



FY2021 Q4 - 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	21	104	3	7	0	1	0
ITBs	15	89	3	10	0	1	3
Professional Services (A&E)	0	N/A	N/A	N/A	N/A	N/A	N/A

*Complete Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	9	9	0
Cooperative Purchases	4	4	0
State/Federal Contracts	6	6	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	24	24	0
Sole Sources >\$250K	5	5	0
Percentage of Sole Source Requests Approved			100%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	62	108	\$ 1,758,026,097.00
Contract Amendments	21	43	\$ 23,963,546.00
Completed Contracts Greater than \$1 Million	54		
Active Suppliers with Contracts Greater than \$1 Million	286		
Purchase Orders from Solicited Procurements	9	30	\$ 18,346,092.00
Delegated Purchasing Authority Purchase Orders	322	N/A	\$ 505,732.63
Number of Purchase Orders	5619	N/A	\$ 215,191,999.10

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	\$ 605,425.00	Negotiated Cost Reductions	\$ 780,884.00
Percentage of Spend Through Cooperative Purchasing	0.17%	Total Procurement Spend	\$ 359,618,200.00

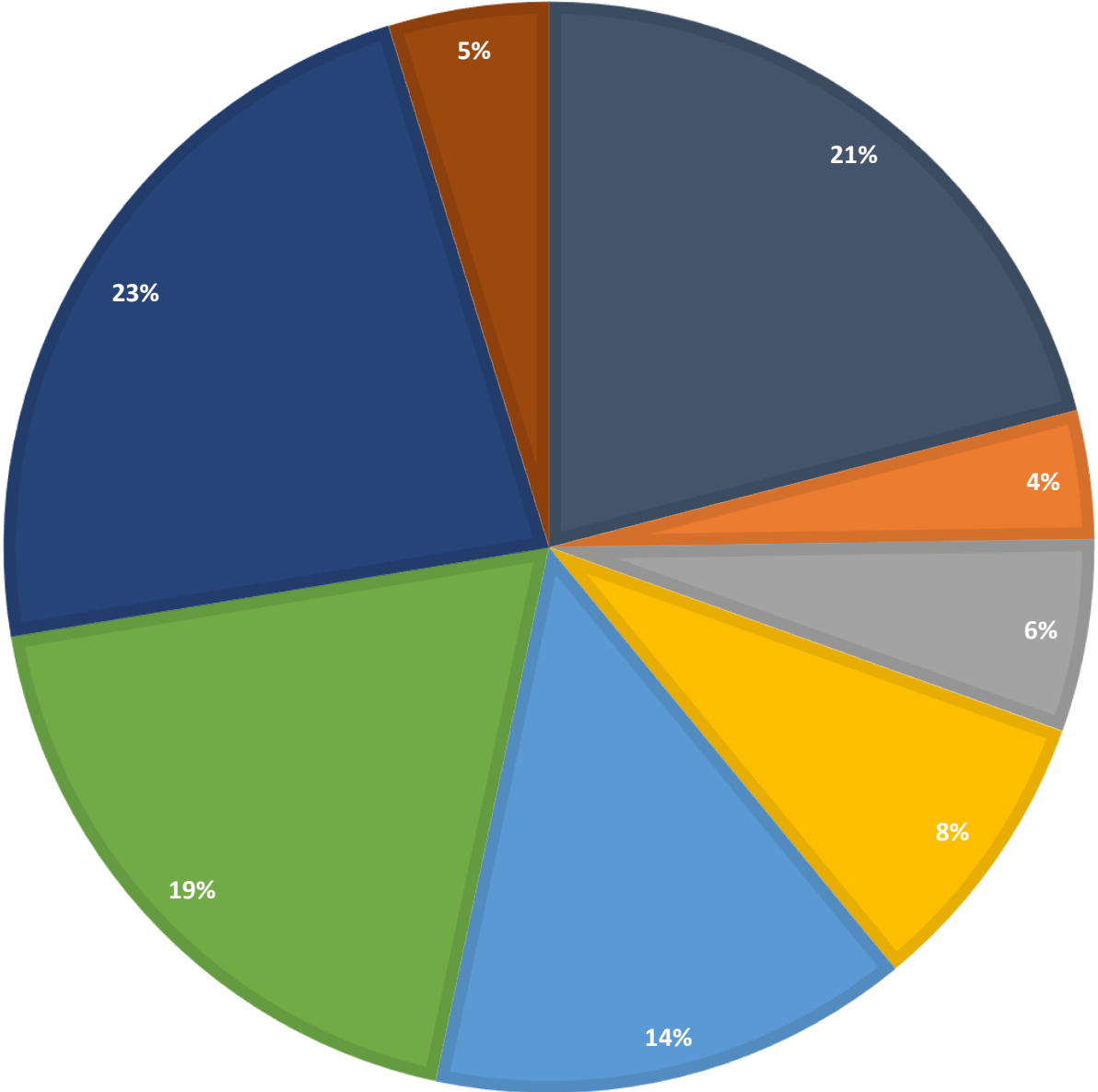
Training & Professional Development

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	5	iProcurement Requisition Entry Training	13	4.5
Spend per Employee on PD/Training	\$ -	iSupplier Training	0	0
Professional Training Hours	0	iProcurement Buyer Training	2	0.5
		iProcurement Approver Training	3	2
		Procurement Office Training	14	1
		BAO Outreach Events/Training	35	2

