



FY2022 Q1 - 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	18	100	4	1	0	1	1
ITBs	21	84	2	7	0	1	0
Professional Services (A&E)	3	114	4	1	0	0	1

*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	17	17	0
Cooperative Purchases	1	1	0
Cooperative - State or Other Local	7	6	1
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	12	11	1
Sole Sources >\$250K	2	2	0
Percentage of Sole Source Requests Approved			97%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	40	82	\$ 260,702,217.00
Contract Amendments	20	61	\$ 1,912,232.00
Completed Contracts Greater than \$1 Million	28		
Active Suppliers with Contracts Greater than \$1 Million	403		
Purchase Orders from Solicited Procurements	1	4	\$ 50,040.00
Delegated Purchasing Authority Purchase Orders	295	N/A	\$ 443,214.63
Number of Purchase Orders	5162	N/A	\$ 8,536,186.62

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 for the Quarter	\$ 662,725	Negotiated Cost Reductions	\$ 28,821
Percentage of Spend Through Cooperative Purchasing	0.13%	Total Procurement Spend	\$ 422,890,804

Training & Professional Development

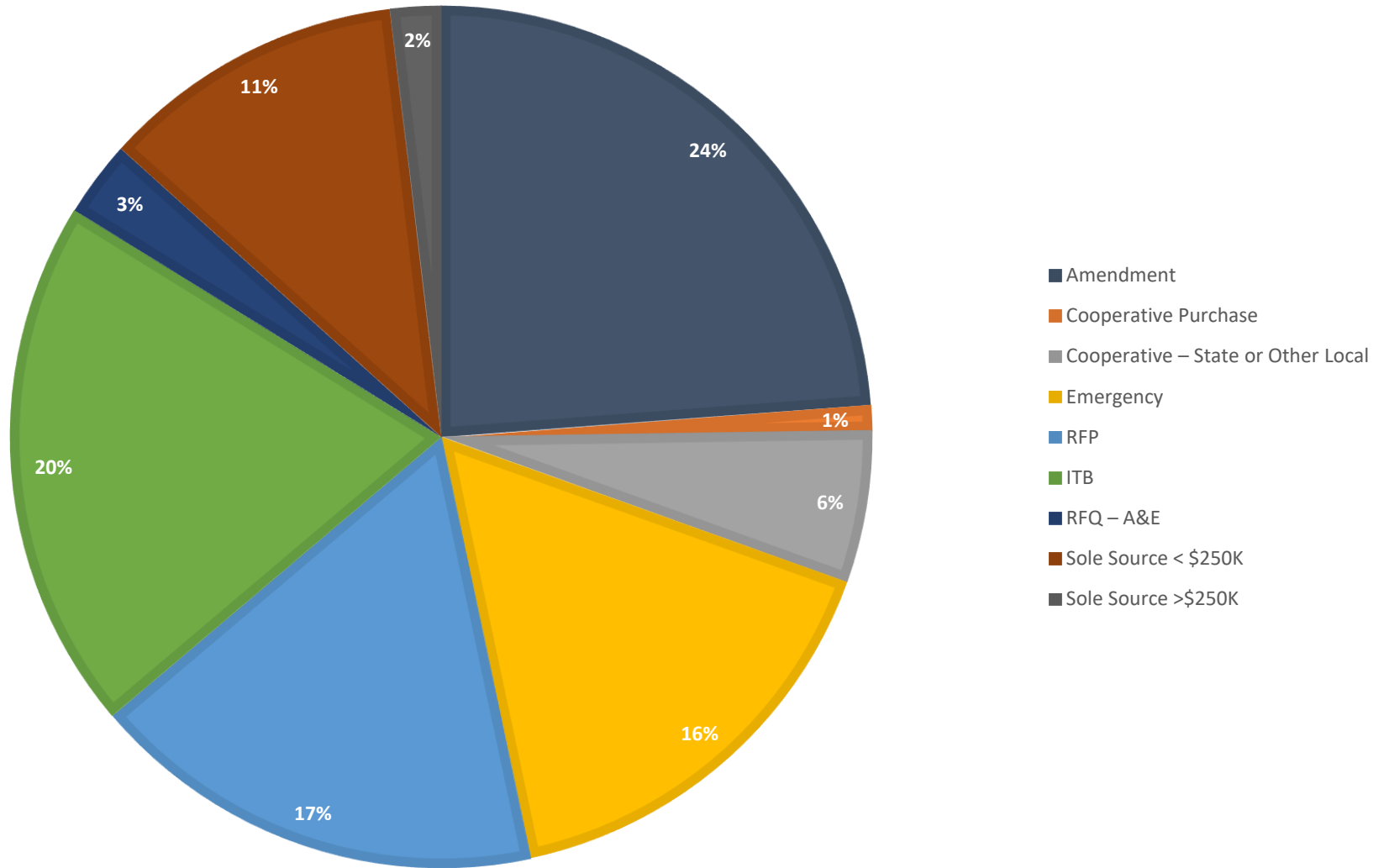
Professional Development	
Employees with Certifications	8
Spend per Employee on PD/Training	\$ 3,900
Professional Training Hours	126

