Program Background

In 2021, GLWA formally launched its Business Inclusion and Diversity (B.I.D.) Program. Initiated and approved by the GLWA Board of Directors in November 2020, the B.I.D. Program is a procurement solution designed to maximize economic opportunities for small, minority-owned, and disadvantaged business enterprises within GLWA's service area so that they may effectively compete to do business with GLWA.

Program Data Summary

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*** presents GLWA's nineteen (19) B.I.D. Program awarded contracts YTD totaling over $178 million.

Table 1 B.I.D. Program Overall Activity from July 1, 2025 – June 30, 2026		
Quarter	**Contracts Awarded**	**Amount Awarded**
1 (July 1-September 30)	7	$69,310,575
2 (October 1-December 31)	2	$24,806,510
3 (January 1-March 31)	8	$81,410,604
4 (April 1- June 30)	2	$2,521,820
Totals	**19**	**$178,049,509**

Of the nineteen (19) eligible procurements shown above, Table 2 provides the outcome of the **Scored Criteria** of the program broken down by quantity awarded and dollar amount awarded. For FY 2026, 13 of 19 projects were awarded to firms that meet the Michigan based business and Member Partner Community category. In addition, for FY 2026, 7 of the 19 procurements were awarded to firms that met the criteria of being in an Economic Disadvantaged Territory.

Table 2 B.I.D. Program Breakdown by Scored Criteria July 1, 2025 – June 30, 2026		
Qualifying Description	**Contracts Awarded**	**Amount Awarded**
Michigan Qualifying	13	$95,790,060
GLWA Member Partner Community	13	$95,790,060
Economic Disadvantage Territory (All awarded in the City of Detroit)	7	$64,909,015

Of the nineteen (19) eligible procurements shown above in Table 1, Table 3 below provides the program breakdown by diversity designation, by quantity awarded, and by dollar 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). For FY 2026, 13 of 19 projects were awarded to firms that meet the non-scored criteria. Please note that this amount is based upon the prime contractor and does not include subcontractors.

Table 3 B.I.D. Program Breakdown by Diversity Designation July 1, 2025 – June 30, 2026		
Designation	**Contracts Awarded**	**Amount Awarded**
DBE	2	$20,996,020
SBE	2	$7,643,445
MBE	2	$23,881,895

Program Summary Data by Fiscal Year

Table 4 provides the number of diversity plans submitted since the program began, the total eligible contracts awarded, and the related dollar amount since the inception of the B.I.D. program.

Table 4 B.I.D. Program Summary by Fiscal Year			
Fiscal Year	**Diversity Plans Submitted**	**Contracts Awarded**	**Awarded Amount**
2021	10	3	$99,831,952
2022	88	31	304,331,004
2023	87	36	455,664,806
2024	46	18	485,746,701
2025	52	19	745,264,423
2026	70	19	178,049,509
Total	**353**	**126**	**$2,268,888,395**

Key Achievements and Updates

During Fiscal Year 2026 the B.I.D. team participated in 23 vendor and community events. The 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.

Key outreach events attended included:

- Design Build Water/Wastewater Conference in April 2026
- Business in the City: Contracting and Supplying Opportunities in April 2026

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. Procurement is collaborating with the Public Affairs team to revamp 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.