Paper Consumption

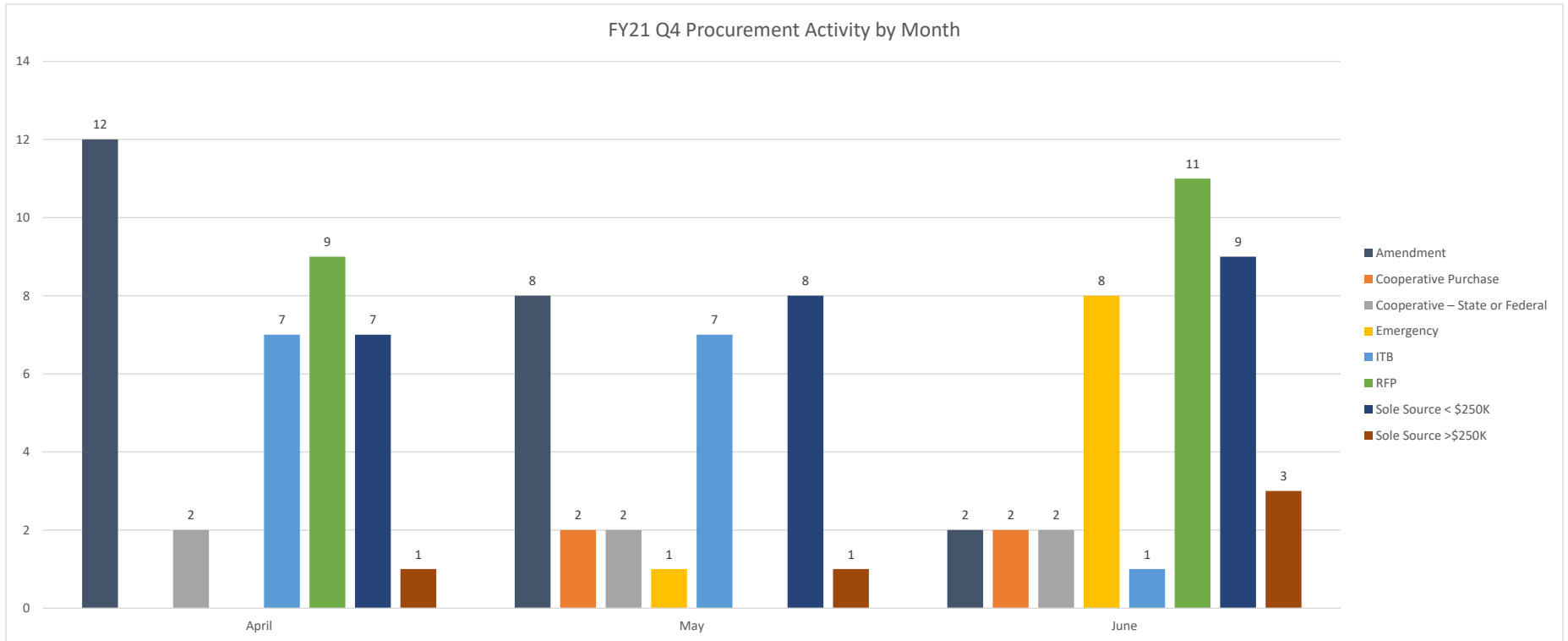
Reams of Virgin Paper	11,430	Reams of Recycled Paper	2,260
Virgin Paper Cost	\$ 32,671.30	Recycled Paper Cost	\$ 7,014.30

FY21 Q4 PROCUREMENT ACTIVITY

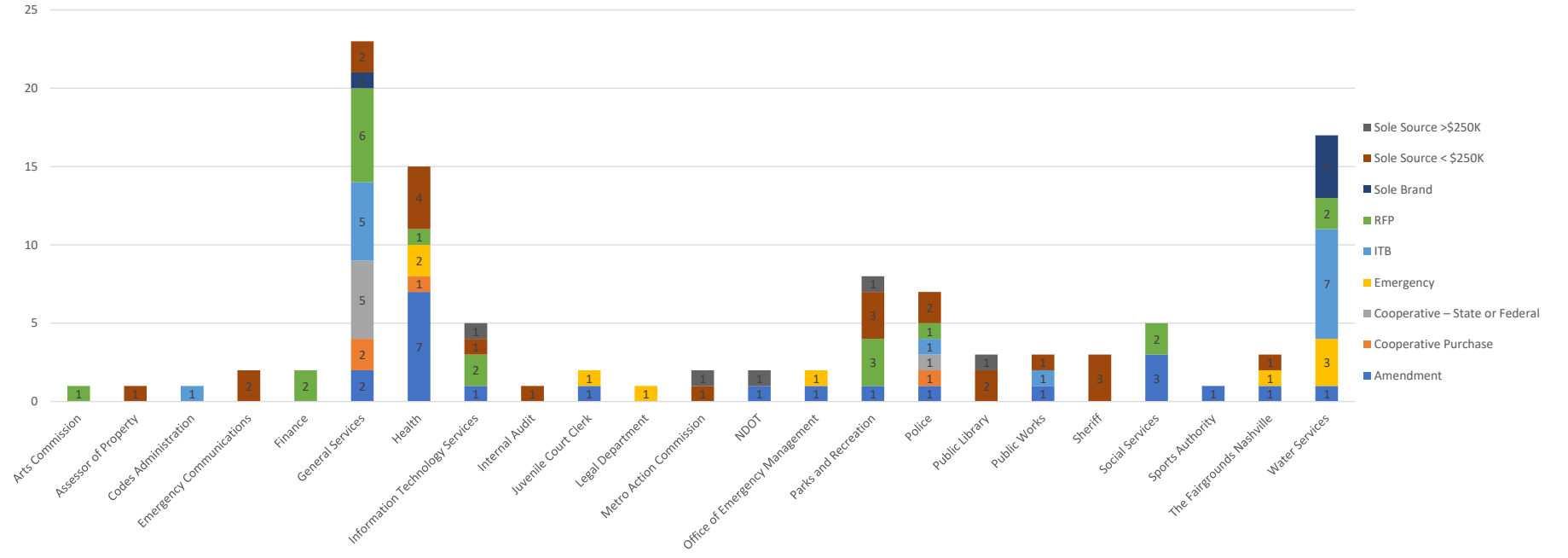


- Amendment
- Cooperative Purchase
- Cooperative – State or Federal
- Emergency
- ITB
- RFP
- Sole Source < \$250K
- Sole Source > \$250K

