



First Nations Business Development Association 2026 Procurement Report

Federal Reported Spend vs. FNBD A Member Experiences in BC
For Fiscal Year 2023-24

May 2026

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Executive Summary

This report and analysis focus on two key questions:

- 1. How much is the federal government awarding in contracts to BC-based vendors?**
- 2. What share of that federal contract value is awarded to BC-based Indigenous businesses?**

Using two federal datasets for fiscal year 2023-24, the Indigenous Services Canada (ISC) Contract Details Dataset and the PSPC Proactive Disclosure of Contracts, this report establishes a BC-specific baseline for BC-based Indigenous participation in federal procurement.

Key Findings

In FY 2023-24, the federal government **awarded \$9.6 billion in contracts to BC-based vendors** across 73 departments. Of that total, **\$29.22 million went to Indigenous-owned businesses** with a BC vendor postal code. This means **BC-based Indigenous businesses captured 0.305%** of the total federal procurement contracts secured in BC.

Measured against the federal government's 5% Indigenous procurement target, this represents an estimated annual gap of \$451 million in BC.

BC also received a disproportionately small share of national Indigenous procurement. Although BC holds approximately 19% of businesses registered on the Indigenous Business Directory, BC-based Indigenous businesses received only 2.9% of the \$1.012 billion in identified Indigenous procurement nationally. In comparison, Ontario received almost 62%, or approximately 21.5 times BC's share.

The BC results for FY 23/24 are also uneven across regions. Of the \$29.22M in federal contracts secured by BC-based Indigenous businesses, the Lower Mainland/Southwest received \$12.98M, the Cariboo \$6.89M, and Vancouver Island/Coast \$5.70M. The Northeast and Nechako recorded zero Indigenous federal contracts in FY 2023-24, despite active First Nations development corporations and significant Indigenous-linked capital project activity in both regions (e.g. major projects).

The data analyzed in this report also shows concentration risk. Five departments: Shared Services Canada (SSC), Correctional Service Canada (CSC), Parks Canada (PC), Fisheries and Oceans Canada (FOC), and Public Services and Procurement Canada (PSPC) - account for 76% of federal contract value secured by BC-based Indigenous businesses. Three contract categories - computer equipment, welfare services, and commercial buildings - account for nearly half of the federal procurement value secured by BC-based Indigenous businesses.

Main Interpretation

This baseline for FY 2023-24 shows that BC-based Indigenous businesses are participating in federal procurement, but at a very low level relative to the total federal procurement contracts secured by BC-based businesses. The gap reflects several interconnected factors: federal procurement systems that do not consistently reach BC-based Indigenous businesses; regional differences in access to procurement intelligence; the concentration of contracts in a small number of departments and categories; and member-level barriers related to staffing, portal access, and bid readiness.

The FNBDA *Membership Procurement Benchmarking Survey* reinforces this interpretation. Most responding member development corporations reported no dedicated procurement officer, limited formal procurement training, and incomplete readiness to respond to federal opportunities. These barriers do not erase existing business capacity. They show that capacity and procurement access are not yet connected consistently enough.

Priority Recommendations

- 1. Focus departmental engagement on departments that already drive most BC Indigenous procurement and departments with major BC spending but low or zero Indigenous participation.**
- 2. Prioritize the Northeast and Nechako as regional navigation-gap cases.**
- 3. Support member readiness through procurement staffing, bid documentation, portal navigation, Indigenous Business Directory registration, DCC pathways, and opportunity tracking.**
- 4. Continue building a BC-specific procurement data function that can be updated annually and extended to provincial and Crown corporation procurement baselines.**
- 5. Use the FY 2024/25 federal data update to test whether the PSIB Phase 3 mandate is changing procurement outcomes in BC.**

Federal procurement data does not consistently separate First Nations, Métis, and Inuit businesses. This report, therefore, uses the broader federal reporting category of “Indigenous” businesses.

Federal contracting in BC is substantial, but participation by BC-based Indigenous businesses remains very small. The gap is measurable, department-specific, regionally uneven, and actionable.

1.0 Purpose, Scope and Method

This section explains the purpose, scope, data sources, and limitations of this report. It also clarifies how the report relates to companion materials, including the *FNBD A Membership Procurement Benchmarking Report* and the *FNBD A Procurement Data Workbook*.

1.1 Purpose

This report establishes a baseline for federal contracts in British Columbia awarded to BC-based Indigenous businesses in fiscal year 2023-24. It has been produced by FNBD A to support evidence-based dialogue and advocacy with federal departments, including Indigenous Services Canada (ISC), Public Services and Procurement Canada (PSPC), and the Treasury Board of Canada Secretariat (TBS). It also provides a benchmark to compare against as new fiscal year data becomes available.

This report builds on an FNBD A procurement report completed in December 2023. The earlier report focused on only PSPC-administered contracts. This report uses a broader baseline: all federal contracts awarded to BC-based vendors in FY 2023-24, covering 73 departments and \$9.6B in contract value. Within this broader baseline, this report identifies the share of federal contract value awarded to BC-based Indigenous businesses.

