



GOVERNMENT OF
NUNAVUT
ANNUAL CONTRACT
DATA REPORT

FISCAL YEAR 2000/2001



Prepared by the Department of Public Works and Services
Contracts and Procurement Section, Operations Division

GOVERNMENT OF NUNAVUT
ANNUAL CONTRACT DATA REPORT
FISCAL YEAR 2000/2001

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INTRODUCTION

The Government of Nunavut's Annual Contract Data Report was prepared by the Department of Public Works and Services (PW&S) and provided to the Nunavummi Nangminiqagtunik Ikajuuti (NNI Policy) Review Committee to facilitate the annual review of the NNI Policy. The organization of this report is based on the Government of Nunavut (GN) Contract Procedures, Section 16, and information that is available from GN databases. For this first annual report, the NNI Policy Review Committee also provided input regarding the report format.

The Report presents statistical information about GN contracts that were reported by other Departments, and PW&S Regional Offices and Divisions, to PW&S, Contracts and Procurement Section. Contracts by the Nunavut Housing Corporation and the Legislative Assembly are not reported to PW&S and are not included in this report. All contract information in this report is for contracts that were awarded during the fiscal year 2000/2001, the first year of contracting under the NNI Policy.

DEFINITION OF TERMS

"Goods": In this report, "Goods" contracts are purchase contracts entered into by the Contracts & Procurement Section, Public Works and Services Headquarters Operations Division, for Government of Nunavut Departments, that are primarily for the purchase of goods.

"Inuit": In this report, contracts to "Inuit" means contracts with Inuit firms that were registered with Nunavut Tunngavik Inc. (N.T.I.).

"LCA" or "Local Contract Authority": this is a contract form used by Government of Nunavut Departments for local purchases that do not exceed \$5,000 in value. Use of this form is restricted to contracting with parties located in Nunavut.

"Local": In this report, "Local" contracts are those awarded to Inuit or Nunavut businesses that are based in the same community where the work is being carried out.

"Nunavut": In this report, contracts to "Nunavut" means contracts with Nunavut firms that were registered with the GN as such. For this report, if a Nunavut firm is also registered with N.T.I. as an Inuit firm, then the contract is counted as a contract to Inuit, and not as a contract to Nunavut.

"Other": In this report, contracts to "Other" means contracts with persons, organizations, or firms that were not registered as an Inuit firm with N.T.I., or as a Nunavut firm with the Government of Nunavut.

"Purchase Orders": In this report, "Purchase Orders" are contracts for purchase of goods that were not carried out by the Contracts and Procurement Section, Public Works and Services Headquarters, Operations Division.

"Sole Source": In this report, "Sole Source" means a contract that was entered into without a competitive request for tenders or proposals. The criteria are noted on Page 18 of this report.

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REPORT SUMMARY

This is a summary of the Report, highlighting the participation of Inuit and Nunavut registered firms, and Inuit labour in Government contracts.

- 1. All Contracts:** 11,298 contracts were awarded in 2000/2001 fiscal year; 41% were to Inuit, and 41% to Nunavut. The total dollar value of all contracts was \$85,152,650.96: 24% of dollars to Inuit, and 38% to Nunavut.
- 2. Small Contracts:** 1,038 Small Contracts were awarded; 19% were to Inuit, and 24% to Nunavut. The total dollar value of Small Contracts was \$4,188,381.08: 20% of dollars to Inuit, and 29% to Nunavut.
- 3. Local Contract Authorities (LCA's):** 9,466 LCA's were issued; 45% were to Inuit, and 43% to Nunavut. The total dollar value of LCA's was \$4,109,878.77: 40% of dollars to Inuit, and 46% to Nunavut.
- 4. Large Contracts - Including Goods:** 794 Large Contracts were awarded; 27% were to Inuit firms, and 34% to Nunavut. The total dollar value of Large Contracts was \$76,854,391.11: 23% of dollars to Inuit, and 39% to Nunavut.
- 5. Large Contracts - Excluding Goods:** 229 contracts were awarded; 15% were to Inuit, 29% to Nunavut. The total dollar value of these contracts was \$60,004,875.21: 20% of value to Inuit, and 29% of contracts and 41% of value to Nunavut.

5.1 Contract Type Analysis: For the 229 Large Contracts - Excluding Goods - 85% of contracts were for Consulting Services, Minor Construction and Maintenance, Major Construction, and Service Contracts. 84% of the value was for Consulting Services, Major Construction, and Service Contracts.

- The Contract Types that Inuit and Nunavut firms won most often were: Minor Construction and Maintenance Services (31% Inuit, 62% Nunavut), and Major Construction (43% Inuit, 30% Nunavut).
- The Contract Types where most dollars went to Inuit and Nunavut were for Minor Construction and Maintenance: 28% of dollars went to Inuit, and 52% to Nunavut, and for Major Construction: 26% of dollars went to Inuit and 53% to Nunavut.

5.2 Contract Method Analysis: Out of 229 Large Contracts - Excluding Goods - 61% were competitive requests for submissions (tenders or proposals), and 39% were sole source awards.

- Out of the 39% for Sole Source Contracts, 3% were to Inuit, and 3% to Nunavut firms. The total value of these contracts was \$60,004,875.21: 81.5% of the value was for competitive requests for submissions and 18.5% of was for Sole Source contracts.
- Out of the 18.5% of value for Sole Source Contracts, 0.9% were to Inuit, and 0.6% were to Nunavut firms.
- The Sole Source Contracts that were not to Inuit or Nunavut were mainly for Consulting Services and Service Contracts.

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REPORT SUMMARY CONTINUED

5.3 Awards to Local Businesses: For the 229 Large Contracts - Excluding Goods - 58 contracts were to Local businesses: 38% of these to Inuit, and 62% to Nunavut. The dollar value for Local contracts was \$14,061,260.21: 74% of this to Inuit, and 26% to Nunavut.

6. Inuit Labour: For Minor Construction and Maintenance Services Contracts across Nunavut, an average of 35% minimum Inuit labour was required; on average, bidders committed to 59% in their bid documents, and actually achieved 55%. For Major Construction across Nunavut, an average of 29% Inuit labour was required; on average, bidders committed to 26%, and actually achieved 43% Inuit labour. Because multi-year projects are not yet completed, the Average Inuit Labour Achieved for Major Construction is based on the information available to date.

- Based on bid information, it is anticipated that approximately \$280,781.09 in bonuses would be paid out. To date, \$31,879.44 has been paid for actual Inuit labour achievements, but not all projects have been completed.

7. Submissions Received: Considering the main contract types for Small and Large Contracts (excluding Goods and LCA's), in general where Inuit firms are bidding, they are winning a significant percentage of the contracts.

- For Minor Construction and Maintenance Services, Inuit firms submitted 29% of the bids, and won 36% of the contracts. For Major Construction, Inuit firm submitted 38% of the bids, and won 44% of the contracts.

On average, there were 2.1 bids received for Minor Construction and Maintenance Services, 2.6 for Major Construction, and 1.8 for Service Contracts.

8. Contracts awarded due to NNI Adjustments: For contracts (Small and Large) excluding Goods and LCA's, 18% of contracts, and 6% of the value, were awarded due to NNI Adjustments.

- 46 contracts (out of 259) were awarded due to NNI Adjustments: 37% of awards due to NNI adjustments were to Inuit firms, and 25% to Nunavut.
- The value of contracts awarded due to NNI adjustments was \$3,078,134.97 (out of \$50,336,785 for competitive contracts): 37% of awards due to NNI adjustments were to Inuit, and 48% to Nunavut.
- Inuit or Nunavut firms won most contracts because of competitive pricing, rather than because of NNI adjustments.

