



REGIONAL PROCUREMENT BREAKFAST

DECEMBER 17





LLOYDMINSTER

Upcoming Events

- ❖ Winterfest – February 17, 2025
- ❖ Public engagement – Archie Miller 2025
- ❖ *New look for the City Website
- ❖ Website for all engagement:

yourvoicelloyd.ca/YCYB



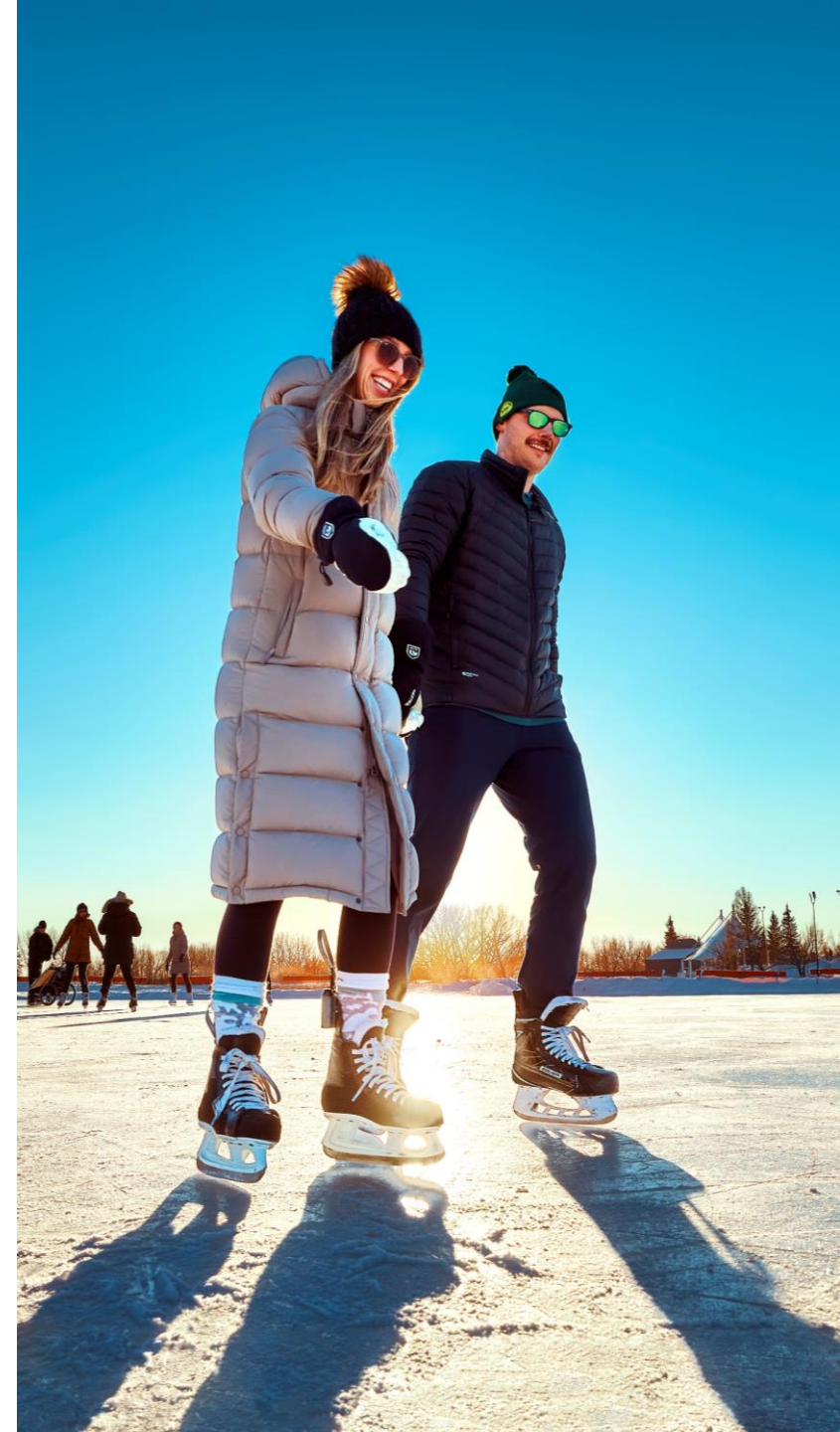


County of
VERMILION River



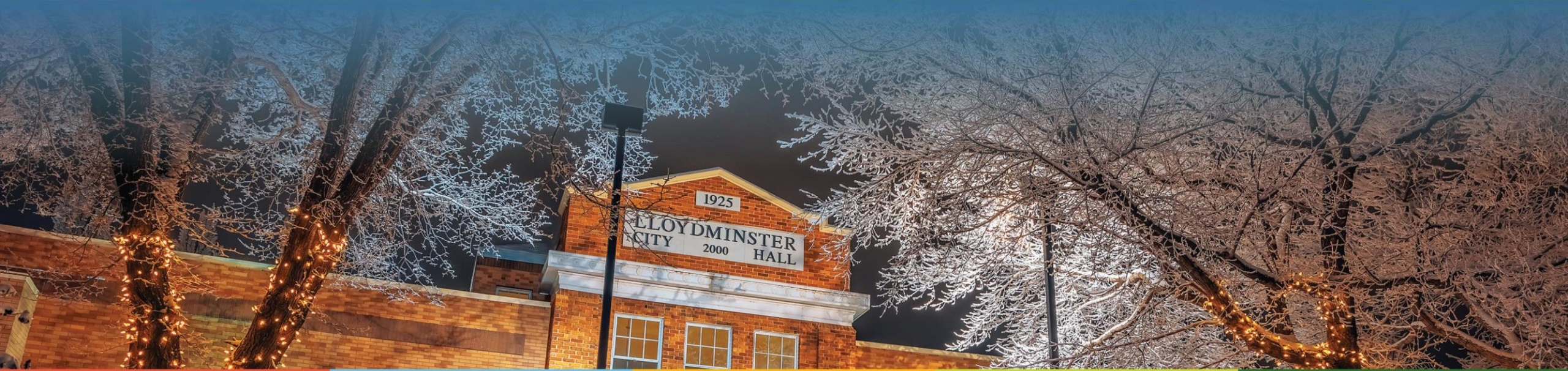
WHILE YOU'RE WAITING

- ❖ Grab breakfast
- ❖ Introduce yourself and your business
- ❖ Visit booths
- ❖ Enter your name in the draw
- ❖ Leave a business card



Agenda

Time	Activity
7:00 a.m. – 7:30 a.m.	Breakfast
7:30 a.m. – 8:30 a.m.	Speakers
8:30 a.m. – 9:00 a.m.	Networking



PROCUREMENT SESSION

December 17, 2024

Housekeeping

- ❖ Facility
- ❖ Regional Messaging
- ❖ Questions
 - ❖ Question Period
 - ❖ Business Cards
- ❖ Message from Economic Development

For any questions regarding procurement at the City, you may contact us at: procurement@lloydminster.ca

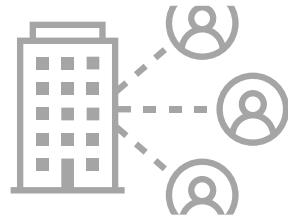


Economic Development Overview

Economic Development Pillars



**Business
Retention and
Expansion**



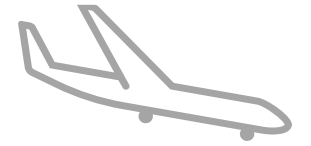
**Business
Attraction**



**Business
Development
and
Diversification**



**Land Division
for Economic
Development**



**Tourism,
Destination
Marketing and
Event Hosting**



\$128,600

Average Economic Household Income



35.5

Median Age



20,250

Workforce



\$308,968

Average Residential Price

BUSINESS LICENCES



Itinerary

1. Message from the Mayor and Partners
2. Doing Business with Municipalities and Schools
3. Procurement Overview
4. Procurement Obligations
 - a. Trade Agreements
 - b. Policies/Legislation
5. Procurement Thresholds
6. Finding Opportunities
7. Creating A Successful Bid
 - a. Understanding the Evaluation Process
8. What Happens to my Bid After Submitting?
9. Debriefs
10. Questions
11. Satisfaction survey