Federal procurement data does not consistently separate First Nations, Métis, and Inuit businesses, so “Indigenous” business is used as the federal reporting category throughout this report. This distinction is important as the FNBD A serves First Nations organizations in BC.

1.2 Scope and Reporting Period

This report covers federal contracts awarded in fiscal year 2023-24 (April 1, 2023, to March 31, 2024) to vendors with a BC postal code. Provincial procurement, Crown corporation procurement, and federal grants and contributions are outside the scope of this baseline.

Primary audiences for this report include federal departments and agencies contracting in BC, ISC, PSPC, TBS, First Nations organizations, and First Nations-owned Development Corporations seeking to understand, participate in, and benefit from federal procurement opportunities.

1.3 Primary Data Sources

The core procurement figures in this report come from two federal open datasets:

- Indigenous Services Canada Contract Details Dataset: ISC’s record of contracts awarded to Indigenous-owned businesses under the federal Procurement Strategy for Indigenous Business (PSIB) framework for FY 2023-24
- Public Services and Procurement Canada Proactive Disclosure of Contracts: PSPC's record of all federal contracts over \$10,000 for FY 2023-24 in BC

To make the datasets comparable, the project team created two tools: a department-name-matching table (e.g., data crosswalk) for 73 federal departments and a postal-code-mapping table that assigns BC vendors to economic regions. Appendix A provides a summary of the methodology. Detailed source logs, full data tables, and technical working files are maintained by FNBD A.

1.4 Key Limitations and Interpretation Notes

The figures in this report provide the strongest currently available baseline for federal procurement awarded to Indigenous businesses in BC in FY 2023-24. They should be interpreted with the following limitations in mind:

- Federal procurement data does not consistently separate First Nations, Métis, and Inuit businesses. In this report, “Indigenous businesses” may include businesses from any of these groups. Findings should be understood as the best available proxy, not a First Nations-only measure for BC.
- Vendor location does not necessarily equal service delivery location. Contracts assigned to BC-based businesses are based on the vendor's postal code. For example, a business with a Vancouver address may provide services in Ottawa, and vice versa.
- Contracts under \$10,000, subcontracts, and purchases made with an acquisition card are excluded from provincial breakdowns.
- Some joint venture contracts may allocate the full contract value to an Indigenous partner even when the partner receives only part of the economic benefit.
- The PSPC Procurement Strategy for Indigenous Business (PSIB) flag system appears to undercount Indigenous contracts relative to ISC reporting.

These limitations do not invalidate this baseline. They clarify what current figures can and cannot show. These results provide a repeatable starting point for tracking federal procurement contracts awarded to Indigenous businesses in BC. Appendix B summarizes the main data limitations and confidence notes that affect the interpretation of these findings.

1.5 Relationship to Companion Reports

This report summarizes the main findings of this work and is specific to fiscal year 2023-2024. Additional detail is available in two companion documents and initiatives:

- *FNBDAs Membership Procurement Benchmarking Report* (March 2026), which includes a survey of 25 FNBDAs member Development Corporations on procurement capacity, barriers, and experiences.
- *FNBDAs Procurement Data Workbook* (FY 2023-24). This master workbook contains the underlying data, including departmental spend, BC contract records, and national departmental spend.

2.0 Findings on Federal Procurement Contracts in BC

The federal government has established a mandatory minimum target that at least **5% of the total value of federal contracts** be awarded to Indigenous businesses. This requirement was phased in across federal departments and agencies over three fiscal years, beginning in FY 2022/23 (Phase 1) and ending in FY 2024/25 (Phase 3). Note these phases when Phase 1, Phase 2, or Phase 3 are mentioned in this report. This report uses the 5% federal target for interpreting BC-specific procurement results.

The core finding of this work: **in FY 2023-24, Indigenous businesses in BC received only \$29.22M, or 0.305% of the province's total \$9.6B in federal contracts awarded to BC-based vendors.**

Compared with the 5% federal target for Indigenous procurement, **the estimated annual gap in BC for FY 2023-24 was \$451M.**

Further to these striking numbers, there is a significant concentration in certain contract types. Three types of contracts in FY 23/24 – computer equipment, welfare services and commercial buildings – accounted for \$14.5M of the \$29.22M to BC-based Indigenous businesses. One Shared Services Canada contract for computer equipment accounted for \$6.33M, and one Parks Canada building contract was for \$2.1M.

The following sections break these findings down by total federal procurement spending in BC, procurement awarded to Indigenous businesses in BC, BC's share of national Indigenous procurement, federal departments, regions, contract categories, and a comparison to the 2023 FNBDA procurement report.

2.1 Total Federal Contracts Awarded to BC-based Vendors

In FY 2023-24, the federal government awarded \$9.6 billion in contracts to BC-based vendors across 73 federal departments. This is the denominator against which BC-based Indigenous procurement participation in BC has been measured.

Of the \$9.6 billion awarded in BC, only \$29.22 million went to Indigenous-owned businesses with a BC vendor postal code. That was 0.305% of the total federal contract value awarded to BC-based vendors.

Compared against the federal 5% mandatory minimum target, the gap is \$451 million in unrealized Indigenous procurement in BC for FY 2023-24.

