



3rd Quarter FY2020 - Key Performance Indicators

Procurement Efficiency & Vendor Related Information

| Competitive Solicitations - Procurement Type | Total | Average Days* | Average Number of Suppliers Responding | Number of SBE Suppliers Responding | Number of SDV Suppliers Responding | Number of MBE Suppliers Responding | Number of WBE Suppliers Responding |
|--|-------|---------------|--|------------------------------------|------------------------------------|------------------------------------|------------------------------------|
| RFPs | 7 | 289 | 2 | 0 | 0 | 0 | 0 |
| ITBs | 7 | 91 | 2 | 1 | 0 | 0 | 0 |
| Professional Services (A&E) | 0 | N/A | N/A | N/A | N/A | N/A | N/A |

*Requisition Received by Procurement to Intent to Award

| Non-Solicited Procurement Type | Received | Approved | Denied |
|---|----------|----------|--------|
| Emergencies | 17 | 16 | 1 |
| Cooperative Purchases | 4 | 4 | 0 |
| Sole Sources DPA | 0 | 0 | 0 |
| Sole Sources Exempt | 0 | 0 | 0 |
| Sole Sources <\$250K | 15 | 15 | 0 |
| Sole Sources >\$250K | 2 | 2 | 0 |
| Percentage of Sole Source Requests Approved | | | 100% |

Transactional Efficiency & Vendor Related Information

| Transactional Type | Total | Average Days** | Value |
|--|-------|----------------|-------------------|
| Contracts | 30 | 100 | \$ 231,148,555.00 |
| Contract Amendments | 17 | 59 | \$ 24,773,635.07 |
| Completed Contracts Greater than \$1 Million | 24 | | |
| Active Suppliers with Contracts Greater than \$1 Million | 403 | | |
| Purchase Orders from Solicited Procurements | 1 | 14 | \$ 178,207.00 |
| Delegated Purchasing Authority Purchase Orders | 361 | N/A | \$ 424,269.17 |
| Number of Purchase Orders | 5132 | | |

Reporting Metro Departments include: General Services, Library and Planning (Fire and Health have reported previously, but not this quarter.)

** Intent to award to Completion

Cost Savings/Avoidance

| | | | |
|--|-----|----------------------------|----------------|
| Organizational Budget (per quarter) | TBD | Negotiated Cost Reductions | \$ - |
| Percentage of Spend Through Cooperative Purchasing | TBD | Total Procurement Spend | \$ 163,939,231 |

