Report Highlights

GLWA Procurement Team Objectives

- ✓ Ensure all purchases (requisitions, purchase orders, and contracts) go through the approved procurement processes and meet or exceed the requirements of GLWA's internal customers and goals.
- ✓ Optimize the percentage of awards attributed to a contract.
- ✓ Identify, procure, manage, and maintain strategic suppliers and key contracts.

Awarded Purchase Order Totals

- ✓ Procurements awarded for FY 2025 totaled $729 million.
- ✓ Procurement processed a total of 4,635 requisitions and executed 4,713 new purchase orders.
- ✓ Procurement executed 804 purchase orders tied to a formal contract.
- ✓ Ninety-five percent (95%) of all awarded purchases were attached to a formal contract.

Invoices Paid Totals

- ✓ Total combined spend by invoice for FY 2025 totaled $621 million.
- ✓ Accounts Payable processed 22,294 invoices including payments relating to 4,563 purchase orders.
- ✓ Invoice payments directly attributable to a purchase order totaled $517 million.

Key Terms & Assumptions

The following are key terms that will assist the reader in interpreting the data presented in this report.

- Workday: GLWA's Enterprise Resource Planning (ERP) software.
- Capital Improvement Plan (CIP): The expenditure related to capital projects and equipment purchases.
- Capital Outlay: The expenditure related to either purchasing a fixed asset or to extending its useful life.
- Contract: A written binding agreement between GLWA and outside suppliers predominantly based on GLWA's Terms and Conditions. All contracts are associated with an approved purchase order.
- Fiscal Year (FY): GLWA's one year period used for financial reporting extending from July 1 to June 30.
- Invoice: Issued by the supplier to acquire payment and includes an itemized list of goods shipped specifying the price, products, and quantities. Invoices are reported by payment (check or EFT) paid date.
- Purchase Order (PO): A document generated by GLWA that authorizes a purchase transaction. When accepted by the supplier, it becomes a contract binding on both parties. Purchase orders are reported by post-date. Not all purchase orders are tied to a formal contract.

In addition to these key terms, certain assumptions were utilized in the presentation of this information. Key assumptions include the following:

- Procurement continually processes amendments (including renewals) and change orders that can decrease or increase the purchase order total. These changes impact the original fiscal year totals.
- Only purchase orders completed in the fiscal year are included in Purchase Order Award Analysis Report.
- Purchase orders that have been denied or cancelled have been removed in the Purchase Order Award Analysis Report.
- Invoice totals do not include Organizational Development (OD) generated payments including salaries and reimbursements.
- Totals can be based on actual, rounded, or in millions based on the individual report considerations.
- Due to rounding totals, some charts may not equal 100%.

Fiscal Year Contract and Purchase Order Award Analysis

The following tables and charts highlight GLWA Procurement activity and purchase orders awarded and executed in FY 2025.

Table 1 – FY 2025 Contract/Purchase Order Awards. This table identifies the total contracts/purchase orders awarded through Procurement. Ninety-five percent (95%) of awards were tied to a formal contract in accordance with the GLWA Procurement Policy.

Purchase Order	Purchase Order Count	Contract Count	Total Awarded (Millions)	Percentage of Total
Contract	804	155	$ 690.8	95%
Purchase Order	3,909	-	38.2	5%
Grand Total	**4,713**	**155**	**$ 729.0**	**100%**

Chart 1 – Awarded Contracts/Purchase Orders by Geography. This chart summarizes the geographical areas where GLWA obtains goods and services. GLWA spent $650.4 million within the State of Michigan which represents 89% of the total awarded contacts and purchase orders.

