



Social Value in Construction

Community Benefit and
Social Procurement Solutions

Design, Implement, Measure and Report

For more information contact
Elizabeth@buysocialcanada.com

About Buy Social Canada

Buy Social Canada's purpose is to educate, advocate and engage social value suppliers and purchasers from across governments, institutions, and corporations, to advance social procurement and community benefit agreement policies and practices to help build healthy communities.



A man in a dark suit is seated in a white office chair, facing right and gesturing with his hands while speaking. He is in a meeting room with other people seated around a white table. On the table is a laptop and some papers. In the background, there are three framed images on the wall showing various buildings. A large potted plant is visible behind the man.

Buy Social Canada Experience

Buy Social Canada's expertise and experience extend across consulting, policy design, tool and resource development and training and workshops, always with a focus on utilizing local community assets, ensuring knowledge transfer and local capacity building.

Buy Social Canada has provided advice and consulting services to governments at all levels, corporations and institutions with a proven track record of delivering effectively within budget and timelines.

A background image showing three people in a meeting. On the left, an older man with a white beard and glasses is looking towards the center. In the middle, a woman with dark hair is looking towards the right. On the right, a Black man is gesturing with his hands while speaking. They are all seated in green chairs. The image is slightly faded to allow text to be read over it.

Buy Social Canada Approach

Buy Social Canada works with our clients as partners to integrate local and corporate goals with social procurement policy and best practices. We:

- Assess and connect your social goals with existing purchasing opportunities
- Design bespoke policy, operations, metrics and reporting processes
- Connect social enterprises and social value businesses with social procurement and community benefit agreement opportunities
- Host a Pan-Canadian multi-stakeholder Community of Practice.
- Offer an open-source directory of Certified Social Enterprises

Social Procurement in Construction

- Construction is much more than building the structure, you're building community through every project, every sub-contract, every hire and every purchase.
- Owners and developers are asking the questions, what is your social value track record?
- Buy Social Canada can work with you to design and implement your policy, track outcomes, and report on how to demonstrate to your entire internal team the value you create in community and to be leading the market in social value readiness.



CONSTRUCTION



construction
managers



CLARK
BUILDERS



Buy Social Canada

Examples of Experience with Construction Sector Issues

- With a contract with United Way GTA from 2018 to 2020 we provided social procurement support on the Metrolinx LRT project CBAs and continue to collaborate with the Toronto and Peel Community Benefits Networks.
- Supported the City of Surrey on Infrastructure Canada Community Employment Benefit (CEB) initiative
- Through BCSPi supported Vancouver Island communities on construction RfX design
- Currently engaged with multiple corporations and institutions on their internal social procurement policy and practices



A background image showing three men in construction safety gear (hard hats, safety vests, and work pants) standing on a construction site. The man on the left is wearing a yellow hard hat and a high-visibility orange vest. The man in the middle is wearing a black hard hat and a high-visibility yellow vest. The man on the right is wearing a yellow hard hat and a high-visibility orange vest, and is holding a long-handled broom. They are all smiling at the camera. The background shows a building under construction with large windows and concrete pillars.

Experience: Community Benefit Agreements

- Contracted by the City of Vancouver to develop the tools and implementation framework for the City's Community Benefit Agreements (CBA) Policy.
- Serving as the Independent Third-Party Monitor and support services for the New St. Paul's redevelopment and the 150 West Georgia Street Projects as they implement the City of Vancouver's CBA Policy.
- Providing design and implementation support for the CBA for 1st & Clark with Chandos Construction, BC Housing, City of Vancouver & Vancouver Coastal Health.



CBA Design, Implementation & Reporting

Buy Social Canada has developed a robust Design, Implementation and Reporting plan that includes orientation, training, tool refinement, community engagement, implementation and reporting.

The following pages outline the support available from Buy Social Canada in the delivery of a CBA and/or social procurement targets on a construction, infrastructure or development project.



A background image showing two construction workers. One worker in the foreground wears a blue hard hat and a yellow safety vest over a plaid shirt. The second worker, slightly behind, wears a yellow hard hat and an orange safety vest. They are both looking down at a clipboard held by the first worker. The background is a blurred construction site with scaffolding and structural elements.

CBA Design, Implementation & Reporting

Each project's targets and metrics will reflect the needs of the community, and the requirements set by the owner. These may include:

- Employment opportunities for under-represented and equity-deserving groups
- Training & apprenticeship opportunities for under-represented and equity-deserving groups
- Inclusion of social enterprise, diverse-owned and SME suppliers in the supply chain and
- Other community development opportunities

Buy Social Canada tools, community engagement approach and reporting will be adapted to best achieve these targets and metrics throughout the implementation process.

This outline can be modified to meet the specific needs of an organization or project. Please contact Elizabeth@buysocialcanada.com to discuss further.

CBA design and building Social Value into Construction

Service Deliverable Social Value in Construction design and strategy	Project Process
Design a Social Procurement and Community Benefit Agreement Policy	<p>Buy Social Canada will support in designing a Social Procurement and Community Benefit Agreement (CBA) policy that reflects your organization's key objectives, desired outcomes and procurement processes.</p> <p>These activities could include a combination of interviews with key stakeholders and advisors, a review of primary organizational documents, website and publications, and a review of current procurement policies.</p> <p>Buy Social Canada will support in the design and evaluation of bid process, documents and social value criteria evaluation that reflects your organization's priorities.</p>
Design Social Procurement and CBA targets	<p>Buy Social Canada will support in designing project specific social procurement and CBA targets.</p> <p>This includes</p> <ul style="list-style-type: none">• Identifying project specific objectives and desired outcomes• Identifying project and community needs and capacity• Designing project targets, metrics and definitions• Designing key project tools including projection and reporting tools• Supporting the design of an engagement and communications strategy• Team orientation and training