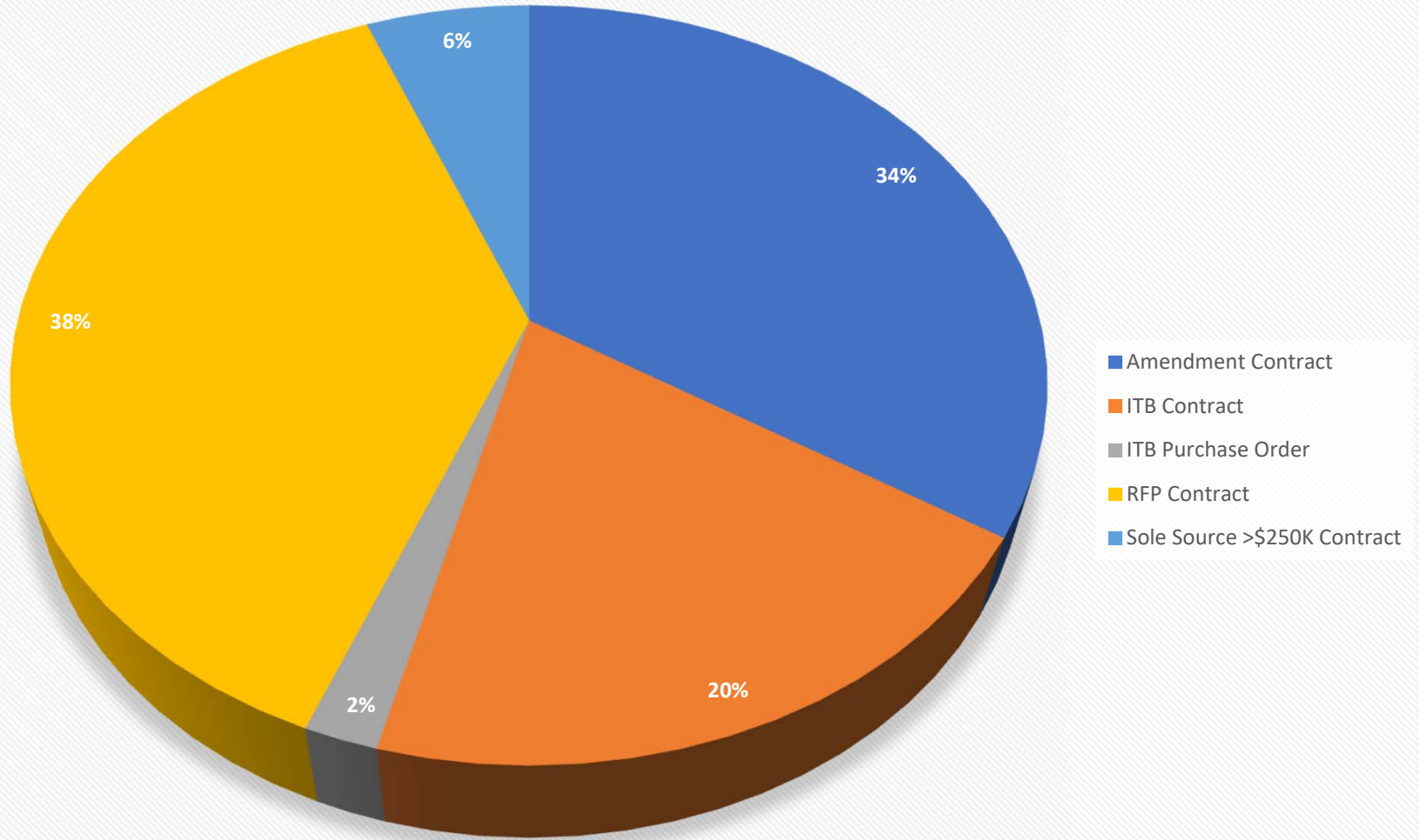
Training & Professional Development

| Professional Development | | Training | Number of Attendees | Hours Completed |
|-----------------------------------|------|---|---------------------|-----------------|
| Employees with Certifications | 3 | iProcurement Requisition Entry Training | 9 | 4 |
| Spend per Employee on PD/Training | \$ - | iSupplier Training | 10 | 4 |
| Professional Training Hours | 0 | iProcurement Buyer Training | 4 | 4 |
| | | iProcurement Approver Training | 3 | 1 |
| | | Procurement Office Training | 0 | 0 |

