



FY2022 Q3 - 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	17	135	2	2	0	0	1
ITBs	17	99	2	8	0	0	2
Professional Services (A&E)	3	147	6	3	0	1	2

*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	13	13	0
Cooperative Purchases	3	3	0
Cooperative - State or Other Local	4	3	1
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	32	30	2
Sole Sources >\$250K	3	2	1
Percentage of Sole Source Requests Approved			91%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	45	83	\$ 383,919,979.00
Contract Amendments	57	61	\$ 47,450,522.00
Completed Contracts Greater than \$1 Million	45		
Active Suppliers with Contracts Greater than \$1 Million	432		
Purchase Orders from Solicited Procurements	2	74	\$ 103,409.00
Delegated Purchasing Authority Purchase Orders	380	N/A	\$ 983,123.25
Number of Purchase Orders	5979	N/A	\$ 185,286,454.50

Reporting Metro Departments include: General Services, Library, NDOT, 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	\$ 2,629,021
Percentage of Spend Through Cooperative Purchasing	0.25%	Total Procurement Spend	\$ 291,028,993

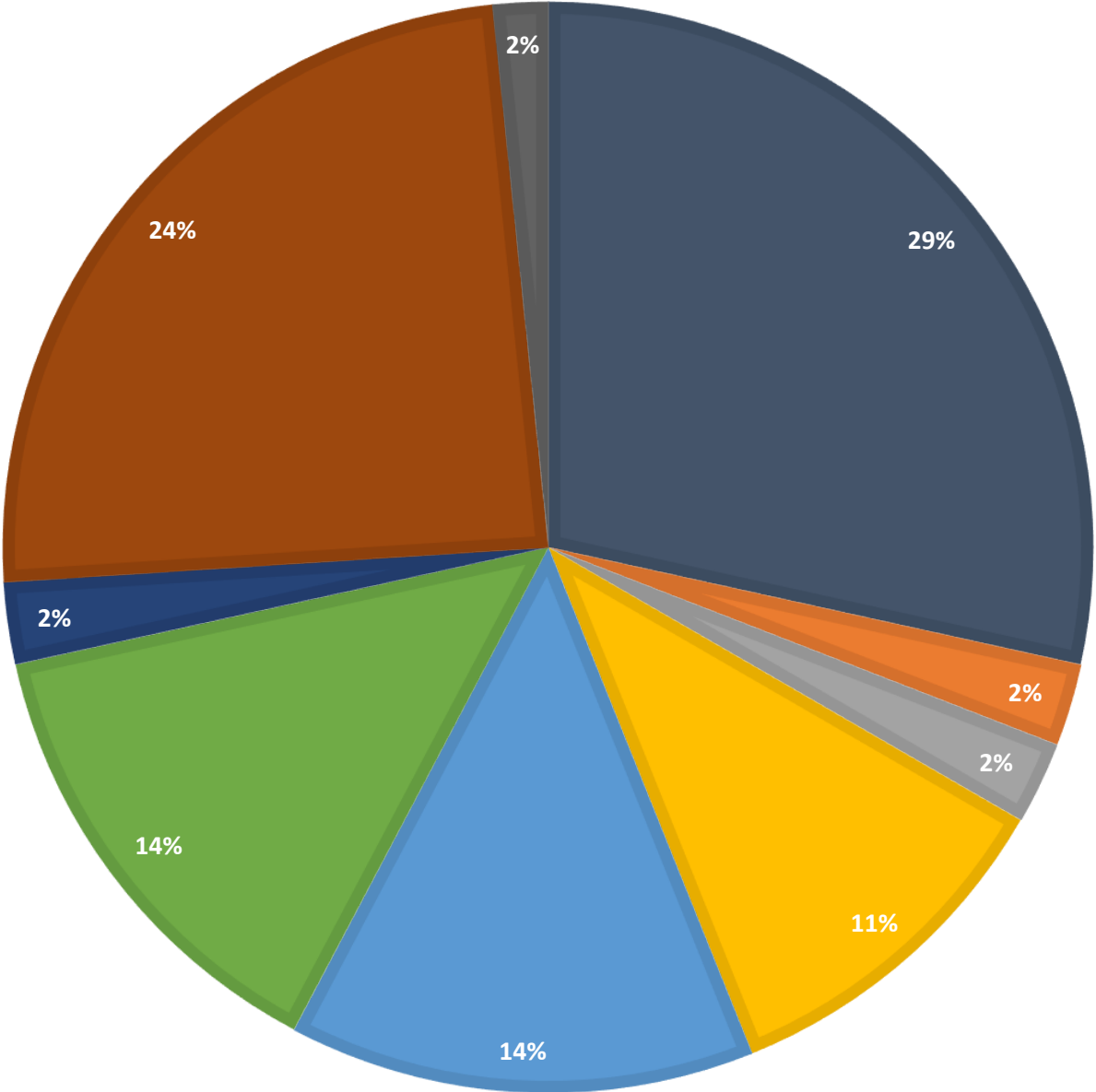
Training & Professional Development

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	8	iProcurement Requisition Entry Training	22	4
Spend per Employee on PD/Training	\$ -	iProcurement Buyer Training	9	3
Professional Training Hours	0	iProcurement Approver Training	10	2
		Procurement Office Training	25	2
		iSupplier Training	10	2
		BAO Outreach Events/Training	420	2