The national results provide additional context for the BC findings. Nationally, the federal government reported exceeding the 5% target in FY 2023-24 (Table 1). Yet in BC, for FY 2023-24, Indigenous businesses captured only 0.305% of total federal contracts awarded to BC-based vendors. The distribution of Indigenous businesses that secured federal contracts varies widely across provinces and territories.

Table 1. National Federal Indigenous Procurement Results, FY 2023-24

Metric	2023-24 Federal Result
Total federal contracts awarded (all businesses)	\$35.02B
Total awarded to Indigenous businesses (across Canada)	\$1.24B (6.11%)
Change from 2022-23 (for Indigenous businesses)	Decrease of \$391M from \$1.63B

**Source: ISC Report on the Mandatory Minimum 5% Target, FY 2023-24 (December, 2025)*

The next section breaks down how BC compares nationally in federal procurement contract spending in FY 2023-24 and how much was secured by BC-based Indigenous vendors.

2.2 Indigenous Procurement in BC vs National Context

In FY 2023-24, a total of \$29.22 million in federal contracts were awarded to Indigenous businesses with a BC-based vendor postal code. This total reflects 272 contracts across 32 federal departments and has been confirmed through ISC reporting.

However, these figures should be read with some caution. They are based on the vendor's postal code, not the project delivery location. They also exclude contracts under \$10,000, subcontracts, and acquisition card purchases, all of which are not broken down by province. These limitations mean the reported total should be treated as a baseline rather than a complete measure of all economic benefits flowing to BC First Nations businesses from federal procurement.

This \$29.22M can be compared in two ways:

1. Of the \$9.6B in total federal procurement contracts awarded to all BC-based businesses, Indigenous businesses received less than 1%, specifically 0.305%.
2. Of the total \$1.012B (Table 2) in federal procurement contracts awarded to Indigenous businesses across Canada, BC-based Indigenous businesses received only \$29.22M, or 2.9%.

This is disproportionate to BC's Indigenous business presence and Indigenous population. BC holds approximately 19% of businesses registered on the Indigenous Business Directory and approximately 13% of Canada's Indigenous population.

In comparison, Ontario received 61.97% of the national Indigenous contract value, or approximately 21.5 times BC's share. Table 2 outlines the percentage of federal procurement contracts awarded to Indigenous businesses by province and territory, along with a comparison to federal contract amounts awarded to BC-based Indigenous businesses.

Table 2. Provincial and Territorial Indigenous Procurement, FY 2023-24

Province/Territory	% of National Indigenous business contracts	Total Amount Awarded	BC Comparison
Ontario	61.97%	\$627.19M	21.5x BC share
NWT and Nunavut	16.57%	\$167.77M	5.7x BC share
Quebec	7.35%	\$74.39M	2.5x BC share
Alberta	4.1%	\$41.43M	1.4x BC share
British Columbia	2.9%	\$29.22M	-
Saskatchewan	1.41%	\$14.28M	0.49x BC share
Newfoundland and Labrador	1.30%	\$13.13M	0.45x BC share
Manitoba	0.9%	\$9.22M	0.32x BC share
Other / blank or redacted postal codes	3.51%	\$35.55M	-
Total	100%	\$1.012B	-

*Source: ISC Facts about federal Indigenous procurement policies and practices, Table 1, FY 2023-24.

The next section places BC's results in a national context.

2.3 Key Federal Departmental Findings

Federal contracting in BC is concentrated in a small number of federal departments. Five departments account for 76% of every dollar BC-based Indigenous businesses received from the federal government in FY 2023-24 (Table 3). Several other federal departments record substantial contract spending in BC with little or no Indigenous participation.

Table 3. Federal Contract Value (FY 2023-24) by Department for BC-based Indigenous Businesses

Department	BC Indigenous business contracts	% of BC Total	# of Contracts	Primary BC Regions
Correctional Service Canada	\$6.46M	22.1%	22	Cariboo, Lower Mainland, Thompson-Okanagan
Shared Services Canada	\$6.18M	21.2%	2	Lower Mainland, Vancouver Island
Parks Canada	\$3.53M	12.1%	22	Lower Mainland, Thompson-Okanagan, Cariboo
Fisheries and Oceans Canada	\$3.03M	10.4%	74	Vancouver Island, North Coast, Lower Mainland
Public Services and Procurement Canada	\$3.00M	10.3%	15	Cariboo, Vancouver Island
All other departments	\$7.02M	24.0%	137	Distributed across multiple regions
Total	\$29.22M	100%	272	32 departments awarded contracts

Source: ISC Contract Details Dataset, FY 2023-24. Full department tables in the FNBDA project workbook

2.4 Key Regional Findings

The regional distribution of federal contracts awarded to Indigenous businesses in BC is highly concentrated (Table 4). In FY 2023–24, almost half of the \$29.22M went to vendors with postal codes in the Lower Mainland/Southwest. The Cariboo and Vancouver Island/Coast account for most of the remaining value. The Northeast and Nechako recorded no contracts to Indigenous businesses in the federal data for this period.

