



FY2021 - 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	66	116	4	23	0	7	5
ITBs	79	77	3	37	0	8	23
Professional Services (A&E)	9	156	6	5	0	4	3

*Complete Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	59	59	0
Cooperative Purchases	1	1	0
State/Federal Contracts	21	20	1
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	68	67	1
Sole Sources >\$250K	9	9	0
Percentage of Sole Source Requests Approved			99%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	164	124	\$ 2,291,090,431.57
Contract Amendments	114	42	\$ 129,797,155.00
Completed Contracts Greater than \$1 Million	136		
Active Suppliers with Contracts Greater than \$1 Million	476		
Purchase Orders from Solicited Procurements	17	21	\$ 21,702,823.00
Delegated Purchasing Authority Purchase Orders	930	N/A	\$ 1,372,917.35
Number of Purchase Orders	5829	N/A	\$ 244,994,543.72

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	\$ 2,421,700.00	Negotiated Cost Reductions	\$ 1,602,284.35
Percentage of Spend Through Cooperative Purchasing	1.18%	Total Procurement Spend	\$ 1,336,677,774.00

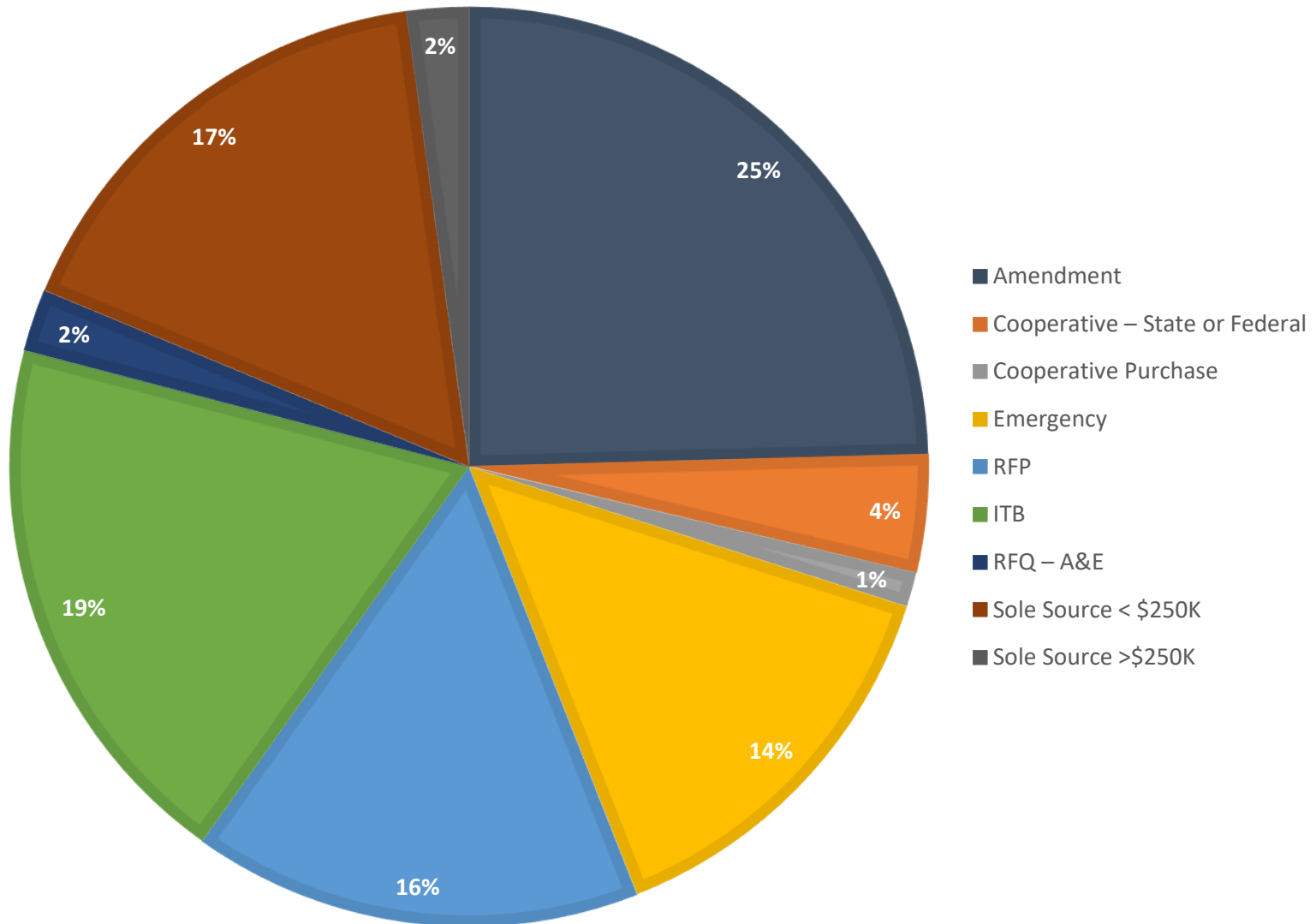
Training & Professional Development

Professional Development		Training		Number of Attendees	Hours Completed
Employees with Certifications	5	iProcurement Requisition Entry Training		54	21
Spend per Employee on PD/Training	\$ -	iSupplier Training		0	0
Professional Training Hours	0	iProcurement Buyer Training		18	10
		iProcurement Approver Training		25	13
		Procurement Office Training		14	1
		BAO Outreach Events/Training		122	8

