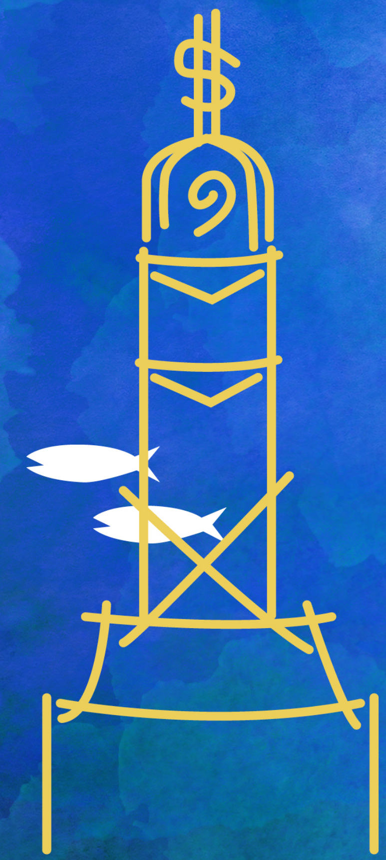
Workshop Session

DFO–CCG Indigenous

Procurement Policy dialogue

Current & Future Opportunities

December 2, 2020



NATIONAL INDIGENOUS FISHERIES INSTITUTE
INSTITUT NATIONAL DES PÊCHES AUTOCHTONES
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Overview

- Current state findings (FY2019-20 contracts)
  - How many contracts involve Indigenous vendors?
  - What are DFO–CCG procurement priorities?
  - Which areas 'match' current capacities, presenting opportunities to increase procurement from Indigenous vendors?
- Lessons learned and best practises
  - Other Indigenous procurement policies
  - National AAROM meeting discussion on procurement
- Joint ventures, registries and employment incentives
  - Other ideas?

Report on Current State (FY2019-20)

- Examined 21,319 contracts issued over FY2019-20
  - 6,248 contracts over $10K, 15,071 under $10K
- Categorized six primary ‘matching’ procurement areas
  - Science and technical activities
  - Professional and management consulting services
  - Repair- and maintenance-related contracts
  - Charter- and travel-related activities
  - Training and room rentals for meetings
  - Office supply and services
- Calculated current % of business in these areas
- Identified more than 10 potential opportunities

Current State: 2.1% of Contract Value

FY 2019-20

CURRENT STATE

Indigenous groups, companies & communities

2.1% $

11.4 %#
Science & technical
3.17 %$

9 %#
Professional & management
4.5 %$

2 %#
Repair & maintenance
2.48 %$

7.2 %#
Charter & travel
1.65 %$

5.5 %#
Training & meeting room rental
2 %$

8.7 %#
Office supply & services
18.1 %$

Current State: Regional Breakdowns

11.4% #

Science & technical

3.17% $

Atlantic	0.69% #	0.22% $
British Columbia	3.4% #	1.78% $
Nunavut	4.96% #	1.7% $
Inuvialuit	1.6% #	0.62% $
Nunavik	0.14% #	0.21% $
Yukon & NWT	0.52% #	0.26% $
Inland	0.26% #	

9 % #

Professional & management

4.5 % $

Atlantic	0.378% #	0.01% $
BC	1.6% #	0.32% $
Inuvialuit	1.63% #	0.12% $
NCR	1.5% #	15.19% $
Nunavik	0.37% #	0.001% $
Nunavut	3% #	0.27% $
YK & NWT	0.63% #	0.003% $
Inland	0.63% #	0.009% $

2 % #

Repair & maintenance

2.48 % $

Atlantic	1.29% #	0.9% $
British Columbia	0.51% #	1.36% $
Nunavut	0.1% #	0.006% $
Inuvialuit	one contract	low $
NCR	one contract	high $
Yukon & NWT	0.001%	$
Inland	0.002%	$

Current State: Regional Breakdowns

7.2% #
Charter & travel
1.65% $

Atlantic	0.3% #	0.0006% $
BC	1.4% #	0.43% $
Inuvialuit	1.57% #	0.2% $
NCR	0.31% #	0.39% $
Nunatsiavut	0.47% #	0.0003% $
Nunavik	0.15% #	
Nunavut	1.57% #	0.26% $
YK & NWT	1.72% #	0.25% $

5.5% #
Training & meeting room rental
2% $

Atlantic	1.54% #	0.53% $
BC	0.15% #	0.11% $
Inuvialuit	1% #	0.14% $
NCR	0.9% #	0.63% $
Nunavut	0.46% #	0.38% $
Quebec	0.15% #	
Yukon & NWT	1.2% #	0.24% $