Table 4. Federal Indigenous Contract Value by BC Economic Region, FY 2023-24

BC Economic Region	Value	% of BC Total	Contracts	Top Contract Category
Lower Mainland/Southwest	\$12.98M	44.4%	43	Computer equipment
Cariboo	\$6.89M	23.6%	69	Welfare services
Vancouver Island/Coast	\$5.70M	19.5%	119	Management consulting
Thompson-Okanagan	\$2.16M	7.4%	22	Laboratories
North Coast/Skeena	\$939.3K	3.2%	20	Scientific services
Kootenay	\$557.7K	1.9%	9	Other professional services
Northeast	\$0	0%	0	No BC-based Indigenous vendor contracts recorded
Nechako	\$0	0%	0	No BC-based Indigenous vendor contracts recorded
Total	\$29.22M	100%	272	

*Source: ISC Contract Details Dataset, FY 2023-24, plus vendor FSA mapped to BC economic regions.

A detailed table is located in the FNBDA project workbook.

2.5 Key Contract-Category Findings

Federal procurement contracts to BC-based Indigenous businesses are concentrated by contract category (Table 5). Three categories – computer equipment, welfare services, and commercial buildings – account for \$14.50 million, nearly half of BC's total procurement value awarded to BC-based Indigenous businesses.

Table 5. Top Categories for Federal Contracts to BC Indigenous businesses in FY 2023-24

Code	Contract Category	BC Value	% of BC Total
1282	Computer equipment	\$6.33M	21.7%
452	Welfare services	\$5.07M	17.4%
499	Other professional services	\$2.53M	8.7%
1343	Commercial buildings	\$2.10M	7.2%
491	Management consulting	\$1.22M	4.2%

430	Scientific services	\$1.08M	3.7%
All other categories	Below threshold/grouped	\$10.89M	37.3%
Total		\$29.22M	100%

**Source: ISC Contract Details Dataset, FY 2023-24. Detailed economic object code tables are located in the FNBDA project workbook*

Federal procurement to BC-based Indigenous businesses is heavily dependent on a small number of contract categories and individual contracts. A more resilient procurement pattern would distribute value across more departments, regions, vendors, and service categories.

2.6 Comparison to the 2023 FNBDA Procurement Report

The FNBDA Procurement Report, prepared in December 2023, presented three forecast scenarios for BC First Nations procurement, with an eye to the federal government’s 5% mandate. BC’s actual FY 2023-24 result of \$29.22M allocated to BC-based Indigenous businesses exceeded the low-scenario forecast (\$8.93M) and the mid-scenario (\$26.75M), reaching 89% of the high-scenario (\$32.93M).

BC appears to be performing better than in previous years, but is still falling behind proportionally and remains far from the federal 5% mandate. In FY 2023-24, BC-based Indigenous businesses received **0.305%** of the total federal contract value awarded to BC-based vendors.

Put another way, BC reached approximately **6.1% of the federal 5% benchmark**, leaving roughly **93.9% of the federal benchmark unmet**.

This represents an estimated **\$451M annual gap**.

3.0 FNBDA Member Reality

At the time this report was written, the FNBDA had surpassed 100 members from across BC. These are mainly First Nation Development Corporations (FNDCs) and some First Nation Economic Development offices.

The federal procurement data described in this report outlines what BC-based Indigenous businesses received through federal contracts in FY 2023-24. At the same time this report was being completed, the FNBDA surveyed members to establish a baseline of experiences with federal procurement. The full member benchmarking report is a companion document to this report.

In the FNBDA Membership Procurement Benchmarking Survey, members were asked to describe what it took to secure federal contracts and what prevented them from securing more contracts. Twenty-five of FNBDA's 100+ member development corporations responded to the survey in 2025-26. Results are summarized below.

3.1 Staffing and Capacity Constraints

Among FNBDA members who responded, 88% reported having no dedicated procurement officer. 56% reported no dedicated procurement staff of any kind. Fewer than 25% reported having staff with experience preparing formal government bids and securing federal contracts.

3.2 Portal and Access Barriers

CanadaBuys and SAP Ariba are the primary access portals for federal contracts, and both are consistently cited by FNBDA members as barriers. FNBDA members report that they often learn about opportunities through informal networks after the time needed for meaningful preparation has passed.

3.3 Bid-Readiness Gaps

Fewer than 25% of responding member development corporations reported having bid-ready documentation on file. This limits their ability to respond quickly, even when procurement opportunities align with their existing capacity.

3.4 Summary

Low federal procurement contract capture among FNBDA members is not merely a matter of market availability; it's also due to staffing challenges, timing constraints, portal access issues, bid readiness gaps, and the ability of FNDCs to respond within federal procurement timelines.

4.0 Context and Policy Environment

This section situates the BC procurement baseline within a broader policy context. It summarizes the federal Indigenous procurement framework, recent policy developments relevant to BC, and system-level issues that shape how the federal 5% target is interpreted, implemented, and monitored.

4.1 Historical Context

Federal Indigenous procurement policy has evolved from the Procurement Strategy for Aboriginal Business (PSAB) to the Procurement Strategy for Indigenous Business (PSIB). The 2021 relaunch of PSIB introduced clearer requirements for ownership and control, stronger eligibility rules, a mandatory 5% target, and enhanced transparency.