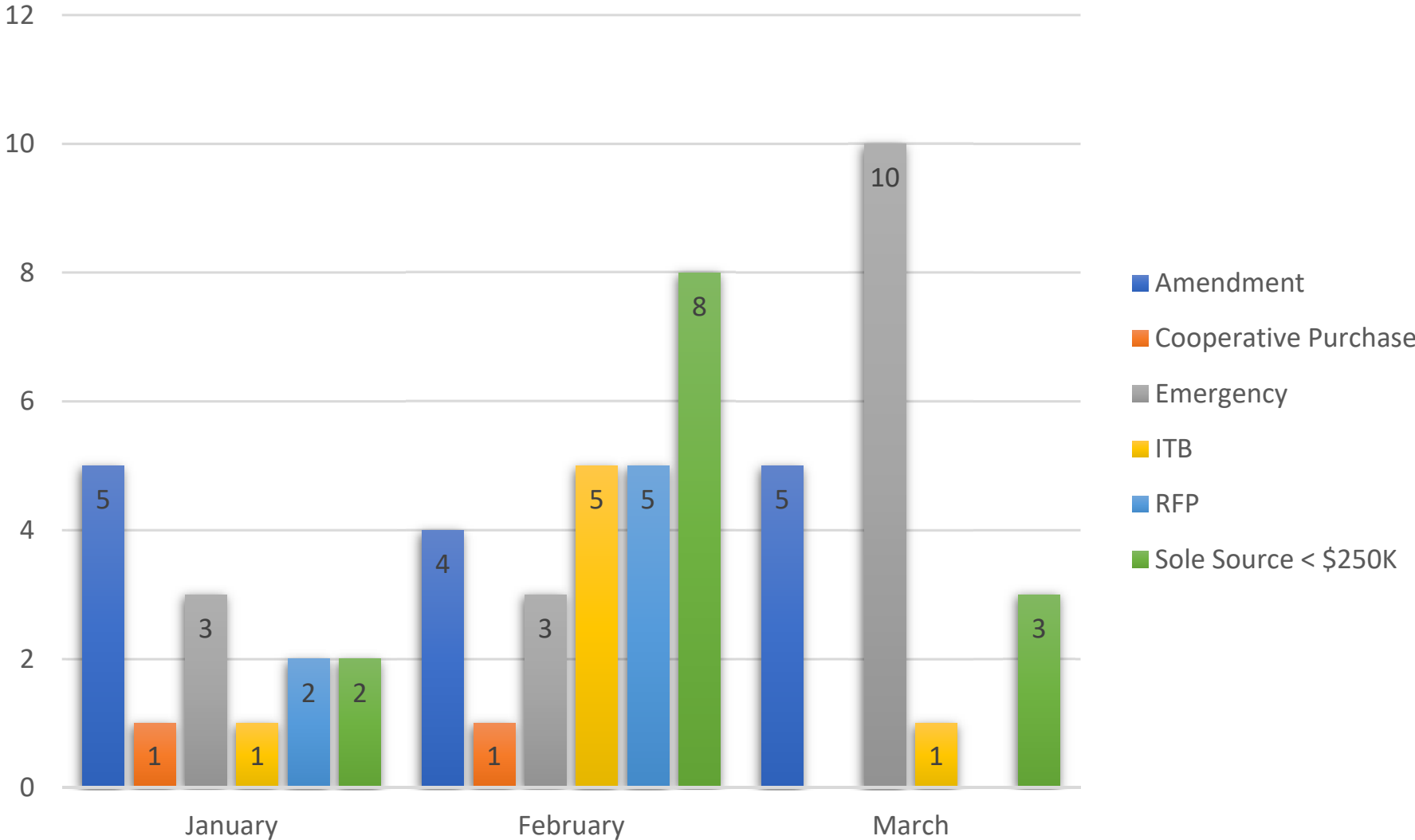
Paper Consumption

| | | | |
|-----------------------|--------------|-------------------------|-------------|
| Reams of Virgin Paper | 11,870 | Reams of Recycled Paper | 1,500 |
| Virgin Paper Cost | \$ 34,066.10 | Recycled Paper Cost | \$ 4,650.00 |