WHAT YOU SHOULD TAKE AWAY FROM TODAY'S SESSION

An Overview

Awareness

Expectations

Provided Tools and Guides



PROCUREMENT OVERVIEW

Procurement Overview

- Public procurement (Open Competition)
- Limited procurement (Invitational Competition)
 - Sole / Single Sourcing

Covers all Types:

- Small / Large Values
- Goods / Services / Construction

Goals for Procurement

- Transparency
- Fairness
- Accountability



Procurement Overview

Public Procurement
(Open Competition)

Limited Procurement
(Invitation Competition)

Sole / Single Sourcing

Procurement Obligations

Trade Agreements



NWPTA – New West Partnership Agreement



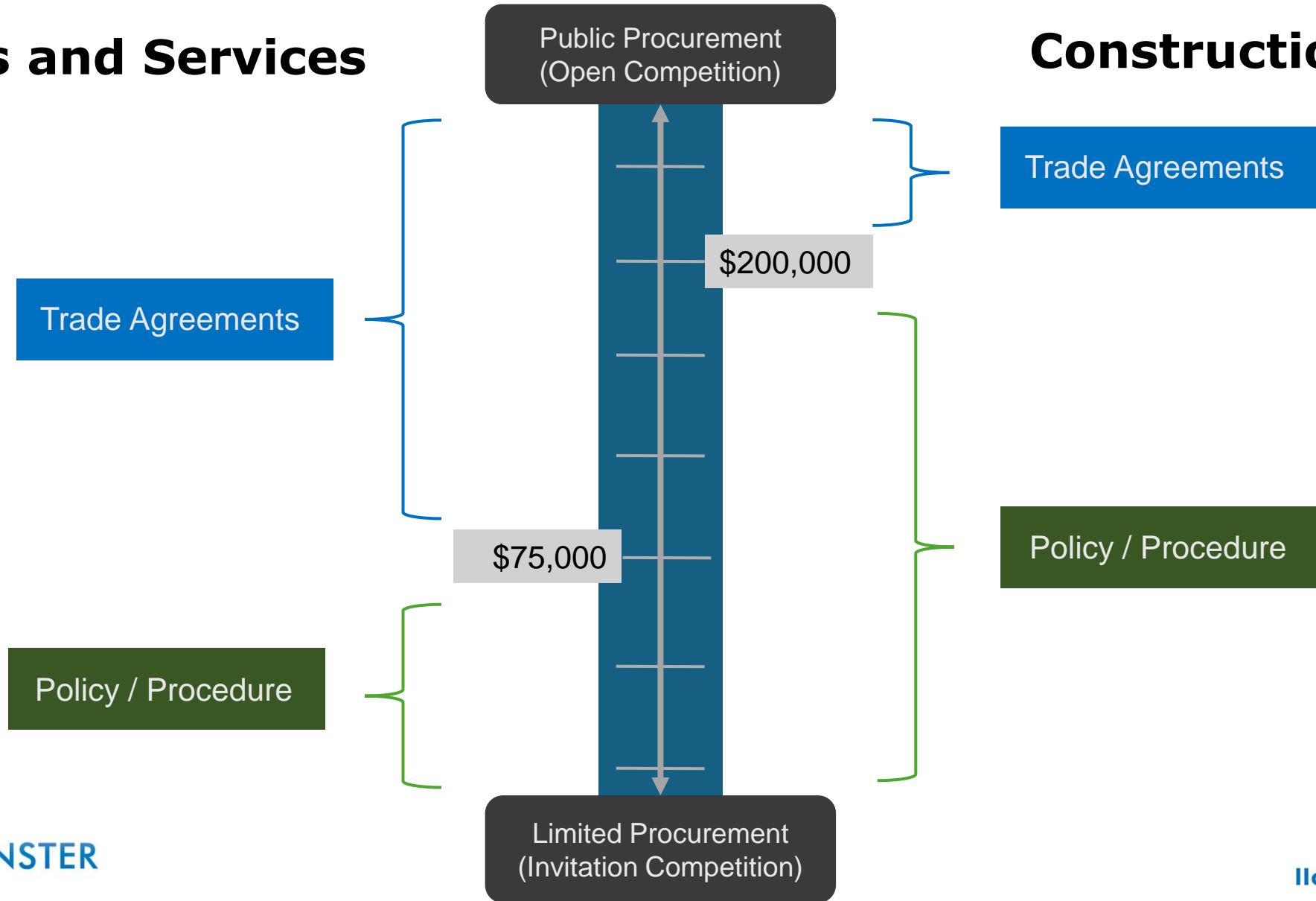
**CANADIAN
FREE TRADE
AGREEMENT**
ACCORD DE
LIBRE-ÉCHANGE
CANADIEN

CFTA – Canadian Free Trade Agreement

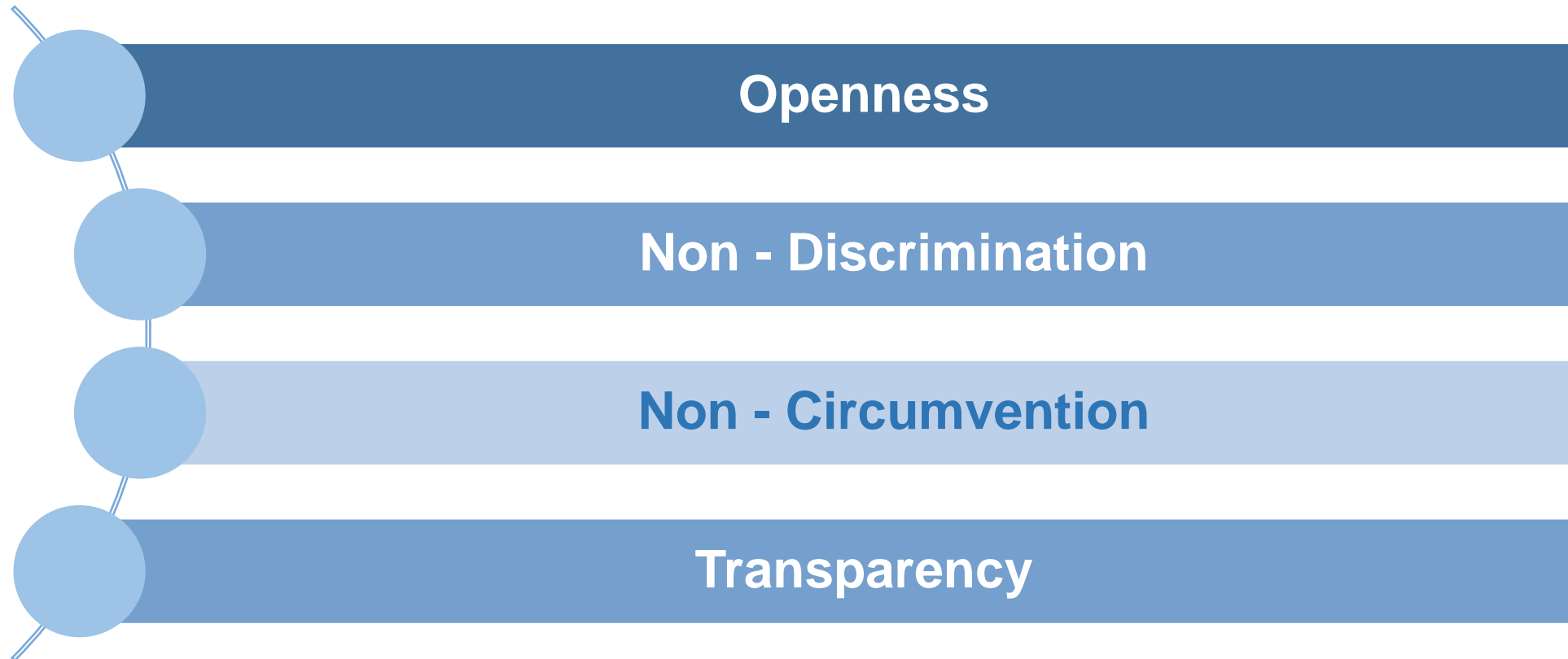
Governance by Threshold

Goods and Services

Construction



General Trade Obligations



What are the Goals and Benefits of NWPTA?

Canada's most open and competitive economy

- BC, AB, SK and MB have marked over 11 million people & a GDP of more than \$70 billion.

Enhanced Competitiveness

- Allowance to flow freely across borders:
- Boosts trade,
- Makes it easier for businesses to expand into other provinces, and
- Lower costs for business and taxpayers.

Labour Mobility

- No additional exams or training requirements for certified workers.

Best Value for Public Spending (lower thresholds)

- Ensures best value for tax dollars
