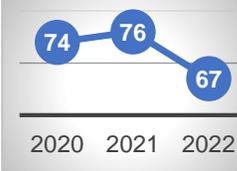
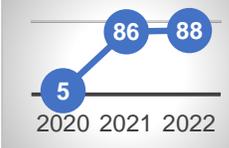


The City’s Social Procurement Program

2020 - 2022 Success Measures

MEASURE	WHY IMPORTANT	2022	TREND	STORY BEHIND THE CURVE								
% industry participation rate	<ul style="list-style-type: none"> Industry (business) supports the Social Procurement program by responding to the Social Procurement Questionnaire and aligning with The City’s stance on social and economic resilience. 	96%	 <table border="1"> <caption>Industry Participation Rate Trend</caption> <thead> <tr> <th>Year</th> <th>Value (%)</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>0</td> </tr> <tr> <td>2021</td> <td>89</td> </tr> <tr> <td>2022</td> <td>96</td> </tr> </tbody> </table>	Year	Value (%)	2020	0	2021	89	2022	96	<ul style="list-style-type: none"> 0% reported in 2020 is due to data collection starting in 2021. Digitizing the Social Procurement Questionnaire (starting 2023 May 31) will make it even easier for businesses to submit their responses and participate.
Year	Value (%)											
2020	0											
2021	89											
2022	96											
% contracts awarded to Supplier with the top Social Procurement score	<ul style="list-style-type: none"> Measure demonstrates the inclusion of the Social Procurement Questionnaire is translating into socio-economic outcomes in The City’s contracts. With an average of 4 to 6 bids received for each of The City’s procurement opportunities, businesses who align with The City’s desired outcomes are winning contracts more than half of the time. 	53%	 <table border="1"> <caption>% Contracts Awarded to Top Score Supplier Trend</caption> <thead> <tr> <th>Year</th> <th>Value (%)</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>0</td> </tr> <tr> <td>2021</td> <td>43</td> </tr> <tr> <td>2022</td> <td>53</td> </tr> </tbody> </table>	Year	Value (%)	2020	0	2021	43	2022	53	<ul style="list-style-type: none"> 0% reported in 2020 is due to data collection starting in 2021. 2021 and 2022 values support the additional points received through the Social Procurement Questionnaire is effective in providing a competitive advantage to win a bid.
Year	Value (%)											
2020	0											
2021	43											
2022	53											
% of contracts awarded to small or medium-sized enterprises	<ul style="list-style-type: none"> Measure supports a leveling of the competitive field for small and medium-sized businesses, including those owned by women, Indigenous, other underrepresented groups. 	67%	 <table border="1"> <caption>% Contracts Awarded to Small/Medium Enterprises Trend</caption> <thead> <tr> <th>Year</th> <th>Value (%)</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>74</td> </tr> <tr> <td>2021</td> <td>76</td> </tr> <tr> <td>2022</td> <td>67</td> </tr> </tbody> </table>	Year	Value (%)	2020	74	2021	76	2022	67	<ul style="list-style-type: none"> Market consolidation combined with higher economic activity after COVID-19 contributed to the 2022 decrease in small and medium-sized businesses responding to competitive procurements.
Year	Value (%)											
2020	74											
2021	76											
2022	67											

<p>% of contracts awarded to Suppliers providing work experience</p>	<ul style="list-style-type: none"> Makes lives better by supporting transition from education to employment. Early employment success is a predictor of future career success. 	<p>84%</p>	 <table border="1"> <thead> <tr> <th>Year</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>54</td> </tr> <tr> <td>2021</td> <td>71</td> </tr> <tr> <td>2022</td> <td>84</td> </tr> </tbody> </table>	Year	Percentage	2020	54	2021	71	2022	84	<ul style="list-style-type: none"> Tight labour conditions are contributing to work experience being used as a recruitment tool.
Year	Percentage											
2020	54											
2021	71											
2022	84											
<p>% of contracts awarded to Suppliers paying living wages</p>	<ul style="list-style-type: none"> Reduces poverty - when low-wage workers experience wage increase they spend their money locally. Allows families to participate in the social, civic and cultural lives of their communities. 	<p>88%</p>	 <table border="1"> <thead> <tr> <th>Year</th> <th>Percentage</th> </tr> </thead> <tbody> <tr> <td>2020</td> <td>5</td> </tr> <tr> <td>2021</td> <td>86</td> </tr> <tr> <td>2022</td> <td>88</td> </tr> </tbody> </table>	Year	Percentage	2020	5	2021	86	2022	88	<ul style="list-style-type: none"> 2020 data is from the Social Procurement pilot. The shift to include the Social Procurement Questionnaire into all applicable procurements in 2021 led to the significant increase.
Year	Percentage											
2020	5											
2021	86											
2022	88											