

# Procuring from Canadian, Albertan and Compliant Trading Partners

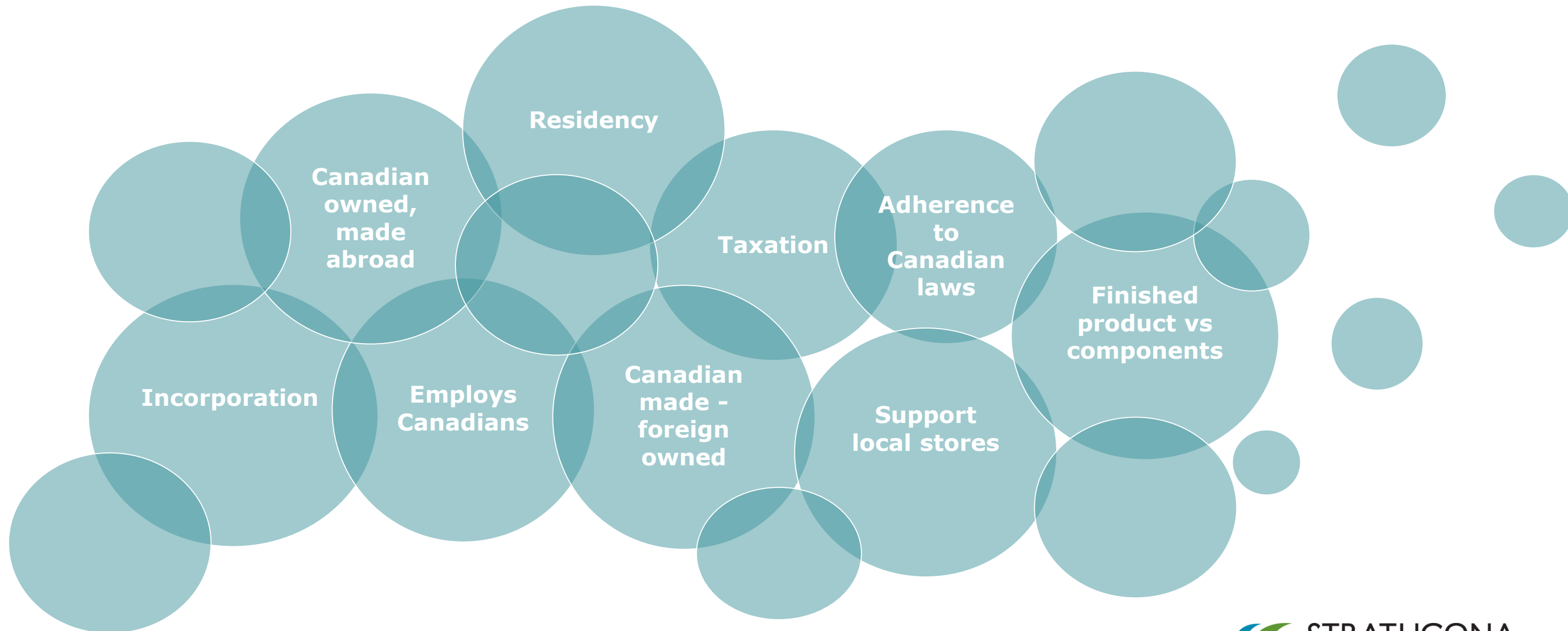
Council meeting  
April 29, 2025

# Council motion

On March 11, 2025, Council passed the following motion:

THAT administration review procurement policies and practices to ensure that the County procures all required goods and services from sources that are Canadian, Albertan and from countries that Canada has a relationship or free trade agreement that is being honoured, and report to Council with options for any next steps by the end of April 2025.

# How do we decide a supplier is or is not Canadian?



# Trade agreement partners

Agreement	Members
New West Partnership Trade Agreement (NWPTA)	BC, Alberta, Saskatchewan, and Manitoba
Canadian Free Trade Agreement (CFTA)	Provinces, Territories, Federal Government
Canadian European Trade Agreement (CETA)	Canada and the European Union
Canadian-United States-Mexico Agreement (CUSMA)	Canada, US and Mexico

Strathcona County is governed by various domestic and international trade agreements aimed at removing trade barriers. These agreements promote economic growth, enhance competition, improve product variety and quality, and facilitate the transfer of knowledge, skills, and technology, fostering development and innovation.

# Trade agreement thresholds

**The County is required to publicly tender for requirements over the threshold.**

The lowest threshold is from the NWPTA, requiring public tendering for any amount that exceeds the threshold.