Training	Number of Attendees	Hours Completed
iProcurement Requisition Entry Training	24	4
iProcurement Buyer Training	2	1
iProcurement Approver Training	3	1
Procurement Office Training	24	2
iSupplier Training	3	2
BAO Outreach Events/Training	90	2

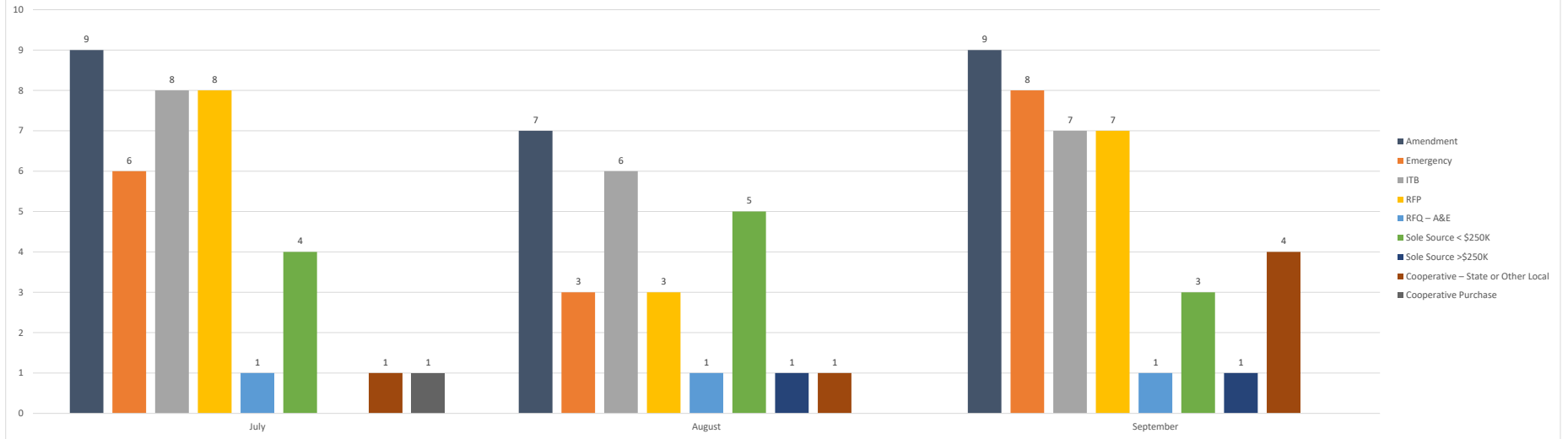
Paper Consumption

Reams of Virgin Paper	8,550	Reams of Recycled Paper	1,850
Virgin Paper Cost	\$ 24,538.50	Recycled Paper Cost	\$ 5,772.00

