

Sent by email to: M.DiEmanuele@ontario.ca

February 10, 2025

Michelle DiEmanuele
Secretary of the Cabinet
Whitney Block, Room 6420
99 Wellesley Street West
Toronto, Ontario M7A 1A1

Dear Secretary DiEmanuele,

I am writing today to express ongoing support from Ontario's municipalities as the provincial government works to determine appropriate strategies to respond to tariffs from the United States.

Municipalities spend over \$22 billion annually procuring goods and services and are willing and eager to use this significant buying power to support the federal and provincial governments in protecting Ontario and Canada's economic well-being. Many Ontario municipalities are passing resolutions calling for a united, cross-Canada approach to supporting buy-Canadian initiatives, and collaboration to remove barriers that prevent municipalities from giving preference to Canadian suppliers during procurement.

We are aware, however, of the many factors and considerations that will inform the effective deployment of municipal procurement as a tool to support a broader trade and economic strategy, including:

- avoiding unintended negative consequences to local or regional economies;
- ensuring alignment with current trade agreements;
- contributing to broader inter-provincial trade and trade diversification efforts; and
- effectively targeting efforts to avoid unnecessary cost escalations for municipalities without proportional benefits.

We know that success will require coordination and leadership across all levels of government. Municipalities are keen for any guidance or direction from the provincial government as to the best deployment of procurement policies in support of broader Ontario and Canadian strategies. Decisions that many municipalities are facing in the coming weeks involve multi-year, high value contracts currently open to American vendors.

We know that the government of Ontario is working with governments across Canada to develop a strategic approach in the context of ongoing uncertainty. We respectfully request the opportunity for Ontario's municipalities to support these efforts through engagement with AMO at the appropriate time.

We look forward to helping protect and advance Canada's economic interests.

Sincerely,



Brian Rosborough
Executive Director
Association of Municipalities of Ontario

cc: Martha Greenberg, Deputy Minister, Ministry of Municipal Affairs and Housing
Sarah Harrison, Deputy Minister, Ministry of Public and Business Service
Delivery and Procurement
JP Cadeau, Deputy Minister, Ministry of Economic Development, Job Creation
and Trade
Ali Veshkini, Deputy Minister, Ministry of Infrastructure