

May 6, 2026

Hon. Stephen Crawford
Minister of Public and Business Service Delivery & Procurement
777 Bay Street, 5th Floor
Toronto, Ontario
M7A 2J3

Sent via email to stephen.crawford@ontario.ca.

Dear Minister Crawford,

Re: Buy Ontario Directive to Ontario Municipalities

On April 13, MPBSDP released its Buy Ontario directive for municipalities, with implementation of the capital infrastructure component required by May 15.

While the construction industry strongly supports the government's commitment to prioritizing and strengthening Ontario's supply chain, the directive provides limited guidance and leaves municipalities to develop their own policies.

This lack of clarity is already leading to a patchwork of differing policy requirements, thresholds, and evaluation criteria across the province. If each buyer creates its own approach, the result will be cost escalation, bid errors, and reduced competition.

For contractors bidding on multiple projects each week, particularly in the Greater Toronto Area which has 29 different municipal authorities, even minor variations between municipal policies introduce significant administrative risk. This will result in bid disqualifications over technicalities, delays in award decisions, and an increase in disputes. Over time, this uncertainty drives up bid prices, reduces competition, and slows infrastructure delivery – a key government priority.

In effect, the current approach risks undermining the very objectives it seeks to achieve. Fragmented procurement rules create barriers rather than opportunities for Ontario businesses and workers. This policy fragmentation also runs counter to the province's focus on red tape reduction, as well as municipal standardization successes by MLITSD for ISO/COR requirements and ongoing efforts by MTO on linear building specifications and general conditions of contract across Ontario's 444 municipalities, coming into effect on July 1, 2027.

MTO's Buy Ontario policy (Appendix A) offers a realistic and achievable path for implementation while reducing uncertainty for bidders and owners. It establishes a consistent and workable model, that reflects industry input, including:

- A standardized Domestic Supply Chain Plan;
- Clearly identified material categories for disclosure;
- A straightforward declaration process;
- A measurable and transparent compliance threshold of 51%; and,
- Procedures for post-award updates where supply chains change during delivery.

We ask that the Ministry share the MTO Buy Ontario policy and framework with all Ontario municipalities and recommend its use for municipal linear capital projects, including transportation, sewer and watermain, and heavy civil.

A common municipal framework would provide substantial benefits:

- Support fair and competitive bidding;
- Lower red tape and administrative burden for staff and bidders;
- Greater consistency and legal clarity in procurement documents;
- Faster implementation of the Province's policy objectives;
- Reduced risk of disputes or unintended non-compliance; and
- Better comparability of submissions and reporting data to inform future policy iterations.

This policy approach will actually support Ontario contractors and workers, protect taxpayers from unnecessary cost escalation, and help deliver infrastructure more efficiently across Ontario.

We would welcome the opportunity to continue the discussion and ensure that industry's perspective is included to support a coordinated and practical approach that strengthens, rather than fragments, Ontario's construction marketplace.

Sincerely,



Raly Chakarova
Executive Director
TARBA



Patrick McManus
Executive Director,
GTSWCA & OSWCA



Peter Smith
Executive Director
HCAT & OAFS

CC: Hon. Doug Ford, Premier of Ontario
Hon. David Piccini, Minister of Labour, Immigration, Training and Skills Development
Hon. Prabmeet Sarkaria, Minister of Transportation
Hon. Andrea Khanjin, Minister of Red Tape Reduction
Jordan Adair, Chief of Staff, MPBSPD Minister's Office
Christopher Gonsalves, ADM, MPBSPD

Special Provision No. CMOB0013

1.0 DEFINITION

For the purpose of this Special Provision, the following definitions apply:

Canadian-Made Good(s) means a good that meets any one of the following criteria

- a) Is wholly manufactured or originating in Canada;
- b) At least 51% of the total direct costs of producing or manufacturing the good have been incurred in Canada; or
- c) Is labelled as “Made in Canada” or “Product of Canada”.

Canadian Service(s) means a service wholly provided by individuals (natural persons) based in Canada.

Ontario-Made Good(s) means a good that meets any one of the following criteria:

- a) It is wholly manufactured or originating in Ontario, or
- b) At least 51% of the total direct costs of producing or manufacturing the good have been incurred in Ontario.

Ontario Service(s) means a service wholly provided by individuals (natural persons) based in Ontario.