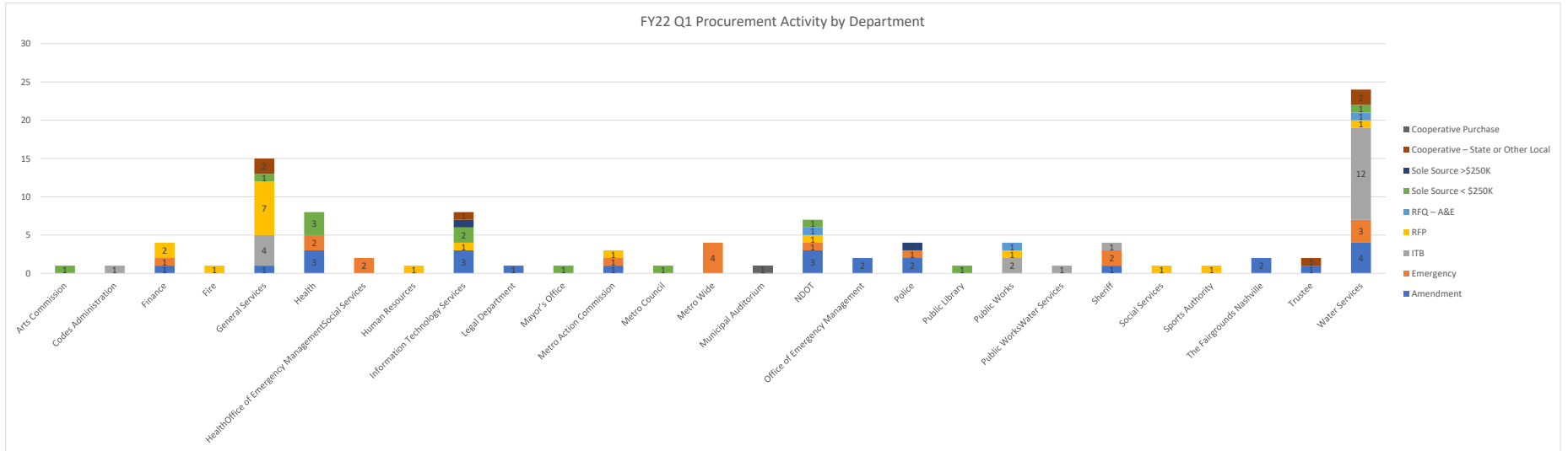
FY22 Q1 PROCUREMENT ACTIVITY



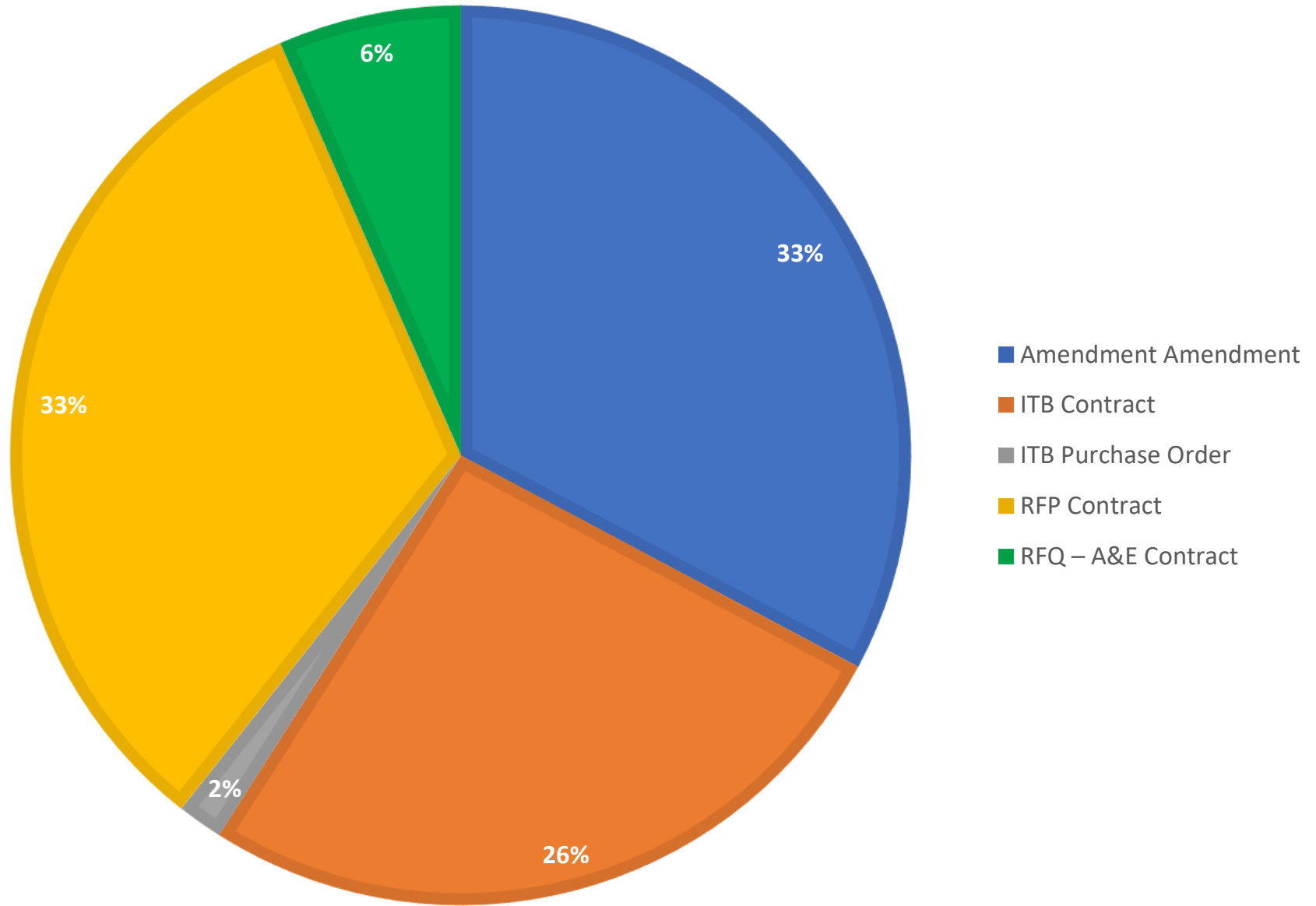