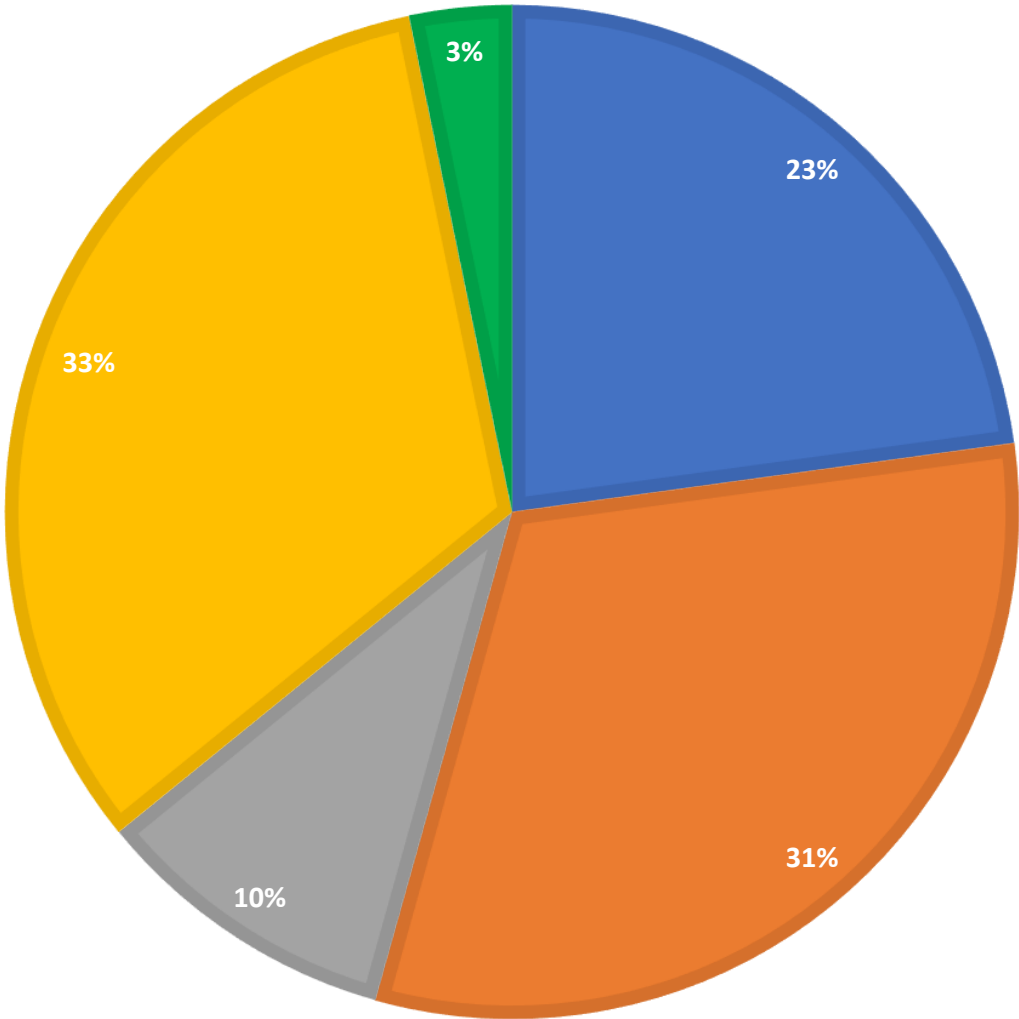
FY21 Q4 Procurement Activity by Month



FY21 Q4 Procurement Activity by Department

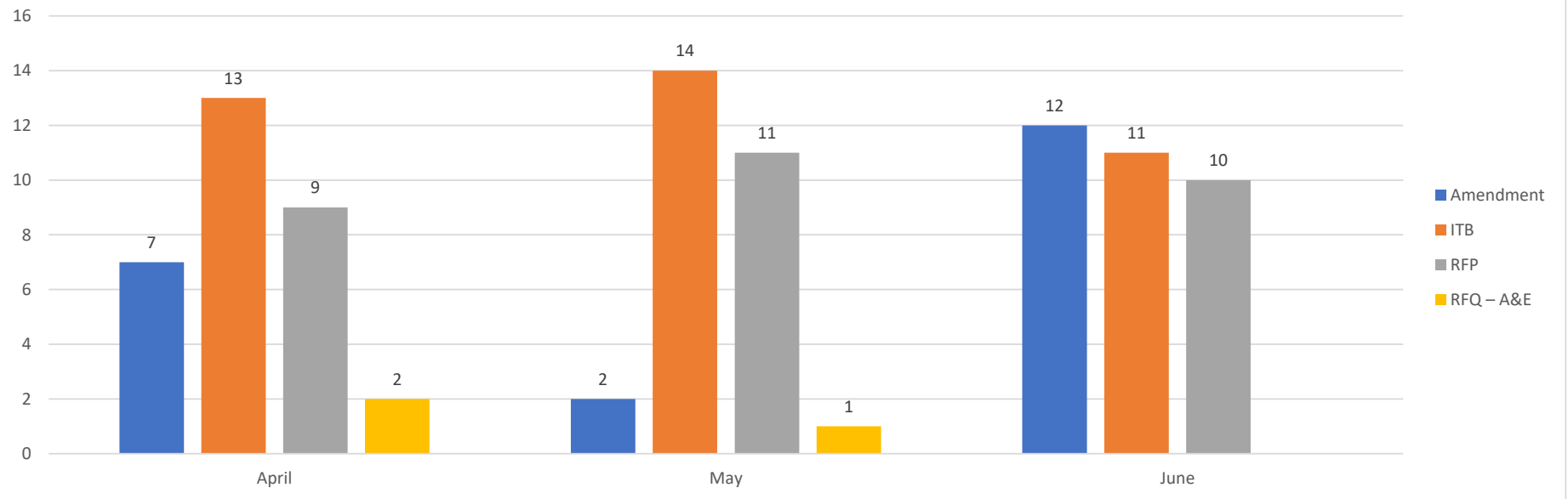