Paper Consumption

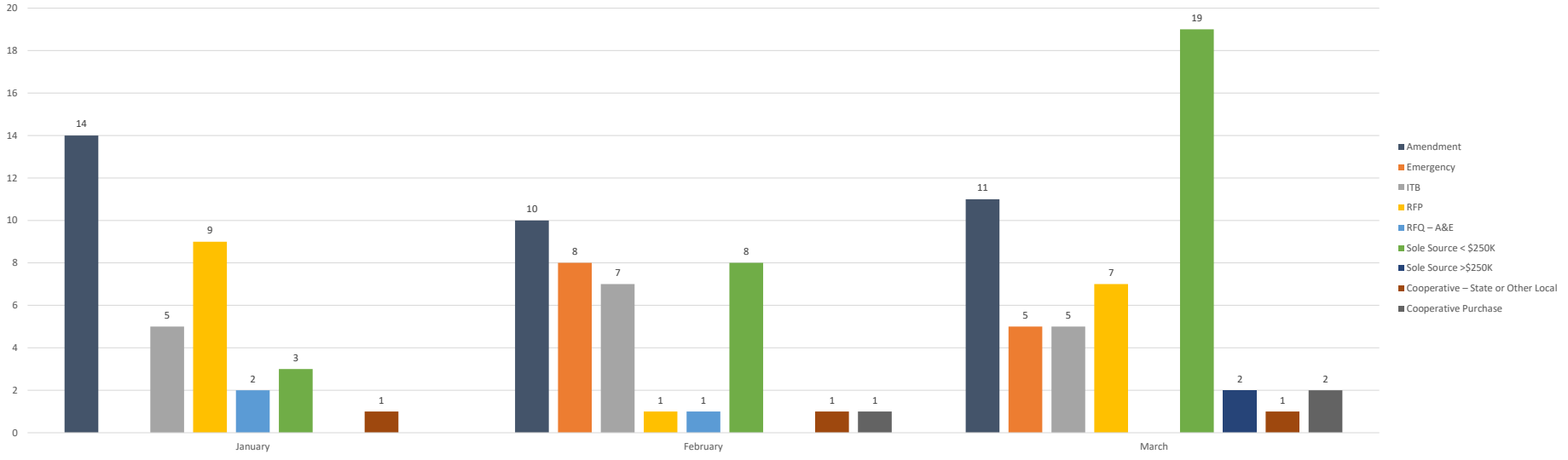
Reams of Virgin Paper	11,060	Reams of Recycled Paper	1,900
Virgin Paper Cost	\$ 37,604.20	Recycled Paper Cost	\$ 6,823.00

FY22 Q3 PROCUREMENT ACTIVITY

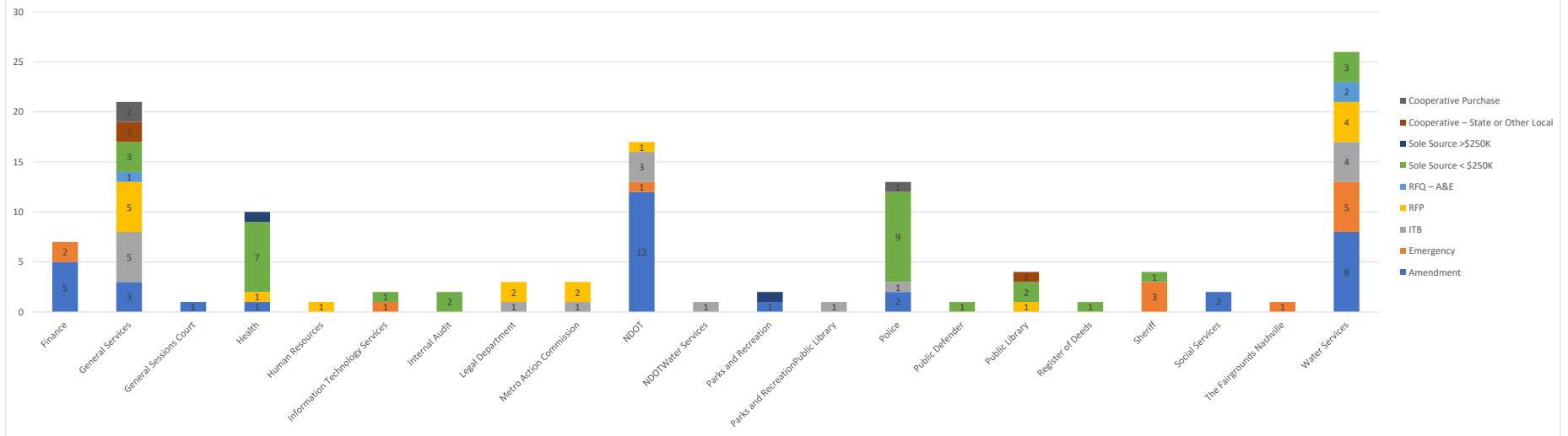


- Amendment
- Cooperative Purchase
- Cooperative – State or Other Local
- Emergency
- RFP
- ITB
- RFQ – A&E
- Sole Source < \$250K
- Sole Source > \$250K

