



#21, 4802 50th Avenue
Yellowknife, NT X1A 1C4
Phone: (867) 920-4944
Fax: (867) 920-4640
ExecutiveDirector@YKChamber.com

Mayor Mark Heyck & City of Yellowknife Councilors
PO BOX 580
Yellowknife, NT
X1A 2N4

June 20, 2017

RE: Local Procurement

Dear Mayor Mark Heyck & City of Yellowknife Councilors,

Local procurement is an important issue for many Yellowknife business owners and we were pleased to see Council's motions: #0133-16, #0135-16, #0136-16 and #0137-16 related to local spending and procurement. After exploring local procurement policy options and best practices in other jurisdictions, the Board of Directors for the Yellowknife Chamber of Commerce would like to make the following recommendations:

1. That the City of Yellowknife set their target for local spending at 85%. We believe this could be achieved with minor revisions to internal spending policies, given that 83% of the City's spending in 2016 was spent locally;
2. That the City of Yellowknife create a procurement policy that defines the conditions needed for an application to be submitted to the GNWT, Department of Industry, Tourism and Investment, which would allow the City of Yellowknife to leverage the regional economic development clause of the *Canada Free Trade Agreement*. This clause could only be applied to contracts that don't receive federal funding;
3. That the City of Yellowknife consider opportunities to 'break-down' large contracts into smaller contracts that are more manageable for local businesses to bid on;
4. That the City of Yellowknife work with the Yellowknife Chamber of Commerce to create a joint communication strategy to inform residents and businesses about the importance of shopping local, how much the City spends locally and changes to the City's procurement policies, and;
5. That the City of Yellowknife work with the Yellowknife Chamber of Commerce to explore ways to increase the business community's awareness of procurement opportunities.



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We believe these recommendations will improve Yellowknife businesses' access to local opportunities, while ensuring that City spending generates greater economic value for Yellowknife.

Respectfully,

A handwritten signature in black ink, appearing to read "Renée Comeau", written above a horizontal line.

Renée Comeau
President

A handwritten signature in black ink, appearing to read "Deneen Everett", written above a horizontal line.

Deneen Everett
Executive Director