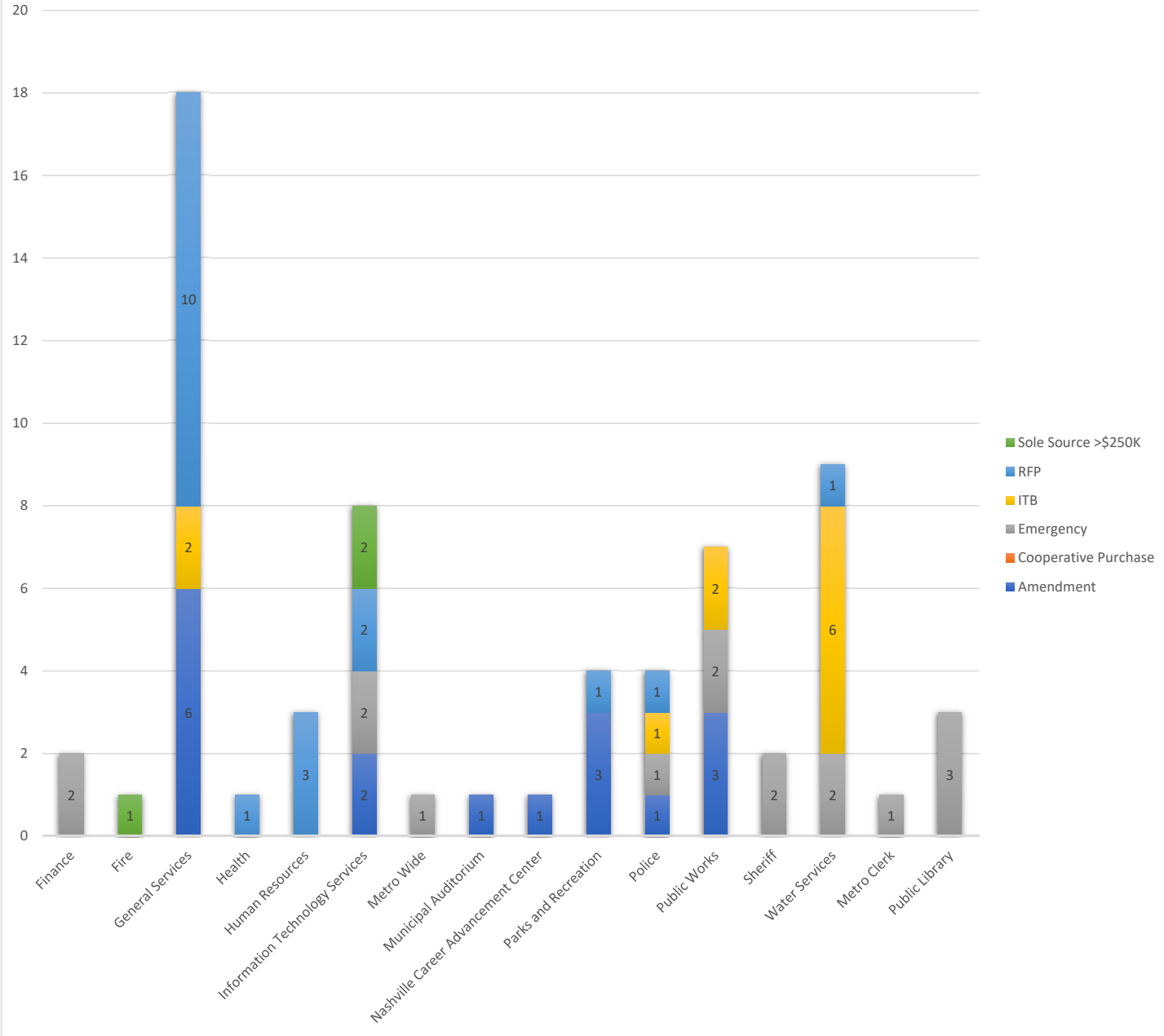
Q3 Procurement Activity



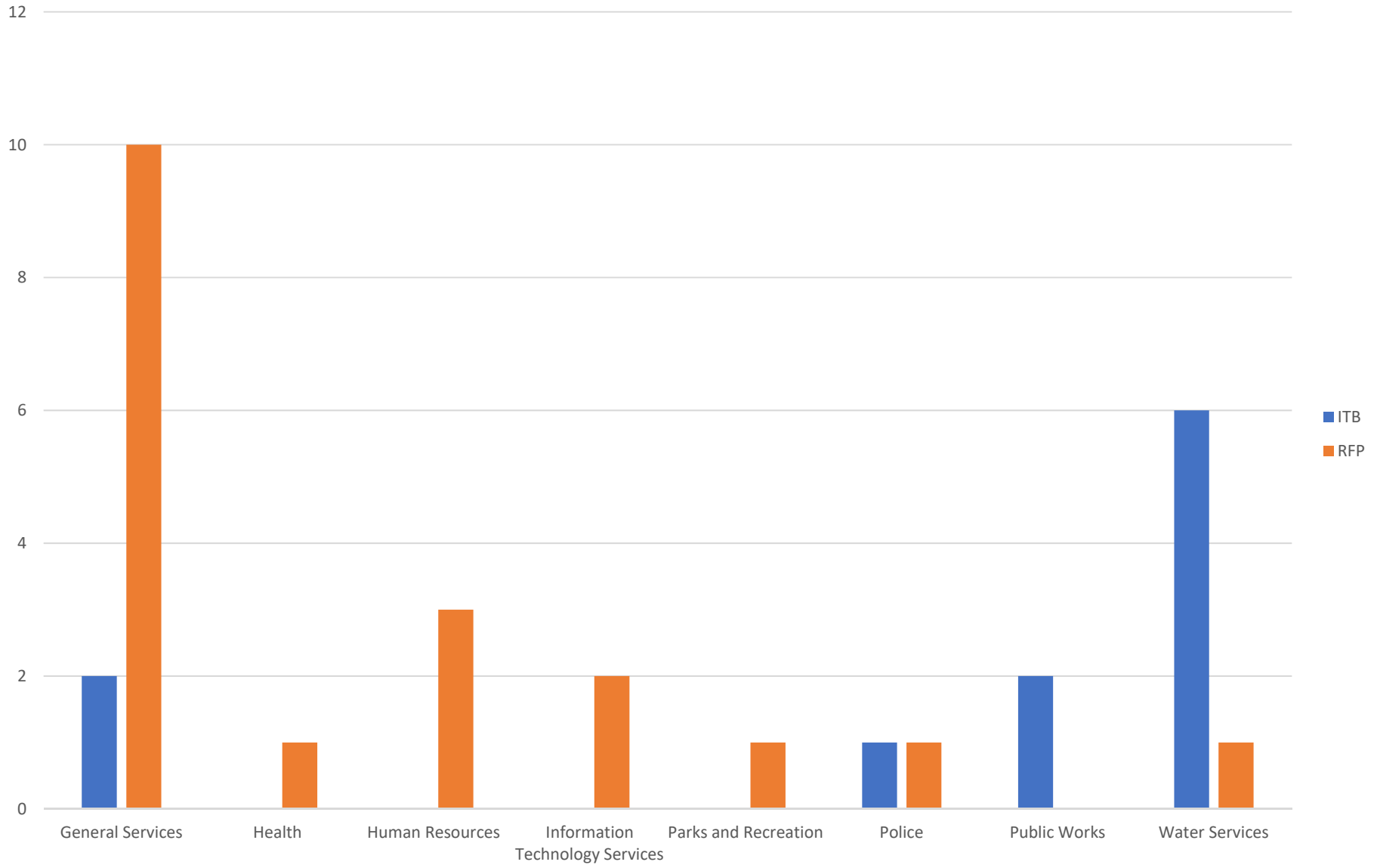
Q3 Procurement Activity by Month



