

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, 2024-June 30, 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 identifies a total of GLWA's twenty (20) awarded contracts totaling \$622.2 million under this program.

Table 1 B.I.D. Program Overall Activity from July 1, 2024 – June 30, 2025		
Quarter	Contracts Awarded	Amount Awarded
1 (July 1-September 30)	5	\$307,594,437
2 (October 1-December 31)	5	51,254,341
3 (January 1-March 31)	6	54,575,021
4 (April 1- June 30)	4	208,776,728
Totals	20	\$622,200,527

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 Scored Criteria July 1, 2024 – June 30, 2025		
Qualifying Description	Contracts Awarded	Amount Awarded
Michigan Qualifying	15	\$529,182,645
GLWA Member Partner Community	14	\$526,921,445
Economic Disadvantage Territory (All awarded in the City of Detroit)	5	\$27,041,741

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 – June 30, 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 108 contracts worth nearly \$1.96 billion dollars.

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	20	622,200,527
Total	108	\$1,967,774,990

Key Achievements and Updates

During Fiscal Year 2025, the B.I.D. team participated in twenty-two (22) vendor events focused on introducing GLWA to prospective suppliers and providing education on how to do business with GLWA. 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.

Additionally, we are collaborating with the Public Affairs team to update the B.I.D. Program branding, including updates to program collateral, website content, and visual identity. These efforts aim to improve clarity, accessibility, and alignment with GLWA's supplier engagement goals.



Business Inclusion and Diversity (B.I.D.) Program
As of June 30, 2025

Key outreach events attended include:

- BuyDetroit Passport to Procurement – Attended by over 200 participants, including small, minority-owned, veteran-owned, and Detroit-based businesses.
- APEX Accelerator (formerly the Procurement Technical Assistance Program – PTAP)
- Detroit Economic Growth Corporation (DEGC)
- Great Lakes Women’s Business Council
- Supplier.io – A nationally recognized leader in supplier diversity data and analytics.

Participation in these events and ongoing program improvements support GLWA’s continued commitment to expanding its supplier base and advancing equitable access to procurement opportunities.