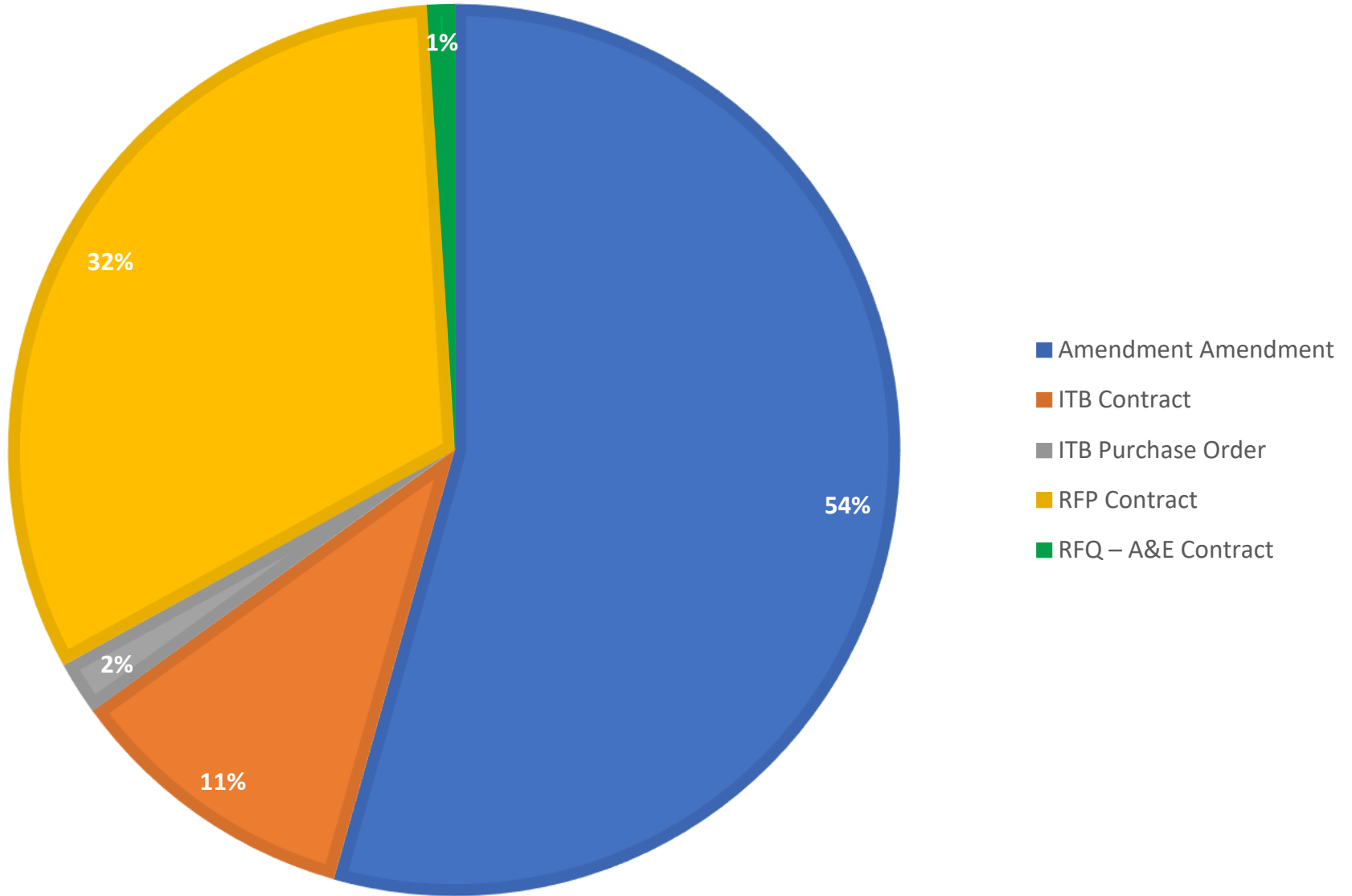
FY22 Q3 Procurement Activity by Month



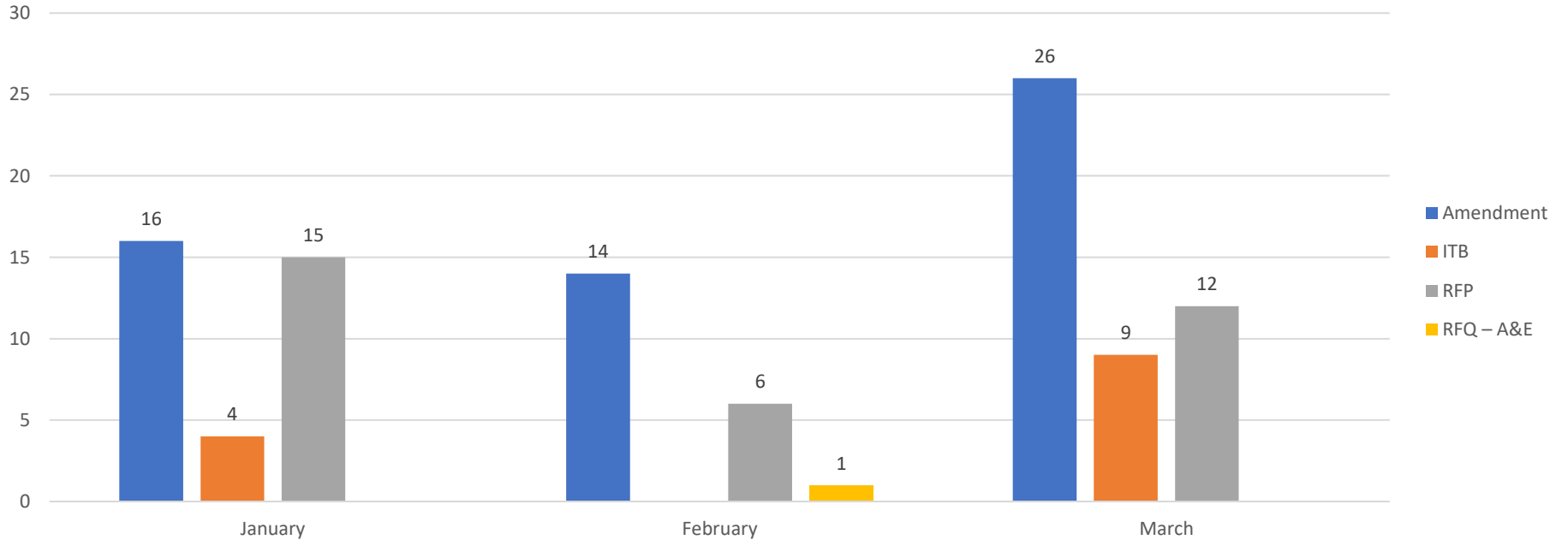
FY22 Q3 Procurement Activity by Department