FY21 Q4 TRANSACTIONAL ACTIVITY

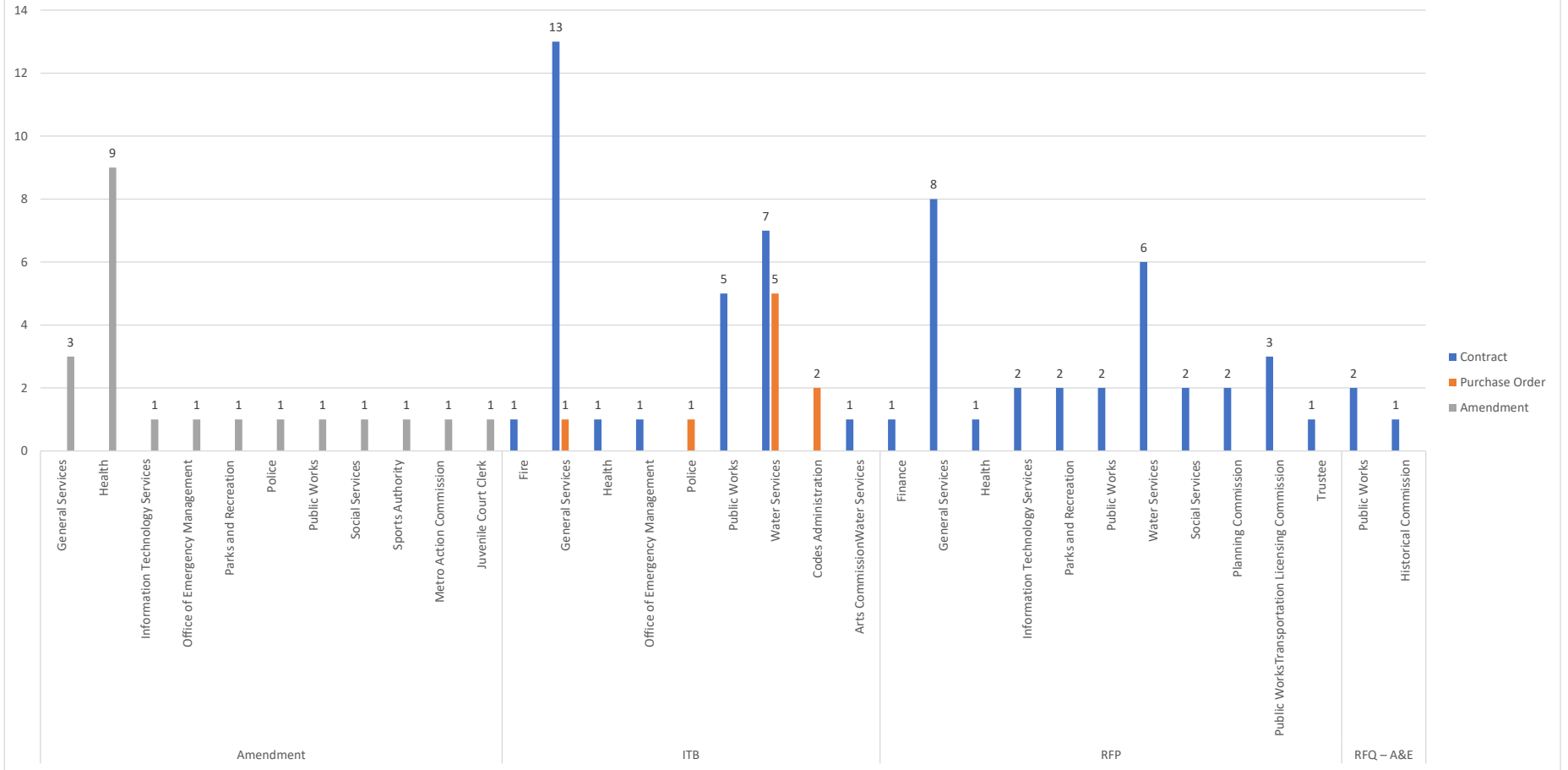


- Amendment Amendment
- ITB Contract
- ITB Purchase Order
- RFP Contract
- RFQ - A&E Contract