Agreement	MASH sector		Government Ministries and departments		
	Goods and services	Construction	Goods	Services	Construction
NWPTA	\$75,000	\$200,000	\$10,000	\$75,000	\$100,000
CFTA	\$133,800	\$334,400	\$33,400	\$133,800	\$133,800
CETA	\$353,300	\$8.8M	\$229,600	\$229,600	\$8.8M

# Why are trade agreements important?



Fairness and Transparency

Economic Growth

Non-Discrimination

Legal Compliance

Access to Expertise and Innovation

# Opportunities

Under threshold procurement

Utilizing buying groups

Trade agreement exceptions

Evaluating Social Benefit and Best Value

# Opportunity 1 - Under threshold

**Under \$75,000 for goods and services, \$200,000 for construction.**



- No requirement to post tender notices electronically.
- Request quotes direct from local suppliers
- Supplier inquiry list



# Opportunity 2 - Buying groups

A buying group, also known as a group purchasing organization (GPO), is an entity that consolidates the purchasing power of multiple organizations to obtain better pricing and terms from suppliers. Examples include:



•Canoe  
Procurement  
Group:

***Kinetic***

Kinetic



Government  
of Alberta



Canadian  
Collaborative  
Procurement  
Initiative

# Opportunity Caution – Buying Groups

## Conditions:



•Procurement conducted in alignment with the trade agreements



The County has posted a notice of participation to Alberta Purchasing Connection



Second-stage procurement is not required



The supplier is qualified



The County's requirements are in scope

# Opportunity 3 - Trade Agreement Exceptions

Including, but not limited to:

Procurements from public/government bodies

Procurements from philanthropic institutions, prison labour or persons with disabilities

Procurements from a non-profit organization

Procurements of health services and social services

Where it can be demonstrated that only one supplier is able to meet the requirements of a procurement

Where an unforeseeable situation of urgency exists and the goods, services or construction could not be obtained in time by means of open procurement procedure

# Trade agreement reporting

All municipalities must report to the Government of Alberta all:

- Procurement exceeding CFTA and CETA thresholds
- Openly competed contracts and direct awards that meet limited tendering criteria

This ensures transparency and compliance with trade agreements.

# Opportunity 4 - evaluating social benefit and best value

## **Social Benefit:**

- We can evaluate the social benefit suppliers can offer including in our socio-economic and community benefits that directly impact Strathcona County
- We can use best value procurement which involves a lower weight on price and a higher weight on other factors, including social benefit
- We can evaluate proposed response times when there is a genuine need for timely supply of goods and services. In such cases, the timelines may require proximity to the County

The County is developing a Sustainable/Social/Indigenous Procurement framework, expected to be completed<sub>13</sub> in 2026

# Oracle analytics

99%

of the total value of purchase orders issued in Oracle have been awarded to suppliers with a Canadian address

Supplier	2022	2023	2024	2025	Grand Total	% of total
Domestic	\$232,080,645	\$220,143,385	\$215,199,796	\$71,109,564	<b>\$738,533,391</b>	99.3728%
<b>Foreign US</b>	<b>\$1,099,812</b>	<b>\$1,538,353</b>	<b>\$1,365,066</b>	<b>\$448,805</b>	<b>\$4,452,036</b>	<b>0.5990%</b>
Foreign Non-US	\$53,418	\$70,701	\$85,515	\$0	<b>\$209,634</b>	0.0282%
Total	<b>\$233,233,875</b>	<b>\$221,752,439</b>	<b>\$216,650,376</b>	<b>\$71,558,370</b>	<b>\$743,195,060</b>	

# US spend by category

**What are we buying from US suppliers?** Between 2022 and 2025 approximately:

Value	Category	% of Total
\$2,000,000	Licensing, subscriptions, support and maintenance of IT software and hardware	.2%
\$800,000	Consulting and professional services	.1%
\$250,000	Equipment, tools and consumables	.033%

# Buying local

We procure local, Albertan and Canadian when suppliers are qualified, meet our requirements, and offer the goods and services at a reasonable cost.

Under threshold procurements are managed within departments. To ensure departments are considering local, Albertan and Canadian, Administration will issue a notice reminding the organization to prioritize local suppliers for under-threshold procurements.



# In conclusion

Strathcona County will continue to ensure all procurements are in alignment with:

- Trade agreements
- County policy
- County strategic plan and goals

while considering all opportunities to ensure we are working with suppliers who will bring the best value and benefit to the County and our community.