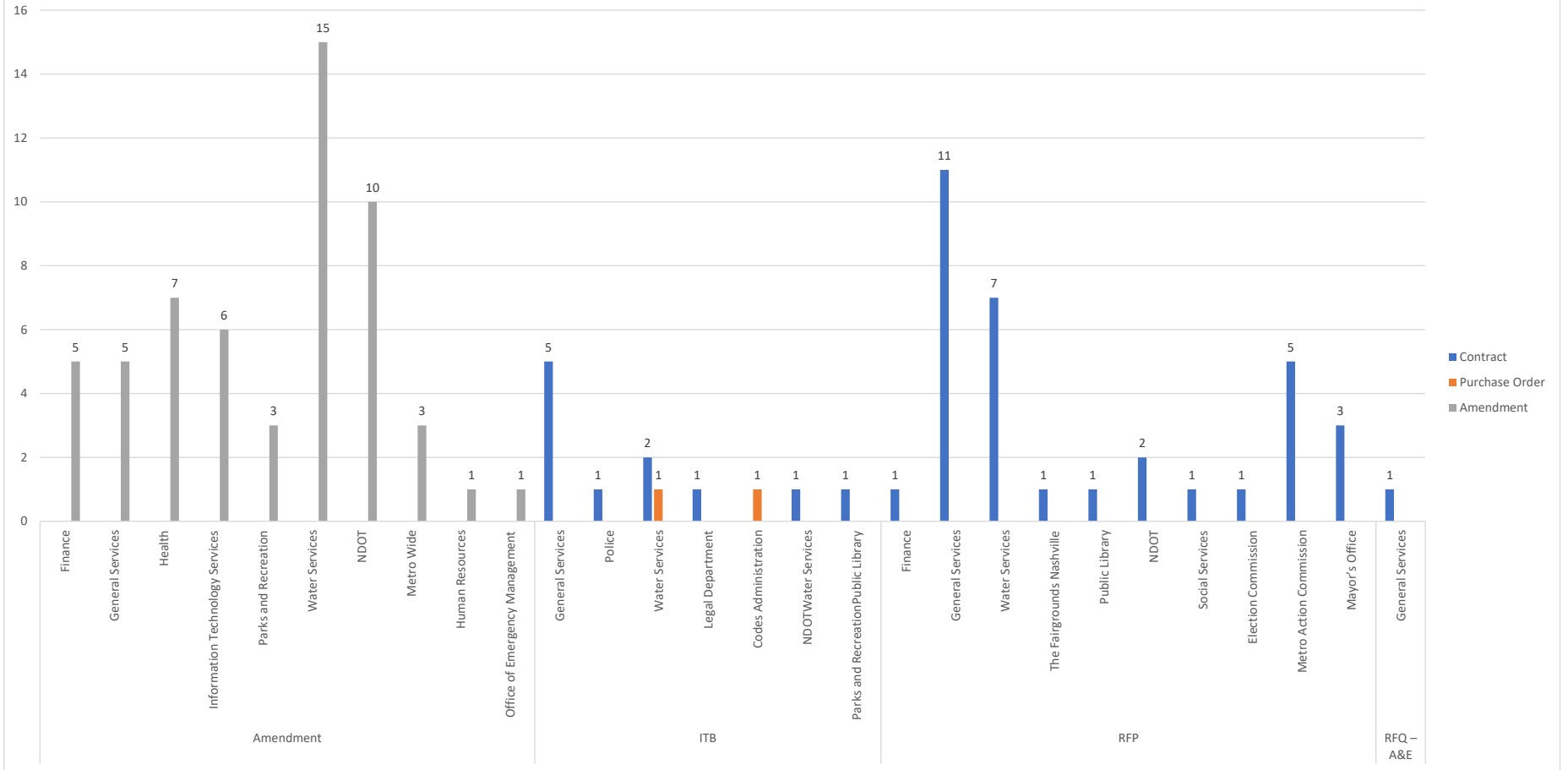
FY22 Q3 TRANSACTIONAL ACTIVITY



FY22 Q3 Transactional Activity by Month



FY22 Q3 Transactional Activity by Department



FY2022 - 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
FY22 TOTALS	1st Quarter	18	21	3	12	2	10	17	1	1	\$50,040	40	\$260,702,217	20	\$ 1,912,232
	2nd Quarter	18	11	2	18	2	2	11	1	0	\$0	43	\$1,893,386,424	30	\$ 8,123,955
	3rd Quarter	17	17	3	30	2	5	13	3	2	\$103,409	45	\$383,919,979	57	\$ 47,450,522
	4th Quarter														
		53	49	8	60	6	17	41	5	3	\$153,449	128	\$2,538,008,620	107	\$ 57,486,709
DEPARTMENTS SERVED	Arts Commission				1							1	\$165,000		
	Codes Administration		1							2	\$104,580	8			
	Election Commission	1										1	\$5,000,000		
	Finance	2						3				3	\$90,262,500	8	\$ 1,000,000
	Fire	1					1					1	\$0		
	General Services	17	10	2	6		3	1	2			41	\$191,936,961	13	\$ 14,818,797
	Health	1	1		10	1		3						15	\$ 6,768,233
	Health/OEM/Social Serv							2						1	\$ -
	Human Resources	2										2	\$2,900,000		
	Information Technology	1			6	3		1				2	\$11,000,000	8	\$ 572,000
	Internal Audit				2										
	ITS/Mayor's Office/NDOT	1													
	ITS/Police				1										
	Legal	2	3					2				2	\$30,300,000	1	\$ -
	Mayor's Office	1			1							3	\$264,000		
	Metro Action Commission	3	1					1				5	\$1,030,500	1	\$ 47,404
	Metro Council				1										
