



Building Urban Industries for Local Development (BUILD) trains and employs people facing multiple barriers to employment in the construction sector.

Their unique 'on the job' training program includes technical, essential and interpersonal skill development. The services BUILD offers include apartment turnover maintenance and repairs and renovations for landlords, as well as insulation services through the Manitoba Hydro Affordable Energy Program. BUILD has been a trailblazer in developing procurement relationships with government, which accounts for approximately 93% of earned revenue.

FAST FACTS

Location: Winnipeg, MB
Founded: 2006
Sector: construction
Annual Revenue (2018): \$1.25M
Parent Org: none
Website: www.buildinc.ca

FINDINGS

- It takes time to develop government relationships.
- Champions are critical for success.
- Social enterprise as a sector needs critical mass to develop relationships with government.
- Policies at the government level contribute to the development of relationships and help sustain them when champions move on.
- Diversifying the customer base can be difficult, but is very important.
- Competitive pricing remains critical even when there is social value.
- Most non-profits that operate training programs require grants to balance the budget.

Selling Social: Experiences of Social Enterprises with Social Procurement and Social Purchasing presents the findings of a three-year (2017-2020), pan-Canadian research project detailing experiences with social procurement and social purchasing from the perspective of social enterprises, as well as their organizational purchasers. These 19 profiles highlight the cases presented in the book and illustrate unique features that make them of interest to practitioners, scholars and students of the social economy.

This research is supported in part by funding from the Social Sciences and Humanities Research Council of Canada.

For further information:

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