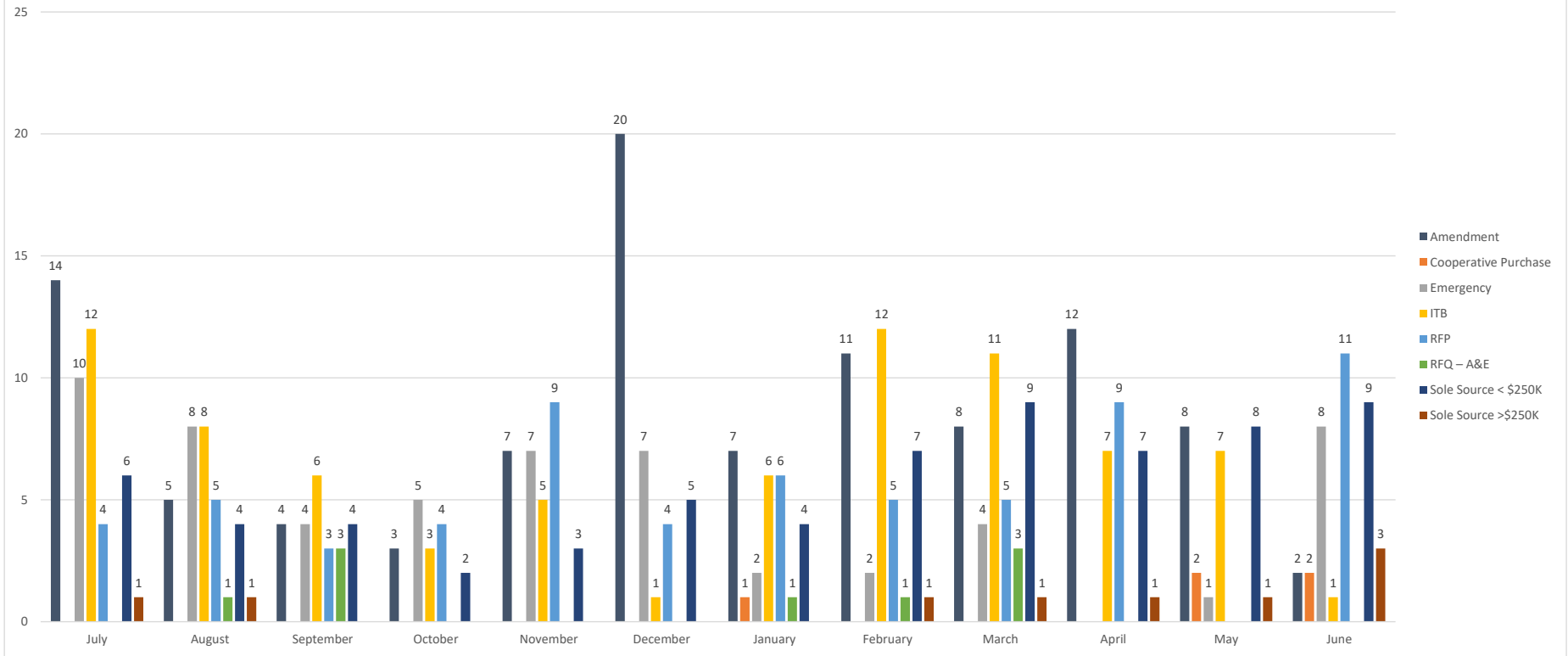
Paper Consumption

Reams of Virgin Paper	36,590	Reams of Recycled Paper	6,010
Virgin Paper Cost	\$ 102,867.70	Recycled Paper Cost	\$ 18,376.80