	Metro Wide		2					6						3	\$ -
	Municipal Auditorium	1							1						
	NDOT	3	3	1	2			2				6	\$175,076,540	20	\$ 4,439,885
	OEM	1										1	\$500,000	3	\$ 5,100,000
	Parks and Recreation					1						3	\$7,114,016	3	\$ 1,340,000
	Parks & Rec./Library		1									1	\$600,000		
	Police		1		14	1		1	2			2	\$2,656,143	3	\$ 395,000
	Public Defender				1										
	Public Library	1			7							1	\$72,000		
	Public Works	1	2	1	1							10	\$32,826,584		
	PW-NDOT/Water		2									2	\$6,170,519		
	Register of Deeds				1										
	Sheriff		1		2			5				2	\$450,000	1	\$ 100,000
	Social Services	1										2	\$5,058,455	3	\$ 151,423
	Sports Authority	1													
The Fairgrounds	1						1				1	\$6,000,000	3	\$ 423,596	
Trustee													1	\$ -	
Water Services	11	21	4	4		13	13		5	1	\$ 48,869	28	\$1,968,625,402	20	\$ 22,330,371
		53	49	8	60	6	17	41	5	3	\$ 153,449	128	\$2,538,008,620	107	\$ 57,486,709



Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY22 – 3rd Quarter (January – March 2022)

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

- The Metro Government spent:
 \$ 7,488,664 with MBE prime contractors
 \$ 6,152,610 with WBE prime contractors
 \$ 9,763,272 with MBE subcontractors
\$ 10,332,734 with WBE subcontractors
\$ 33,737,280 TOTAL WITH MWBES

Which represents **11.59%** of the total of all procurement transaction values.