9. Comparison to Previous Fiscal Year: For contracts awarded by Public Works and Services in fiscal year 2000/2001 compared to fiscal year 1999/2000, the number of contracts, and value of contracts awarded increased for Inuit firms, Nunavut firms, and Other (non-registered).

- 232 more contracts, and \$5,996,346.16 increase in dollar value to Inuit firms.
- The percentage of contracts to Inuit in fiscal year 2000/2001 was 9% more than the previous year, but the value to Inuit was 7% less. The decrease in percentage of value was primarily because a very large construction contract was awarded in 2000/2001 to a Nunavut firm.

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REPORT OVERVIEW

This report focuses on the distribution of contracts awarded to companies, individuals, or organizations in three status categories:

- 1) Inuit – listed on the NTI Inuit Firms Registry,
- 2) Nunavut – listed on the GN Nunavut Firms Registry and
- 3) Other – not registered as an Inuit or a Nunavut firm.

For this report, contracts to firms that were on both Inuit Firms and Nunavut firm registries have been included in the Inuit Category, but not in the Nunavut category. The report also analyzes firms submitting bids or proposals for contracts, and Inuit labour for construction and maintenance contracts. Charts and graphs are used to illustrate the statistics presented.

SECTION 1, All Contracts, includes all types and values of contracts reported. The number and value of contracts for Inuit and Nunavut firms for all contracts is provided. A breakdown of the number of contracts and value of contracts for Goods Contracts, Local Contract Authorities (LCA's), and for all other Contract Types is provided.

SECTION 2, Small Contracts, includes Goods Contracts under \$5,000 and all other Contract Types under \$25,000, and does not include Local Contracting Authorities (LCA's). A breakdown of the number and value of Small Contracts to Inuit and Nunavut firms is provided.

SECTION 3, Local Contracting Authorities (LCA's), includes only LCA purchases. LCA's are contracts for local purchases not to exceed \$5,000 in value. A breakdown of the number and value of LCA's to Nunavut and Inuit firms is provided.

SECTION 4, Large Contracts - Including Goods, includes Goods contracts with a value of \$5,000 and greater, and all other Contract Types with a value of \$25,000 and greater. A breakdown of the number and value of Large Contracts - Including Goods to Inuit and Nunavut firms is provided.

SECTION 5, Analysis of Large Contracts - Excluding Goods, analyzes Large Contracts - Excluding Goods by Status. These contracts are analyzed further in Sub-section 5.1 by Contract Type, 5.2 by Contracting Method and Sole Source awards, and 5.3 is an analysis of bids received.

5.1 Contract Types: This sub-section provides an analysis of Large Contracts - Excluding Goods - by nine Contract Type categories used by the GN: *Air Charters, Architectural/Engineering, Consulting, Major Construction, Minor Construction and Maintenance Services, Leases, Purchase Orders, Service Contracts, and Other Contract Types*. The number and value of contract for each contract type is provided and illustrated by pie charts, and the number and value for each Contract Type to Inuit and Nunavut, is provided and illustrated by graphs.

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REPORT OVERVIEW CONTINUED

5.2 Contract Methods and Sole Source Contracts: This sub-section provides an analysis of Large Contracts - Excluding Goods - by Contracting Method. A breakdown is given by: *Public* or *Invited* requests for submissions (tenders or proposals), and for contracts that were *Sole Source* awards. For sole-source awards, the number of contracts and value to Inuit and Nunavut firms are provided. A further analysis of Sole Source awards provides a breakdown by Contract Type.

5.3 Awards to Local Businesses: this sub-section provides an analysis of Large Contracts - Excluding Goods - awarded to *Local* Inuit or Nunavut businesses. A breakdown of the number and value of contracts to Local businesses is provided for Inuit and Nunavut firms.

SECTION 6, Inuit Labour, provides Inuit labour information for Small and Large value Minor Construction and Maintenance Services, and Major Construction contracts.

6.1 Inuit Labour for Minor Construction and Maintenance Services: This sub-section is an analysis of Inuit labour minimum requirements, Inuit labour shown on bids, and Inuit labour actually achieved for Minor Construction (contracts less than \$100,000), and Maintenance Services contracts.

6.2 Inuit Labour for Major Construction: This sub-section is an analysis of Inuit labour minimum requirements, Inuit labour shown on bids, and Inuit labour actually achieved for Major Construction (contracts \$100,000 and over).

6.3 Inuit Labour Bonuses: This sub-section provides dollar amounts of potential bonuses, based on bid information, and the amount of bonuses paid to date. The distribution of bonuses paid is shown for the 3 Regions.

SECTION 7, Analysis of Submissions Received, provides information about the number and status of firms bidding for Small and Large Contracts - Excluding Goods. The number of bids and the number of bids from Inuit firms for competitive contracting provided for the main Contract Type categories: Architectural/Engineering, Minor Construction and Maintenance Services, Major Construction, Consulting Services, and Service Contracts, and is illustrated in a graph.

SECTION 8, Contracts Awarded due to NNI Adjustments: This section provides information about contracts where the NNI adjustments resulted in the company being awarded the contract, when the company would not have won the contract without the adjustment. The number and dollar value of contracts won due to NNI adjustments are provided for Inuit and Nunavut businesses.

SECTION 9, Comparison to Previous Year: This section compares the number and dollar value of Public Works and Services contracts from fiscal year 2000/2001 to Public Works and Service contracts from the previous year 1999/2000.

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SECTION 1 - ALL CONTRACTS

Section 1, All Contracts includes all contracts awarded: Goods Contracts, LCA's, and all other Contract Types.

All Contracts - by Status Category

Note: Inuit firm and Nunavut firm Status

For this Section, and all subsequent sections of this report, 3 Status categories are used:

Inuit – listed on the NTI Inuit firms Registry,

Nunavut – listed on the GN Nunavut Firms Registry, and

Other – not registered.

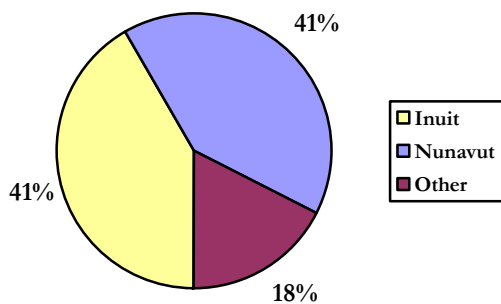
- For this report, those companies that were both Inuit and Nunavut registered, are included in the 'Inuit' category, but not in the 'Nunavut' category.

- 'Other' includes Hamlets, Housing Associations, and Inuit Organizations, and Nunavut Arctic College, as well as businesses that are not registered as Inuit or Nunavut firms; 'Other' also includes businesses located in the NWT and southern Canada.

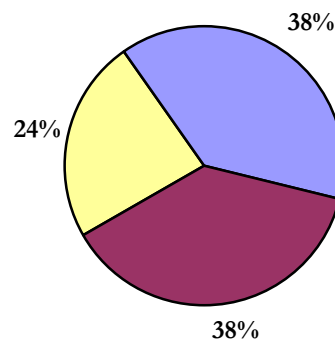
The pie charts below illustrate the number of contracts reported, and the total value of contracts to Inuit, Nunavut and Other.

- There were a total of 11,298 contracts awarded: 4,716 to Inuit (41%), 4,593 to Nunavut (41%), and 1,989 to Other (18%).
- The total value for all contracts was: \$85,152,650.96: \$20,154,126.94 to Inuit (24%), \$32,801,599.75 to Nunavut (38%), and \$32,196,924.27 to Other (38%).