FY22 Q1 Procurement Activity by Month



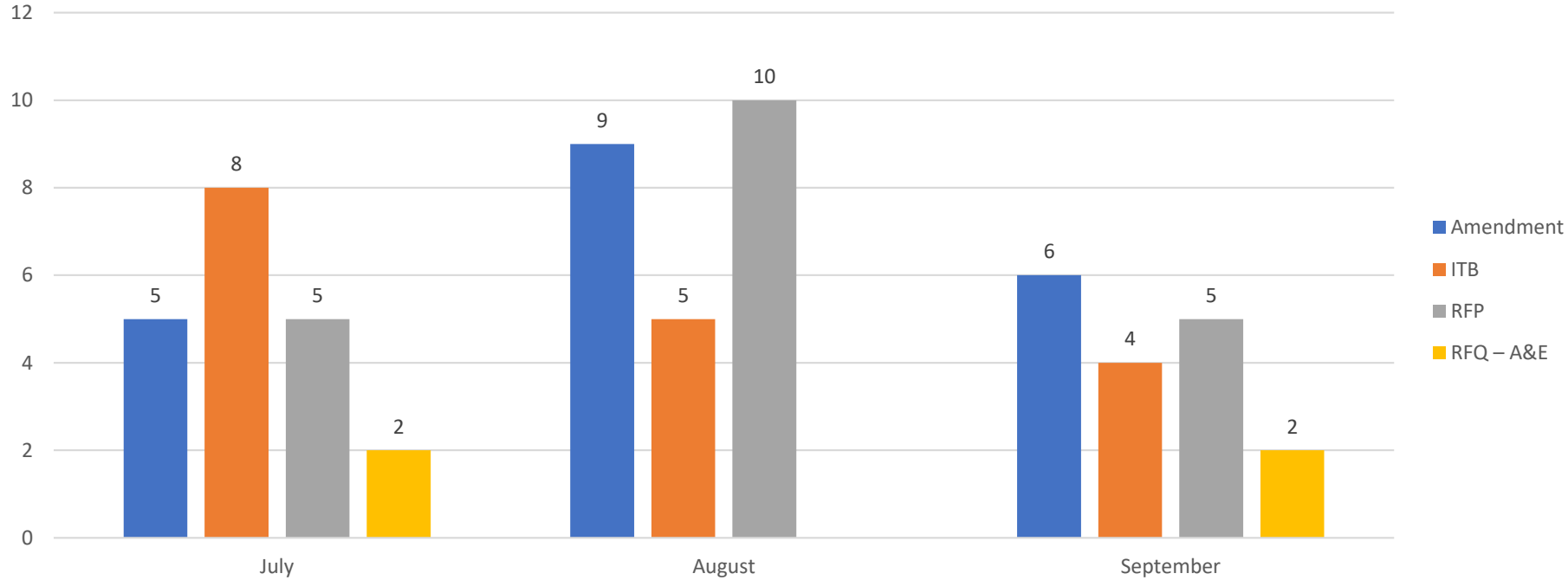
FY22 Q1 Procurement Activity by Department



