



PARTNERSHIP
for
Working Families



Creating Good Jobs & Opportunity in Our Cities

Procurement as Economic Development

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Partnership for Working Families





What are Community Benefits?

- Attaching accountability to public spending to deliver concrete benefits to our communities.



Strategies for Procurement



Construction

*Project
Labor
Agreements*

*Community
Workforce
Agreements*

*Job Quality
Standards*

*Targeted
Hire*

Economic Development

*Community
Benefits
Agreements*

*City/Agency
Policy
Governing
Subsidy*

*Targeted +
First Source
Hire*

Strategies for Procurement



Sectors with Key City Relationships

Airports

*Maritime
Ports*

Utilities

*Waste &
Recycling*

Transit

Hospitality

CASE 1: Oakland Army Base Community Jobs Agreement



What We Won:

- 3,000 New Jobs
- 50% Local Hire
- 25% Disadvantaged Workers
- 20% Apprentice Utilization
- Living Wages
- Ban the Box
- Restrictions on Temp Work

In 2 years, Oakland workers have taken home \$8.25 million, or 73% of total worker earnings on the project.

CASE 2: Santa Clara Co. Living Wage



What We Won:

- Fair Compensation
- Fair Workweek
- Equal Opportunity
- A Voice at Work

The living wage policy covers 17,000 county employees and \$2.2B in contracts. It is the highest living wage in the country at \$19.06/hour.



Resources

Publications at [ForWorkingFamilies.org](https://forworkingfamilies.org)

- Delivering Community Benefits Through Economic Development: A Guide for Elected and Appointed Officials
- Community Workforce Agreements: The Pathway to Coalitions Between Labor and Community
- Making Development Work for Local Residents: Local Hire Programs and Implementation Strategies that Serve Low-Income Communities



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