FY21 Q4 Transactional Activity by Month



FY21 Q4 Transactional Activity by Department



FY2021 - Key Performance Indicators (KPI) Data for Procurement

KPI DETAILS	Procurements									Transactions						
	RFP	ITB	A&E	Sole Source <\$250K Approved	Sole Source >\$250K Approved	Sole Brand Approved	Emergency	Cooperative	Purchase Orders	PO Amounts	Contracts	Contract Amounts	Amendments	Amendments Amount		
FY21 TOTALS	1st Quarter	12	25	4	13	2	5	22	5	6	\$1,048,123.00	20	\$62,409,000.00	28	\$44,902,846.00	
	2nd Quarter	18	10	0	10	0	3	18	2	0	\$0.00	33	\$293,095,496.57	20	\$6,861,536.00	
	3rd Quarter	7	11	1	19	3	8	10	5	0	\$0.00	52	\$205,674,838.00	45	\$54,069,227.00	
	4th Quarter	21	15	0	24	5	5	9	1	9	\$18,346,092.00	62	\$1,758,026,097.00	21	\$23,963,546.00	
		58	61	5	66	10	21	59	13	15	\$ 19,394,215.00	167	\$ 2,319,205,431.57	114	\$ 129,797,155.00	
DEPARTMENTS SERVED	Arts Commission	1			1									2	\$ 70,000.00	
	Assessor of Property				1			1								
	Codes Administration		1		1			1		2	\$ 225,880.00					
	Emergency Communications				2											
	Finance*	6						1				6	\$ 13,635,000.00	4	\$ -	
	Fire	2	6					2				9	\$ 71,383,310.00	3	\$ -	
	General Services	14	17		10			2	7	4	\$ 958,474.00	38	\$ 167,492,119.00	21	\$ 18,905,058.00	
	General Sessions Court							1						2	\$ 484,787.00	
	Historical Commission											1	\$ 29,000.00			
	Health	1	1		8			9				9	\$ 7,202,738.57	21	\$ 4,478,248.00	
	Human Resources	2				1		1				2	\$ 4,845,000.00	2	\$ -	
	Information Technology Services	3			5	2	1	2				7	\$ 45,000,000.00	3	\$ 500,000.00	
	Internal Audit				2				1							
	Juvenile Court	1											1	\$ 28,000,000.00	1	\$ -
	Juvenile Court Clerk							1						1	\$ 7,200.00	
	Legal							2								
	Metro Action Commission							1						1	\$ -	
	Metro Council				1											
	Municipal Auditorium													1	\$ -	
	Office of Emergency Management		2		1	1		11	1			2	\$ 1,500,000.00	4	\$ 6,950,000.00	
	Parks and Recreation	5	3		4	1		2	1	2	\$ 484,950.00	10	\$ 51,069,035.00	3	\$ 5,015,028.00	
	Planning Commission	2		1								4	\$ 1,925,997.00			
	Police	1	1		14	1			2	1	\$ 36,690.00			3	\$ 5,353,400.00	
	Public Library		1		3	1		2		1	\$ 88,380.00					
	Public Works	3	7	3	5	1		6	1			26	\$ 146,617,425.00	17	\$ 47,215,000.00	
	Public Works/Transportation Licensi	1										3	\$ -			
	Public Works/Water Services		1									2	\$ 3,807,244.00			
	Sheriff		3		6	2		1				1	\$ 750,000.00	3	\$ 22,778,196.00	
Social Services	2						2				2	\$ 2,302,000.00	4	\$ 3,076,000.00		
Sports Authority	1										1	\$ 19,081,373.00	2	\$ 1,499,400.00		
The Fairgrounds Nashville		1		1			2				1	\$ 743,844.00	1	\$ 14,108.00		
Trustee	1										1	\$ 1,500,000.00				
Water Services	12	17	1	1			17	9	5	\$ 17,599,841.00	41	\$ 1,752,321,346.00	14	\$ 12,750,730.00		



Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY21 – 4th Quarter (April – June 2021)

Important points to note about Metro’s Prime and Subcontractor business utilization for the fourth quarter of Fiscal Year 2021, BAO KPI Report Data:

1. The Metro Government spent:
 - \$ 7,103,091 with MBE prime contractors
 - \$ 9,811,300 with WBE prime contractors
 - \$ 3,915,776 with MBE subcontractors
 - \$ 8,699,096 with WBE subcontractors
 - \$ 29,529,263 **TOTAL WITH MWBES**

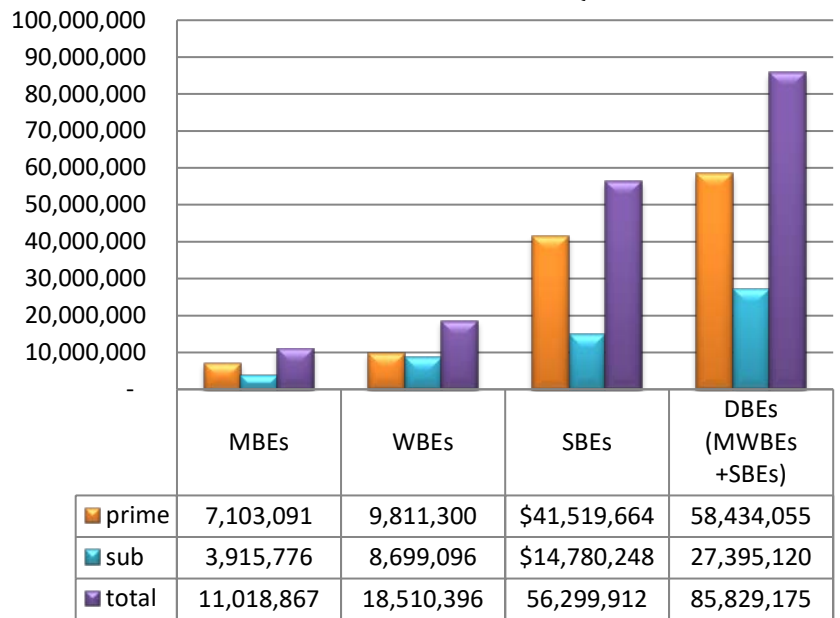
Which represents **8.21%** of the total of all procurement transaction values.

2. The Metro Government spent:
 - \$ 41,519,664 with SBE prime contractors
 - \$ 14,780,248 with SBE subcontractors
 - \$ 56,299,912 **TOTAL WITH SBES**

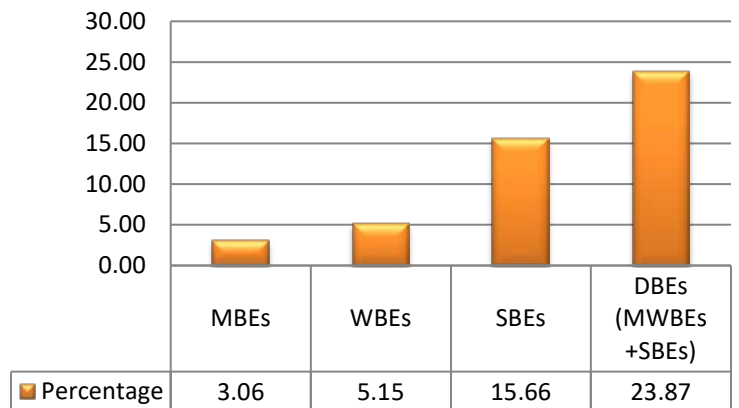
Which represents **15.66%** of the total of all procurement transaction values.

3. The Metro Government achieved *DBE utilization of **40.73%** at the prime and subcontract level.

Business Utilization (\$) FY21 4TH QTR



Business Utilization (%) FY21 4TH QTR



*DBE is defined as businesses having small, minority or woman ownership.