All Contracts to Inuit and Nunavut



Value of All Contracts to Inuit and Nunavut



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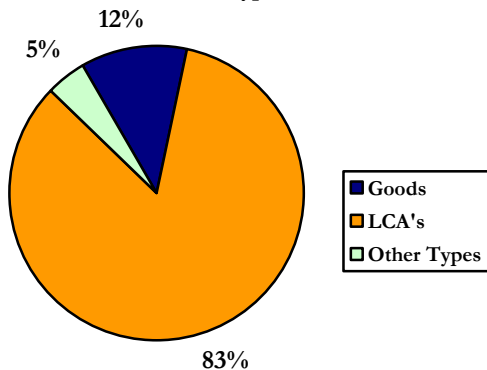
SECTION 1 - ALL CONTRACTS CONTINUED

All Contracts - Breakdown for Goods, LCA's, and all other Contract Types

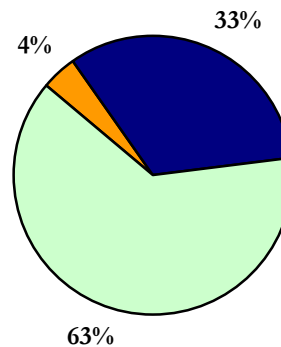
The pie charts below illustrate the number and value of contracts for Goods Contracts, LCA's, and all other Contract Types.

- A total of 11,298 contracts were awarded: 1,320 were Goods Contracts (12%), 9,466 were LCA's (83%), and 512 were for all other Contract Types (5%).
- The total value for contracts awarded was \$85,152,650.96: \$18,147,720.06 for Goods Contracts (33%), \$4,109,878.77 for LCA's (4%), and \$62,895,052.13 for all other Contract Types (63%).
- Section 3 of this report provides more information for LCA's, and Section 5 focuses on Large Value Contracts excluding Goods Contracts and LCA's.

All Contracts showing the percentage for LCA's, Goods Contracts, and other Contract Types



Value of All Contracts showing the percentage for LCA's, Goods Contracts, and other Contract Types



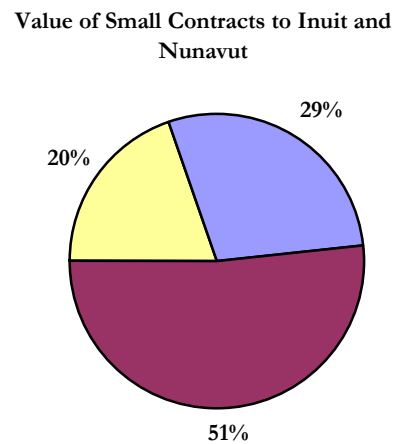
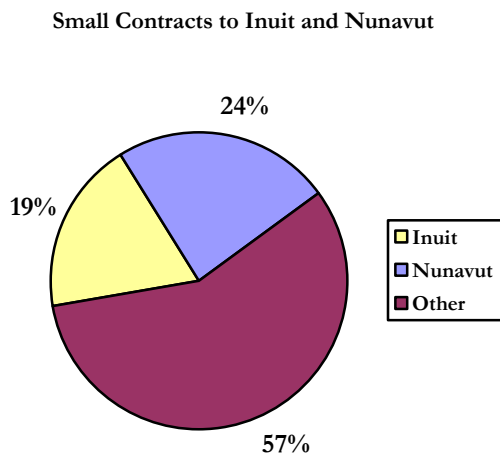
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SECTION 2 - SMALL CONTRACTS

Section 2, Small Contracts includes all Goods Contracts under \$5,000, excluding LCA's, and all other Contracts Types under \$25,000.

The pie charts below illustrate the number of Small Contracts reported, and the total value of Small Contracts to Inuit, Nunavut and Other.

- There were 1,038 Small Contracts reported: 196 to Inuit (19%), 247 to Nunavut (24%), and 595 to Other (57%).
- The Small Contracts totaled \$4,188,381.08 in value: \$828,178.36 to Inuit (20%); \$1,201,030.55 to Nunavut (29%), and \$2,159,172.17 to Other (51%).



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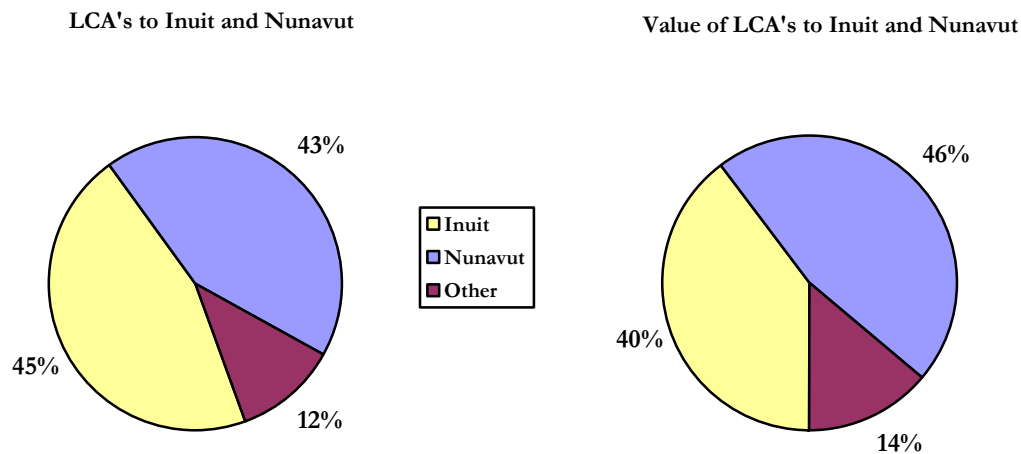
SECTION 3 - LOCAL CONTRACTING AUTHORITIES (LCA'S)

Section 3, Local Contract Authorities (LCA's) includes LCA contracts, which are used by the GN for local purchases not exceeding \$5,000 in value. Because of the small value of these contracts, the GN Regulations do not require a formal competitive bidding procedure for these contracts, although informal requests for pricing are required if over \$1,000.

The pie charts below illustrate the number of LCA's, and the total value of LCA's to Inuit, Nunavut and Other.

- There were 9,466 LCA's: 4,302 to Inuit (45%), 4,073 to Nunavut (43%), and 1,091 to Other (12%).
- The total value of LCA's was \$4,109,878.77; \$1,638,006.21 awarded to Inuit (40%); \$1,899,289.12 to Nunavut (46%); and \$572,583.40 to Other (14%).

Note: Almost all LCA purchases for the 'Other' status category were for Inuit or Nunavut companies, individuals, or organizations that were not registered with either NTI or the GN.



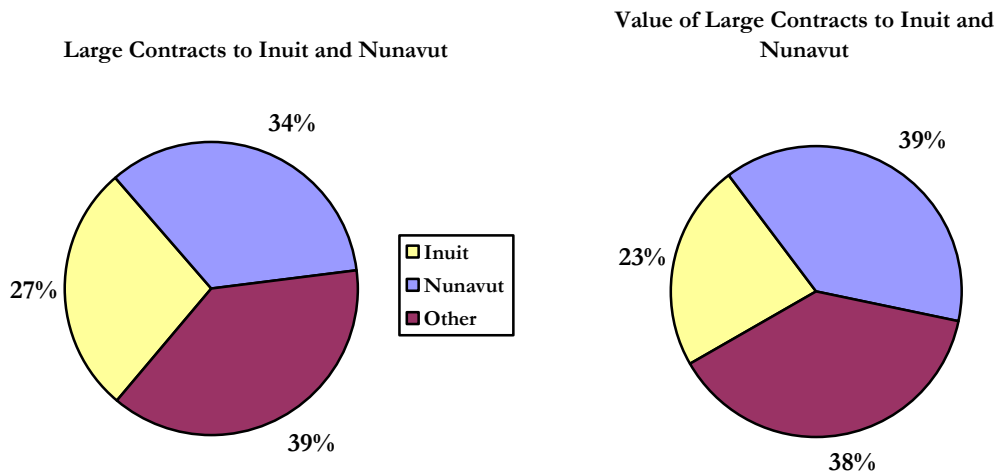
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SECTION 4 - LARGE CONTRACTS - INCLUDING GOODS

Section 4, Large Contracts includes of all Goods Contracts of \$5,000 and greater, and all other Contracts of \$25,000 and greater.