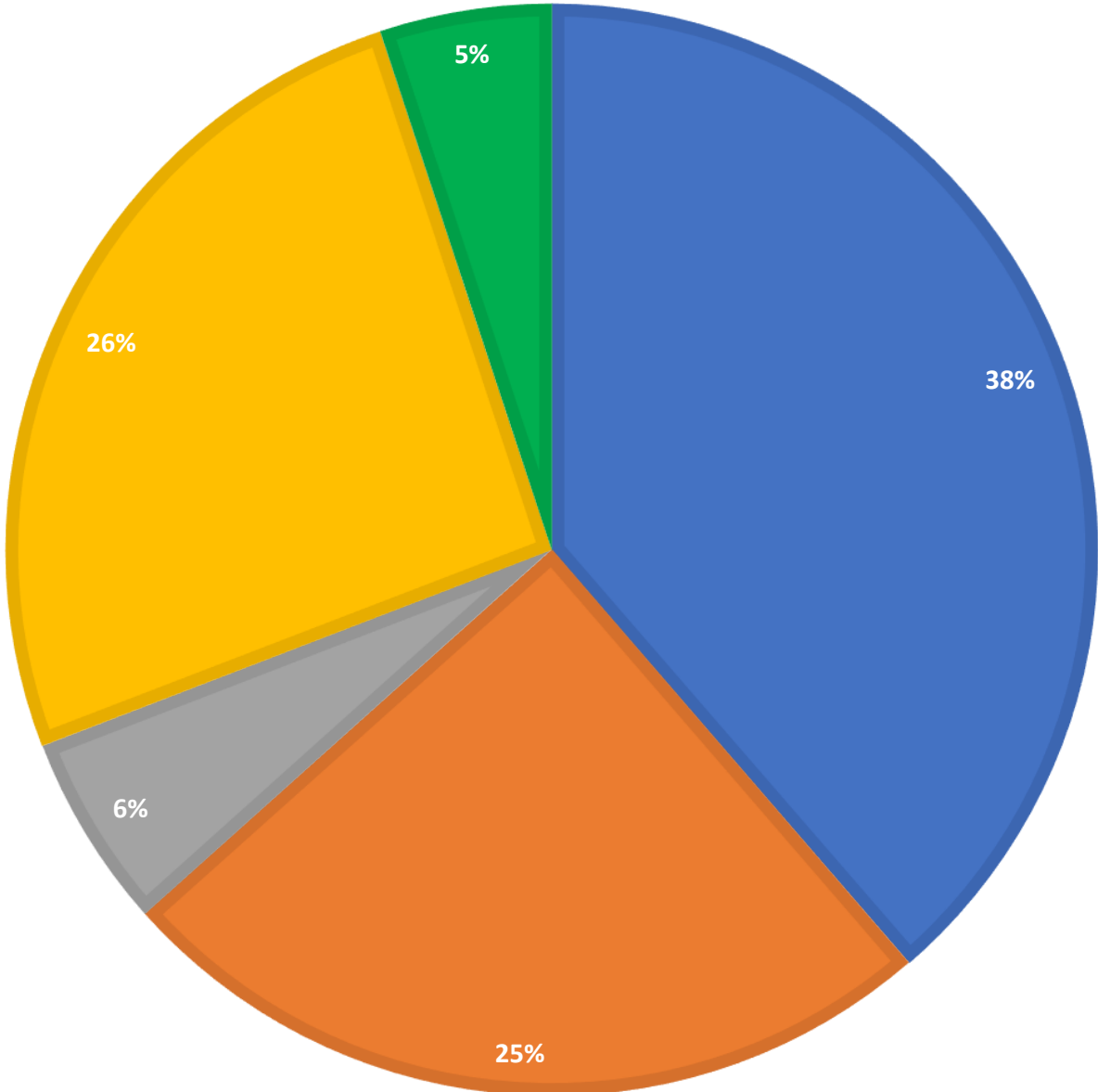
FY21 PROCUREMENT ACTIVITY



FY21 Procurement Activity by Month

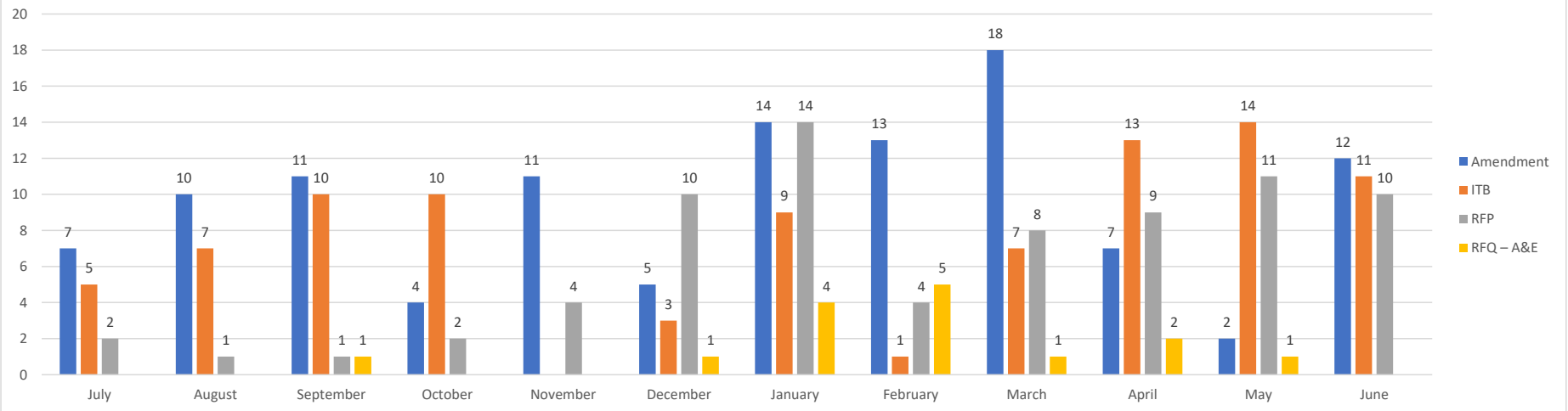


FY21 TRANSACTIONAL ACTIVITY

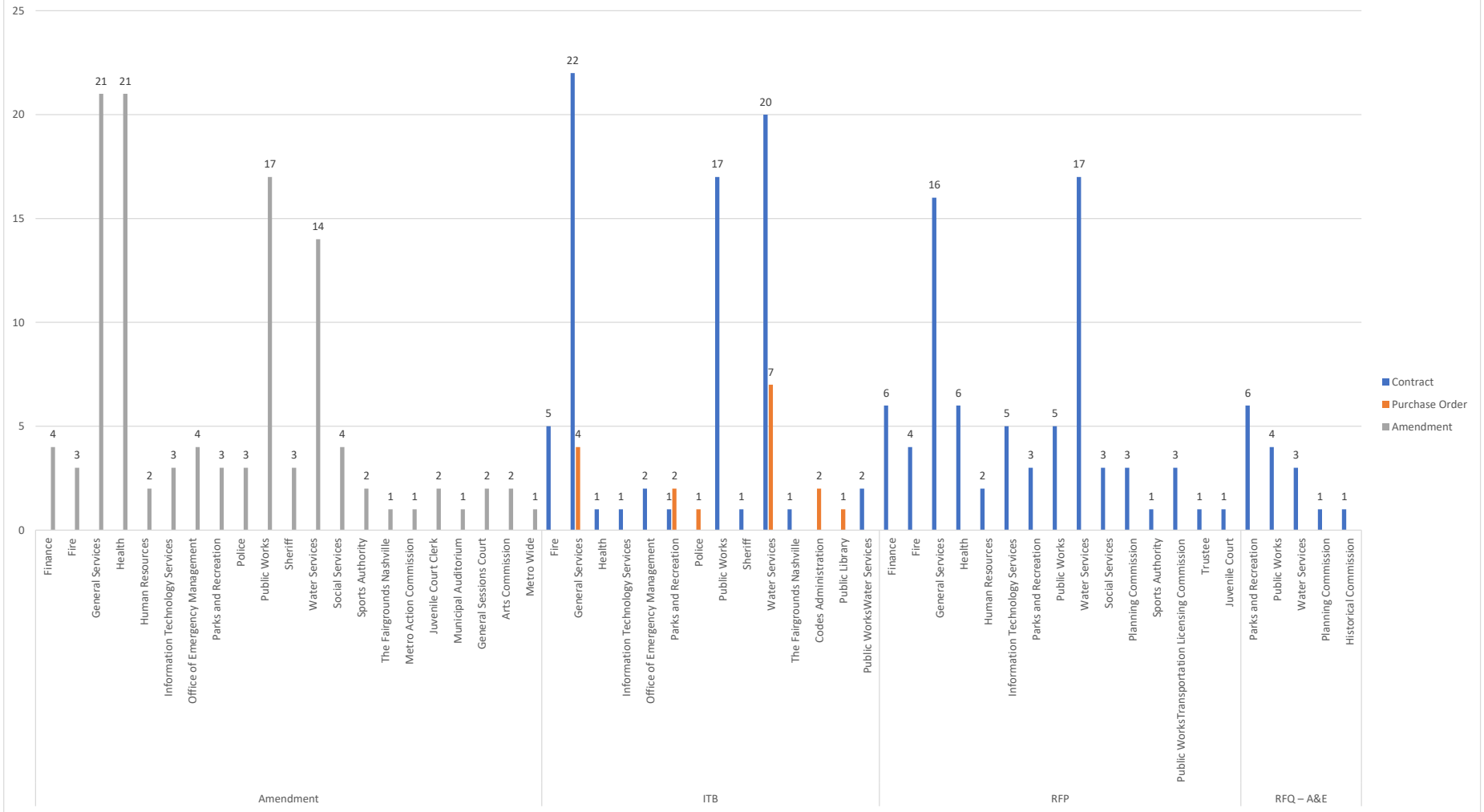


- Amendment Amendment
- ITB Contract
- ITB Purchase Order
- RFP Contract
- RFQ - A&E Contract

FY21 Transactional Activity by Month



FY21 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 - (July 1, 2020 - June 30, 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:

- The Metro Government spent:
 - \$ 23,684,725 with MBE prime contractors
 - \$ 31,458,991 with WBE prime contractors