The FY 2023-24 national results appear positive at the headline level: \$1.24 billion in federal contracts, or 6.11%, were awarded to Indigenous businesses. However, the BC-specific result remains low at 0.305%, with BC-based Indigenous businesses securing only 0.305% of the total \$9.6B in federal procurement in BC. National progress does not automatically translate into provincial or regional equity and participation.

Historical figures prior to 2022-23 should be treated with caution because they lack a consistent Indigenous business registry and a reliable reporting methodology. This makes the FY 2023-24 baseline important for future provincial, territorial, and regional comparisons.

4.2 Current Federal Policy Environment

The current policy environment includes PSIB, the federal *UNDRIP Action Plan*, TIPS, Indigenous Business Directory reform, front-company risk (non-Indigenous businesses fronting as Indigenous), and national calls for Indigenous-led procurement governance (Table 6).

Table 6. Selected Policy Developments Relevant to BC First Nations Procurement

Policy / Development	Relevance to this report
PSIB and 5% target	Sets the federal participation target against which BC results are interpreted.
Federal <i>UNDRIP Action Plan</i>	Connects procurement to Canada's reconciliation framework.
TIPS What We Learned Report (2025)	Documents Indigenous concerns about complexity, coloniality, exclusion, and data sovereignty.
Indigenous Business Directory reform	Relevant to eligibility, verification, and front-company risk.
National Aboriginal Capital Corporations Association (NACCA) National Roadmap (2022)	Identifies regional delivery bodies as important to translating national targets into local results.

*Sources: Compiled from federal and Indigenous procurement policy sources.

These developments are important as they continue to shape how the federal 5% target is interpreted, implemented, and monitored.

4.3 Recent Policy Developments Relevant to the BC Context

Several current policy developments will affect federal procurement in BC, specifically with BC-based Indigenous businesses. These include: BC's *Look West* 10-year economic strategy, the Buy Canadian Procurement Policy Framework, Canada's Defence Industrial Strategy, and the BC Budget 2026 (Table 7).

Table 7. Recent BC-Relevant Policy Developments

Development	Why it matters
<i>Look West: Jobs and Prosperity for a Stronger BC</i> (2025)	Frames First Nations partnerships as central to BC's economic strategy and major project agenda.
Buy Canadian Procurement Policy Framework (2025)	Creates a Canadian-content evaluation dimension that may benefit Indigenous businesses as Canadian suppliers.
Defence Industrial Strategy (2026)	\$81.8B over 10 years, including expanding defence procurement and infrastructure opportunities with specific BC implications.
BC Budget 2026	Confirms major capital investment (\$37.7B) but lacks standardized Indigenous procurement disclosure.

These developments may widen the addressable market for Indigenous businesses in BC, but they will not automatically increase Indigenous participation without coordination, data, and business readiness - including across FNBDA's 100+ members.

4.4 Why This Context Matters

In addition to the policy developments listed above, the Office of the Procurement Ombud released a *Procurement Practice Review* in March 2026 on contracts awarded to Indigenous businesses under the PSIB. The review found fragmented guidance, inconsistent application, weak oversight, reporting issues related to the 5% target, and limited recourse mechanisms for Indigenous suppliers. These findings reinforce the FNBDA's analysis for this report, including the need for stronger regional data, better oversight, clearer accountability, and practical support for Indigenous businesses seeking federal contracts.

These findings reinforce the need to interpret the BC baseline as more than a simple dollar-to-value gap. The 0.305% of federal procurement to BC-based Indigenous businesses also reflects implementation, reporting, and access issues within the federal procurement system.

Several federal departments are Phase 3 departments entering the PSIB mandate and 5% target. Federal and provincial policy settings are shifting. There is critical work ahead to support BC-based First Nation businesses in positioning them to capture federal contracts as these changes move from policy to actual procurement.

5.0 Implications and Recommendations

This FY 2023-24 baseline gives FNBDA and its partners a practical foundation for action. The gap between the federal 5% target and the actual contract value secured by Indigenous businesses with a BC vendor postal code is large, concentrated, regional, and measurable.

The next phase should focus on four priorities: targeted departmental engagement, member readiness, regional navigation, and repeatable data tracking.

5.1 What the Baseline Shows

This baseline highlights four key findings:

1. **The gap is large.** BC-based Indigenous businesses received only **\$29.22M**, or **0.305%**, of the **\$9.6B** in federal contracts awarded to BC-based vendors in FY 2023-24. BC also received only **2.9%** of identified national Indigenous procurement, despite holding approximately **19%** of businesses registered on the Indigenous Business Directory. This is well below the federal 5% target.
2. **The gap is concentrated.** Five federal departments account for 76% of the value of federal contracts awarded to BC-based Indigenous businesses. Three contract categories account for nearly half of the total value.
3. **The gap is regionally uneven.** The Lower Mainland/Southwest and Cariboo account for most of the recorded contract value, while the Northeast and Nechako recorded no federal contracts with Indigenous businesses.
4. **The gap is actionable.** The data identifies specific departments, regions, and contract categories where FNBDA can focus its engagement and member support.