CBA implementation & reporting outline

Service Deliverable Orientation & Training	Project Process
Project Team orientation and training	<p>Buy Social Canada will work with the core team to ensure key project stakeholders understand the CBA requirements, opportunities and tools including how to use projection and reporting tools and any other requirements relevant to the CBA implementation process. This includes an introductory kick-off meeting and training session.</p> <p>Services available at an additional fee include “how to” guides, one-to-one trainings and short training videos.</p>
Assisting in the facilitation of community engagement sessions on behalf of the Owner	<p>Buy Social Canada will liaise with key stakeholders including the project owner, employment/training organizations, suppliers and community benefit networks/groups to ensure all key stakeholders are well-orientated for the project.</p>

CBA implementation & reporting outline

Service Deliverable Projections & Community Engagement	Project Process
Support the completion and dissemination of the CBA/Social Procurement tool for target projections	<p>Buy Social Canada will work with the core team including the general contractor and key sub-contractors to complete the projection tool used to identify opportunities to meet the CBA targets and to prepare the community for CBA opportunities.</p> <p>Buy Social Canada will liaise with key stakeholders including the project owner, employment/training organizations, suppliers and community benefit networks/groups to convey the projection opportunities identified by the core team.</p>
Facilitate connections with employment agencies, suppliers and other community organizations	<p>Buy Social Canada will work with the contractor and key sub-contractors to broker relationships and connections with relevant employment agencies, suppliers and other community organizations through emails, phone calls and where appropriate convening online meetings and events e.g. employment and meet the buyer sessions.</p>

CBA implementation & reporting outline

Service Deliverable Reporting & Communications	Project Process
Support completion of the CBA Reporting tool	Buy Social Canada will support the contractor and key sub-contractors in the data collection systems and completion of the reporting section of the CBA tools in a timely and efficient manner.
Prepare monthly reports for the Project Specific Working Group	<p>Buy Social Canada will report to the Project Specific Working Group on a monthly basis (or as required by the project) to facilitate the completion of relevant tools and support opportunity identification to ensure CBA compliance.</p> <p>Buy Social Canada will gather the relevant documents from all parties and prepare and present a monthly report at the Project Specific Working Group.</p>

Communications & Annual Report

Service Deliverable Reporting & Communications	Project Process
Communications	Buy Social Canada will support the contractor in liaising with key stakeholders including the project owner, employment/training organizations, suppliers and community benefit networks/groups to ensure key stakeholders are provided the relevant reporting data as required by the project and will coordinate with the contractor to identify opportunities for storytelling and/or case studies to recognize project successes and key learnings.
Annual Report	Support the Owner in creating an Annual Report that will be completed at the end of each year.

Post Construction – Operations Phase

Service Deliverable Operations Phase	Project Process
Operational Social Procurement Strategy	<p>Upon completion of the construction phase of a development, continue CBA implementation in the Operations Phase and offer social procurement advice to tenants and building manger (if applicable).</p> <p>Buy Social Canada will support the Owner and the tenants (if applicable) with implementing the CBA framework in the operations phase of the project.</p> <p>Including but not limited to:</p> <ul style="list-style-type: none">• Support in onboarding the relevant key stakeholders of the operations phase• Support the data collection systems of the projections and reporting tools• Gather the relevant documents from all parties and prepare reports• Liaise with relevant employment agencies, suppliers and other community organizations



Fee Structure

Our fees are flexible and responsive to each project's size and are designed to reflect the scope of work and extent of our engagement across the project phases.

Our team will work with you to ensure the success of the project plans and the social value outcomes.

For a project-specific quote please contact

Elizabeth@buysocialcanada.com



Project Team Experience & Qualifications



David LePage
Managing Partner
David@buysocialcanada.com

David is the co-founder and Managing Partner of Buy Social Canada and a co-founder of the Social Enterprise Institute. Through his work at Buy Social Canada, David has worked on all stages of the Community Benefit Agreement process across Canada. These projects have been in close collaboration with the construction industry with partners like EllisDon and Chandos Construction. David has been a champion of social purchasing for decades and is proud to be an integral part of the Buy Social Canada team. His years of experience span all dimensions of social enterprise activity, across rural and urban settings, cultures and borders.



Elizabeth Chick-Blount
Executive Director
Elizabeth@buysocialcanada.com

Elizabeth is the Executive Director at Buy Social Canada, Elizabeth coordinates and connects Buy Social Canada's work with public and private sector purchasers including all levels of government, SAP and Chandos Construction, to design and implement Social Procurement and Community Benefit Agreement policies and practices. Elizabeth worked with the City of Vancouver on the development of the CBA implementation strategy and is currently working with PCL construction on the implementation of the CBA on the New St. Paul's hospital development, Westbank and Peak Construction on the 150 West Georgia Street project, and Chandos Construction on the implementation of a voluntary CBA on the 1st & Clark project.



Niamh O'Sullivan
Community Benefits and Partnerships Manager
Niamh@buysocialcanada.com

Niamh is Buy Social Canada's Community Benefits and Partnerships Manager, Niamh works on many projects from supporting Community Benefit Agreement implementation, to fostering relationships within our network of suppliers and purchasers, deliverables with our consulting contracts, and business administration. Niamh brings to the Buy Social Canada team a diverse background, from studying History of Art & Architecture at Trinity College in Dublin, to excelling at customer service across many industries in the world-renowned tourism capital of Whistler, BC. She is highly organized and communicates calmly with professionalism.



**Social
Procurement
Leaders**

For more information contact
Elizabeth@buysocialcanada.com