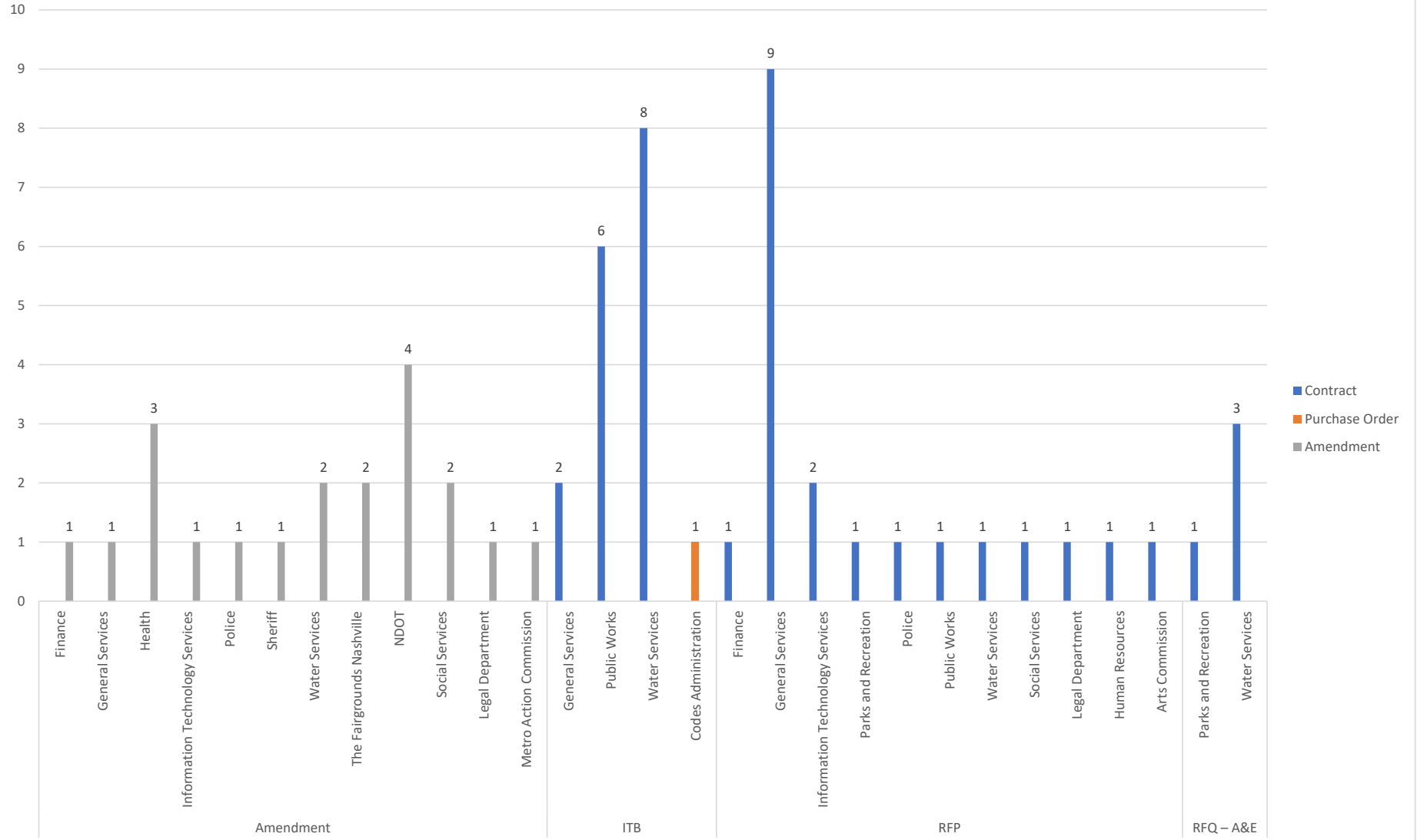
FY22 Q1 TRANSACTIONAL ACTIVITY



FY22 Q1 Transactional Activity by Month



FY22 Q1 Transactional Activity by Department



FY2022 - Key Performance Indicators (KPI) Data for Procurement

KPI DETAILS		Procurements							Transactions						
		RFP	ITB	A&E	Sole Source <250K	Sole Source >\$250K	Sole Brand Approved	Emergency	Cooperative	Purchase Orders	PO Amounts	Contracts	Contract Amounts	Amendments	Amendments Amount
FY21 TOTALS	1st Quarter	18	21	3	12	2	10	17	1	1	\$50,040.00	40	\$260,702,217.00	20	\$1,912,232.00
	2nd Quarter														
	3rd Quarter														
	4th Quarter														
		18	21	3	12	2	10	17	1	1	\$ 50,040.00	40	\$ 260,702,217.00	20	\$ 1,912,232.00
DEPARTMENTS SERVED	Arts Commission				1							1	\$ 165,000.00		
	Codes Administration		1							1	\$ 50,040.00	8			
	Finance	2						1				1	\$ 100,000.00	1	\$ -
	Fire	1													
	General Services	7	4		1							11	\$ 56,836,961.00	1	\$ 1,000,000.00
	Health				3			2						3	\$ (393,496.00)
	Health/OEM/Social							2							
	Human Resources	1										1	\$ 200,000.00		
	Information Technology	1			2	1						2	\$ 11,000,000.00	1	\$ 500,000.00
	Legal											1	\$ 30,000,000.00	1	\$ -
	Mayor's Office				1										
	Metro Action Commission	1						1						1	\$ 47,404.00
	Metro Council				1										
	Metro Wide							4							
	Municipal Auditorium								1						
	NDOT	1		1	1			1						4	\$ -
	OEM														
	Parks and Recreation											2	\$ 5,156,876.00		
	Police					1		1				1	\$ 107,800.00	1	\$ -
	Public Library				1										
	Public Works	1	2	1								7	\$ 4,500,000.00		
	Public Works/Water		1										\$ 3,000,000.00		
	Sheriff		1					2						1	\$ 100,000.00
	Social Services	1										1	\$ 58,455.00	2	\$ 151,423.00
	Sports Authority	1						1							
	The Fairgrounds Nashville													2	\$ 45,194.00
	Trustee														
Water Services	1	12	1	1		10	3				4	\$ 149,577,125.00	2	\$ 461,707.00	
		18	21	3	12	2	10	17	1	1	\$ 50,040.00	40	\$ 260,702,217.00	20	\$ 1,912,232.00



Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY22 - 2nd Quarter (October - December 2021)

Important points to note about Metro's Prime and Subcontractor business utilization for the first quarter of Fiscal Year 2022, BAO KPI Report Data:

- The Metro Government spent:
 \$ 7,709,764 with MBE prime contractors
 \$ 8,430,690 with WBE prime contractors
 \$ 8,149,543 with MBE subcontractors
 \$ 9,658,148 with WBE subcontractors
 \$ 33,948,145 **TOTAL WITH MWBES**

Which represents **8.03%** of the total of all procurement transaction values.

