



TCDSB

Canada First Purchasing

Corporate Services
April 10 | 2025

IN GOD'S IMAGE: *Growing in Knowledge, with Justice and Hope*

Agenda

1

Motion from Board & Key Definitions

2

Trade Agreement Thresholds

3

Building Ontario Businesses Initiative Act

4

Spend with US Vendors

5

Goods & Services impacted by Tariff

Motion from March 27, 2025, Board

1. That staff prepare a report that will identify US companies that benefit from TCDSB spending and propose alternatives for the Board of Trustees to consider.
2. That the report will identify goods and services that TCDSB currently relies upon that will be impacted by tariffs and likely become inflated.

Key Definitions

“Ontario Business” definition is prescribed by regulation under the ***Building Ontario Businesses Initiative Act (BOBI)***.

“**Ontario Business**” means a supplier, manufacturer or distributor of any business structure that conducts its activities on a permanent basis in Ontario. The business either,

- i. has its headquarters or main office in Ontario, or
- ii. has at least 250 full-time employees in Ontario at the time of the applicable procurement process.

In a recent Ministry procurement reporting request “**Canadian Business**” is defined by replacing “**Ontario**” with “**Canada**” in the above definition.

Trade Agreement Thresholds

Type	Trade Agreement	Procurement Type	Thresholds
Domestic	Canadian Free Trade Agreement (CFTA)	Goods & Service	\$133,800
		Construction	\$334,400
	Ontario-Quebec Trade Cooperation Agreement (OQTCA)	Goods & Service	\$133,800
		Construction	\$133,800
International	Canada-European Union Comprehensive Economic and Trade Agreement (CETA)	Goods & Service	\$353,300
		Construction	\$8,800,000

BOBI Approaches and Enabling Strategies

The initiative has distinct approaches with strategies to support Ontario businesses' participation in Ontario public sector procurements:

BELOW domestic trade agreement thresholds

Strategy #1 – Procure goods and service from Ontario businesses.

BELOW international trade agreement thresholds

Strategy #2 – Procure goods and services from Canadian businesses.

ABOVE international trade agreement thresholds

Strategy #3 – Where available, apply exceptions and non-application provisions in trade agreements to give Ontario businesses preference.

Strategy #4 – Restrict procurement opportunities to Ontario trade partners.

Strategy #5 – Apply weighted domestic criteria to increase the possibility of tenders awarded to Ontario businesses.



TCDSB Vendor Spend Year Over Year

Total Spend with US vendors over the last 4 ½ years is 0.63% of total vendor spend.

Year	Canadian Vendor Spend	US Vendor Spend	Grand Total
2020-2021	\$142,626,084	\$1,339,240	\$143,965,324
2021-2022	\$195,622,840	\$794,329	\$196,417,169
2022-2023	\$250,181,179	\$1,663,731	\$251,844,909
2023-2024	\$277,266,563	\$1,277,114	\$278,543,677
2024-2025 (March)	\$126,666,107	\$1,159,580	\$127,825,687
Grand Total	\$992,362,772	\$6,233,994	\$998,596,766

US Vendor Spend by Category

Category & Vendor Names	US Vendor Spend 2023-2024	US Vendor Spend 2024-2025 March	Total US Vendor Spend Sept 2023 - Mar 2025
Educational Supplies	\$335,401	\$100,135	\$435,536
CENGAGE LEARNING/GALE	\$47,088	\$50,275	\$97,363
HEGGERTY	\$919	0	\$919
LEARNING WITHOUT TEARS	0	\$2,117	\$2,117
PRO-ED, INC.	\$5,412	\$2,855	\$8,267
RCL BENZIGER	\$216,806	\$3,989	\$220,795
SCN WORLDWIDE LLC	\$63,451	\$40,900	\$104,352
WESTERN PSYCHOLOGICAL SERVICES	\$1,724	0	\$1,724
Software Fees/Subscriptions	\$794,840	\$1,050,251	\$1,845,091
APPTEGY INC.	\$ 159,165	\$155,800	\$314,965
ALCHEMER LLC	0	\$22,369	\$22,369
COMPUTER POWER SOLUTIONS	\$59,124	\$68,217	\$127,341
EMMA INC.	0	\$5,575	\$5,575
EXPLORELEARNING	\$112,000	\$114,419	\$ 226,419
FENESTRAE INC.	\$12,318	\$13,047	\$25,365
INFOBASE	\$8,725	\$9,181	\$17,906
OVERDRIVE INC.	0	\$39,332	\$39,332
POWERSCHOOL	\$108,105	\$269,198	\$377,303
TEXTHELP INC.	\$268,906	\$282,298	\$551,204
TURNITIN, LLC	\$66,497	\$70,815	\$137,313
Grand Total	\$ 1,130,241*	\$1,150,386*	\$2,280,627*

* Numbers exclude one-time US vendor purchases and discontinued contracts

Main Goods & Services Impacted by US Tariffs

1. Educational Supplies

- Physical Books, Music instruments, Scantron

2. Technology & Electronics

- Devices, Special Education Equipment, Projectors, Monitors, Network Equipment

3. Furniture & Equipment

- Student Desks & Chairs, Storage Units, Lockers

4. Facilities & Maintenance Supplies

- Maintenance Equipment and Parts

5. Capital Projects

- Aluminum, Steel, Lumber, Roofing



Questions

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