8.7% #
Office supply & services
18.1% $

BC	0.3% #	0.1% $
NCR	8.3% #	17.7% $
Nunavut	0.1% #	0.33% $

Proposed Opportunities

1. Science and technical
   - More contracts with AAROMs, especially in Atlantic
   - Assessing/remediating contaminated sites and fish habitat
   - Create Standing Offers for sampling and data collection
   - Help those with GIS expertise get on ProServices
   - Align with tides.gc.ca (Tide Gauge Attendant)
2. Management and professional
   - Opportunities through 'Other business service agreements in support of mandate delivery'
     - Leverage capacities of fishery guardians
     - Future potential, re: harbour authorities, resource management advisors, Indigenous knowledge

Proposed Opportunities

3. Repair and maintenance
   - Should strive to significantly increase over next year
   - Buoy servicing in Pacific and North (e.g. Mackenzie River)
   - Construction and repair/maintenance capacity expertise
     - Docks, wharves, breakwater, etc. (Small Craft Harbours)
     - Supply chain re: ship repair and annual refit contracts
     - Building maintenance (interior / exterior)
   - Ship repair/maintenance
     - Joint venture / employment incentives could focus here
   - Rentals of other buildings, storage, etc.
   - Future opportunity, re: fuel and electricity

Proposed Opportunities

4. Charter and travel
   – Set-aside for Inuit air carriers
   – Standing Offer/Supply Arrangement for Indigenous guides, especially across Inuit Nunangat and remote areas elsewhere
   – Future opportunity, re: diving services
5. Training and meeting room rentals
   – More contracts in British Columbia and Nunavut
   – Some AAROMs and Indigenous training leads have training facilities (e.g. Angotum in NB, Nunavut Marine and Fisheries Training Consortium, etc.)
   – Standing offer and/or set-aside for resource management meetings in Indigenous-owned centers (across Canada)

Proposed Opportunities

6. Office supply and services
   - May be more for PSPC
     - NCR set-asides for office furniture and supplies
   - Impact of COVID-19 may be reflected in FY2020-21 contracts (e.g. decreasing percentage next year)
   - More contracts, re: imaging and photography, re: drones

Lessons Learned and Best Practises

- Other Indigenous procurement policies
  - Utility companies often leaders in this area, e.g. BC Hydro
  - Ktunaxa Nation-owned Nupqu Development Corporation
    - Secwepemc Nation construction camp
    - Mowachaht/Muchalaht First Nation decommissioned dam
- BC's Indigenous Procurement Initiative
  - Culturally relevant procurement practices
  - More accessible procurement processes for vendors
  - Seeing themselves in the process
  - Open communication and transparency
  - Local Indigenous procurement