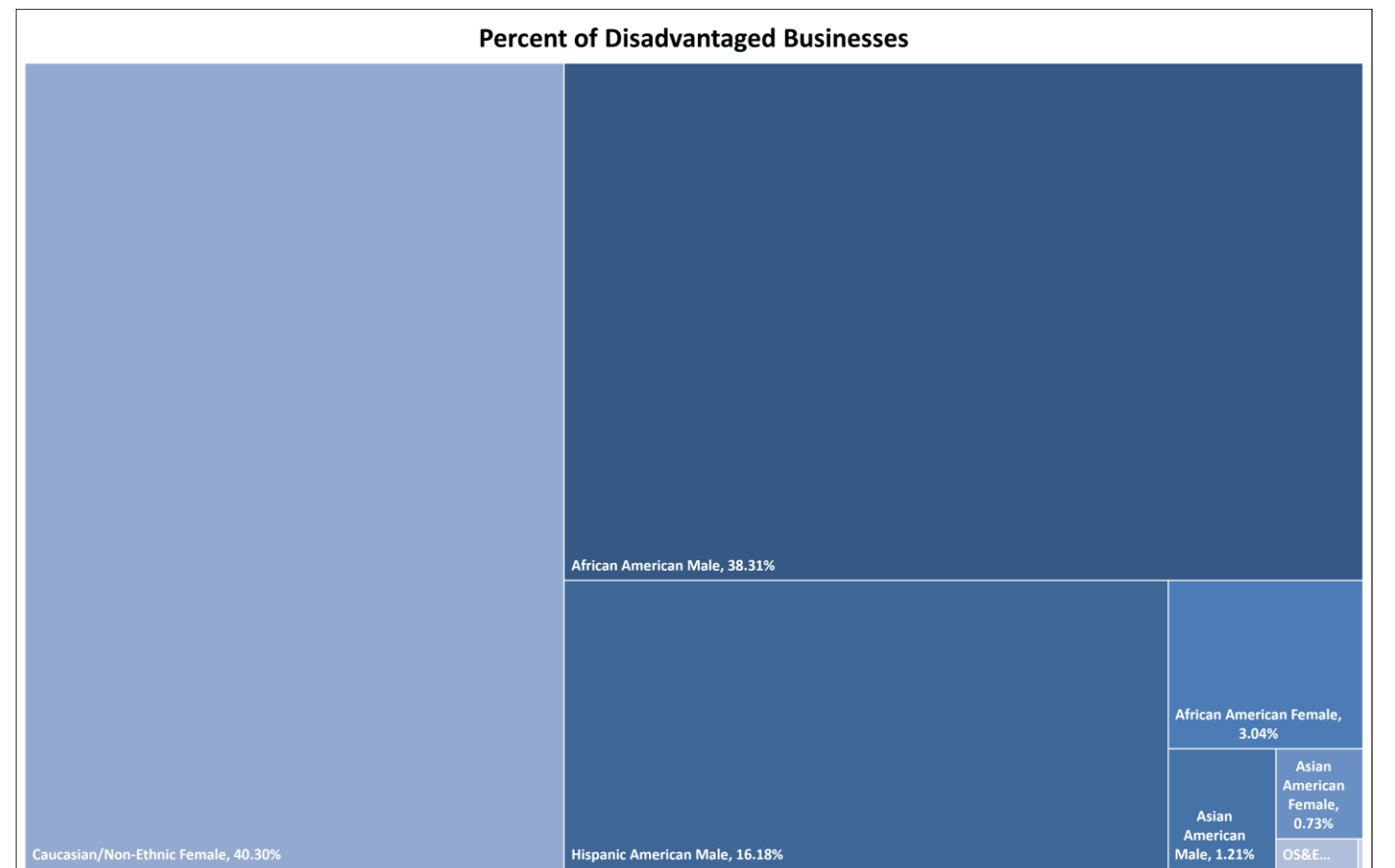
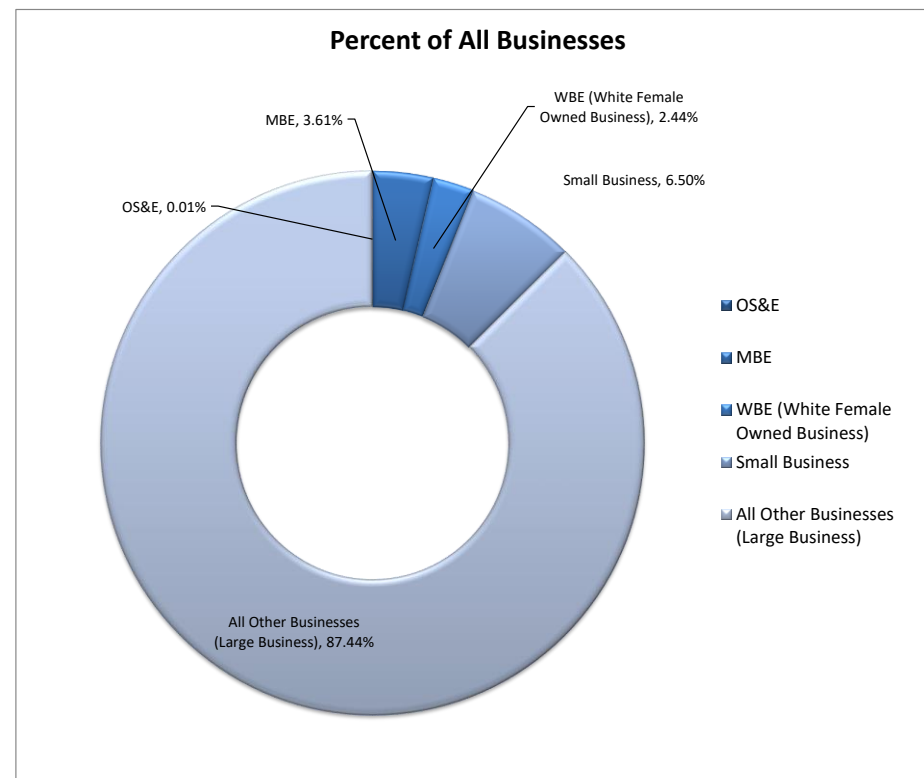
Fiscal Year 2021 Disadvantaged Business Quarterly Report FY21 Q4 (April 1, 2021 - June 30, 2021)

