



Groupe PART helps people facing mental health and psychosocial challenges to integrate or reintegrate into the workforce. It achieves this mission through two main programs: PART du Chef and PART Cours. PART du Chef is a social enterprise that runs a restaurant and catering service, produces frozen foods, and provides culinary skills training for its participants. PART Cours is an adaptive high-school program that works with individuals between the ages of 18 to 34. More than 30 people a month complete their high-school degree while receiving ongoing mental health support. In addition to employment services, Groupe PART provides employment support to help participants build confidence and social skills required for sustainable employment opportunities.

## FAST FACTS

**Location:** Montreal, QC

**Founded:** 2009

**Sector:** foodservices

**Annual Revenue (2019):** \$2M

**Parent Org:** none

**Website:** [www.groupepart.ca](http://www.groupepart.ca)

## FINDINGS

- Strong leadership, professionalization of operating procedures and hiring practices do not have to undermine the values of social enterprises.
- Groupe PART demonstrates the delicate balance between productivity and mission, sometimes gaining new opportunities comes at the expense of losing local customers.
- Aligning purchasing practices with local social and economic development priorities presents opportunities.
- A friendly environment in Québec supports social enterprises in securing opportunities to grow their business through social procurement. This has enabled organizations like Groupe PART, with very little experience, to hit the ground running and quickly tap into social procurement opportunities.
- It is important for organizations to develop knowledge in how to strategically use (social) procurement and (social) purchasing to grow and generate revenue for their social mission.

***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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