Q3 Procurement Activity by Department



Q3 Transaction Activity by Department





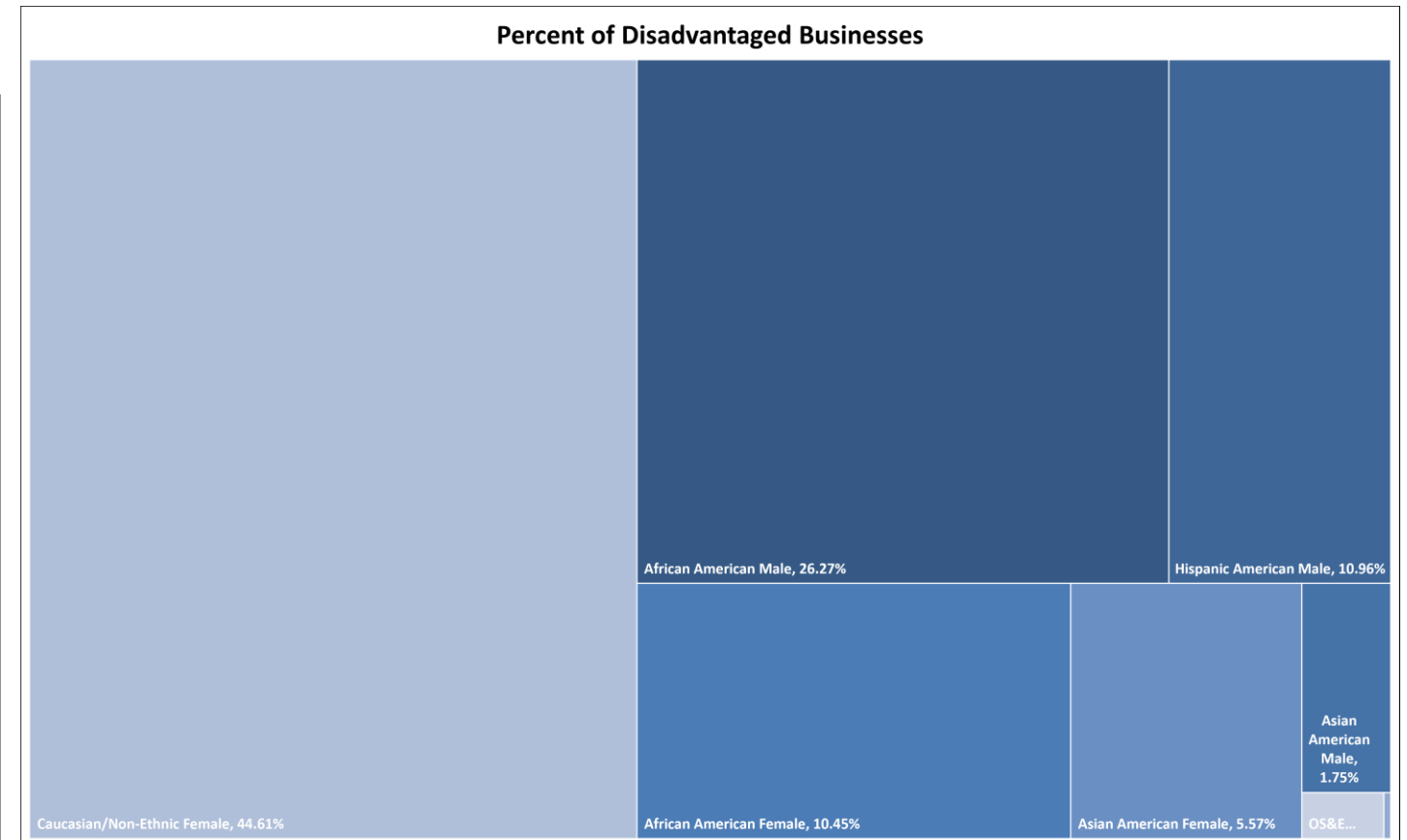