 - \$ 15,853,357 with MBE subcontractors
 - \$ 26,920,524 with WBE subcontractors
 - \$ 97,917,597 **TOTAL WITH MWBES**

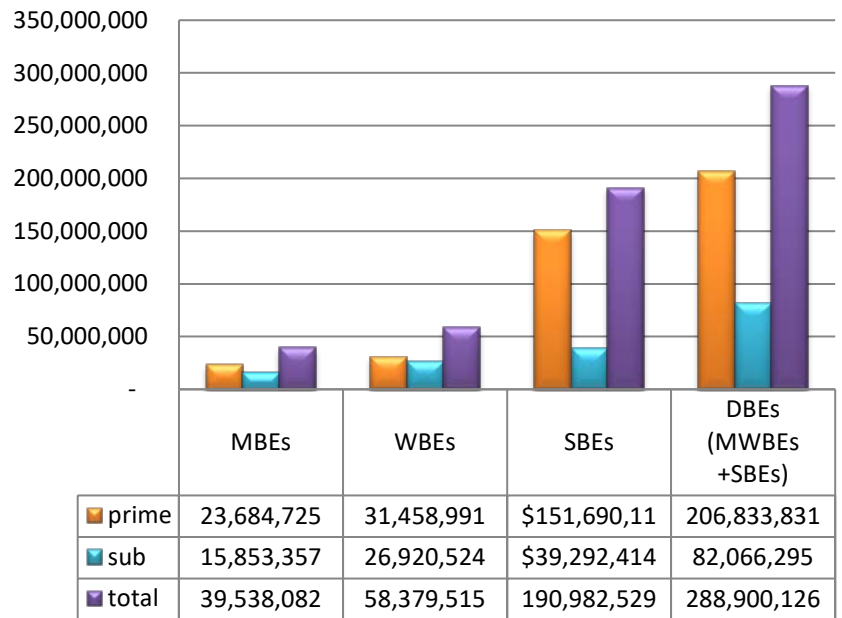
Which represents **7.33%** of the total of all procurement transaction values.

- The Metro Government spent:
 - \$ 151,690,115 with SBE prime contractors
 - \$ 39,292,414 with SBE subcontractors
 - \$ 190,982,529 **TOTAL WITH SBES**

Which represents **14.29%** of the total of all procurement transaction values.

- The Metro Government achieved *DBE utilization of **21.61%** at the prime and subcontract level.