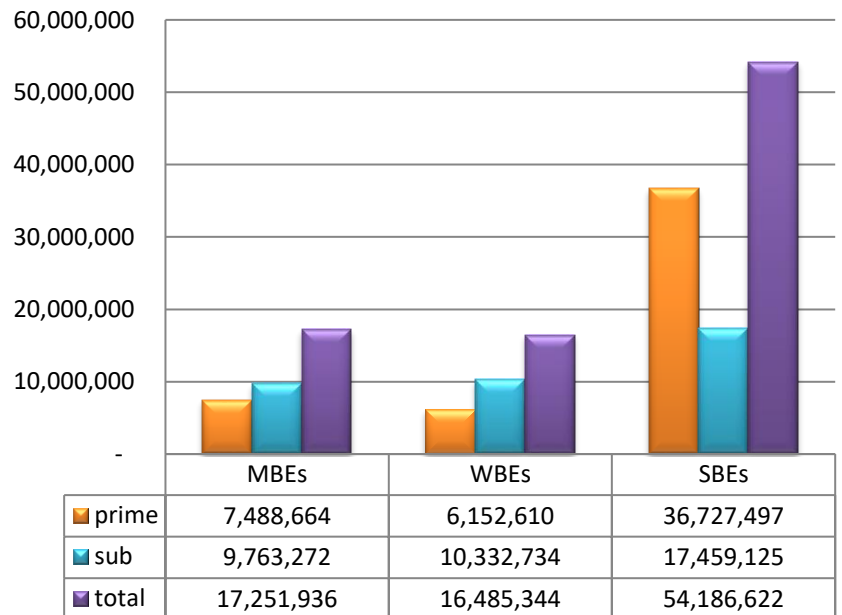
- The Metro Government spent:
 \$ 36,727,497 with SBE prime contractors
\$ 17,459,125 with SBE subcontractors
\$ 54,186,622 TOTAL WITH SBES

Which represents **18.62%** of the total of all procurement transaction values.

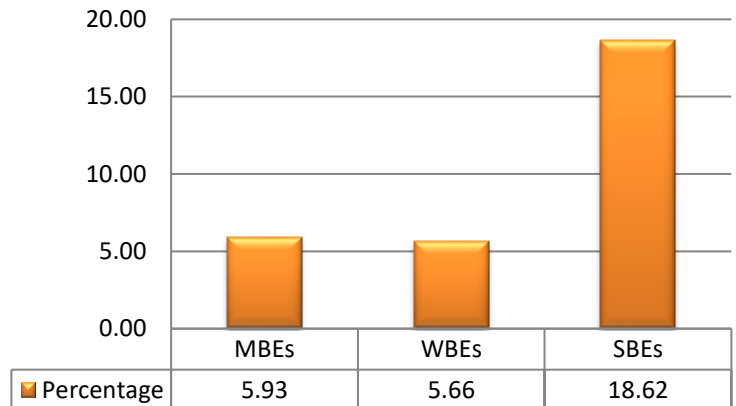
- Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

- 58** MBEs paid
- 63** WBEs paid
- 83** SBEs paid

Business Utilization (\$) FY22 3RD QTR



Business Utilization (%) FY22 3RD 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 Q3 (January 1, 2022 - March 31, 2022)