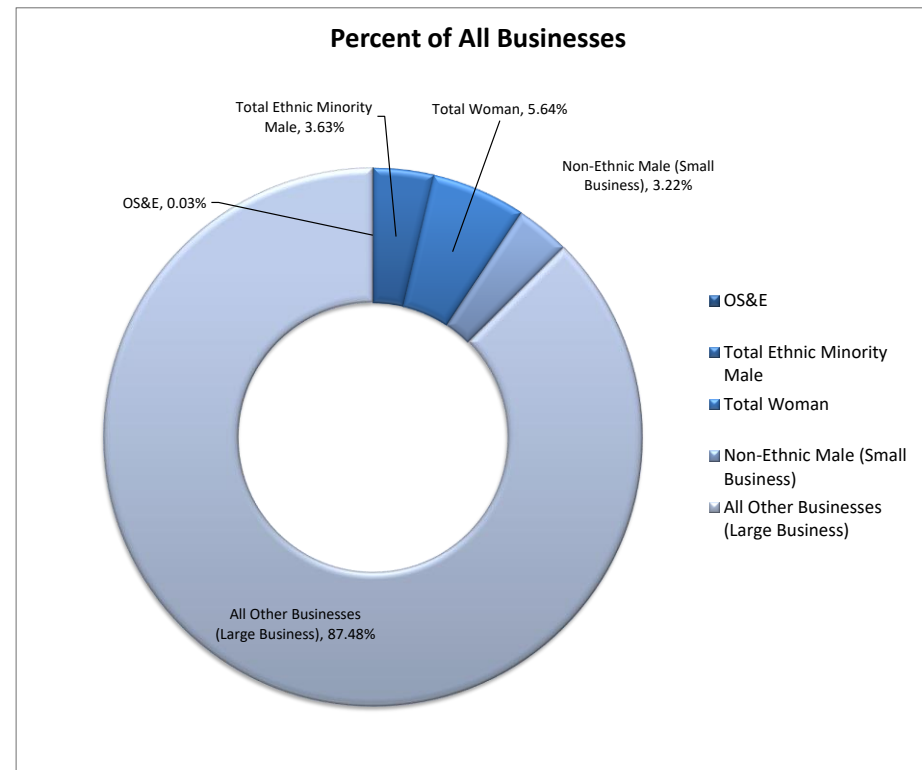
Fiscal Year 2020 Disadvantaged Business Quarterly Report Q3 FY20 (January - March 2020)