5.2 Priority Areas for the FNBDA

FNBDA's role is to translate procurement data into targeted engagement and support for members. This report highlights four potential priority areas: departmental engagement, member readiness support, regional navigation, and annual tracking. Recommendations are outlined below. The next section outlines potential priority targets.

5.3 Priority Engagement Targets

This baseline report identifies several practical areas for FNBDA to focus on in its next phase of work. These priority areas are based on where federal contract value in BC is currently concentrated, where participation appears low or absent, and where immediate pathways for member support already exist (Table 8).

Table 8. Priority Engagement Areas

Priority area	Why it matters	Suggested focus
Federal departments already awarding contracts to BC-based First Nation businesses	Existing procurement relationships may be expanded.	Engage: Correctional Service Canada, Shared Services Canada, Parks Canada, Fisheries and Oceans Canada, and PSPC to identify repeat and growth opportunities.
Departments with major BC spending and low or zero First Nation participation	These are the clearest visible gaps in current data.	Use the departmental findings to engage: Veterans Affairs Canada, CIRNAC, Canadian Space Agency, Natural Resources Canada, and other federal departments with significant BC spending.
Northeast and Nechako Regions	Both regions recorded zero Indigenous contracts in federal data for FY 2023-24.	Treat these regions as navigation pilots focused on member identification, opportunity mapping, and direct procurement support.
Defence Construction Canada (DCC) Pacific Region	DCC provides an immediate implementation pathway through source lists and other procurement channels.	Support member registration, source-list participation, and readiness for DCC opportunities.

5.4 Research and Data Gaps

The following are six key data gaps. Addressing these will shape the next phases of work:

1. **Provincial procurement baseline:** No equivalent BC provincial Indigenous procurement baseline currently exists.
2. **Crown corporation reporting:** BC Hydro, BCLC, PHSA, and other BC Crown corporations do not publish standardized annual Indigenous procurement figures.
3. **Distinctions-based procurement reporting:** Federal procurement data does not consistently separate First Nations, Métis, and Inuit businesses. Current federal data only tracks “Indigenous business” categories. This limits the ability to identify First Nations-specific procurement outcomes in BC.
4. **FNBDA-led data stewardship:** There is no dedicated BC-based system for tracking First Nations procurement participation across federal, provincial, Crown corporation, and member-level data sources. FNBDA is positioned to lead this work with federal support for data gathering, analysis, member engagement, and annual reporting.
5. **Member procurement tracking:** The Benchmarking Survey documents barriers, but does not yet track actual FNBDA member contracts, bids, or participation.
6. **FY 2024-25 federal update:** The next federal data update should be used to test whether the PSIB Phase 3 mandate has changed procurement outcomes in BC.

These gaps point to the critical next phases of work: updating the federal baseline, extending the method to other procurement systems, and tracking whether FNBDA members are converting opportunities into contracts.

5.5 Recommendations with Timeframes

Together with this report, the gaps identified above move this work from baseline measurement to targeted implementation, with specific recommendations (Table 9). The immediate task is to use the data to focus engagement efforts, support FNBDA members' readiness, and build a repeatable evidence base for future procurement reporting.

Table 9. Recommendations

Recommendation area	Recommendation	Timeframe
1. Data and reporting	Update the FY 2023-24 baseline using FY 2024-25 data and publish changes by department, region, and contract category.	Near term
2. Departmental engagement	Engage priority departments to review BC-specific Indigenous procurement results, identify upcoming opportunities, and establish practical pathways for FNBDA member participation.	Near term
3. Member readiness	Support portal registration, bid documentation, Defence Construction Canada pathways, and Indigenous Business Directory readiness.	Near term
4. Regional navigation	Treat Northeast and Nechako as pilots for mapping opportunities, identifying member capacity, and testing direct procurement navigation support.	Near term
5. Policy and systems	Advocate for BC-disaggregated procurement reporting , standardized Crown corporation reporting, and clearer dispute-resolution pathways.	Medium term

Appendices

These appendices provide summary technical information to support interpretation of the report. Detailed source logs, full departmental and regional tables, workbook documentation, and annual update procedures are maintained separately by FNBDA as internal technical documentation and companion data files.

Appendix A — Methodology Summary

Summarizes the datasets, reporting period, vendor postal code method, and approach used to calculate federal contract value awarded to Indigenous businesses with a BC vendor postal code.

Appendix B — Data Limitations and Confidence Notes

Summarizes the main limitations affecting the interpretation of the findings, including vendor location, exclusions from provincial breakdowns, Indigenous reporting categories, joint-venture attribution, and limitations in PSPC flagging.

Appendix C — 2023 Forecast Comparison

Provides a summary comparison between the FY 2023–24 actual result and the earlier 2023 FNBDA forecast scenarios. Full source tables and workbook materials are retained separately by FNBDA.

Appendix A - Methodology Summary

This appendix summarizes the methodology used to prepare the FY 2023–24 federal procurement baseline for BC. It is intended to support interpretation of the report’s findings. Detailed source logs, full data tables, and technical working files are maintained separately by FNBDA.