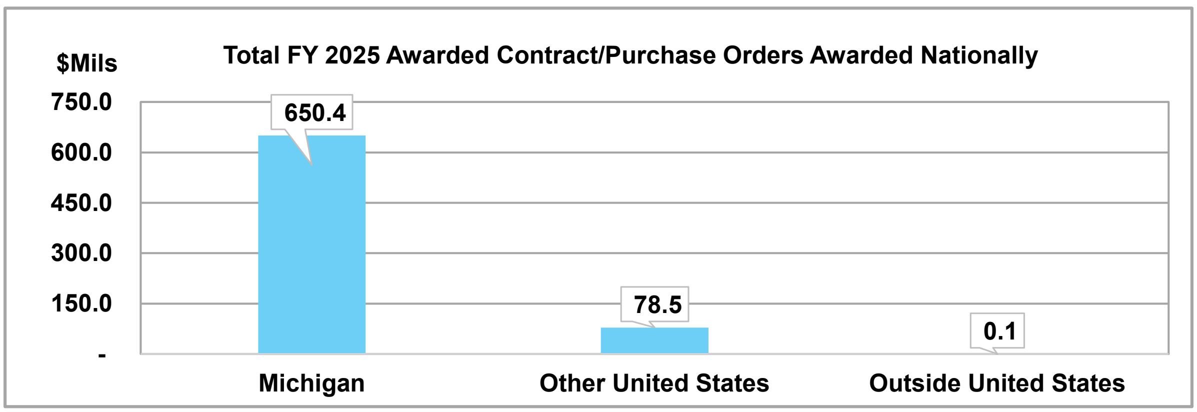


Chart 2 – Top 5 Supplier Awards by Location for FY 2025. This chart represents the top awards for the cities where GLWA suppliers operate.

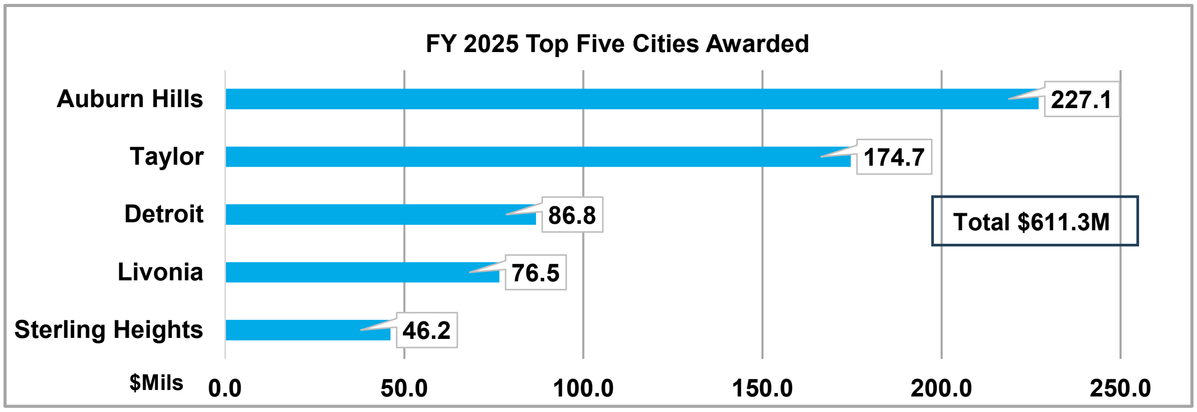


Chart 3 – Supplier Awards by County in GLWA Service Area. This chart groups the awards by GLWA service area. GLWA awarded 88% of its total awards in GLWA service area.

