



## GLWA Procurement

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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 | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> 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          |                                                                            |
| <b>Totals</b> |        |         | <b>\$1,105,500.00</b> |                                                                            |

### 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 <sup>1</sup> | Unit of Measure | Unit Price | Extended Cost (Per Year) |
|-------------------------------------------------------------|-----------------------------------------------|-----------------|------------|--------------------------|
| <b>INITIAL TERM (March 28, 2022 to March 27, 2024)</b>      |                                               |                 |            |                          |
| 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             |
| <b>TOTAL CONTRACT AMOUNT (Initial Term - 2 Years)</b>       |                                               |                 |            | <b>\$1,161,000.00</b>    |
| <b>FIRST RENEWAL TERM</b>                                   |                                               |                 |            |                          |
| March 18, 2024 to March 17, 2025                            | 18,000                                        | Per Ton         | \$35.50    | \$639,000.00             |
| <b>TOTAL CONTRACT AMOUNT (First Renewal Term - 1 Year)</b>  |                                               |                 |            | <b>\$639,000.00</b>      |
| <b>SECOND RENEWAL TERM</b>                                  |                                               |                 |            |                          |
| March 18, 2025 to March 17, 2026                            | 18,000                                        | Per Ton         | \$36.50    | \$657,000.00             |
| <b>TOTAL CONTRACT AMOUNT (Second Renewal Term - 1 Year)</b> |                                               |                 |            | <b>\$657,000.00</b>      |

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