- There were 794 Large Contracts: 218 to Inuit (27%), 273 to Nunavut (34%), and 303 to Other (39%).
- The Large Contracts amounted to \$76,854,391.11: \$17,687,942.37 to Inuit (23%), \$29,701,280.08 to Nunavut (39%), and \$29,465,168.66 to Other (38%).

Note: Because of the very high value of some large Major Construction contracts, one contract award can make a significant difference in the percentage of dollars to Inuit firms compared to Nunavut firms.



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SECTION 5 - ANALYSIS OF LARGE CONTRACTS – EXCLUDING GOODS

Section 5 analyzes Large Contracts (\$25,000 and greater) and does not include Goods Contracts, or LCA's. There were 229 Large Contracts excluding goods, and the total value for these contracts was \$60,004,875.21.

- 15% of contracts and 20% of dollars to Inuit, and 29% of contracts and 41% of value to Nunavut

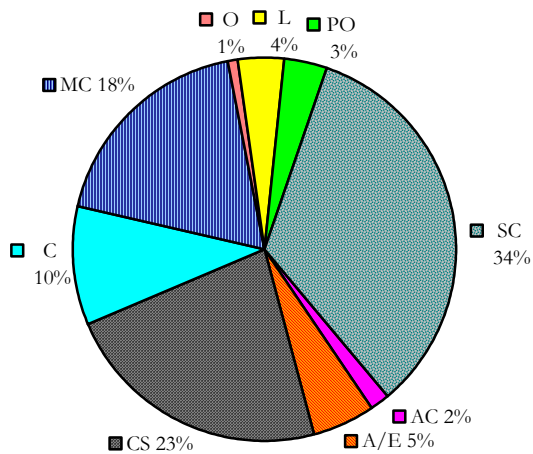
5.1 - CONTRACT TYPES (Large Contracts - Excluding Goods)

This sub-section analyzes contracts by Contract Type. There are 9 Contract Types. These were the number and dollar values for Large Contracts (\$25,000 and over), excluding Goods, for each type. The following information is illustrated on pie charts below.

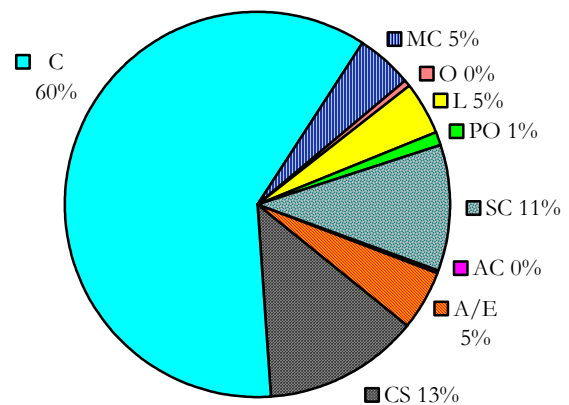
	<u>Contract Type</u>	<u>Number of Contracts</u>	<u>Value of Contracts</u>
AC	Air Charter:	4	\$167,332.73
A/E	Architectural/Engineering:	12	\$2,951,815.75
CS	Consulting Services:	52	\$7,899,141.72
C	Major Construction (\$100,000 +):	23	\$36,218,340.64
MC	Minor Construction or Maintenance:	42	\$2,816,419.97
O	Other types:	2	\$251,103.53
L	Leases for Real Property:	9	\$2,641,053.00
PO	Purchase Order:	8	\$643,889.11
SC	Service Contracts:	77	\$6,415,778.76
	Total	229	\$60,004,875.21

- 85% of Large Contracts were for: CS, C, MC and SC Contract Types.
- 84% of Large Contract dollars were expended for C, CS, and SC Contract Types.

**Percentage of Contracts - by Type
Large Contracts (excluding Goods)**



**Percentage of Value - by Type
Large Contracts (excluding Goods)**



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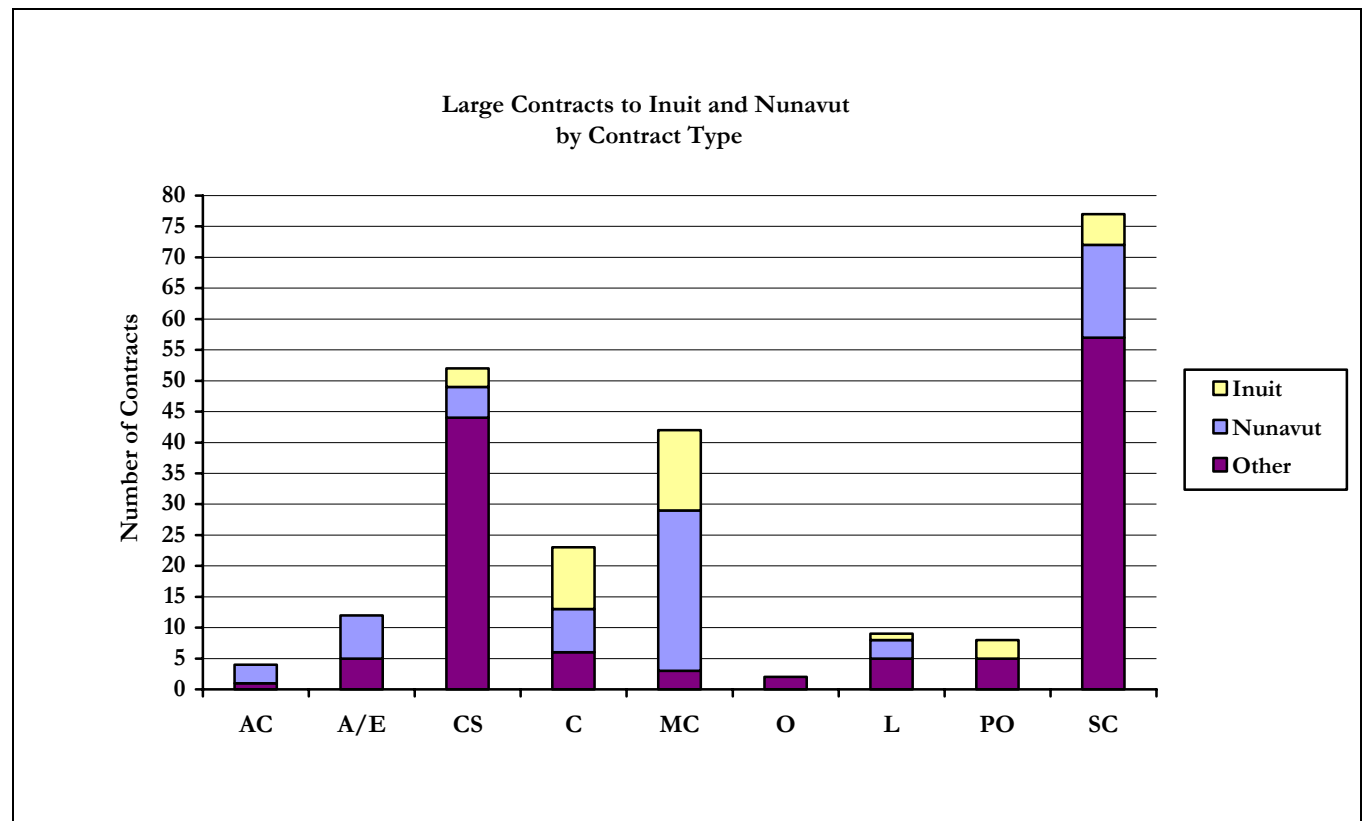
5.1 - CONTRACT TYPES (Large Contracts - Excluding Goods) Continued

