

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 also 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, 2024 - March 31, 2025

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

Table 1 represents GLWA's 15 awarded contracts totaling \$399.8 million under this program.

Table 1 B.I.D. Program Overall Activity from July 1, 2024 – March 31, 2025		
Quarter	Contracts Awarded	Amount Awarded
1 (July 1-September 30)	5	\$307,594,437
2 (October 1-December 31)	4	37,706,356
3 (January 1-March 31)	6	54,575,021
Totals	15	\$399,875,814

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

Table 2 B.I.D. Program Breakdown by Scored Criteria July 1, 2024 – March 31, 2025		
Qualifying Description	Contracts Awarded	Amount Awarded
Michigan Qualifying	12	\$375,417,931
GLWA Member Partner Community	11	\$373,156,731
Economic Disadvantage Territory (All awarded in the City of Detroit)	4	\$25,814,013

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 Breakdown by Diversity Designation July 1, 2024 – March 31, 2025		
Designation	Contracts Awarded	Amount Awarded
DBE	1	\$13,391,349
SBE	1	\$2,000,000

Program Summary Data by Fiscal Year

Table 4 represents the program breakdown by number of contracts awarded and dollar amount. Since its inception the B.I.D. program has awarded 103 contracts worth nearly \$1.8 billion dollars that were subject to providing B.I.D. information.

Table 4 B.I.D. Program Summary by Fiscal Year		
Fiscal Year	Contract Awarded	Awarded Amount
2021	3	\$99,831,952
2022	31	304,331,004
2023	36	455,664,806
2024	18	485,746,701
2025 through March 31	15	399,875,814
Total	103	\$1,745,450,277

Key Achievements and Updates

Attended 22 events since July 1, 2024, and participated in six events for the first quarter of 2025, to introduce GLWA to vendors and engage them on how to do business with GLWA. These events provide valuable opportunities to strengthen relationships, broaden outreach, and further establish our presence within the region.

Attendees and event hosts included organizations such as APEX Accelerators, formerly known as the Procurement Technical Assistance Program (PTAP), Detroit Economic Growth Corporation (DEGC), Oakland Thrive, which offers business and consulting services to small businesses in Oakland County, Macomb County and Detroit Means Business, Detroit's small business resource hub.