Business Utilization (\$) FY21



Business Utilization (%) FY21



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



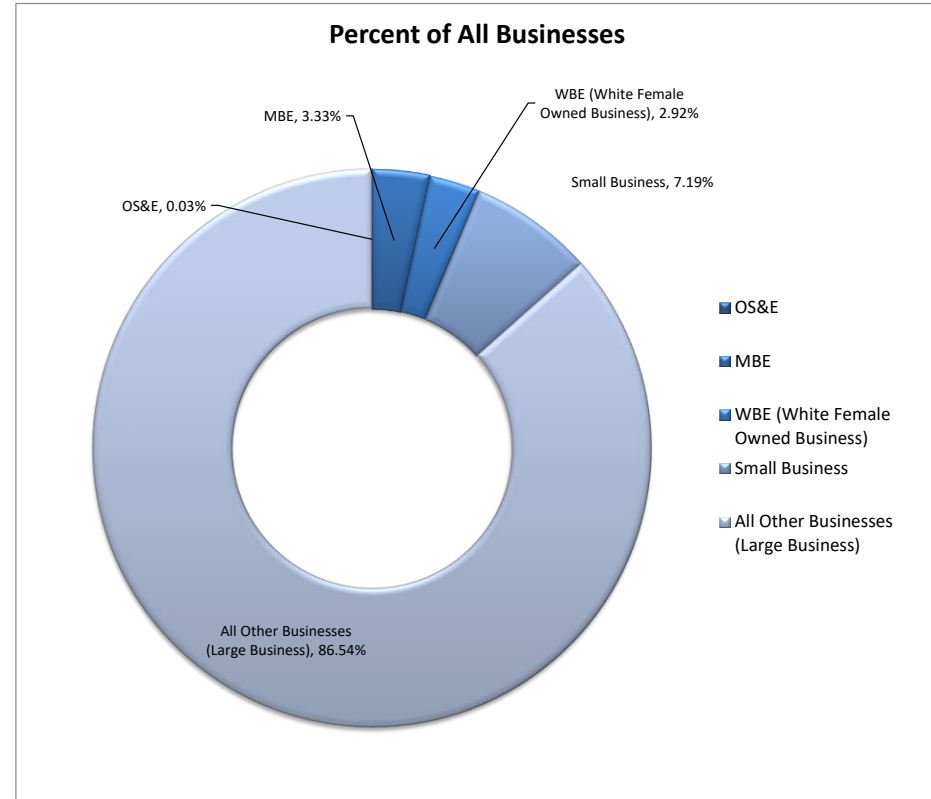
Fiscal Year 2021 Disadvantaged Business Quarterly Report FY21 (July 1, 2020 - June 30, 2021)

	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							3.33%	0.4%	48.51%	47.30%	11.35%		56.86%
Metro General Government	\$ 18,803,334	\$ 1,981,029	\$ 1,037,169	\$ 885	\$ -	N/A	\$ 21,822,417	\$ 421,873	4.16%	\$ 55,565,589	\$ 151,690,115	\$ 1,129,422,070	\$ 1,336,677,774
**Metro General Government (Subs)	\$ 11,095,748	\$ 1,317,465	\$ 710,444	\$ 149,288	\$ -	N/A	\$ 13,272,945	\$ 1,003,835	52.70%	\$ 43,777,717	\$ 39,292,414	\$ -	\$ 83,070,131
Metropolitan Nashville Public Schools	\$ 17,339,184	\$ 68,565	\$ 92,925	\$ -	\$ -	N/A	\$ 17,500,674	\$ 2,264	3.97%	\$ 23,421,792	\$ 4,746,127	\$ 561,416,633	\$ 589,584,552
Nashville Electric Service	\$ 1,448,526	\$ 14,343,470	\$ 581,960	\$ -	\$ -	N/A	\$ 16,373,956	\$ -	12.52%	\$ 25,427,422	\$ 5,939,788	\$ 171,740,763	\$ 203,107,973
Metro Development and Housing Agency	\$ 3,330,995	\$ 2,719,541	\$ 1,035	\$ -	\$ -	N/A	\$ 6,051,571	\$ 230,372	22.84%	\$ 15,424,546	\$ 5,133,814	\$ 46,973,344	\$ 67,531,704
WeGo Public Transit/Metro Transit Authority	\$ 238,640	\$ 165,829	\$ 213,801	\$ -	\$ -	N/A	\$ 618,270	\$ 14,846	4.00%	\$ 1,871,543	\$ 5,301,811	\$ 39,639,283	\$ 46,812,637
Metro Nashville Airport Authority	\$ 9,762,044	\$ 5,525,396	\$ 313,236	\$ 97,250	\$ -	N/A	\$ 15,697,926	\$ -	12.23%	\$ 39,222,955	\$ 11,501,479	\$ 269,995,407	\$ 320,719,841
Totals	\$50,922,723	\$ 24,803,830	\$ 2,240,126	\$ 98,135	\$ -	\$ -	\$ 78,064,814	\$ 669,355	6.28%	\$ 160,933,847	\$ 184,313,134	\$ 2,219,187,500	\$ 2,564,434,481
Woman Owned							2.92%	0.03%	51.08%		7.19%	86.54%	100.0%
Metro General Government	\$ 741,268	\$ 1,076,337	\$ 44,703	\$ -	\$ -	\$ 31,458,991	\$ 33,321,299	\$ -					\$ -
**Metro General Government (Subs)	\$ 2,285,518	\$ 34,353	\$ 260,542	\$ -	\$ -	\$ 26,920,524	\$ 29,500,937	\$ -					\$ -
Metropolitan Nashville Public Schools	\$ 36,041	\$ 421,118	\$ 28,704	\$ -	\$ -	\$ 5,432,991	\$ 5,918,854	\$ -					\$ -
Nashville Electric Service	\$ 2,000,684	\$ -	\$ 170,052	\$ 569	\$ -	\$ 6,882,161	\$ 9,053,466	\$ -					\$ -
Metro Development and Housing Agency	\$ 235,783	\$ -	\$ -	\$ -	\$ -	\$ 8,906,820	\$ 9,142,603	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ 30,867	\$ -	\$ -	\$ -	\$ -	\$ 1,207,560	\$ 1,238,427	\$ -					\$ -
Metro Nashville Airport Authority	\$ 2,084,782	\$ 401,087	\$ -	\$ -	\$ -	\$ 21,039,160	\$ 23,525,029	\$ -					\$ -
Totals	\$ 5,129,425	\$ 1,898,542	\$ 243,459	\$ 569	\$ -	\$ 74,927,683	\$ 82,199,678	\$ -			\$ -	\$ -	\$ -
Total Spend	\$56,052,148	\$ 26,702,372	\$ 2,483,585	\$ 98,704	\$ -	\$ 74,927,683	\$ 160,264,492	\$ 669,355	6.28%	\$ 160,933,847	\$ 184,313,134	\$ 2,219,187,500	\$ 2,564,434,481

