



GLWA Procurement

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FSA_PRO_TPL_0024

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Document Title:
Procurement Board Report

Document Owner/Department:
Procurement Team

Date: October 21, 2025

To: Suzanne R. Coffey, P.E., Chief Executive Officer

From: Daniel Edwards, Procurement Manager

Re: Procurement Report

General Information

Requisition Number:	REQ-0006909	Project Owner:	Majid Khan
CIP#:	N/A		
Contract Title:	Incineration Ash Land Application		
Vendor:	LaSalle Agri Inc.		
Budget:	Operations and Maintenance		
Federal/State Funded	☐ Yes ☒ No		

Procurement Method

Specialized Procurement

Business Inclusion and Diversity (B.I.D.) - Not Applicable

This procurement is a single/sole source based on the need for guaranteed haul and disposal of Ash to be used as a fertilizer for land application.

After incineration of biosolids, a vendor is needed to haul and dispose of the ash from the Water Resource Recovery Facility (WRRF). However, the ash contains phosphorus, providing fertilizer characteristics and can be utilized for beneficial reuse for crops and soil amendment. LaSalle Agri Inc is the only vendor who provides the services needed by land applying the ash to farms and is 50% less expensive compared to disposing of ash at the landfill. This Vendor provides GLWA with the opportunity for land application of ash to farms for beneficial reuse.

The current Ash Hauling and Disposal contract (2101766A) disposes of the Ash into Landfills.

Specialized Procurement - Cost Summary - LaSalle Agri Inc.

Year	Estimated Quantity Tons/Year	Unit Price/Ton	Amount	Remarks
Year 1	15,000	\$14.74	\$221,100.00	Three-year cost per ton is \$14.74
Year 2	15,000	\$14.74	\$221,100.00	



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Year 3	15,000	\$14.74	\$221,100.00	Unit price will change mutually at the end of initial three (3) year term.
Year 4	15,000	\$14.74	\$221,100.00	
Year 5	15,000	\$14.74	\$221,100.00	
Totals			\$1,105,500.00	

Other Data Requested by GLWA Board Members for Recommended Vendor

Minority Business Enterprise (MBE): No

Detroit Based Business (DBB): No

Small Business Enterprise (SBE): No

Sub-Contractor(s) List: N/A

Vendor Response Survey: N/A

Litigation

This vendor is not currently nor has been previously involved in any litigation with the GLWA.

Financials

A financial risk assessment was performed by the GLWA via Dun & Bradstreet and was determined that the selected vendor has the financial capacity to perform the tasks under this contract. This information is available for the Board of Directors to review upon request.

Previous Contract

Previous contract holder: DHT Transport LLC

The previous contract, 2101766A, was for the period of 2/23/2022 through 3/17/2026, for \$2,457,000.00. The contract amount differences between the two contracts are provided in the table below.



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Contract Term Dates	Estimated Total Tonnage Per Year ¹	Unit of Measure	Unit Price	Extended Cost (Per Year)
INITIAL TERM (March 28, 2022 to March 27, 2024)				
March 18, 2022 to March 17, 2023	18,000	Per Ton	\$31.50	\$567,000.00
March 18, 2023 to March 17, 2024	18,000	Per Ton	\$33.00	\$594,000.00
TOTAL CONTRACT AMOUNT (Initial Term - 2 Years)				\$1,161,000.00
FIRST RENEWAL TERM				
March 18, 2024 to March 17, 2025	18,000	Per Ton	\$35.50	\$639,000.00
TOTAL CONTRACT AMOUNT (First Renewal Term - 1 Year)				\$639,000.00
SECOND RENEWAL TERM				
March 18, 2025 to March 17, 2026	18,000	Per Ton	\$36.50	\$657,000.00
TOTAL CONTRACT AMOUNT (Second Renewal Term - 1 Year)				\$657,000.00

¹ Consultant is not guaranteed any minimum quantity of hauling tonnage and disposal during the Contract term.