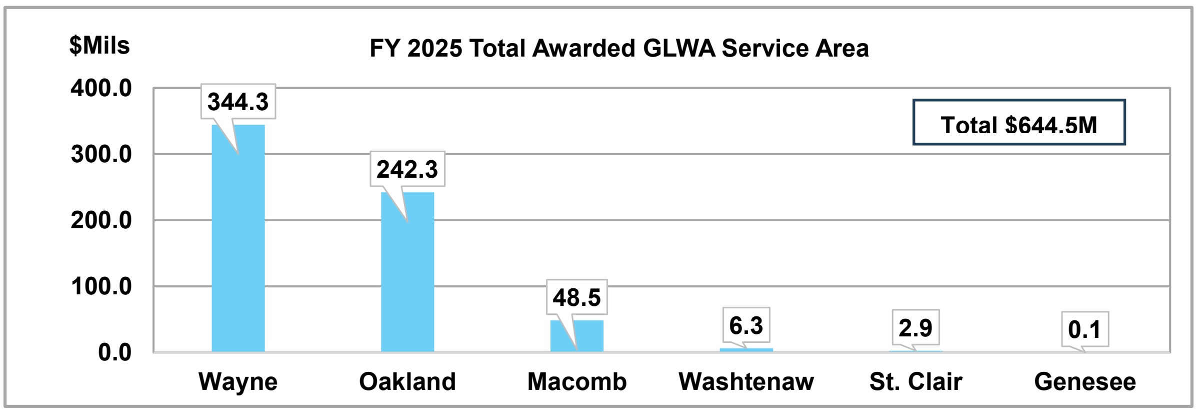
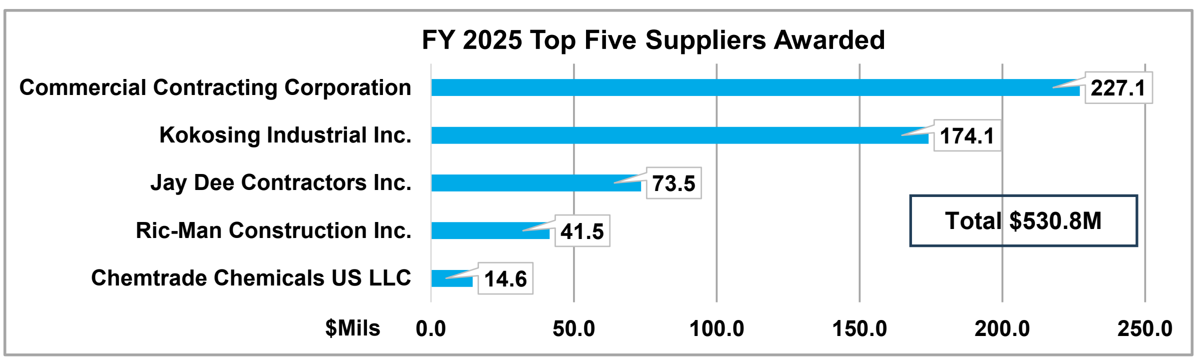


Table 2 - FY 2025 Top Ten Contracts Awarded by Dollar Value. Contracts ensure successful timetables are met and projects are completed to the satisfaction of all GLWA stakeholders. This table identifies the top ten supplier contract awards representing $574.8 million or 79% of the total awarded contracts/purchase orders for FY 2025.

Contract Title	Supplier	Awarded (Millions)
SCN-0000518 : PS 2 Bar Rack Replacementt	Commercial Contracting Corporation	$ 223.5
SCN-0000471 : Freud Pump Station Improvements	Kokosing Industrial Inc.	138.8
SCN-0000491 : NW Interceptor to Oakwood CSO	Jay Dee Contractors Inc.	73.5
SCN-0000488 : Water Trans Main, Valve,Repairs	Ric-Man Construction Inc.	41.5
SCN-0000586 : Conner Creek Storm Water Pump	Kokosing Industrial Inc.	35.4
SCN-0000608 : Aluminum Sulfate-Split Award	Multiple Suppliers	19.8
SCN-0000592 : Fleet Management Services	Enterprise Fleet Management	13.5
SCN-0000441 : North Service Center Pump Station	CDM Smith Michigan Inc.	13.1
SCN-0000550 : Services-Staff Augmentation	Lakeshore Global Corporation	8.0
SCN-0000570 : Liquid Chlorine - Rail Cars	JCI Jones Chemicals Inc.	7.7
Total Top Ten Contracts		**$ 574.8**

Chart 4 - FY 2025 Top Five Suppliers Awarded by Dollar Value. Procurement understands that strategic suppliers are integral to GLWA's success. This chart identifies the top 5 suppliers awarded contracts in FY 2025. Seventy-three percent (73%) of the total awarded contracts/purchase orders are represented here. A list of combined awards for all suppliers issued in FY 2025 can be found in Appendix A.



Fiscal Year Invoice Analysis

The following tables and charts highlight GLWA Accounts Payable activity and paid invoice totals for FY 2025.

Table 1 - Top Ten Suppliers Paid in FY 2025. This table highlights the suppliers who received the highest payments for FY 2025. A complete list of supplier invoices in FY 2025 can be found in Appendix B.