- The Metro Government spent:
 \$ 61,621,686 with SBE prime contractors
 \$ 12,827,785 with SBE subcontractors
 \$ 40,200,754 **TOTAL WITH SBES**

Which represents **17.60%** of the total of all procurement transaction values.

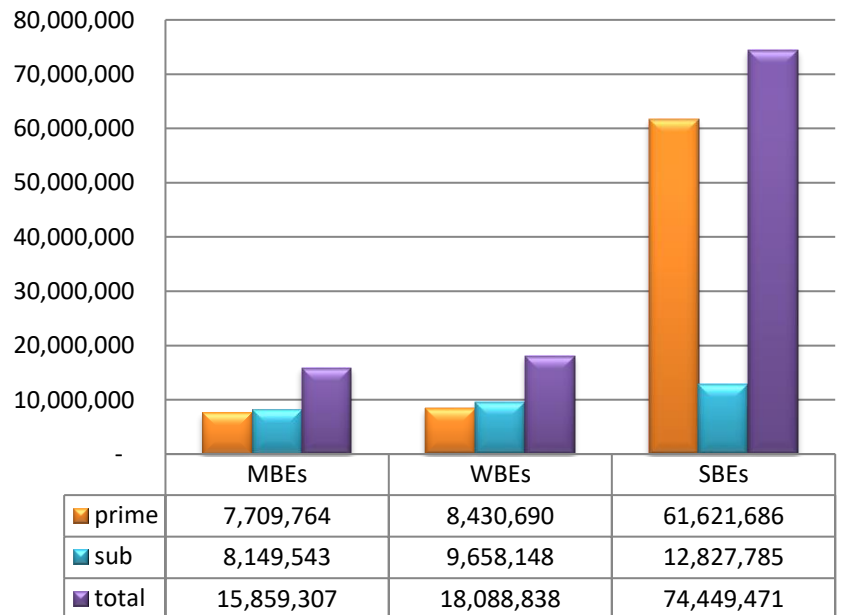
- Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

51 MBEs paid

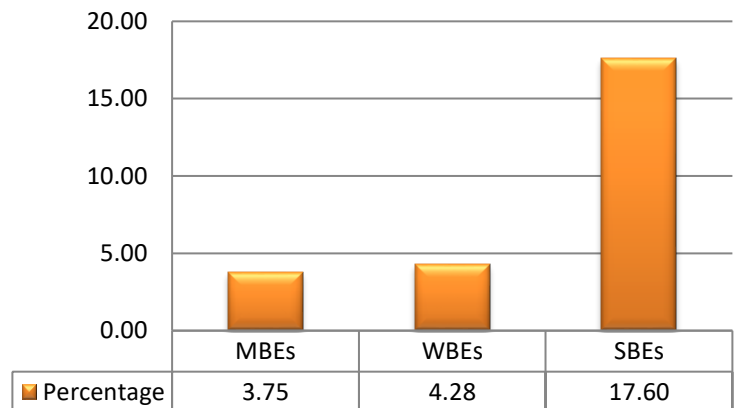
54 WBEs paid

82 SBEs paid

Business Utilization (\$) FY22 2ND QTR



Business Utilization (%) FY22 2ND QTR



*Due to Dual-Certified Firms (MBE or WBE and SBE), dollar amounts and percentages for all categories cannot be accurately combined.