	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	\$ 6,474,313	\$ 5,698	\$ 122,211	\$ -	\$ -	N/A	\$ 6,602,222	\$ 846,225	4.98%	\$ 14,487,499	\$ 291,028,993
**Metro General Government (Subs)	\$ 4,727,459	\$ 754,465	\$ 1,740,542	\$ 612,350	\$ -	N/A	\$ 7,834,815	\$ 340,694	65.33%	\$ 20,436,699	\$ 31,283,708
Metropolitan Nashville Public Schools	\$ 204,785	\$ 1,752	\$ 18,098	\$ -	\$ -	N/A	\$ 224,635	\$ 86,049	11.76%	\$ 2,463,763	\$ 20,948,608
Metropolitan Nashville Public Schools (Subs)	\$ 3,298,870	\$ 3,979,694	\$ 3,756,996	\$ -	\$ -	N/A	\$ 11,035,560	\$ -	58.15%	\$ 12,735,748	\$ 21,899,852
Nashville Electric Service	\$ 1,455,951	\$ 3,498,716	\$ 130,293	\$ 5,513	\$ -	N/A	\$ 5,090,473	\$ -	14.46%	\$ 6,980,272	\$ 48,278,169
Metro Development and Housing Agency	\$ 520,567	\$ 143,515	\$ -	\$ -	\$ -	N/A	\$ 664,082	\$ 156,649	17.13%	\$ 1,020,599	\$ 5,957,823
Metro Development and Housing Agency (Subs)	\$ 39,137	\$ 113,290	\$ -	\$ -	\$ -	N/A	\$ 152,427	\$ 295	49.85%	\$ 285,117	\$ 571,978
WeGo Public Transit/Metro Transit Authority	\$ 344,493	\$ 74,577	\$ 61,446	\$ -	\$ 843,997	N/A	\$ 1,324,513	\$ -	17.05%	\$ 1,945,301	\$ 11,408,934
Metro Nashville Airport Authority	\$ 1,747,044	\$ 1,243,632	\$ 22,561	\$ -	\$ -	N/A	\$ 3,013,237	\$ -	9.49%	\$ 7,287,561	\$ 76,770,604
Totals	\$ 10,747,153	\$ 4,967,890	\$ 354,609	\$ 5,513	\$ 843,997	\$ -	\$ 16,919,162	\$ 1,088,923	7.52%	\$ 34,184,995	\$ 454,393,131
Woman Owned											
Metro General Government	\$ 524,727	\$ 232,715	\$ 129,000	\$ -	\$ -	\$ 6,152,610	\$ 7,039,052				
**Metro General Government (Subs)	\$ 700,170	\$ 704,513	\$ 339,234	\$ 184,539	\$ -	\$ 10,332,734	\$ 12,261,190				
Metropolitan Nashville Public Schools	\$ 22,100	\$ 495,682	\$ -	\$ -	\$ -	\$ 1,635,297	\$ 2,153,079				
Metropolitan Nashville Public Schools (Subs)	\$ 1,251,813	\$ -	\$ -	\$ -	\$ -	\$ 448,375	\$ 1,700,188				
Nashville Electric Service	\$ 566,135	\$ -	\$ 27,966	\$ -	\$ -	\$ 1,295,698	\$ 1,889,799				
Metro Development and Housing Agency	\$ 101,073	\$ -	\$ -	\$ -	\$ -	\$ 98,795	\$ 199,868				
Metro Development and Housing Agency (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 132,395	\$ 132,395				
WeGo Public Transit/Metro Transit Authority	\$ 87,772	\$ 31,917	\$ -	\$ -	\$ -	\$ 501,099	\$ 620,788				
Metro Nashville Airport Authority	\$ 800,477	\$ 15,125	\$ -	\$ -	\$ -	\$ 3,458,722	\$ 4,274,324				
Totals	\$ 2,102,284	\$ 775,439	\$ 156,966	\$ -	\$ -	\$ 13,142,221	\$ 16,176,910				
Total Prime Spend	\$ 12,849,437	\$ 5,743,329	\$ 511,575	\$ 5,513	\$ 843,997	\$ 13,142,221	\$ 33,096,072	\$ 1,088,923	7.52%	\$ 34,184,995	\$ 454,393,131
Total Subcontractor Spend	\$ 10,017,449	\$ 5,551,962	\$ 5,836,772	\$ 796,889	\$ -	\$ 24,770,653	\$ 14,093,773	\$ 340,989	62.24%	\$ 33,457,564	\$ 53,755,538



Fiscal Year 2022 Small Business Quarterly Report FY22 Q3 (January 1, 2022 - March 31, 2021)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 36,727,497	\$ 239,813,997	\$ 291,028,993
**Metro General Government (Subs)	\$ 17,459,125	\$ 847,199	\$ 31,283,708
Metropolitan Nashville Public Schools	\$ 1,118,394	\$ 17,366,451	\$ 20,948,608
Metropolitan Nashville Public Schools (Subs)	\$ 1,056,537	\$ 8,107,567	\$ 21,899,852
Nashville Electric Service	\$ 1,489,996	\$ 1,249,121	\$ 48,278,169
Metro Development and Housing Agency	\$ 492,064	\$ 4,819,652	\$ 5,957,823
Metro Development and Housing Agency (Subs)	\$ 212,176	\$ 74,685	\$ 571,978
WeGo Public Transit/Metro Transit Authority	\$ 1,508,192	\$ 7,907,166	\$ 11,408,934
Metro Nashville Airport Authority	\$ 2,381,340	\$ 67,719,840	\$ 76,770,604
Total Prime Spend	\$ 43,717,483	\$ 338,876,227	\$ 454,393,131
Total Subcontractor Spend	\$ 18,727,838	\$ 9,029,451	\$ 53,755,538

NOTES:
 *OS&E (Other Socially and Economically Disadvantaged Business) includes disabled, veteran, and LGBT owned businesses not owned by minorities or women.)
 **Primes and Subcontractor (Metro, GG, MNPS, and MDHA) amounts are captured separately in the Total Spend.
 ***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.
 *****WeGo/MTA's Non-Specific Minority amount constitutes minority owned business who do not identify with other categories.

