



Program Background

On September 23, 2020, the GLWA Board of Directors expressed their desire to strengthen GLWA's commitment to the principles of affordability, equity, and inclusion. GLWA is committed to providing business opportunities to maximize opportunities for small, minority-owned, and disadvantaged businesses within GLWA's service area so that they may effectively compete and do business with GLWA. The objective of this effort is to further support economic development throughout the region, expand its pool of skilled resources, and improve competitive pricing in its procurements.

Program Data Summary July 1, 2025-December 31, 2025

The B.I.D. program data tables included below recap B.I.D. activity for GLWA procurements budgeted at \$1 million and greater.

Table 1 represents GLWA's 10 awarded contracts YTD totaling \$106.2 million under this program.

Table 1 - B.I.D. Program Overall Activity July 1, 2025 - December 31, 2025		
Quarter	Contracts Awarded	Amount Awarded
1 (July 1, 2025 - September 30, 2025)	8	\$ 81,410,575
2 (October 1, 2025 - December 31, 2025)	2	\$ 24,806,510
Total	10	\$ 106,217,085

Table 2 represents the scoreable section of the program broken down by quantity awarded and amount awarded.

Table 2 - B.I.D. Program Breakdown by Score Criteria July 1, 2025 - December 31, 2025		
Score Criteria*	Contracts Awarded	Amount Awarded
Michigan Qualifying	6	\$ 54,875,725
GLWA Member Partner Community	6	\$ 54,875,725
Economic Disadvantaged Territory**	3	\$ 37,107,024

* Single contracts can have multiple qualifiers

**All Awarded in the City of Detroit

Table 3 represents the program breakdown by diversity designation by quantity awarded and amount awarded. This Non-Scored Criteria refers to any diversity certifications that the vendor may hold as a Disadvantaged Business Enterprise (DBE), Minority-Owned Business Enterprise (MBE), Women-Owned Business Enterprise (WBE), or Small Business Enterprise (SBE).

Table 3 - B.I.D. Program Activity By Diversity Designation July 1, 2025 - December 31, 2025		
Designation	Contracts Awarded	Amount Awarded
DBE	2	\$ 20,996,020
SBE	1	\$ 5,863,445
MBE	2	\$ 23,881,895

Program Summary Data by Fiscal Year

Table 4 represents the program breakdown by number of contracts awarded and dollar amount. Since inception the B.I.D. program has awarded 118 contracts worth over \$2.1 billion dollars.

Table 4 - B.I.D. Program Summary By Year July 1, 2025 - December 31, 2025		
Fiscal Year	Contracts Awarded	Amount Awarded
2021	3	\$ 99,831,952
2022	31	304,331,004
2023	36	455,664,806
2024	18	485,746,701
2025	20	747,264,423
2026	10	106,217,085
Total	118	\$ 2,199,055,971

Key Achievements and Updates

During Fiscal Year 2026 YTD, the B.I.D. team participated in 13 vendor events. Focused on introducing GLWA to prospective suppliers and providing education on how to do business with GLWA. The Buy Detroit Procurement Readiness Forum and the Great Lakes Women's Business Council Conference are two of the key outreach events the B.I.D. team attended. These events serve as key opportunities to expand outreach, build and strengthen supplier relationships, and reinforce GLWA's presence and reputation within the regional business community.

Participation in outreach events and ongoing program improvements support GLWA's continued commitment to expanding its supplier base and advancing equitable access to

procurement opportunities. We are also collaborating with the GLWA Public Affairs team to revamp the B.I.D. Program branding, including updates to program marketing materials, website content, and visual identity. These efforts aim to improve clarity, accessibility, and alignment with GLWA's supplier engagement goals.