2.0 SUBMISSION REQUIREMENTS

2.1 Bidders Requirements

Bidders shall complete and submit the following:

- a) Domestic Supply Chain Plan: bidders shall complete the source for each of the goods and services listed in Table 1.
- b) Declaration of Ontario or Canadian-Made Goods and Services: bidders shall confirm that not less than 51% of the total bid value is Ontario or Canadian-Made Goods and Services. If less than 51% of the total bid value is Ontario or Canadian-Made Goods and Services, then the Bid is considered non-compliant.

The completed Domestic Supply Chain Plan and Declaration shall be submitted, in PDF format to contracttendering@ontario.ca by the three low bidders within 24 hours of publishing of the summary bids.

The ministry, in its sole discretion, shall have the right to reject any bid in the event that it determines:

- a) A bidder has made a misrepresentation regarding the requirements of this Special Provision; and/or
- b) A bidder fails to submit the declaration as noted above; and/or
- c) A bidder fails to submit the Domestic Supply Chain Plan.

2.2 Contractor Requirements

Throughout the Contract the Contractor shall submit updated Domestic Supply Chain Plans with any supply chain changes prior to the goods and services being delivered to the site, ensuring that not less than 51% of the total bid value is Ontario or Canadian-Made goods and services. Failure to maintain and submit updated Domestic Supply Chain Plans throughout the Contract may result in administrative action.

TABLE 1

Domestic Supply Chain Plan

Goods Category (Permanent Only)	Sources of Goods & Services (Note 1)
Total Supplied Granulars (e.g., Granular A, Granular B)	
Total Supplied Hot Mix Asphalt (e.g., Superpave 12.5 FC2, Superpave 19.0)	
Precast Concrete Elements (e.g., girders, box culverts, bridge elements)	
Total Supplied Concrete (cast-in-place)	
Total Supplied Steel Reinforcement for concrete (e.g., carbon, stainless for cast-in-place)	
Structural Steel for Bridges	
Sign Supports Structures (e.g., tri-cord, cantilever)	
Pipe Culverts/Sewers (e.g., plastic, concrete, metal)	
Electrical, ATMS (e.g., poles, wire, controllers)	
Steel Beam Guide Rail Systems and Energy attenuators	
*	
Note: 1. To be completed by the bidder/Contractor. All goods categories shall be addressed. Insert "N/A" where a category is not applicable.	

[* Designer Fill-In for Table 1, See Notes to Designer].

Declaration of Ontario or Canadian-Made Goods and Services ("Declaration")

Agreement/Contract Number: _____

IN THE MATTER OF Ministry of Transportation AND IN THE MATTER OF the Bidder
(For the purposes of this declaration, the term "Bidder" shall also include Service Providers and Proponents.)

Full legal name of the Bidder ("Bidder")

I, the undersigned,

Full name of the Bidder's representative

DECLARE, that

1. I have signing authority on behalf of the Bidder;
2. I confirm that I have performed a complete due diligence of all relevant facts for the drafting of this Declaration and that I have personal knowledge of said facts; and
3. I am duly authorized to confirm that:
 - the information provided in Table 1: Domestic Supply Chain Plan is quoted in utmost good faith, without collusive arrangement or agreement with any other person or partnership or corporation. The Bidder expressly warrants that they are not party or privy to any deceitful tendering to mislead the Owner into accepting their information. Providing false information may lead to the Bidder's submission being declared as non-compliant and the removal of their original bid from further consideration.

and

 - not less than 51% of the total bid value is Ontario or Canadian-Made Goods and Services and agree that if the proportion of Ontario or Canadian-Made Goods and Services are less than 51% of the total bid value then the submitted bid shall be deemed non-compliant and that the submission shall be disqualified.

AND I HAVE SIGNED

In

City Province/State Country

This

of

Day Month Year Signature, Job Title

NOTES TO DESIGNER:

* Designer Fill-in

For unique, or specific-type Contracts, designers may add additional Goods Categories with approval from the Contract Award Office.

Example of adding a category:

- If Pavement Marking is the predominant Tender Item (e.g., Minor Capital Contract), then it can be added to the list (for example, "Pavement Marking").
- Do not delete any categories already listed in the table.
- Insert the following row in Table 1:

Goods Category (Permanent Only)	Sources of Goods & Services (Note 1)
Pavement Markings	

WARRANT: All contracts.

CUSTODIAN: Contract Management Office.