- More opportunities for small and medium-sized businesses to bid.

https://newwestpartnershiptrade.ca/the_agreement_benefits

Procurement Obligations

Legislation and Policies

County's Purchasing Policy

City's Procurement and Purchasing Policy



Anticipating Opportunities

URL: lloydminster.ca/budget

Key Reference Documents

[2025 Approved Budget](#)

[2025 Capital Budget Project List](#)



Budget

The City of Lloydminster supports residents and businesses in building and sustaining a strong community through strategic, responsible planning and sound fiscal policy.

[2025 Approved Budget](#)

[Capital Projects](#)

[Previous Budgets](#)

[Strategic Plan](#)

[Community Engagement](#)

[2025 Capital Budget - Project List by Department](#)

HOW TO FIND OPPORTUNITIES

City of Lloydminster

- Site:
<https://www.lloydminster.ca/en/business-and-growth/bids-and-tenders.aspx>
- Bids and tenders
- SaskTenders
- Alberta Purchasing Connection

County of Vermilion River

- Site:
<https://www.vermilion-river.com/doing-business/tenders-and-land-listings/tenders>
- Alberta Purchasing Connection

Construction Projects

- BuildWorks Canada

EXPAND YOUR SEARCH AREA

HOW TO FIND OPPORTUNITIES

Alberta

- www.purchasingconnection.ca

Saskatchewan

- www.sasktenders.ca

British Columbia

- www.bcbid.gov.ca

Manitoba

- www.merx.com

Government of Canada

- www.canadabuys.canada.ca

Construction Projects

- BuildWorks Canada

Benefits of having an account:



All Bid Documents



Bid Notifications

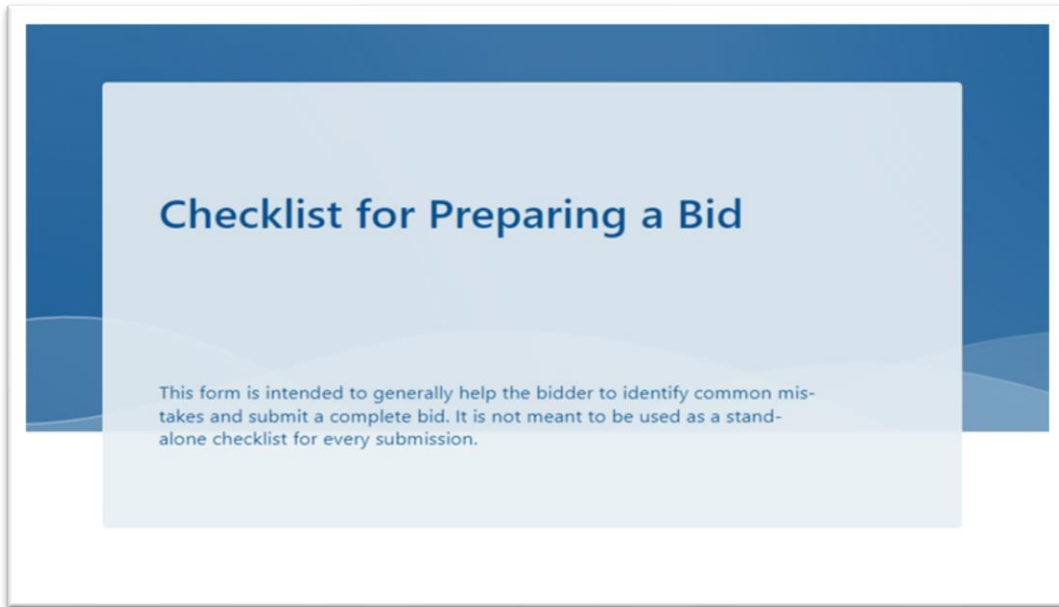


Addenda



“Plan Taker” List

Creating a Successful Bid




Every Bid is Unique




Project Owner Identified is the **ONLY** contact



Submit **ON TIME**



Mandatory Criteria



Don't assume the Evaluation Team knows you



After The Award

Where Can I Find Results?

**Notification
Letters - Debriefs**