Supplier	Total (Millions)
Lakeshore Global Corporation	$ 60.4
DTE Energy	47.5
Jay Dee Contractors Inc.	46.2
Ric Man/Clark Joint Venture	37.3
Clark Construction Company	33.3
Kokosing Industrial Inc.	30.7
Weiss Construction Co. LLC	25.2
Ric-Man Construction Inc.	18.7
New England Fertilizer Company	17.0
Oscar Renda Contracting Inc.	14.3
Total Top Ten Suppliers	**$ 330.6**

Chart 1 – Supplier Invoiced Payments by Geography for FY 2025. This chart groups the total invoiced payments of $621 million made by GLWA based on geography. Over 77% of those payments were made to Michigan companies.

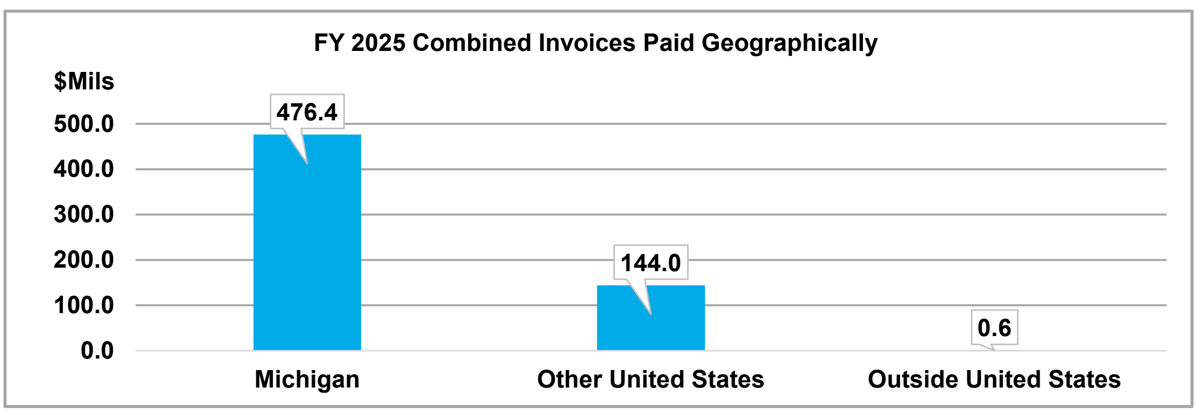


Chart 2 – Top 5 Suppliers Invoiced Payments by Cities for FY 2025. This chart breaks down the total invoiced payments made by GLWA by city.

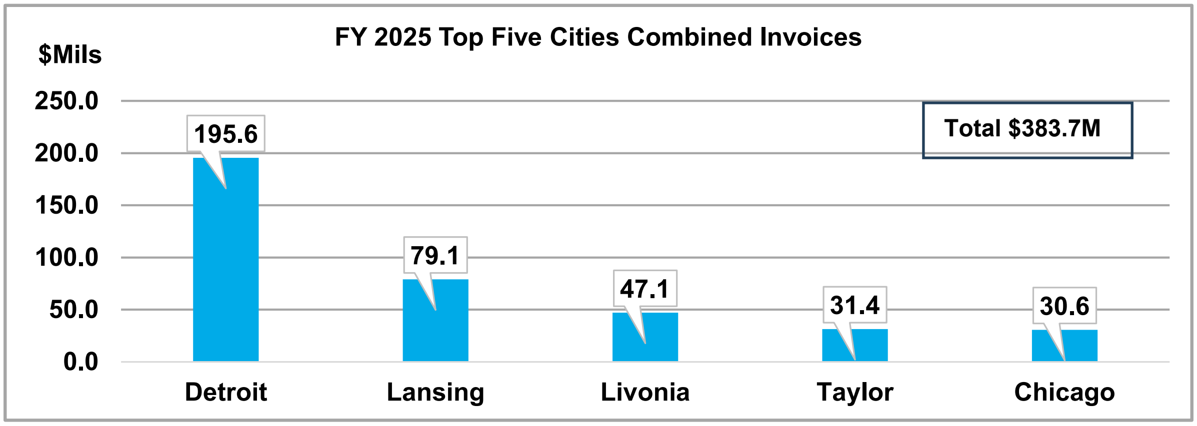


Chart 3 – Spend by Category FY 2025. This chart delineates invoices paid by category.