Analysis by Number of Contracts

The graph and percentages below indicate the number of Large Contracts (\$25,000 and over), excluding goods, in the 9 Contract Type categories awarded to Inuit and Nunavut. The following are percentages of the Contract Type, awarded to Inuit and Nunavut, within the categories:

- AC Air Charter: there were no AC contracts to Inuit firms, 75% were to Nunavut. Firms.
- A/E Architectural/Engineering: no contracts to Inuit, 58% of contracts were to Nunavut firms.
- CS Consulting Services: 6% of contracts were to Inuit, 10% were to Nunavut.
- C Major Construction (\$100,000 +): 43% of the contracts were to Inuit, 30% to Nunavut.
- O Other types: no contracts to Inuit or Nunavut.
- MC Minor Construction or Maintenance: 31% of contracts were to Inuit, 62% to Nunavut.
- L Leases for Real Property: 11% of the contracts were to Inuit, 33% to Nunavut.
- PO Purchase Orders: none to Inuit, 38% to Nunavut.
- SC Service Contracts: 6% to Inuit, 19% to Nunavut.

Note: This report covers GN Departments only, and does not include Housing Corporation.



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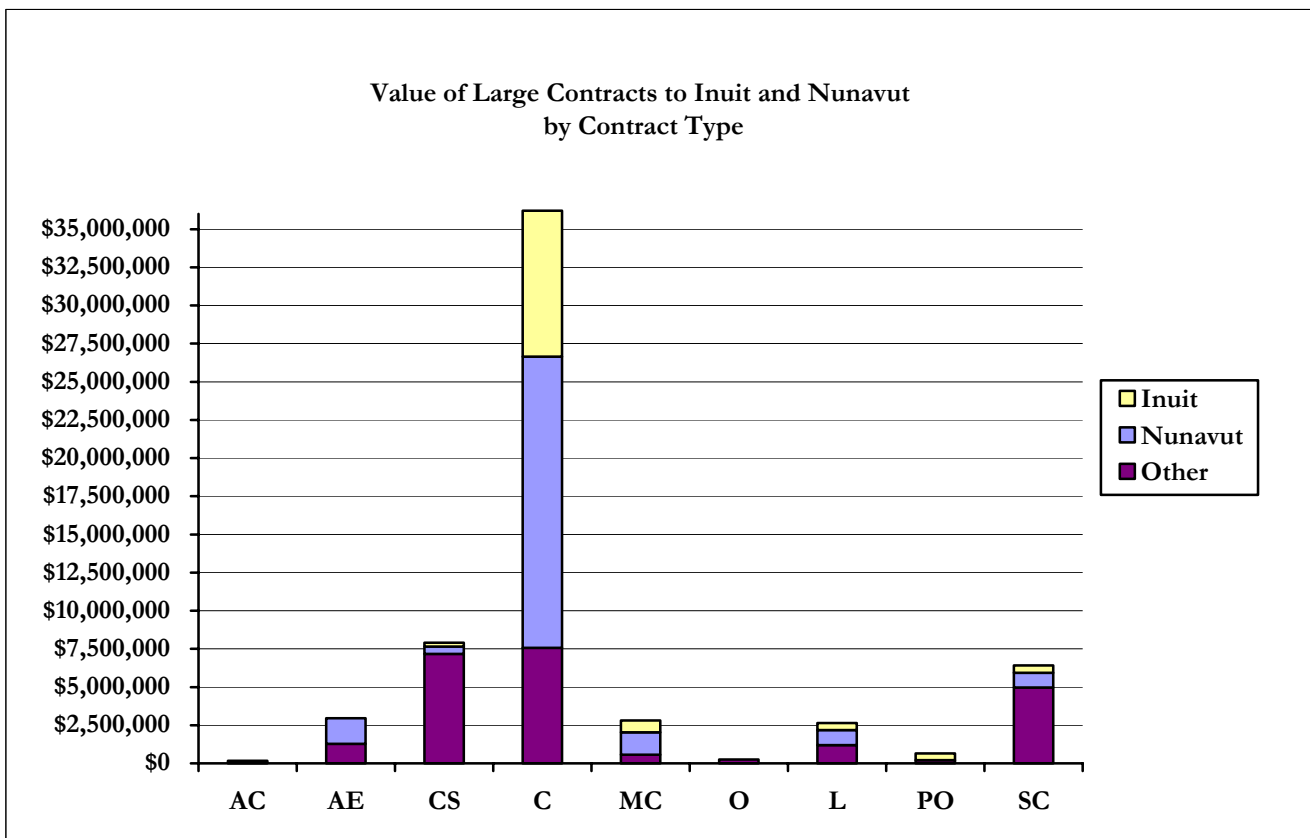
5.1 - CONTRACT TYPES (Large Contracts - Excluding Goods) Continued

Analysis by Value of Contracts

The graph and percentages below indicate the dollar value of Large Contracts (\$25,000 and over), excluding goods, in the 9 Contract Type categories to Inuit and Nunavut. The following are percentages of the dollar value of contracts to Inuit and Nunavut within the categories:

- AC Air Charters: none to Inuit firms, and 65% of total contract value to Nunavut firms.
- A/E Architectural/Engineering: none to Inuit firms, 57% of A/E contracts to Nunavut firms.
- CS Consulting Services: 3% of the value to Inuit firms, and 6% to Nunavut.
- C Major Construction (\$100,000 +): 26% of the value to Inuit, and 53% to Nunavut.
- MC Minor Construction or Maintenance: 28% of the value to Inuit, and 52% to Nunavut.
- O Other types: no contracts to Inuit or Nunavut.
- L Leases for Real Property: 17% of the value to Inuit, and 37% to Nunavut.
- PO Purchase Orders: 68% of the value to Inuit, none to Nunavut.
- SC Service Contracts: 7% of the value to Inuit, 15% to Nunavut.

Note: This report covers GN Departments only, and does not include Nunavut Housing Corporation.



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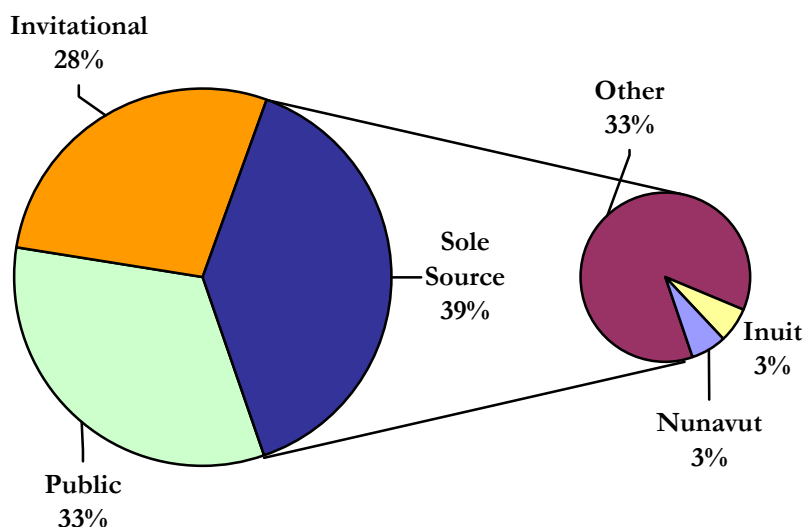
5.2 - CONTRACTING METHODS (Large Contracts - Excluding Goods)

This sub-section provides an analysis of Large Contracts (\$25,000 and greater), excluding Goods, by the Contracting Method. Contracts are entered into as a result of a competitive Request for Tenders, Requests for Proposals, or are Sole Source Awards. Requests for Tenders or Proposals can be publicly advertised, or bids/proposals can be invited.