Fiscal Year 2022 Disadvantaged Business Quarterly Report FY22 Q1 (July 1, 2021 - September 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 \$	Total Business
Ethnic Minority Male Owned											
Metro General Government	\$ 6,045,027	\$ 240,979	\$ 41,201	\$ -	\$ -	N/A	\$ 6,327,207	\$ 17,175	3.82%	\$ 16,157,629	\$ 422,890,804
**Metro General Government (Subs)	\$ 5,222,052	\$ 402,811	\$ 1,132,642	\$ 185,533	\$ -	N/A	\$ 6,943,037	\$ 302,458	58.54%	\$ 18,110,288	\$ 30,938,073
Metropolitan Nashville Public Schools	\$ 2,281,268	\$ 2,633	\$ 21,778	\$ -	\$ -	N/A	\$ 2,305,679	\$ 2,338	0.00%	\$ 4,204,642	\$ 153,494,669
Nashville Electric Service	\$ 690,147	\$ 2,947,176	\$ 5,839,461	\$ -	\$ -	N/A	\$ 9,476,784	\$ -	20.55%	\$ 11,725,616	\$ 57,050,793
Metro Development and Housing Agency	\$ 1,171,644	\$ 1,170,961	\$ 14,708	\$ -	\$ -	N/A	\$ 2,357,313	\$ 54,265	21.78%	\$ 3,191,979	\$ 14,655,121
WeGo Public Transit/Metro Transit Authority	\$ 354,733	\$ -	\$ 18,343	\$ -	\$ -	N/A	\$ 373,076	\$ -	17.40%	\$ 1,257,631	\$ 7,229,392
Metro Nashville Airport Authority	\$ 1,028,297	\$ 1,020,167	\$ 123,069	\$ -	\$ -	N/A	\$ 2,171,533	\$ -	7.73%	\$ 4,784,658	\$ 61,886,329
Totals	\$ 11,571,116	\$ 5,381,916	\$ 6,058,560	\$ -	\$ -	\$ -	\$ 23,011,592	\$ 73,778	5.76%	\$ 41,322,155	\$ 717,207,108
Woman Owned											
Metro General Government	\$ 404,622	\$ 504,061	\$ 473,874	\$ -	\$ -	\$ 8,430,690	\$ 9,813,247	\$ -			
**Metro General Government (Subs)	\$ 910,312	\$ 160,265	\$ 136,068	\$ -	\$ -	\$ 9,658,148	\$ 10,864,793	\$ -			
Metropolitan Nashville Public Schools	\$ 199,899	\$ 69,173	\$ -	\$ -	\$ -	\$ 1,627,553	\$ 1,896,625	\$ -			
Nashville Electric Service	\$ 662,308	\$ -	\$ 77,272	\$ -	\$ -	\$ 1,509,252	\$ 2,248,832	\$ -			
Metro Development and Housing Agency	\$ 143,766	\$ -	\$ -	\$ -	\$ -	\$ 636,635	\$ 780,401	\$ -			
WeGo Public Transit/Metro Transit Authority	\$ 24,485	\$ -	\$ -	\$ -	\$ -	\$ 860,070	\$ 884,555	\$ -			
Metro Nashville Airport Authority	\$ 98,878	\$ 3,088	\$ -	\$ -	\$ -	\$ 2,511,159	\$ 2,613,125	\$ -			
Totals	\$ 1,533,958	\$ 576,322	\$ 551,146	\$ -	\$ -	\$ 15,575,359	\$ 7,371,992	\$ -			
Total Spend	\$ 13,105,074	\$ 5,958,238	\$ 6,609,706	\$ -	\$ -	\$ 15,575,359	\$ 30,383,584	\$ 73,778	5.76%	\$ 41,322,155	\$ 717,207,108



Fiscal Year 2022 Small Business Quarterly Report FY22 Q1 (July 1, 2021 - September 30, 2021)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 61,621,686	\$ 348,081,489	\$ 422,890,804
**Metro General Government (Subs)	\$ 12,827,785	\$ -	\$ 30,938,073
Metropolitan Nashville Public Schools	\$ 1,441,725	\$ 147,848,302	\$ 153,494,669
Nashville Electric Service	\$ 1,436,197	\$ 43,888,980	\$ 57,050,793
Metro Development and Housing Agency	\$ 1,600,658	\$ 9,862,484	\$ 14,655,121
WeGo Public Transit/Metro Transit Authority	\$ 237,222	\$ 5,734,539	\$ 7,229,392
Metro Nashville Airport Authority	\$ 1,484,118	\$ 55,617,553	\$ 61,886,329
Total Spend	\$ 67,821,606	\$ 611,033,347	\$ 717,207,108

NOTES:

* 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.