A.1 Data Sources

The report was compiled based on two main federal data sources:

- 1. Indigenous Services Canada federal Indigenous procurement data**
This source identifies federal contracts awarded to Indigenous businesses in FY 2023–24, including contracts associated with vendors using a BC postal code.
- 2. Public Services and Procurement Canada Proactive Disclosure of Contracts data**
This source identifies federal contracts over \$10,000 awarded by federal departments and agencies. For this report, the dataset was filtered to contracts awarded to vendors with a BC postal code.

Together, these sources allow the report to compare the total value of federal contracts awarded to BC-based vendors with the value awarded to Indigenous businesses with a BC vendor postal code.

Table A1. Data Sources and Methodological Use

Data source or tool	Used for
Indigenous Services Canada federal Indigenous procurement data	Identifying federal contracts awarded to Indigenous businesses, including contracts with a BC vendor postal code.
Public Services and Procurement Canada Proactive Disclosure of Contracts data	Identifying total federal contracts over \$10,000 awarded to vendors with a BC postal code.
Department-name matching table	Aligning department names across federal datasets so departmental findings could be compared consistently.
Postal-code mapping table	Assigning BC vendors to economic regions using the Forward Sortation Area, or the first three characters of the postal code.

A.2 Reporting Period and Scope

The reporting period is FY 2023–24, from April 1, 2023, to March 31, 2024.

The analysis includes federal contracts awarded to vendors with a BC postal code. It excludes provincial procurement, Crown corporation procurement, federal grants and

contributions, subcontracts, contracts under \$10,000 where not included in provincial breakdowns, and acquisition card purchases not broken down by province.

A.3 BC Vendor Postal Code Method

Contracts were assigned to BC based on the vendor postal code recorded in the federal data. This approach identifies where the vendor is located, not necessarily where the contracted work was delivered.

For regional analysis, vendor postal codes were mapped to BC economic regions using the Forward Sortation Area, or the first three characters of the postal code.

A.4 Indigenous Procurement Identification

The report uses federal Indigenous procurement data to identify contracts awarded to Indigenous businesses. Federal procurement data does not consistently separate First Nations, Métis, and Inuit businesses. For this reason, the report uses “Indigenous businesses” as the federal reporting category.

This is an important limitation because FNBDA serves First Nations organizations and First Nation Development Corporations in BC. The findings should therefore be interpreted as the best available federal baseline, not as a fully disaggregated First Nations-only measure.

A.5 Main Calculations

The report’s core calculations are based on the following figures:

- Total federal contracts awarded to BC-based vendors in FY 2023–24: **\$9.6B**
- Federal contracts awarded to Indigenous businesses with a BC vendor postal code: **\$29.22M**
- Number of identified contracts awarded to Indigenous businesses with a BC vendor postal code: **272**
- Number of federal departments represented in the BC total contract baseline: **73**

The Indigenous share of federal contracts awarded to BC-based vendors was calculated as:

- **$\$29.22M \div \$9.6B = 0.305\%$**

The report also compares BC’s Indigenous procurement results with national Indigenous procurement. BC-based Indigenous businesses received **2.9%** of identified national Indigenous procurement in FY 2023–24.

The estimated annual gap against a 5% benchmark was calculated by comparing the value awarded to Indigenous businesses with a BC vendor postal code against 5% of the total federal contract value awarded to BC-based vendors.

Table A2. Core Calculations Used in the Report

Measure	Calculation or value	What it shows
Total federal contracts awarded to BC-based vendors	\$9.6B	The total federal contract value used as the BC baseline.
Federal contracts awarded to Indigenous businesses with a BC vendor postal code	\$29.22M	The Indigenous procurement value identified in BC for FY 2023-24.
Indigenous share of federal contracts awarded to BC-based vendors	\$29.22M ÷ \$9.6B = 0.305%	The share of BC federal contract value awarded to Indigenous businesses with a BC vendor postal code.
BC share of national Indigenous procurement	\$29.22M ÷ \$1.012B = 2.9%	BC's share of identified federal Indigenous procurement across Canada.
Estimated annual gap against 5% benchmark	Approx. \$451M	The estimated gap between current BC Indigenous procurement and a 5% benchmark.

A.6 Department and Region Mapping

To make the datasets comparable, the project team created two supporting tools:

- a department-name matching table to align department names across federal datasets; and
- a postal-code mapping table to assign BC vendors to economic regions.

These tools supported the department, regional, and contract-category findings in the report.

A.7 Methodology Limitations

The methodology provides a repeatable baseline, but it has important limitations. The vendor's postal code does not necessarily indicate the service delivery location. Federal data does not consistently distinguish First Nations, Métis, and Inuit businesses. Some procurement activity is excluded from provincial breakdowns. Joint venture attribution may overstate the economic benefit received by an Indigenous partner.

Appendix B provides additional data limitations and confidence notes.

Appendix B - Data Limitations and Confidence Notes

This appendix summarizes the main limitations and confidence notes that affect interpretation of the report’s findings. The purpose is to clarify what the data can and cannot show.

The limitations do not invalidate the baseline. They define its boundaries. The FY 2023–24 figures provide a repeatable starting point for tracking federal contracts awarded to Indigenous businesses with a BC vendor postal code.