Analysis by Number of Contracts Awarded

- Of a total of 229 Large Contracts (excluding Goods), 139 Contracts were the result of Public or Invitational requests for tenders or proposals (61%), and 90 were Sole Source Contract awards (39%). This is illustrated on the larger pie chart below.
- ◆ Out of the 90 Sole Source awards (39% of Large Contracts), 6 were contracts to Inuit (3% of Large Contracts), and 6 were to Nunavut firms (3% of Large Contracts). This is illustrated on the smaller pie chart below.

Number of Contracts Awarded by Contracting Method, with Sole Source Breakdown



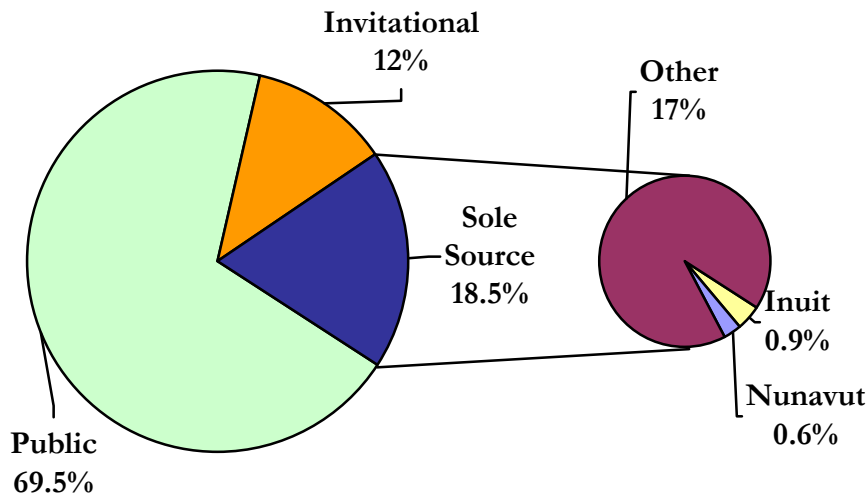
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5.2 - CONTRACTING METHOD (Large Contracts - Excluding Goods) Continued

Analysis by Value of Contracts Awarded

- Of a total contract value of \$60,004,875.21 for Large Contracts (excluding Goods) \$48,920,611.83 resulted from Public or Invitational requests for tenders or proposals (81.5%), and \$11,084,263.83 resulted from Sole Source awards (18.5%). This is illustrated on the larger pie chart below.
- Out of the \$11,084,263.80 value for Sole Source awards, \$512,791.41 of the value went to Inuit (just under 1% of Large Contracts), and \$378,033.97 went to Nunavut firms (less than 1% of all Large Contracts), and \$10,193,438.00 went to Other (17% of Large Contracts). This is illustrated on the smaller pie chart below.

Value of Contracts by Contracting Method, with Sole Source Breakdown



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5.2.1 Further Analysis of Sole Source Contracts - by Contract Type (Large Contracts - excluding Goods)

Of a total contract value of \$60,004,875.21 for Large Contracts (excluding Goods) and \$11,084,263.83 resulted from Sole Source awards (18.5%). This is illustrated on the larger pie chart below on the previous page.

- Out of the total value of \$11,084,263.83 (90 contracts), for Large Contracts (excluding Goods) that were Sole Source awards, \$10,193,430.00 (78 contracts) went to Other businesses (those not registered as Inuit or Nunavut firms).
 - ◆ Over 90% of the dollar value to Other (non-registered) for Large Sole Source Contracts were for two Contract Types: Consulting Services, and Service Contracts. These are the dollar values and the percent of the value of Sole Source Contracts to Other businesses for these two Contract Types:
 - Consulting Services: 61% of value of Sole Sources to Other (32 contracts for \$6,219,443.94),
 - Service Contracts: 35% of value of Sole Sources to Other (40 contracts for \$3,622,592.42),
 - All other types of contracts: (reference page 13) make up the remaining 4% of value of Sole Sources to Other (18 contracts for \$351,393.64).

Criteria for a Sole Source contract: Government of Nunavut Contract Regulations under the Financial Administration Act, allow Sole-Sourcing of contracts if one of the following conditions is applicable:

"where a contract authority believes, on reasonable grounds, that

- (a) the goods, services or construction are urgently required and delay would be injurious to the public interest;*
- (b) only one party is available and capable of performing the contract; or*
- (c) the contract is an architectural or engineering contract that will not exceed \$25,000 or any other type of contract that will not exceed \$1,000 in value."*

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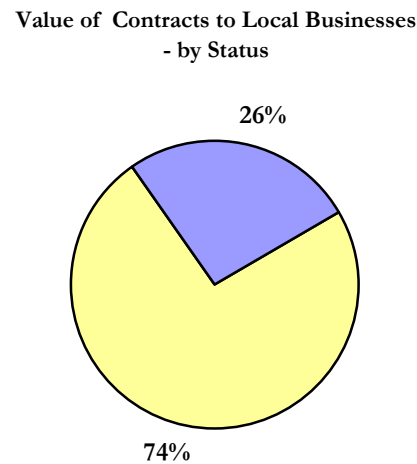
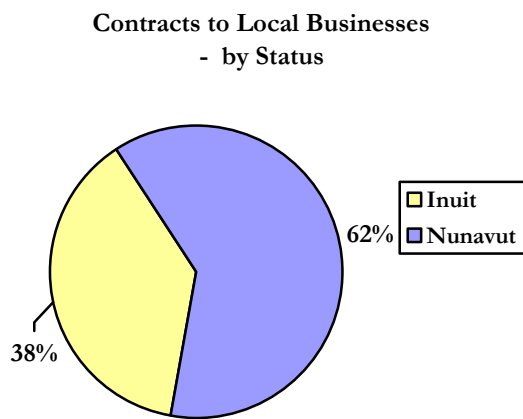
5.3 AWARDS TO LOCAL BUSINESSES (Large Contracts - Excluding Goods)

Local Contracts are contracts that were awarded to an Inuit or Nunavut firm that is based in the same community where the work is required. A business must be on the NTI Inuit Firms Listing or the GN Nunavut registry to be considered Local and eligible for the additional Local bid adjustment under the NNI Policy.

Note: Hamlets, Housing Authorities, and Inuit organizations are not Local under the NNI Policy because they are not businesses registered with NTI as Inuit firms, or with the GN as Nunavut firms.

The charts and statistics below are based upon Large Contracts (\$25,000 and greater) - excluding Goods.

- Of 229 Large Contracts, there were 58 contracts to Local Businesses (10%).
 - ◆ Of the 58 Local contracts, 22 were to Inuit firms (38%), and 36 were to Nunavut Firms (62%).
- Of \$60,004,875.21 for Large Contracts, the total dollar value awarded to Local businesses was \$14,061,260.21 (23%).
 - ◆ Of the \$14,061.21 for Local Contracts, \$10,366,778.41 of the value went to Inuit Firms (74% of Local contracts), and \$3,694,481.80 to Nunavut Firms (26% of Local value).



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SECTION 6 - INUIT LABOUR

The information in this Sections 7.1. and 7.2 are based on the Inuit Labour minimum requirements, the Inuit Labour bid, and the Inuit Labour actually achieved during construction. The Inuit Labour minimum labour requirements, are determined for each project, taking into consideration the skills required and the labour available to contractors. The NNI Policy provides incentives to bid higher levels than the minimum in the form of a bid adjustment, and provides incentives to achieve higher levels in the form of a bonus if more than the minimum percentage is achieved, or a penalty if the minimum is not met.

6.1 - MINOR CONSTRUCTION AND MAINTENANCE SERVICES CONTRACTS

The information in this sub-section is based on all Minor Construction (less than \$100,000) and Maintenance Services contracts. (This report does not include Housing Corporation.)