	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							3.61%	0.2%	55.69%	53.57%	11.55%		51.14%
Metro General Government	\$ 5,931,313	\$ 628,005	\$ 17,533	\$ -	\$ -	N/A	\$ 6,576,851	\$ 30,349	4.71%	\$ 16,944,740	\$ 41,519,664	\$ 301,153,796	\$ 359,618,200
**Metro General Government (Subs)	\$ 2,950,502	\$ 194,986	\$ 95,317	\$ 73,558	\$ -	N/A	\$ 3,314,363	\$ 195,640	46.43%	\$ 12,810,512	\$ 14,780,248	\$ -	\$ 27,590,760
Metropolitan Nashville Public Schools	\$ 7,632,512	\$ 53,749	\$ 22,304	\$ -	\$ -	N/A	\$ 7,708,565	\$ 2,264	4.24%	\$ 9,750,877	\$ 1,414,298	\$ 218,574,199	\$ 229,739,374
Nashville Electric Service	\$ 289,617	\$ 3,582,475	\$ 392,808	\$ -	\$ -	N/A	\$ 4,264,900	\$ -	14.51%	\$ 6,839,419	\$ 1,349,103	\$ 38,954,166	\$ 47,142,688
Metro Development and Housing Agency	\$ 976,112	\$ 1,741,871	\$ -	\$ -	\$ -	N/A	\$ 2,717,983	\$ 69,993	20.56%	\$ 3,298,282	\$ 1,814,553	\$ 10,929,595	\$ 16,042,430
WeGo Public Transit/Metro Transit Authority	\$ 94,242	\$ 104,419	\$ 95,511	\$ -	\$ -	N/A	\$ 294,172	\$ -	4.51%	\$ 490,513	\$ 437,101	\$ 9,952,752	\$ 10,880,366
Metro Nashville Airport Authority	\$ 2,122,203	\$ 1,088,469	\$ 8,467	\$ -	\$ -	N/A	\$ 3,219,139	\$ -	10.19%	\$ 7,176,172	\$ 1,132,896	\$ 62,083,547	\$ 70,392,615
Totals	\$17,045,999	\$ 7,198,988	\$ 536,623	\$ -	\$ -	\$ -	\$ 24,781,610	\$ 102,606	6.06%	\$ 44,500,003	\$ 47,667,615	\$ 641,648,055	\$ 733,815,673
Woman Owned							2.44%	0.01%	44.08%		6.50%	87.44%	100.0%
Metro General Government	\$ 294,601	\$ 231,189	\$ 450	\$ -	\$ -	\$ 9,811,300	\$ 10,337,540	\$ -					\$ -
**Metro General Government (Subs)	\$ 598,570	\$ 2,600	\$ 243	\$ -	\$ -	\$ 8,699,096	\$ 9,300,509	\$ -					\$ -
Metropolitan Nashville Public Schools	\$ 12,576	\$ -	\$ -	\$ -	\$ -	\$ 2,027,472	\$ 2,040,048	\$ -					\$ -
Nashville Electric Service	\$ 468,956	\$ -	\$ 6,093	\$ -	\$ -	\$ 2,099,470	\$ 2,574,519	\$ -					\$ -
Metro Development and Housing Agency	\$ 54,952	\$ -	\$ -	\$ -	\$ -	\$ 455,354	\$ 510,306	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ 958	\$ -	\$ -	\$ -	\$ -	\$ 195,383	\$ 196,341	\$ -					\$ -
Metro Nashville Airport Authority	\$ 520,890	\$ 92,196	\$ -	\$ -	\$ -	\$ 3,343,947	\$ 3,957,033	\$ -					\$ -
Totals	\$ 1,352,933	\$ 323,385	\$ 6,543	\$ -	\$ -	\$ 17,932,926	\$ 19,615,787	\$ -			\$ -	\$ -	\$ -
Total Spend	\$18,398,932	\$ 7,522,373	\$ 543,166	\$ -	\$ -	\$ 17,932,926	\$ 44,397,397	\$ 102,606	6.06%	\$ 44,500,003	\$ 47,667,615	\$ 641,648,055	\$ 733,815,673

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	0.01%
MBE	3.61%
WBE (White Female Owned Business)	2.44%
Small Business	6.50%
All Other Businesses (Large Business)	87.44%
Total	100.0%

Percent of Disadvantaged Businesses	
African American Male	38.31%
Hispanic American Male	16.18%
Asian American Male	1.21%
Native American Male	0.00%
Non-specific Minority Male	0.00%
African American Female	3.04%
Asian American Female	0.73%
Hispanic American Female	0.01%
Native American Female	0.00%
Non-specific Minority Female	0.00%
Caucasian/Non-Ethnic Female	40.30%
OS&E Owned	0.23%
Total	100.0%