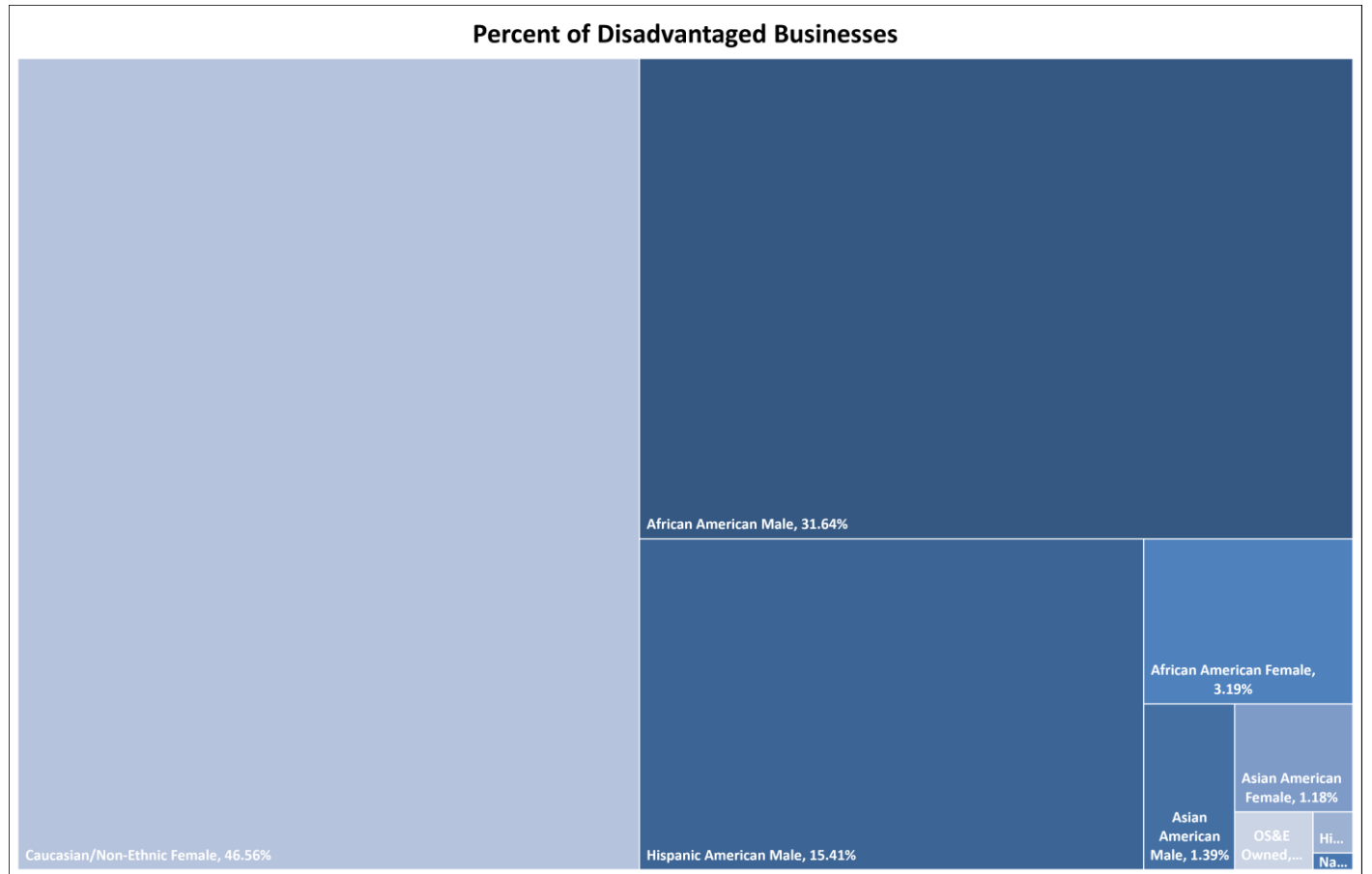
\$ 23,684,725 \$ 15,853,358

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%
MBE	3.33%
WBE (White Female Owned Business)	2.92%
Small Business	7.19%
All Other Businesses (Large Business)	86.54%
Total	100.0%



Percent of Disadvantaged Businesses	
African American Male	31.64%
Hispanic American Male	15.41%
Asian American Male	1.39%
Native American Male	0.06%
Non-specific Minority Male	0.00%
African American Female	3.19%
Asian American Female	1.18%
Hispanic American Female	0.15%
Native American Female	0.00%
Non-specific Minority Female	0.00%
Caucasian/Non-Ethnic Female	46.56%
OS&E Owned	0.42%
Total	100.0%