- The average percentage of Inuit Labour that was Required for Minor Construction was 35%
- The average percentage of Inuit Labour that was Bid for Minor Construction was 59%
- The average percentage of Inuit Labour that was achieved for Minor Construction was 55%

This table gives the average percentages by Region, based on information reported.

REGION	AVERAGE % OF INUIT LABOUR REQUIRED	AVERAGE % OF INUIT LABOUR BID	ANTICIPATED AVERAGE % OF INUIT LABOUR ACHIEVED
Baffin	21%	31%	36%
Kitikmeot	48%	57%	50%
Kivalliq	35%	73%	63%

Note: Not all Inuit labour information has been reported to date, and for the Inuit Labour Achieved information, this is particularly so.

The percentages for average Inuit Labour Achieved are based on the portion of contracts where this information was available, which is a smaller number of contracts than were used to calculate the average Inuit Labour Required, and the average Inuit Labour Bid.

The Average % of Inuit Labour Achieved for contracts awarded in year 2000-2001 will be updated when more complete information is available, and included in the year 2001-2002 GN Contract Data Report.

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6.2 - ANALYSIS OF INUIT LABOUR FOR MAJOR CONSTRUCTION CONTRACTS

The information in this sub-section is based on all Major Construction (\$100,000 and over) contracts. (This report does not include Housing Corporation.)

Some multi-year Major Construction contracts awarded in the 2000/2001 fiscal year have not been completed, particularly in the Kitikmeot Region; therefore the Inuit labour that will be achieved for these contracts is not yet known and cannot be included in this report.

- The average percentage of Inuit Labour Required for Major Construction was 29%
- The average percentage of Inuit Labour being Bid for Major Construction was 26%
- The average percentage of Inuit Labour being achieved for Major Construction was 43%

This table gives the average percentage by Region, based on information reported.

REGION	AVERAGE % OF INUIT LABOUR REQUIRED	AVERAGE % OF INUIT LABOUR BID	ANTICIPATED AVERAGE % OF INUIT LABOUR ACHIEVED
Baffin	19%	29%	41%
Kitikmeot	25%	24%	* Contracts not completed
Kivalliq	43%	48%	53%

Note: Not all Inuit Labour information has been reported to date, and for the Inuit Labour Achieved information this is particularly so, because many large multi-year construction contracts have not yet been completed.

The percentages for Average Inuit Labour Achieved are based on the portion of contracts where this information was available, which is a smaller number of contracts than were used to calculate the Average Inuit Labour Required, and the Average Inuit Labour Bid.

The Average % of Inuit Labour Achieved for contracts awarded in year 2000-2001 will be updated when more complete information is available, and included in the year 2001-2002 GN Contract Data Report.

** There was insufficient information available for the Kitikmeot Region - most contracts were multi-year and not yet completed.*

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6.3 - ANALYSIS OF INUIT LABOUR BONUSES

This information is based on Minor Construction and Maintenance Services and Major Construction Contracts. (This report does not include Housing Corporation.) Inuit labour bonuses are paid when the percentage of dollars for Inuit labour (compared to total labour) that is achieved, exceeds the minimum percentage of Inuit labour required. Inuit labour penalties are assessed if the percentage of Inuit labour achieved is less than the minimum required.

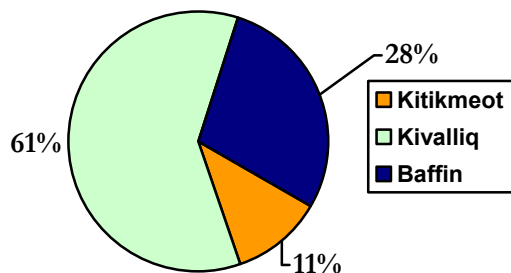
Note: Bonuses or penalties are calculated as follows:

1. The Inuit Labour percent achieved, minus the Inuit labour percent required = the percent difference; 2. Multiply the percent difference by the total dollars expended for labour;
 3. Multiply the result by 1/3.
- Example:** Requirement is 25% Inuit labour, Achievement is 35% Inuit labour, Total labour is \$100,000: 1. The percent difference is 10% (35-25); 2. Total labour dollars of \$100,000 x 10% = \$10,000.00;
3. 10,000.00 x 1/3 = \$3,330.00 Bonus.

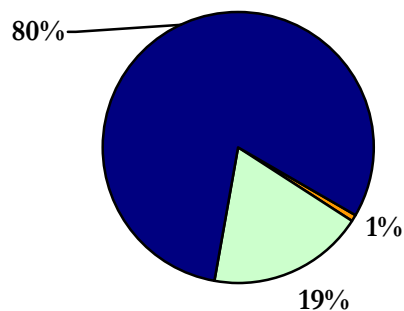
- Based on bid information, anticipated total bonus payments would be \$280,781.48; however, the bonuses are based on the actual Inuit labour achieved, and not on the amount bid.
- To date, \$31,879.44 has been paid for actual Inuit labour achievements for completed projects, however multi-year projects have not yet been completed and accounted for.
- There have not been any penalties assessed to date, but based on the progress of projects to date, there will be some penalty assessments when projects are completed.

The pie chart below illustrates the distribution of anticipated bonus payments among the 3 Regions.

Number of Anticipated Bonuses- Based on Bid Amounts - by Region



Value of Anticipated Bonuses- Based on Bid Amounts - by Region



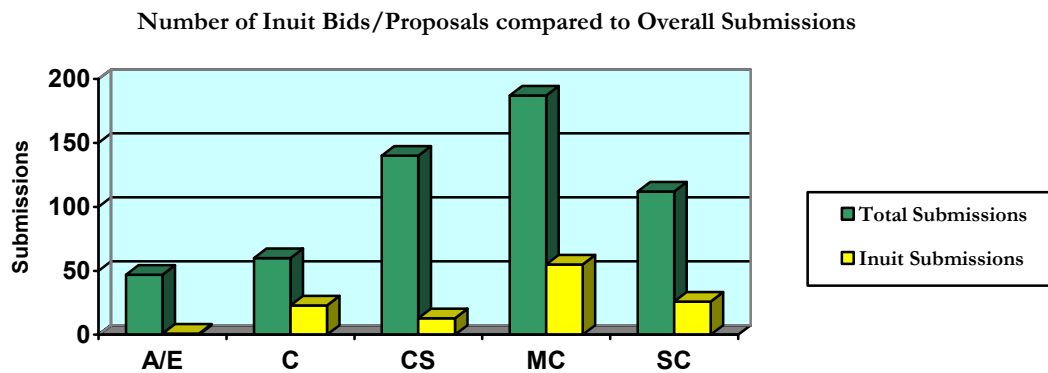
Note: The above information is based on the Bonus/Penalty information that was reported for contracts completed in these Regions. Bonus/Penalty information for contracts that have not yet been completed or reported has not been included; but the average based on information available is relevant for this Review. The Bonus/Penalty information for contracts awarded in year 2000-2001 will be updated when more complete information is available, and included in the year 2001-2002 GN Contract Data Report.

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SECTION 7 - ANALYSIS OF SUBMISSIONS RECEIVED

This section is an analysis of the number of submissions (bids or proposals) received for Small and Large Contracts - excluding Goods and LCA's. Sole Source contracts are excluded from this analysis.

The information and chart below is a snapshot of a few Contract Types to give an indication of the number of submissions from Inuit firms, compared to the total number of submissions received in response to Requests for Tenders or Proposals.