Table B1. Key Data Limitations

Limitation	What it means for interpretation
Indigenous reporting category	Federal procurement data does not consistently separate First Nations, Métis, and Inuit businesses. The report therefore uses the broader federal reporting category of “Indigenous businesses.” This limits the ability to identify First Nations-specific procurement outcomes in BC.
Vendor postal code	Contracts are assigned to BC based on the vendor postal code recorded in federal data. This shows where the vendor is registered, not necessarily where the work was delivered.
Excluded procurement activity	Contracts under \$10,000, subcontracts, and acquisition card purchases not broken down by province may be excluded. The figures should not be interpreted as a complete measure of all federal procurement-related activity involving Indigenous businesses in BC.
Joint venture attribution	Some joint venture contracts may assign the full contract value to an Indigenous partner even when that partner receives only part of the economic benefit. Contract value does not always equal direct economic benefit.
PSPC Indigenous business flag	The PSPC Indigenous business flag appears to undercount Indigenous contracts when compared with ISC reporting. For this reason, ISC reporting is used as the primary source for identifying contracts awarded to Indigenous businesses.
Regional mapping	Regional analysis is based on vendor postal codes mapped to BC economic regions. These findings show vendor-location patterns, not necessarily where work was performed or where economic benefit was received.
Historical comparison	Earlier Indigenous procurement figures may use different reporting methods, eligibility rules, or data sources. FY 2023–24 should be treated as the baseline year for repeatable BC-specific tracking. Historical comparisons should be interpreted cautiously.

Table B2. Confidence by Data Use

Data use	Confidence level	Interpretation Note
Total federal contracts awarded to BC-based vendors	Medium to high	Based on federal proactive disclosure data filtered by BC vendor postal code. Useful as a baseline, but dependent on departmental reporting quality.
Contracts awarded to Indigenous businesses with a BC vendor postal code	High	Based on ISC Indigenous procurement reporting and contract details. This is the strongest available source for identifying Indigenous procurement in BC.
Indigenous share of federal contracts awarded to BC-based vendors	High	Calculated using ISC Indigenous contract value and total federal contract value awarded to BC-based vendors.
BC share of national Indigenous procurement	High	Based on national Indigenous procurement reporting and BC vendor postal code totals.
Departmental concentration	Medium to high	Useful for identifying which federal departments account for most contract value, subject to departmental reporting quality and classification consistency.
Regional distribution within BC	Medium	Useful for identifying vendor-location patterns, but does not confirm where work was delivered.
Contract-category concentration	Medium	Useful for identifying broad category patterns, though federal economic object codes may not fully describe the nature of the work.
Historical comparison to earlier reporting	Medium	Useful for context, but earlier figures may not be directly comparable because of changes in data sources, reporting methods, and Indigenous business

Data use	Confidence level	Interpretation Note
		identification.
Direct economic benefit to Indigenous businesses	Low to medium	Contract value is not always the same as direct economic benefit, especially where joint ventures, subcontracting, or work outside BC are involved.

Report Interpretation Note

This report is intended to establish a repeatable FY 2023-24 baseline, compare the federal contract value awarded to BC-based vendors with that awarded to Indigenous businesses with a BC vendor postal code, and identify departmental, regional, and contract-category patterns.

The report should not be used as a complete measure of all First Nations procurement outcomes, all work delivered in BC, or all direct economic benefit received by Indigenous businesses.

Appendix C - 2023 Forecast Comparison

This appendix supports the comparison between the FY 2023–24 baseline and the earlier forecast scenarios prepared for the FNBDA by Titus Consulting.

The forecast scenarios in Table C1 come from the December 2023 FNBDA Procurement Report prepared by Titus Consulting. That report presented three five-year forecast scenarios for BC First Nations procurement under the federal 5% mandate. Table C1 compares the FY 2023–24 forecast values from those scenarios with the FY 2023–24 actual result identified in this report.

Full departmental tables, regional tables, contract-level data, source logs, and update procedures are maintained separately by FNBDA as internal technical documentation and companion data files.

Table C1. Titus Forecast Scenarios Compared with FY 2023-24 Actual Result

Scenario or result	Estimated or actual value	Comparison to FY 2023-24 result
2023 low-scenario forecast	\$8.93M	FY 2023–24 result exceeded this scenario.
2023 mid-scenario forecast	\$26.75M	FY 2023–24 result exceeded this scenario.
2023 high-scenario forecast	\$32.93M	FY 2023–24 result reached approximately 89% of this scenario.
FY 2023–24 actual result	\$29.22M	Actual federal contract value awarded to Indigenous businesses with a BC vendor postal code.

Interpretation Note

The FY 2023–24 result suggests that BC-based Indigenous procurement exceeded the low and mid forecast scenarios and reached approximately 89% of the high scenario identified in the 2023 FNBDA forecast.

However, the result remains well below the federal 5% benchmark when measured against the total value of federal contracts awarded to BC-based vendors. Historical comparisons should be interpreted with caution because earlier reporting may rely on different data sources, assumptions, or methods.

For repeatable tracking, FY 2023–24 should be treated as the baseline year.

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