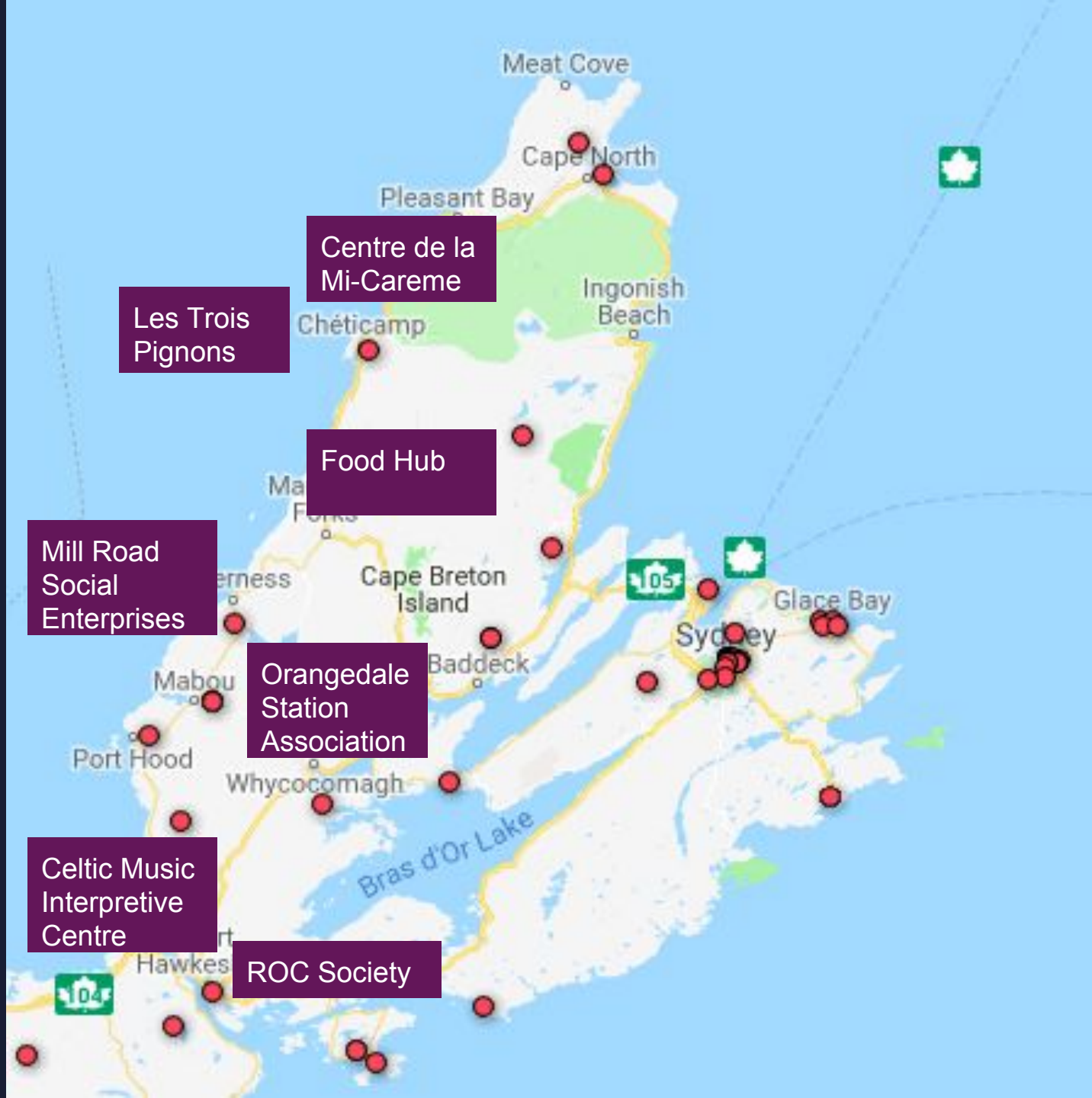


COMMON GOOD SOLUTIONS

Where social impact
meets smart business



Examples of Inverness County Social Enterprises



Across Nova Scotia

- **Mission-driven** - 41% social, 33% cultural, 14% economic, and 11% environmental
- **Businesses** - 3330 full-time equivalent positions & \$179 million in revenue in 2017
- **Established in community** - Median age of operation was 30 years & >75% operated at the local/community scale
- **Plan to Grow** - 66% plan to grow in the next year; strongest area of need is gaining access to new customer markets.

What is Social Procurement?

Leveraging a social value from your existing procurement.

Why Social Procurement?

When we focus on 'best value for money' procurement is much more than a financial transaction, it is a tool for building healthy and vibrant communities.

Social Procurement

By shifting some existing purchasing to social enterprises or by requiring a social value component in large projects we can create local economic, and social benefit without increasing costs.

Social value procurement can take two main forms:

1. Direct procurement from a social enterprise
2. Incorporating social value criteria into tender documents



Purchasing From Social Enterprises Can Help Support Your Own Mandate Without Spending Any Additional Budget Dollars

Goods and services at competitive prices plus added value in the community (e.g.)

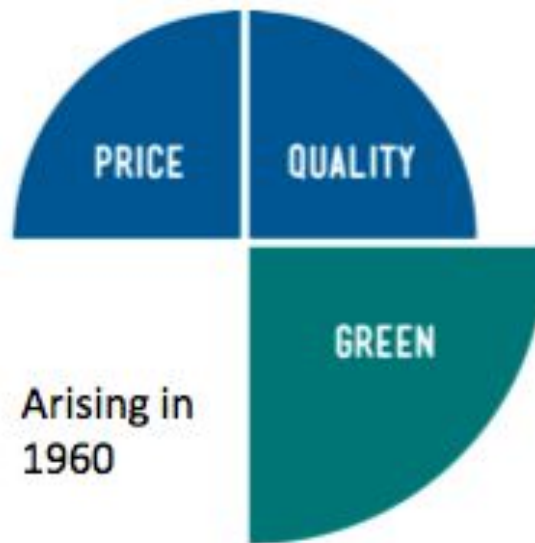
- Public health
- Food security
- Newcomer settlement
- Poverty reduction
- Employment for individuals with barriers
- Provide/support needed services (e.g., fire, seniors services, access to food/grocery, housing, transportation)
- Environmental issues
- Employment for youth, new entrants and newcomers

Evolution of Procurement



1700's to
1960

Traditional model



Arising in
1960

Trend from 1980



Emerging trend

Provincial

- British Columbia Social Purchasing Guidelines
- Nova Scotia Social Enterprise Framework
- Ontario Social Procurement & Infrastructure Policies
- Quebec Social Economy Policy
- Manitoba Housing & BC Housing Social Purchasing

Municipal

- Victoria
- Vancouver
- Toronto
- Montreal
- Cumberland
- Fort McMurray
- Qualicum Beach

Thanks!
Questions?