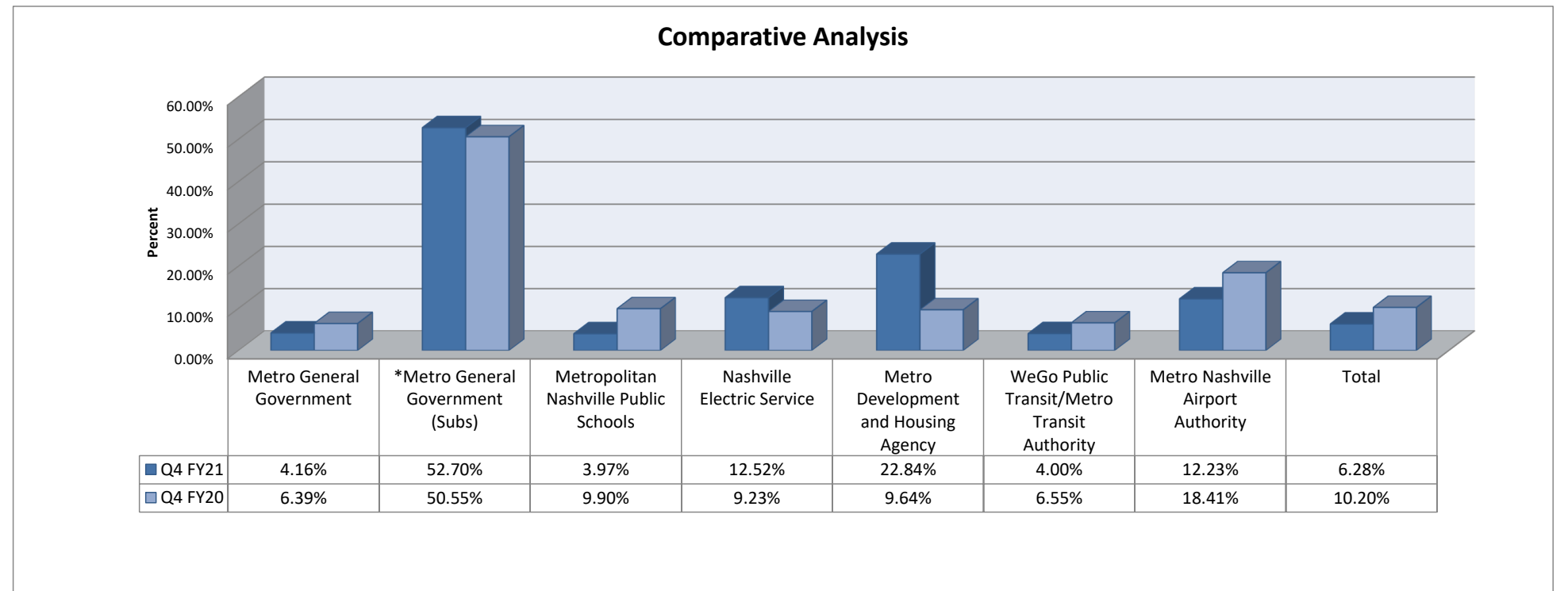


Fiscal Year 2021 Disadvantaged Business Quarterly Report FY21 (July 1, 2020 - June 30, 2021)

	FY21			FY20		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	4.16%	\$ 55,565,589	\$ 1,336,677,774	6.39%	\$ 49,368,142	\$ 772,854,827
*Metro General Government (Subs)	52.70%	\$ 43,777,717	\$ 83,070,131	50.55%	\$ 35,231,689	\$ 69,697,415
Metropolitan Nashville Public Schools	3.97%	\$ 23,421,792	\$ 589,584,552	9.90%	\$ 4,608,054	\$ 46,567,403
Nashville Electric Service	12.52%	\$ 25,427,422	\$ 203,107,973	9.23%	\$ 20,430,891	\$ 221,328,923
Metro Development and Housing Agency	22.84%	\$ 15,424,546	\$ 67,531,704	9.64%	\$ 4,827,281	\$ 50,076,878
WeGo Public Transit/Metro Transit Authority	4.00%	\$ 1,871,543	\$ 46,812,637	6.55%	\$ 1,827,418	\$ 27,908,481
Metro Nashville Airport Authority	12.23%	\$ 39,222,955	\$ 320,719,841	18.41%	\$ 74,063,276	\$ 402,234,558
Total Spend	6.28%	\$ 160,933,847	\$ 2,564,434,481	10.20%	\$ 155,125,062	\$ 1,520,971,070

Comparison		
Agency	Q4 FY21	Q4 FY20
Metro General Government	4.16%	6.39%
*Metro General Government (Subs)	52.70%	50.55%
Metropolitan Nashville Public Schools	3.97%	9.90%
Nashville Electric Service	12.52%	9.23%
Metro Development and Housing Agency	22.84%	9.64%
WeGo Public Transit/Metro Transit Authority	4.00%	6.55%
Metro Nashville Airport Authority	12.23%	18.41%
Total	6.28%	10.20%

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 (July 1, 2020 - June 30, 2021)