Number of Inuit Firms Bidding and Winning Contracts (excluding Sole Source)

- **A/E - Architectural/Engineering services:** For 17 A/E contracts, there were a total of 47 proposals received; 1 from an Inuit Firm. The Inuit firm did not win the contract.
- **C - Major Construction (contracts of \$100,000 value or greater):** For 23 contracts, there were 60 submissions; 23 were from Inuit Firms (38% of the bids). Inuit firms won 44% of these contracts.
- **CS - Consulting Services:** For 19 contracts, there were 140 submissions; 13 were from Inuit Firms (9% of the bids). An Inuit firm won 1 of these contracts.
- **MC - Minor Construction (less than \$100,000) and Maintenance Services:** For 87 contracts, there were a total of 187 bids received; 55 were from Inuit Firms (29% of the bids). Inuit firms won 36% of these contracts.
- **SC - Service Contracts:** For 63 contracts, there were 112 bids received: 26 from Inuit firms (23% of the bids). Inuit firms won 14% of these contracts.

Average Number of Total Submissions

- On average, for competitive requests for submissions, 2.8 were received for each A/E contract, 2.6 for each C contract, 7 for each CS contract, 2.1 for each MC contract, and 1.8 for each SC.

Note: For a competitive bidding process, 3 bids are generally considered the minimum to ensure good value and fair competition.

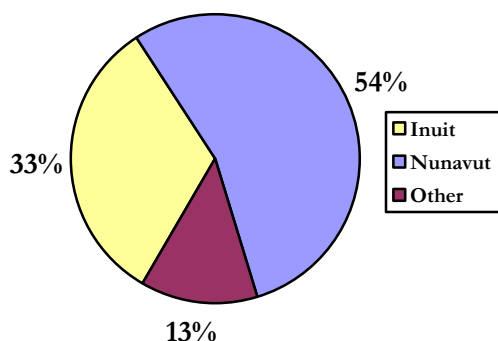
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SECTION 8 - CONTRACTS AWARDED DUE TO NNI ADJUSTMENTS

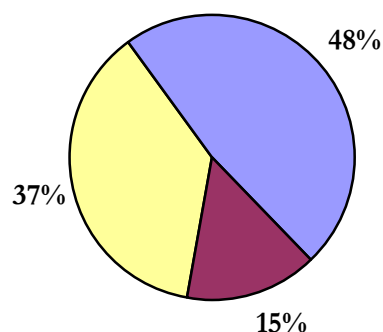
This information is based on Small and Large Contracts, excluding Goods and LCA's; Sole Source awards are excluded from this analysis. NNI Adjustments are applied to determine the low bidder or the best-value proposal that will be awarded a contract. A contract awarded "due to NNI Adjustments" is a contract that would have been awarded to another company, but the application of NNI adjustments changed which contract had the lowest price tender, or the best-value proposal.

- Out of 259 competitively awarded contracts, 46 were awarded due to NNI adjustments (18%).
 - ◆ Out of these 46 contracts, 15 were to Inuit firms (33%), and 25 to Nunavut firms (54%).
- Out of \$50,336,785 dollars for competitively awarded contracts, \$3,078,134.97 was for contracts awarded due to NNI adjustments (6%).
 - ◆ Out of the \$3,078,134.97, \$1,144,178 of the value went to Inuit firms (37%), and \$1,474,666.97 to Nunavut firms (48%).
- Most competitively awarded contracts (85% of contracts, and 95% of the value) went to Inuit and Nunavut firms because of competitive pricing or good value proposals, rather than because of NNI adjustments.
- Non-registered (Other) firms can receive a partial NNI adjustment based on Inuit and Nunavut Content (using Inuit and Nunavut Labour and/or Inuit and Nunavut Subcontractors).

Contracts Awarded due to NNI Adjustments - by Status



Value of Contracts Awarded due to NNI Adjustments - by Status



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SECTION 9 - COMPARISON TO PREVIOUS YEAR

This Section compares contracts awarded in fiscal year 2000/2001, the first year of the NNI Policy, to contracts awarded in the previous year. In year 1999/2000 the 'Nunavut Business Incentive Policy (BIP)' was in effect under which bid adjustments were 15% for Nunavut firms, an additional 3% for Local, and no bid adjustment for Inuit firms. There were also 'Contracting Procedures' in effect that required minimum percentages of Inuit content.

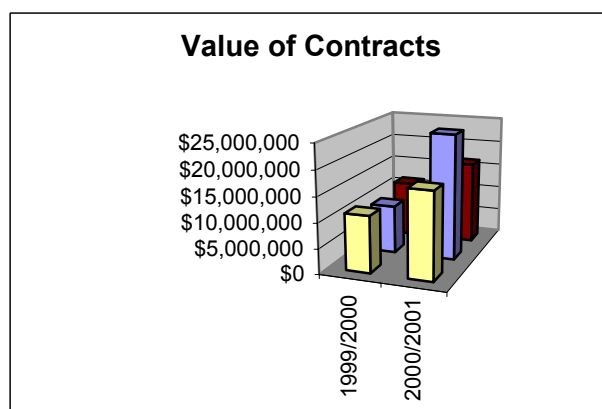
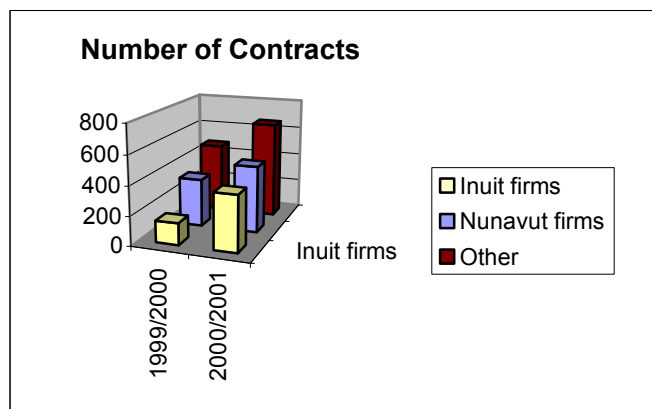
Contracts awarded by other Departments were not tracked in fiscal year 1999/2000, so the comparison is for these contracts that were awarded by Public Works and Services (PW&S) in both years:

- Goods Contracts by PW&S Contracts & Procurement Division for all Departments,
- all GN Minor Construction and Maintenance Services Contracts (MC),
- all GN Major Construction (C),
- all GN Architectural and Engineering Services (A/E),
- Service Contracts by PW&S, but not by other Departments.

The information in this table is presented in the graphs below.

Based on Number of Contracts						
<u>Firm Status</u>	<u>1999/2000</u>		<u>2000/2001</u>		<u>Increase in: Number, % of Total Number</u>	
Inuit	149	16%	381	25%	+ 232	+ 9%
Nunavut	328	34%	456	31%	+ 128	- 3%
Other	475	50%	660	44%	+ 185	- 6%
Total	952		1,497		+ 545	

Based on Value of Contracts						
<u>Firm Status</u>	<u>1999/2000</u>		<u>2000/2001</u>		<u>Increase in: Value, % of Total Value</u>	
Inuit	\$11,226,141.38	35%	\$17,222,487.54	28%	+ \$5,996,346.16	- 7%
Nunavut	\$ 9,595,894.11	30%	\$27,907,493.77	45%	+ \$18,311,599.66	+15%
Other	\$11,192,737.05	35%	\$16,473,891.80	27%	+ \$5,281,154.57	- 8%
Total	\$32,104,772.54		\$61,603,873.11		+ \$29,589,100.57	



- The number of contracts, and value of contracts to Inuit increased in fiscal year 2000/2001.
- The percentage of contracts to Inuit increased by 9%, but the value decreased by 7%.

Note: Because of the very large value of some Major Construction contracts, one contract award can make a significant difference in the percentage of dollars to Inuit firms compared to Nunavut firms. For example, in fiscal year 2000/2001 an \$11 million dollar construction contract was awarded to a Nunavut firm.