**Bids & Tenders
APC
SaskTenders**

**Quarterly Reports
to Council:**

- Capital Project Updates
- Financial Updates
- Procurement Updates

**Major Project
Websites**

- Cenovus Energy Hub site

After the Award - Debriefs

- What is a Debrief?
- Objective
- When can I request one?
- What can I ask?

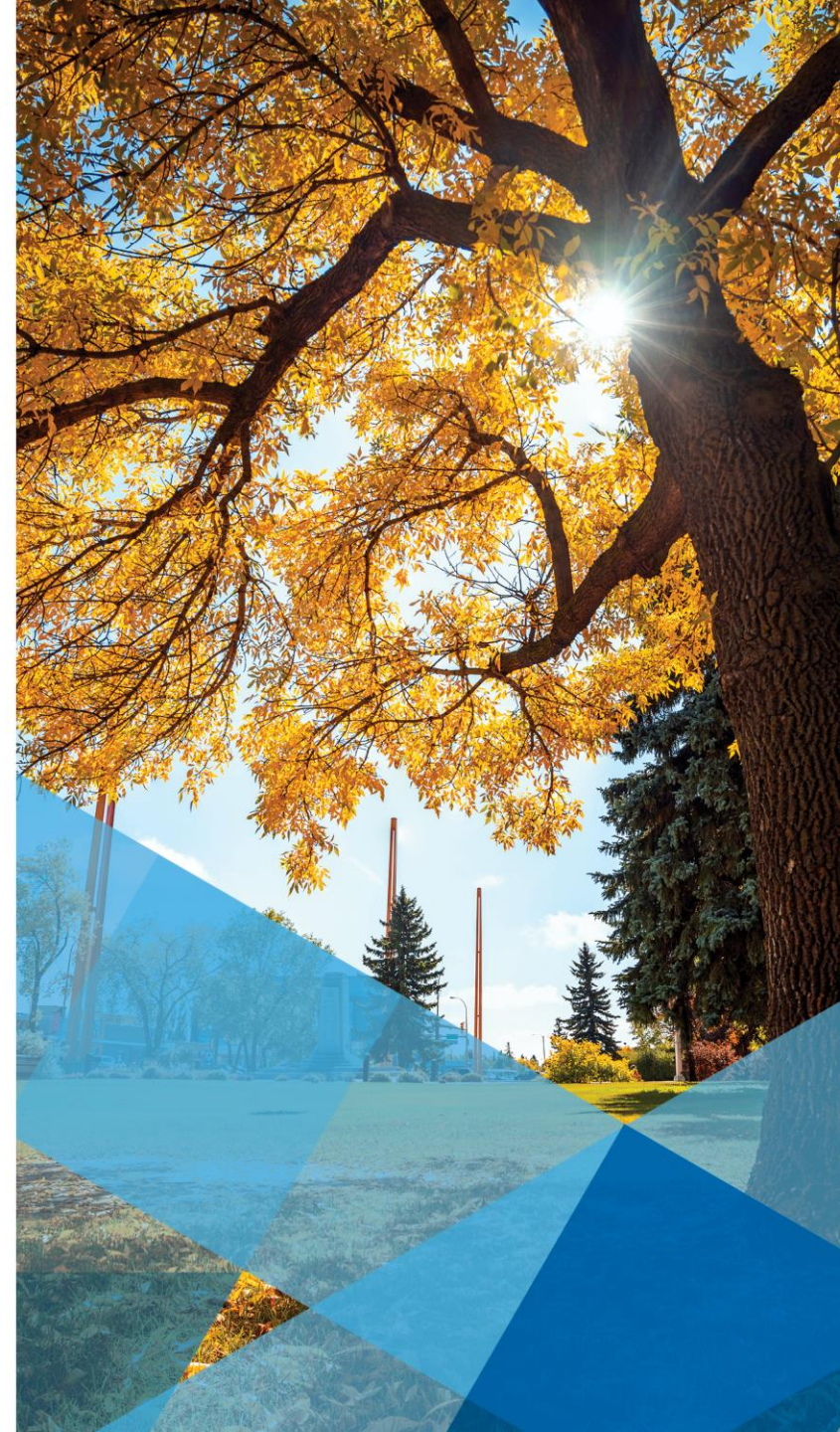
Accessing Opportunities for Purchases Under \$75,000