***Due to Dual-Certified Firms (MBE or WBE and SBE), dollar amounts for all categories cannot be accurately combined.

****All data reported is from each individual entity; Metro GG does not maintain or control outside entities' data.

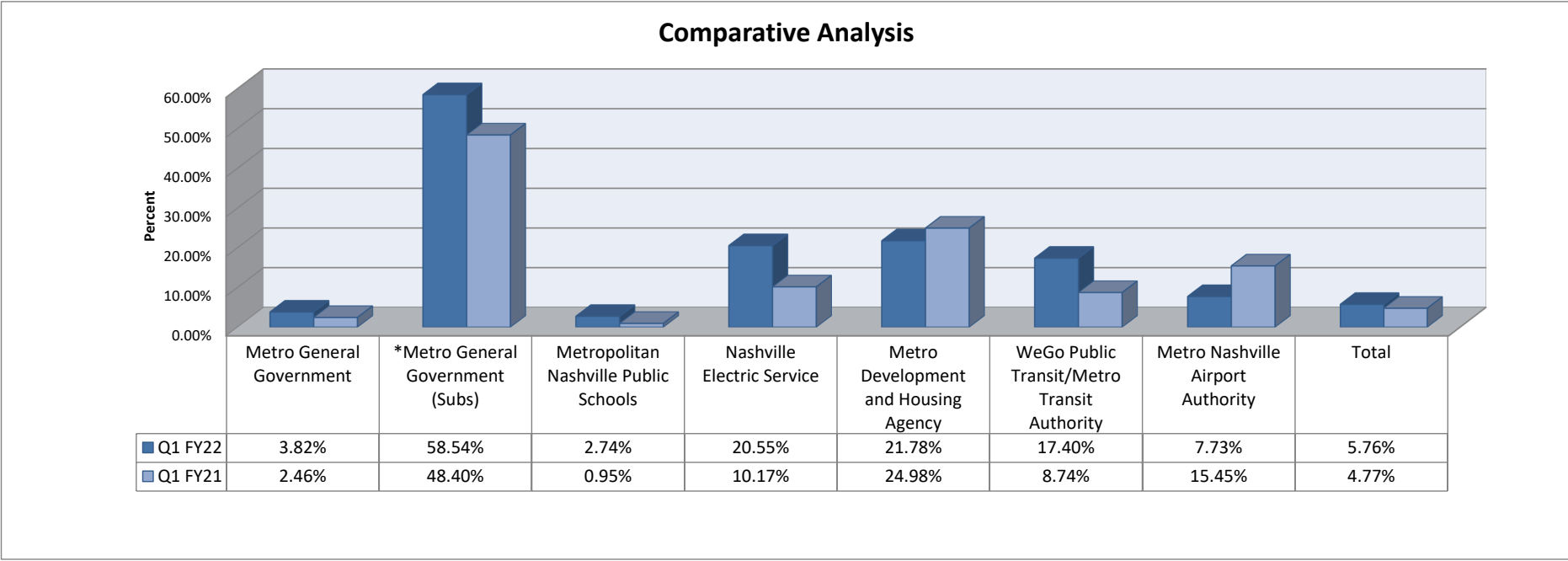


Fiscal Year 2022 Disadvantaged Business Quarterly Report FY22/FY21 Comparative Analysis By Agency (July 1, 2021 - September 30, 2021)

	FY22			FY21		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	3.82%	\$ 16,157,629	\$ 422,890,804	2.46%	\$ 14,236,954	\$ 579,368,067
*Metro General Government (Subs)	58.54%	\$ 18,110,288	\$ 30,938,073	48.40%	\$ 4,910,534	\$ 10,145,081
Metropolitan Nashville Public Schools	2.74%	\$ 4,204,642	\$ 153,494,669	0.95%	\$ 857,195	\$ 89,893,136
Nashville Electric Service	20.55%	\$ 11,725,616	\$ 57,050,793	10.17%	\$ 5,334,264	\$ 52,445,812
Metro Development and Housing Agency	21.78%	\$ 3,191,979	\$ 14,655,121	24.98%	\$ 4,894,929	\$ 19,598,636
WeGo Public Transit/Metro Transit Authority	17.40%	\$ 1,257,631	\$ 7,229,392	8.74%	\$ 990,346	\$ 11,329,874
Metro Nashville Airport Authority	7.73%	\$ 4,784,658	\$ 61,886,329	15.45%	\$ 13,917,513	\$ 90,102,857
Total Spend	5.76%	\$ 41,322,155	\$ 717,207,108	4.77%	\$ 40,231,201	\$ 842,738,382

Comparison		
Agency	Q1 FY22	Q1 FY21
Metro General Government	3.82%	2.46%
*Metro General Government (Subs)	58.54%	48.40%
Metropolitan Nashville Public Schools	2.74%	0.95%
Nashville Electric Service	20.55%	10.17%
Metro Development and Housing Agency	21.78%	24.98%
WeGo Public Transit/Metro Transit Authority	17.40%	8.74%
Metro Nashville Airport Authority	7.73%	15.45%
Total	5.76%	4.77%

NOTES:
 * To capture only direct spend to Primes, Metro Subs amounts are not included in the Total.
 **All data reported is from each individual entity; Metro GG does not maintain or control outside entities' data.





Metropolitan Government of Nashville & Davidson County
EBO Program Highlights
FY22 - 1st Quarter (July - September 2021)

- Metro Government awarded **20** contracts with race and gender conscious goals from **19** solicitations during the quarter.

From these **20 contracts:**

- **27.1 million** is the total proposed spend with minority or woman owned businesses.
 - **12.4 million** is the total proposed spend with minority owned businesses.
 - **14.7 million** is the total proposed spend with woman owned businesses.
- **18%** is the combined proposed goal for minority or woman owned business participation.
 - **8%** is the average proposed goal for minority owned business participation.
 - **10%** is the average proposed goal for woman owned business participation.
- **19** unique MBE subcontractors were proposed for utilization, and **23** unique WBE subcontractors were proposed for utilization.
- **4** Certified Minority Business Enterprises (MBEs) bid as a prime contractor, **2** Certified WBE Business Enterprises (WBEs) bid as a prime contractor, and **13** Metro Approved Small Business Enterprises (SBEs) bid as a prime contractor.
- **1** contract was awarded to an MBE prime, and **2** contracts were awarded to an SBE prime.