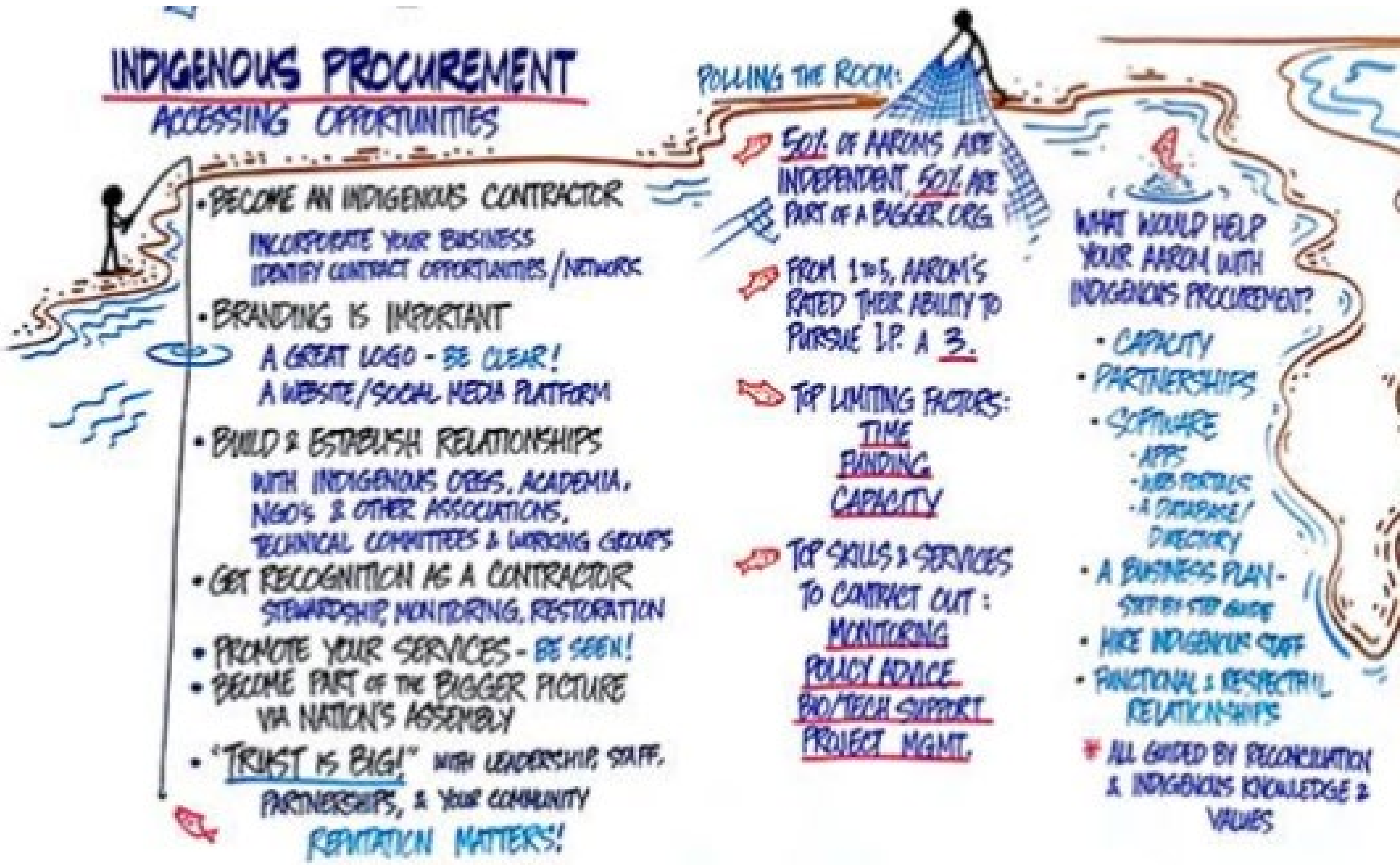
Lessons Learned and Best Practises

- National AAROM Meeting Procurement Discussion
  - Procurement generates revenues to fund community projects, staffing, and training outside of Gs&Cs
  - Group discussed branding, relationships, reputation and new business (key themes to procurement)
  - Potential skills and services: aligned to science/technical and professional/management consulting services
    - monitoring, technical support, water studies, Indigenous knowledge, biology support, etc.
  - Limiting Factors: time, funding and capacity

Potential Skills and Services

Limiting Factors

National AAROM Meeting Discussion



Joint Ventures, Registries and Other Ideas

- Joint Ventures
  - Commercial enterprise undertaken jointly by two or more parties which otherwise retain their distinct identities
  - Heiltsuk Horizon Maritime Services Limited one example
- Other companies with DFO-CCG contracts have joint ventures with Indigenous vendors
  - Matcon: NC-Matcon and TFN Construction-Matcon
  - JJM Construction: SQC-JMM and OXT Energy Corp/JMM Toromont Industries: Toromont Arctic in PSAB
  - Staples: NRG-Staples
  - Tervita Corporation: SPAL-Tervita
  - Stantec Consulting: 11 joint ventures (six in Arctic areas)

Joint Ventures, Registries and Other Ideas

- Business Registries
  - Already PSAB Indigenous business registry, Inuit Firm Registry
  - Makivik Corporation compiling Nunavik Indigenous Registry
- Employment Incentives
  - Matcon (noted above)
    - Provides training and employment opportunities on-the-job training and apprenticeship opportunities.-
    - Contributes to training programs, provides equipment and participate in local career-development initiatives
    - Provides coaching support to assist members in overcoming employment barriers
- Other ideas?

What's Next? Upcoming Sessions and Desired Outputs and Outcomes

- Three more sessions
  - December 7: Indigenous Capacity, Expertise & Gaps
  - December 9: Administrative Constraints & Opportunities
  - December 14: Capacity Path to Procurement
- Outputs
  - Final report
    - documenting project and workshop results
    - recommending desired elements of a DFO–CCG Indigenous Procurement Policy
    - suggesting potential next steps, e.g. pilots
- Outcomes
  - Procurement opportunities matched to current capacities
  - Direction to achieve 5% procurement objective

Thank you for participating in these sessions!