| | African American | Hispanic | Asian | Native American | Non-Specific Minority | Non-Ethnic Female | Total Ethnic Minority Male OR Woman Owned | OS&E* | Total Disadvantaged Business % | Total Disadvantaged Business \$ | Small Business | Large Business | Total Business |
|--|----------------------|---------------------|-------------------|-----------------|-----------------------|----------------------|---|-------------------|--------------------------------|---------------------------------|----------------------|-----------------------|-----------------------|
| Ethnic Minority Male Owned | | | | | | | 3.6% | 0.4% | 39.0% | | | | 57.41% |
| Metro General Government | \$ 769,877 | \$ 72,090 | \$ 210,134 | \$ - | \$ - | N/A | \$ 1,052,101 | \$ 23,216 | 4.79% | \$ 8,429,193 | \$ 5,816,745 | \$ 161,774,175 | \$ 176,020,113 |
| **Metro General Government (Subs) | \$ 566,489 | \$ 383 | \$ 861,258 | \$ - | \$ - | N/A | \$ 1,428,130 | \$ 39,000 | 52.62% | \$ 5,002,840 | \$ 4,505,188 | \$ - | \$ 9,508,028 |
| Metropolitan Nashville Public Schools | \$ 1,341,878 | \$ 17,481 | \$ 8,625 | \$ - | \$ - | N/A | \$ 1,367,984 | \$ - | 9.53% | \$ 4,194,242 | \$ 253,373 | \$ 39,567,560 | \$ 44,015,175 |
| Nashville Electric Service | \$ 509,299 | \$ 2,448,831 | \$ 101,308 | \$ - | \$ - | N/A | \$ 3,059,438 | \$ - | 9.87% | \$ 4,881,777 | \$ 1,164,009 | \$ 43,407,750 | \$ 49,453,536 |
| Metro Development and Housing Agency | \$ 671,130 | \$ 29,750 | \$ - | \$ - | \$ - | N/A | \$ 700,880 | \$ 60,462 | 10.22% | \$ 1,362,310 | \$ 1,388,225 | \$ 10,582,616 | \$ 13,333,151 |
| WeGo Public Transit/Metro Transit Authority | \$ 15,618 | \$ - | \$ 112,175 | \$ - | \$ - | N/A | \$ 127,793 | \$ 44,383 | 2.87% | \$ 191,484 | \$ 559,321 | \$ 5,919,711 | \$ 6,670,516 |
| Regional Transit Authority of Middle Tennessee | \$ - | \$ - | \$ - | \$ - | \$ - | N/A | \$ - | \$ - | 0.51% | \$ 21,533 | \$ 14,480 | \$ 4,179,970 | \$ 4,215,983 |
| Metro Nashville Airport Authority | \$ 6,176,897 | \$ 1,388,922 | \$ 201,141 | \$ - | \$ - | N/A | \$ 7,766,960 | \$ - | 0.00% | \$ 17,025,436 | \$ 3,307,262 | \$ 74,066,581 | \$ 94,399,279 |
| Totals | \$ 9,484,699 | \$ 3,957,074 | \$ 633,383 | \$ - | \$ - | \$ - | \$ 14,075,156 | \$ 128,061 | 9.30% | \$ 36,105,975 | \$ 12,503,415 | \$ 339,498,363 | \$ 388,107,753 |
| Woman Owned | | | | | | | 5.6% | 0.03% | 60.7% | | 3.2% | 87.5% | 100.0% |
| Metro General Government | \$ 17,258 | \$ 1,804,794 | \$ - | \$ - | \$ - | \$ 5,531,824 | \$ 7,353,876 | \$ - | | | | | \$ - |
| **Metro General Government (Subs) | \$ 240,698 | \$ - | \$ 57,235 | \$ 2 | \$ - | \$ 3,237,775 | \$ 3,535,710 | \$ - | | | | | \$ - |
| Metropolitan Nashville Public Schools | \$ 45,616 | \$ 200,496 | \$ - | \$ - | \$ - | \$ 2,580,146 | \$ 2,826,258 | \$ - | | | | | \$ - |
| Nashville Electric Service | \$ 416,860 | \$ - | \$ 10,871 | \$ - | \$ - | \$ 1,394,608 | \$ 1,822,339 | \$ - | | | | | \$ - |
| Metro Development and Housing Agency | \$ 25,132 | \$ - | \$ - | \$ - | \$ - | \$ 575,836 | \$ 600,968 | \$ - | | | | | \$ - |
| WeGo Public Transit/Metro Transit Authority | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 19,308 | \$ 19,308 | \$ - | | | | | \$ - |
| Regional Transit Authority of Middle Tennessee | \$ 18,178 | \$ - | \$ - | \$ - | \$ - | \$ 3,355 | \$ 21,533 | \$ - | | | | | \$ - |
| Metro Nashville Airport Authority | \$ 3,250,340 | \$ 5,979 | \$ - | \$ - | \$ - | \$ 6,002,157 | \$ 9,258,476 | \$ - | | | | | \$ - |
| Totals | \$ 3,773,384 | \$ 2,011,269 | \$ 10,871 | \$ - | \$ - | \$ 16,107,234 | \$ 21,902,758 | \$ - | | | \$ - | \$ - | \$ - |
| Total Spend | \$ 13,258,083 | \$ 5,968,343 | \$ 644,254 | \$ - | \$ - | \$ 16,107,234 | \$ 35,977,914 | \$ 128,061 | 9.30% | \$ 36,105,975 | \$ 12,503,415 | \$ 339,498,363 | \$ 388,107,753 |