- Business cards
- Contact Procurement/Entity's Representative
- Business licenses
- Events/Networking
- No pre-approval required



Tips for Purchases Under \$75,000

- Policy – quotes
- Ask Questions
- Strict Deadlines
- Fair Competition



Thank You For Joining Us!

To access the presentation and resources, please visit:

lloydminster.ca/ProcurementResources

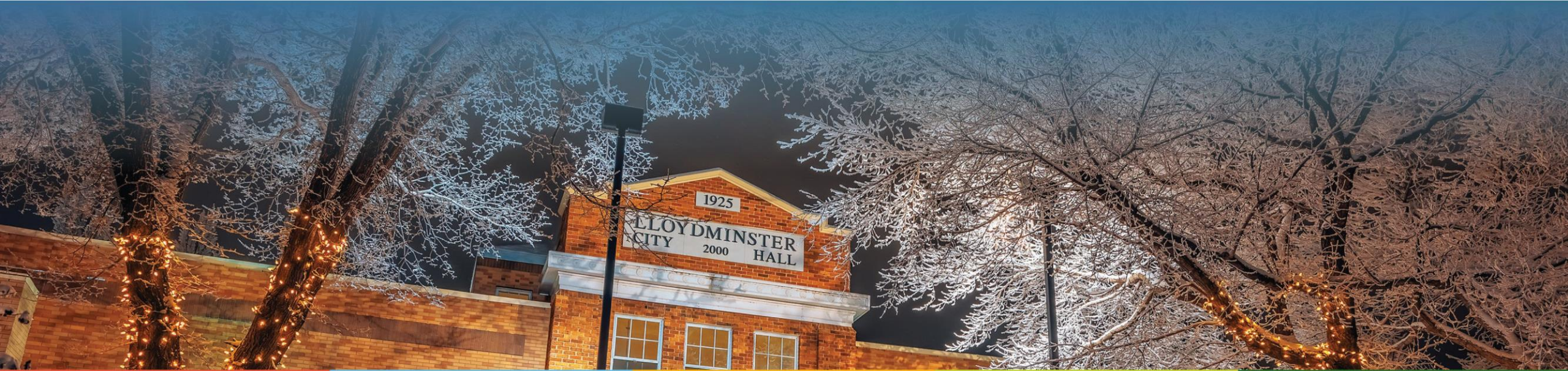
*Available for download until January 31, 2025

Enter the draw – there's still time!



COMPLETE
THE SURVEY





THANK YOU!

PROCUREMENT@LLOYDMINSTER.CA