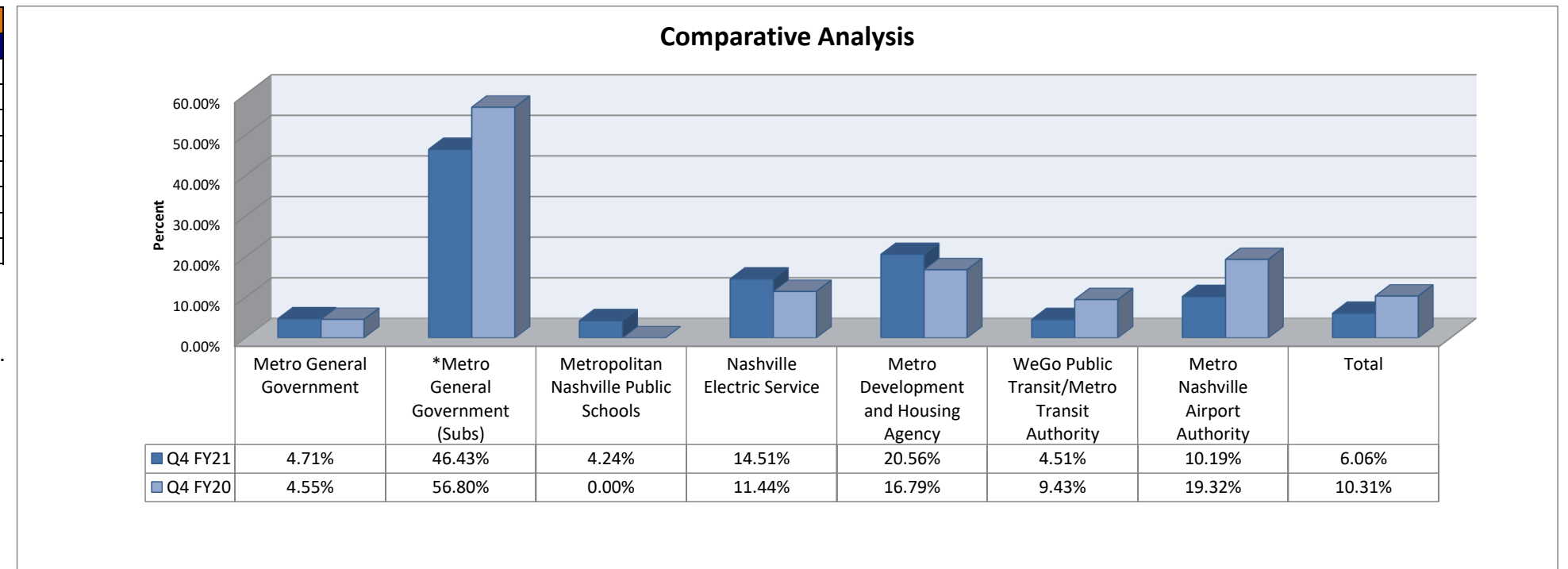


Fiscal Year 2021 Disadvantaged Business Quarterly Report FY21 Q4 (April 1, 2021 - June 30, 2021)

	FY21			FY20		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	4.71%	\$ 16,944,740	\$ 359,618,200	4.55%	\$ 9,017,705	\$ 198,141,202
*Metro General Government (Subs)	46.43%	\$ 12,810,512	\$ 27,590,760	56.80%	\$ 5,494,344	\$ 9,673,528
Metropolitan Nashville Public Schools	4.24%	\$ 9,750,877	\$ 229,739,374	0.00%	\$ -	\$ -
Nashville Electric Service	14.51%	\$ 6,839,419	\$ 47,142,688	11.44%	\$ 7,832,124	\$ 68,455,640
Metro Development and Housing Agency	20.56%	\$ 3,298,282	\$ 16,042,430	16.79%	\$ 2,325,077	\$ 13,849,367
WeGo Public Transit/Metro Transit Authority	4.51%	\$ 490,513	\$ 10,880,366	9.43%	\$ 460,534	\$ 4,882,165
Metro Nashville Airport Authority	10.19%	\$ 7,176,172	\$ 70,392,615	19.32%	\$ 20,956,862	\$ 108,487,970
Total Spend	6.06%	\$ 44,500,003	\$ 733,815,673	10.31%	\$ 40,592,302	\$ 393,816,344

Comparison		
Agency	Q4 FY21	Q4 FY20
Metro General Government	4.71%	4.55%
*Metro General Government (Subs)	46.43%	56.80%
Metropolitan Nashville Public Schools	4.24%	0.00%
Nashville Electric Service	14.51%	11.44%
Metro Development and Housing Agency	20.56%	16.79%
WeGo Public Transit/Metro Transit Authority	4.51%	9.43%
Metro Nashville Airport Authority	10.19%	19.32%
Total	6.06%	10.31%

NOTE:
* To capture only direct spend to Primes, Metro Subs amounts are not included in the Total.





Metropolitan Government of Nashville & Davidson County EBO and Outreach Update FY21 – 4th Quarter (April - June 2021)

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

1. Metro Government awarded **18** contracts with race and gender conscious goals.
2. **16.0 million** is the total estimated spend with minority or woman owned businesses.
 - a. **6.3 million** is the total estimated spend with minority owned businesses.
 - b. **9.7 million** is the total estimated spend with woman owned businesses.
3. **21%** is the combined goal for minority or woman owned business participation.
 - a. **12%** is the average proposed goal for minority owned business participation.
 - b. **9%** is the average proposed goal for woman owned business participation.
4. **2** projects had an MBE prime, **1** project had a WBE prime, and **1** project had an SBE prime.
5. There have been several department trainings to build familiarity and support for the EBO Program. To date, **82** Metro personnel have participated in training sessions to learn how MBE and WBE goals are established, and how they can help to ensure expediency in the procurement process.
6. Certified MBEs and WBEs that were paid on EBO Projects during Q4:
 - a. ABES Engineering, Inc (MBE)
 - b. Aerial Innovations of Tennessee (WBE)
 - c. BAC Paving Co Inc (WBE)
 - d. Business Resource Group, LLC (MBE)
 - e. Civic Engineering and Information Technology (WBE)
 - f. EverReady Transportation LLC (MBE)
 - g. G&M Associates (MBE)
 - h. Gonzalez Companies, LLC (MBE)
 - i. HQ Direct, LLC (WBE)
 - j. J R Construction Tennessee Inc (MBE)
 - k. Jen-Hill Construction Materials (WBE)
 - l. K.S. Ware & Associates, LLC (WBE)
 - m. Liberty Waste LLC (MBE)
 - n. LoJac, LLC (MBE)
 - o. Pantegon, LLC (MBE)
 - p. Pavement Restorations, Inc (WBE)
 - q. Raven Security & Traffic Control (WBE)
 - r. Thomason Financial Resources (WBE)
 - s. Titan Fastener & Supply LLC (WBE)