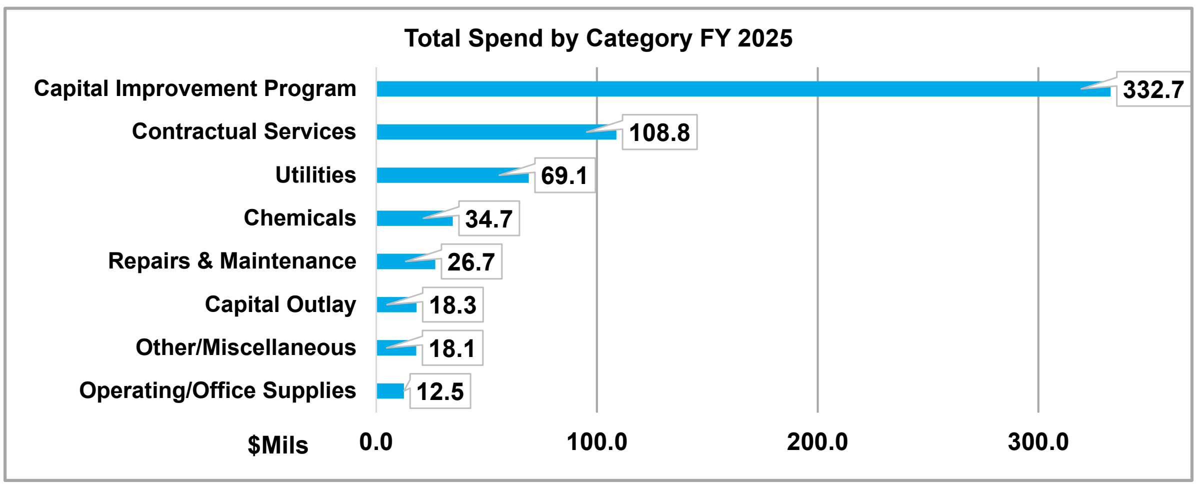


Table 2 – Top 10 Contracts Invoiced FY 2025. This table lists the largest payments made by contract for FY 2025 spend.

Contract	Supplier	Total (Millions)
SCN-0000420 : Springwells Medium Voltage Electrical	Clark Construction Company	$ 30.2
SCN-0000333 : 96-Inch Water Trans Main Relocation	Ric Man/Clark Joint Venture	26.3
SCN-0000360 : Repair/Rehab Detroit River Interceptor	Jay Dee Contractors Inc.	18.8
SCN-0000449 : Bio-Solids Dryer Facility	New England Fertilizer Company	17.0
SCN-0000488 : Water Tran Main, Valve, Other Repairs	Ric-Man Construction Inc.	16.6
SCN-0000443 : Aeration Decks 1 & 2 Improvements	Kokosing Industrial Inc.	16.4
SCN-0000444 : Pump Station No. 1 Improvements	Weiss Construction Co. LLC	16.2
SCN-0000204 : Rehab Connors Creek Sewer	Oscar Renda Contracting Inc.	14.3
SCN-0000427 : Reservoir Rehabilitation (II)	Lakeshore Global Corporation	13.3
SCN-0000347 : Cyber Security Ovation Upgrades	Emerson Process Management	13.2
Total Top Ten Contracts		**$ 182.3**

Detailed Appendices

Appendix A – FY 2025 Combined Suppliers Awarded by Procurement.
This report identifies all suppliers awarded during the fiscal year. It includes the contract number, the supplier, and the total amount of the contract. It is generated using data downloaded from the Workday accounts payable and procurement modules and includes award activity data generated as part of these processes. Items outside the scope of this report include such things as GLWA employee payroll, debt, and pension obligation payments. Invoiced activity is based on the date range July 1, 2024, through June 30, 2025.

Appendix B – FY 2025 Combined Suppliers Paid by Invoice.
This report identifies all suppliers invoiced during the fiscal year. It includes the contract number, the supplier, and the total amount of the contract. It is generated using data downloaded from the Workday accounts payable and procurement modules and includes award activity data generated as part of these processes. Items outside the scope of this report include such things as GLWA employee payroll, debt, and pension obligation payments. Invoiced activity is based on the date range July 1, 2024, through June 30, 2025.