NOTE:
 * OS&E (Other Socially and Economically Disadvantaged Business) includes disabled, veteran, and LGBT owned businesses not owned by minorities or women.
 **Metro GG (Subs) not included in total spend amounts.

| Percent of All Businesses | |
|---------------------------------------|---------------|
| OS&E | 0.03% |
| Total Ethnic Minority Male | 3.63% |
| Total Woman | 5.64% |
| Non-Ethnic Male (Small Business) | 3.22% |
| All Other Businesses (Large Business) | 87.48% |
| Total | 100.0% |

| Percent of Disadvantaged Businesses | |
|-------------------------------------|---------------|
| African American Male | 26.27% |
| Hispanic American Male | 10.96% |
| Asian American Male | 1.75% |
| Native American Male | 0.00% |
| Non-specific Minority Male | 0.00% |
| African American Female | 10.45% |
| Asian American Female | 5.57% |
| Hispanic American Female | 0.03% |
| Native American Female | 0.00% |
| Non-specific Minority Female | 0.00% |
| Caucasian/Non-Ethnic Female | 44.61% |
| OS&E Owned | 0.35% |
| Total | 100.0% |



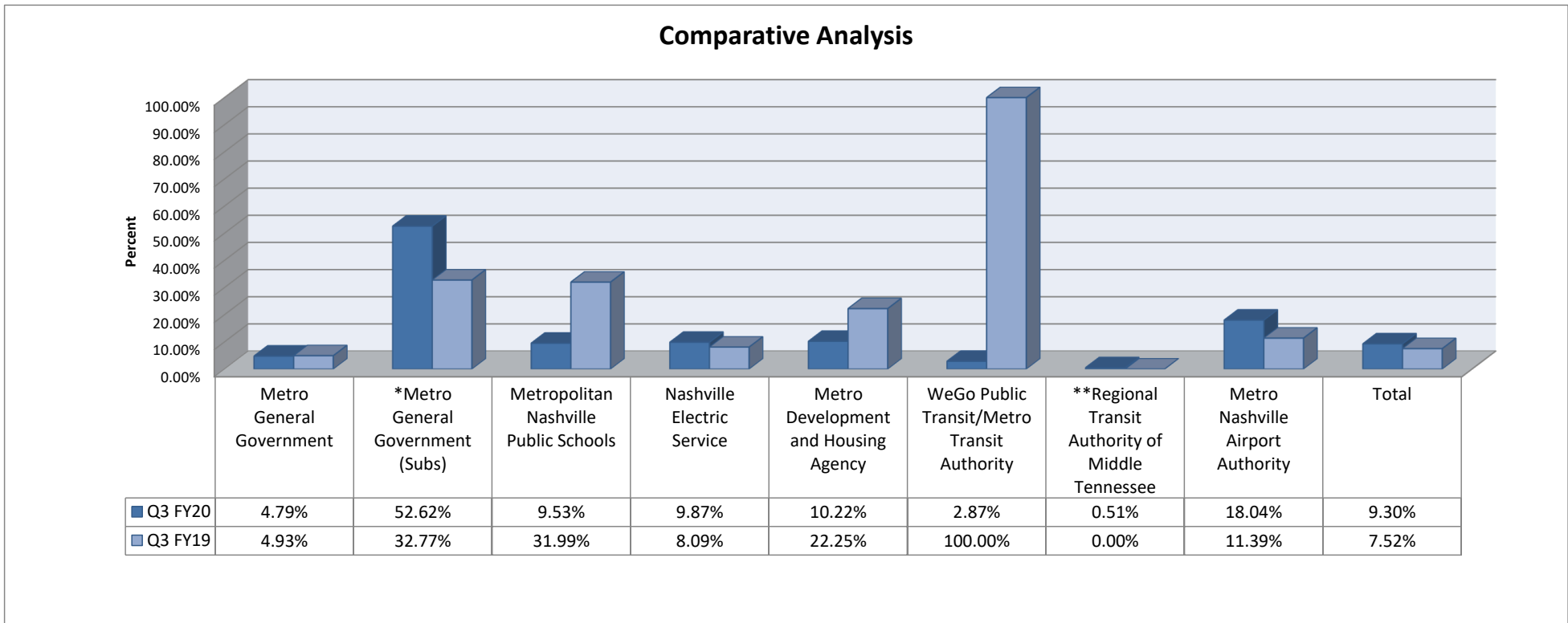


Fiscal Year 2020 Disadvantaged Business Quarterly Report FY20/FY19 Comparative Analysis By Agency for Q3 (January - March 2020)

| | FY20 | | | FY19 | | |
|--|--------------------------------|---------------------------------|----------------|--------------------------------|---------------------------------|----------------|
| | Total Disadvantaged Business % | Total Disadvantaged Business \$ | Total Business | Total Disadvantaged Business % | Total Disadvantaged Business \$ | Total Business |
| Metro General Government | 4.79% | \$ 8,429,193 | \$ 176,020,113 | 4.93% | \$ 9,633,507 | \$ 195,534,579 |
| *Metro General Government (Subs) | 52.62% | \$ 5,002,840 | \$ 9,508,028 | 32.77% | \$ 3,715,509 | \$ 11,338,741 |
| Metropolitan Nashville Public Schools | 9.53% | \$ 4,194,242 | \$ 44,015,175 | 31.99% | \$ 1,518,785 | \$ 4,747,067 |
| Nashville Electric Service | 9.87% | \$ 4,881,777 | \$ 49,453,536 | 8.09% | \$ 2,925,886 | \$ 36,184,602 |
| Metro Development and Housing Agency | 10.22% | \$ 1,362,310 | \$ 13,333,151 | 22.25% | \$ 1,123,264 | \$ 5,048,101 |
| WeGo Public Transit/Metro Transit Authority | 2.87% | \$ 191,484 | \$ 6,670,516 | 100.00% | \$ 326,279 | \$ 326,279 |
| **Regional Transit Authority of Middle Tennessee | 0.51% | \$ 21,533 | \$ 4,215,983 | N/A | N/A | N/A |
| Metro Nashville Airport Authority | 18.04% | \$ 17,025,436 | \$ 94,399,279 | 11.39% | \$ 7,858,138 | \$ 68,961,738 |
| Total Spend | 9.30% | \$ 36,105,975 | \$ 388,107,753 | 7.52% | \$ 23,385,859 | \$ 310,802,366 |

| Comparison | | |
|--|---------|---------|
| Agency | Q3 FY20 | Q3 FY19 |
| Metro General Government | 4.79% | 4.93% |
| *Metro General Government (Subs) | 52.62% | 32.77% |
| Metropolitan Nashville Public Schools | 9.53% | 31.99% |
| Nashville Electric Service | 9.87% | 8.09% |
| Metro Development and Housing Agency | 10.22% | 22.25% |
| WeGo Public Transit/Metro Transit Authority | 2.87% | 100.00% |
| **Regional Transit Authority of Middle Tennessee | 0.51% | N/A |
| Metro Nashville Airport Authority | 18.04% | 11.39% |
| Total | 9.30% | 7.52% |

NOTE:
 * To capture only direct spend to Primes, Metro Subs amounts are not included in the Total.
 **MTA has decided to separate their RTA spend.





Metropolitan Government of Nashville & Davidson County EBO and Outreach Update FY20 - 3rd Quarter (January - March 2020)

Important points to note about the EBO Program which launched on July 5, 2019:

1. The Metro Government released **15** solicitations that had race and gender conscious goals.

2. **52.2 million** is the total estimated spend with minority or woman owned businesses;
 - a. **18.4 million** is the total estimated spend with minority owned businesses;
 - b. **33.8 million** is the total estimated spend with woman owned businesses;

3. **15%** is the combined goal for minority or woman owned business participation;
 - a. **7%** is the average goal for minority owned business participation;
 - b. **8%** is the average goal for woman owned business participation.

4. By comparison, in the previous fiscal year, the total participation rate for minority and woman owned businesses was **6% combined**.