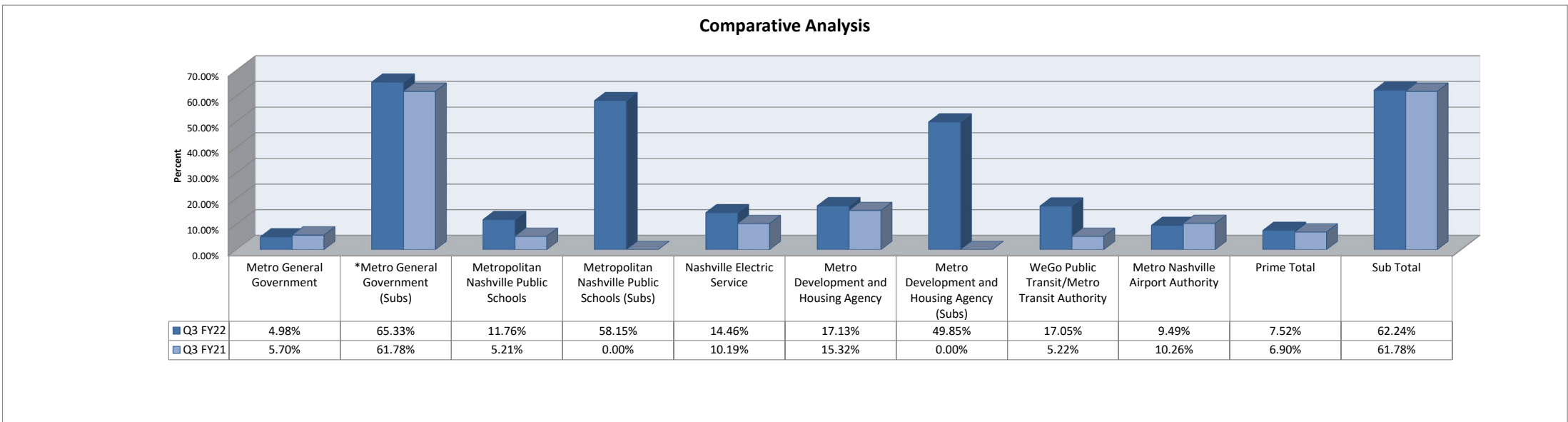


Fiscal Year 2022 Disadvantaged Business Quarterly Report FY22/FY21 Comparative Analysis By Agency FY22 Q3 (January 1, 2022 - March 31, 2022)

	FY22 Primes			FY22 Subcontractors			FY21		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	4.98%	\$ 14,487,499	\$ 291,028,993				5.70%	\$ 13,015,662	\$ 228,488,810
*Metro General Government (Subs)				65.33%	\$ 20,436,699	\$ 31,283,708	61.78%	\$ 18,249,644	\$ 29,537,426
Metropolitan Nashville Public Schools	11.76%	\$ 2,463,763	\$ 20,948,608				5.21%	\$ 7,232,339	\$ 138,918,835
Metropolitan Nashville Public Schools (Subs)				58.15%	\$ 12,735,748	\$ 21,899,852	N/A	N/A	N/A
Nashville Electric Service	14.46%	\$ 6,980,272	\$ 48,278,169				10.19%	\$ 5,034,040	\$ 49,408,746
Metro Development and Housing Agency	17.13%	\$ 1,020,599	\$ 5,957,823				15.32%	\$ 2,341,925	\$ 15,287,634
Metro Development and Housing Agency (Subs)				49.85%	\$ 285,117	\$ 571,978	N/A	N/A	N/A
WeGo Public Transit/Metro Transit Authority	17.05%	\$ 1,945,301	\$ 11,408,934				5.22%	\$ 305,519	\$ 5,852,780
Metro Nashville Airport Authority	9.49%	\$ 7,287,561	\$ 76,770,604				10.26%	\$ 6,919,566	\$ 67,415,520
Total Spend	7.52%	\$ 34,184,995	\$ 454,393,131	62.24%	\$ 33,457,564	\$ 53,755,538	6.90%	\$ 34,849,051	\$ 505,372,325

Comparison		
Agency	Q3 FY22	Q3 FY21
Metro General Government	4.98%	5.70%
*Metro General Government (Subs)	65.33%	61.78%
Metropolitan Nashville Public Schools	11.76%	5.21%
Metropolitan Nashville Public Schools (Subs)	58.15%	N/A
Nashville Electric Service	14.46%	10.19%
Metro Development and Housing Agency	17.13%	15.32%
Metro Development and Housing Agency (Subs)	49.85%	N/A
WeGo Public Transit/Metro Transit Authority	17.05%	5.22%
Metro Nashville Airport Authority	9.49%	10.26%
Prime Total	7.52%	6.90%
Sub Total	62.24%	61.78%

NOTES:
 *Primes and Subcontractor (Metro_GG, MNPS, and MDHA) amounts are captured separately in the Total Spend.
 **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 - 3rd Quarter (January - March 2022)

- Metro Government awarded **17** contracts with race and gender conscious goals from **14** solicitations during the quarter.

From these **17 contracts:**

- **39.7 million** is the total proposed spend with minority or woman owned businesses.
 - **22.3 million** is the total proposed spend with minority owned businesses.
 - **17.4 million** is the total proposed spend with woman owned businesses.
- **16%** is the combined proposed goal for minority or woman owned business participation.
 - **8%** is the average proposed goal for minority owned business participation.
 - **8%** is the average proposed goal for woman owned business participation.
- **23** unique MBE subcontractors were proposed for utilization, and **23** unique WBE subcontractors were proposed for utilization.
- **5** Certified Minority Business Enterprises (MBEs) bid as a prime contractor, **3** Certified Women Business Enterprises (WBEs) bid as a prime contractor, and **8** Metro Approved Small Business Enterprises (SBEs) bid as a prime contractor.
- **2** contracts were awarded to an MBE prime, **3** contracts were awarded to a WBE prime, and **6** contracts were awarded to an SBE prime.