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

1. Metro Government awarded **84** contracts with race and gender conscious goals.
2. **224.0 million** is the total estimated spend with minority or woman owned businesses.
 - a. **125 million** is the total estimated spend with minority owned businesses.
 - b. **99 million** is the total estimated spend with woman owned businesses.
3. **16%** is the combined goal for minority or woman owned business participation.
 - a. **7%** is the average proposed goal for minority owned business participation.
 - b. **9%** is the average proposed goal for woman owned business participation.
4. **5** projects had an MBE prime, **10** projects had a WBE prime, and **18** project had an SBE prime.
5. There have been several department trainings to build familiarity and support for the EBO Program. To date, **84** 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 FY21:
 - a. 7NT Enterprises, LLC (MBE)
 - b. A & H Construction Co., Inc. (WBE)
 - c. A and R Services (MBE)
 - d. ABES Engineering, Inc (MBE)
 - e. Ace Contractors, Inc. (MBE)
 - f. Action Chemical, Inc. (MBE)
 - g. Aerial Innovations of Tennessee (WBE)
 - h. AH & Son Hauling (MBE)
 - i. Archangel Protective Services (MBE)
 - j. Ashworth Environmental Design (WBE)
 - k. Avaza Language Services Corp. (MBE)
 - l. B. Miller Recycling (MBE)
 - m. BAC Paving Co Inc (WBE)
 - n. Beard Property Maintenance, Inc. (MBE)
 - o. Beneath the Earth Excavating (MBE)
 - p. Bestway Services, Inc. (MBE)
 - q. Booker Engineering, Inc (MBE)
 - r. Business Resource Group, LLC (MBE)
 - s. C. D. Steger Construction, Inc. (MBE)
 - t. CIA, Civil Infrastructure Assoc. (WBE)

- u. Civic Engineering and Info. Tech. (WBE)
- w. Commercial Installation, LLC (MBE)
- x. Compass Partners, LLC (WBE)
- y. Connico, Inc. (MBE)
- z. Contractors Group, Inc. (WBE)
- aa. Cornerstone Engineering, LLC (MBE)
- bb. Crown Paving, LLC (WBE)
- cc. Culture Shift Team, Inc. (WBE)
- dd. D. Nickell Company, LLC (WBE)
- ee. Design Consultants Inc. (MBE)
- ff. DF&H Services, PLLC (WBE)
- gg. DuGard Communications (MBE)
- hh. Earthworx, LLC (WBE)
- ii. Elite Roofing & Restoration, LLC (MBE)
- jj. Elle Waterworks Supply, LLC (WBE)
- kk. Emerald Resource Group, LLC (WBE)
- ll. EOA Architects PLLC (WBE)
- mm. Etchmark Paving, LLC (MBE)
- nn. EverReady Transportation LLC (MBE)
- oo. F8th Construction Company LLC (WBE)
- pp. Fairpoint Planning (MBE)
- qq. G&M Associates (MBE)
- rr. Geotek Engineering (MBE)
- ss. Gibco Construction, Inc. (WBE)
- tt. Gilley Construction, Inc. (WBE)
- uu. Gonzalez Companies, LLC (MBE)
- vv. Hawkins Partners, Inc (WBE)
- ww. Homeland LLC (WBE)
- xx. Hoskins & Company (MBE)
- yy. HQ Direct, LLC (WBE)
- zz. In2 Electric, LLC (WBE)
- aaa. J R Construction Tennessee Inc (MBE)
- bbb. Jarvis Award Sign & Flag, Co. (WBE)
- ccc. Jen-Hill Construction Materials (WBE)
- ddd. Jerry B. Young Construction, Inc (MBE)
- eee. K.S. Ware & Associates, LLC (WBE)
- fff. Kathy Freeman Trucking (WBE)
- ggg. KellyGirl Video, LLC (WBE)
- hhh. Kimberly, Inc (WBE)
- iii. L&G Construction Co., Inc (WBE)
- jjj. Lester Mineral (MBE)
- kkk. Liberty Waste LLC (MBE)
- lll. Logan Patri Engineering, Inc (MBE)
- v. Cobra, LLC (WBE)
- mmm. LoJac, LLC (MBE)
- nnn. M&M Manufacturing
- ooo. Melvin Gill & Associates (MBE)
- ppp. MEPR Agency (MBE)
- qqq. Mojo Marketing & Web (MBE)
- rrr. Moody/Nolan LTD Inc (MBE)
- sss. Morgan & Morgan, Inc. (WBE)
- ttt. Music City's Tru-Line Masonry (WBE)
- uuu. NuOrigin Systems, Inc. (MBE)
- vvv. Pantegon, LLC (MBE)
- www. Pavement Restorations, Inc (WBE)
- xxx. Pillars Development LLC (MBE)
- yyy. Pinnacle Construction Co. (MBE)
- zzz. Pipeline Innovation (MBE)
- aaaa. Pipeworks Plus, Inc. (WBE)
- bbbb. Professional Traffic Control (WBE)
- cccc. Project Cost Solutions, Inc. (MBE)
- dddd. Ram Tool & Supply Co. (WBE)
- eeee. Raven Security & Traffic Control (WBE)
- ffff. Retaining Walls of Tennessee (WBE)
- gggg. Saber Steel, LLC (MBE)
- hhhh. SDM Construction (WBE)
- iiii. Siebein Associates, Inc (WBE)
- jjjj. Smart Scapes LLC (WBE)
- kkkk. SOHO Sector II (MBE)
- llll. Tara Armistead Landscape Arch. (WBE)
- mmmm. Tennatee Services, Inc. (MBE)
- nnnn. Theater Craft, Inc (WBE)
- oooo. Thomason Financial Resources (WBE)
- pppp. Titan Fastener & Supply LLC (WBE)
- qqqq. Titan Fastener & Supply LLC (WBE)
- rrrr. TRC Woldwide Engineering (MBE)
- ssss. Underground Eyes, Inc (WBE)
- tttt. Utopia Building Group, LLC (MBE)
- uuuu. Varallo Public Relations (WBE)
- vvvv. Volunteer Rebar, LLC (MBE)
- wwww. Wilmot Inc (WBE)
- xxxx. Wilson & Assoc. Engineering (WBE)
- yyyy. WMC Contracting Co., Inc. (MBE)
- zzzz. Zones, LLC (MBE)