



**FY2022 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	22	116	2	3	0	2	2
ITBs	11	64	1	2	0	0	0
Professional Services (A&E)	4	96	3	1	0	0	0

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	20	20	0
Cooperative Purchases	6	4	2
Cooperative - State or Other Local	3	2	1
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	38	34	4
Sole Sources >\$250K	5	4	1
Percentage of Sole Source Requests Approved			89%

**Transactional Efficiency & Vendor Related Information**

Transactional Type	Total	Average Days**	Value
Contracts	54	83	\$ 338,147,450.00
Contract Amendments	26	67	\$ 13,351,919.00
Completed Contracts Greater than \$1 Million	44		
Active Suppliers with Contracts Greater than \$1 Million	436		
Purchase Orders from Solicited Procurements	1	35	\$ 150,799.00
Delegated Purchasing Authority Purchase Orders	277	N/A	\$ 525,774.32
Number of Purchase Orders	5812	N/A	\$ 195,923,402.40

Reporting Metro Departments include: General Services, Library, and NDOT.  
(Fire, Health, and Planning 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	\$ 38,100
Percentage of Spend Through Cooperative Purchasing	0.13%	Total Procurement Spend	\$ 536,349,471

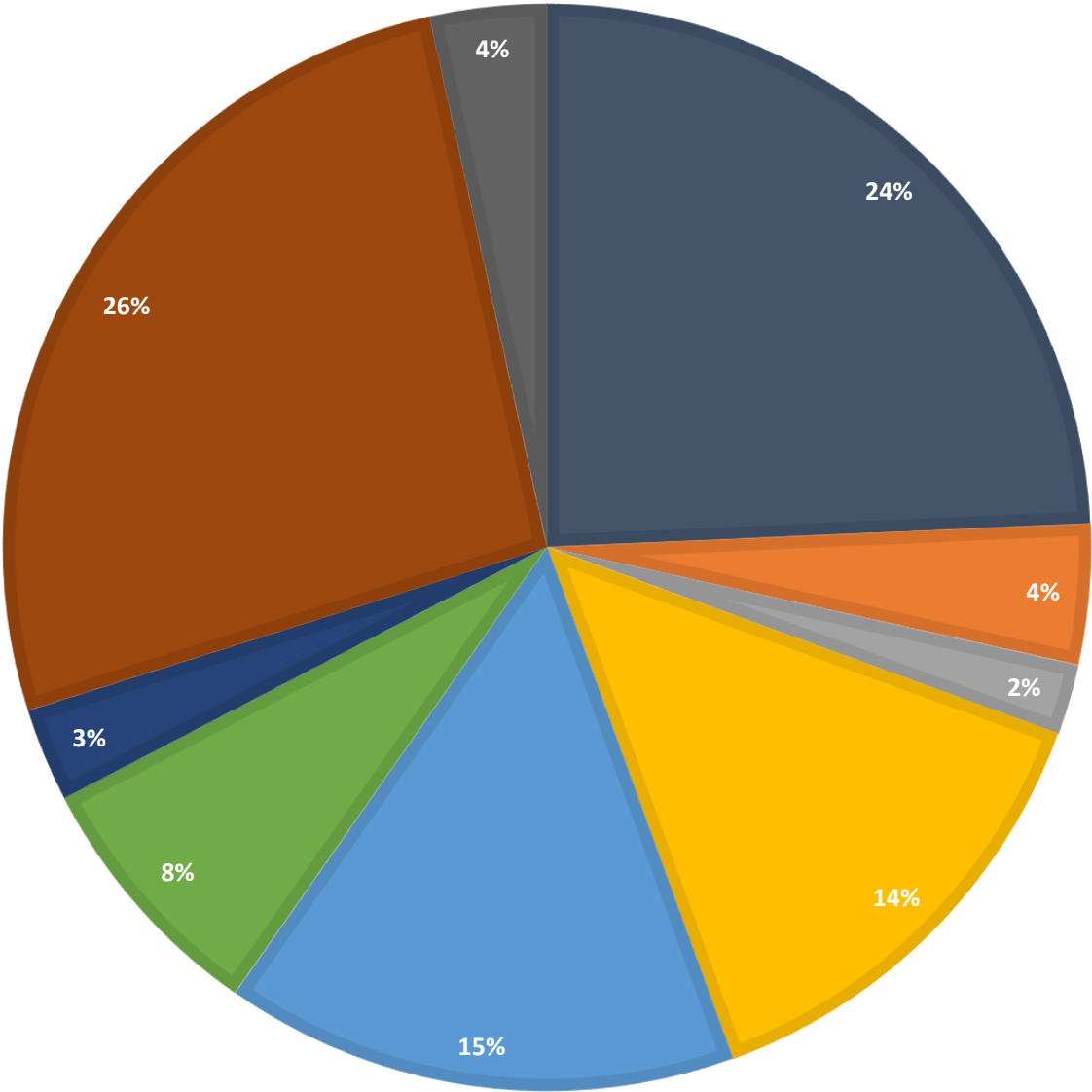
**Training & Professional Development**

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	8	iProcurement Requisition Entry Training	20	4
Spend per Employee on PD/Training	\$ 1,394	iProcurement Buyer Training	5	3
Professional Training Hours	164	iProcurement Approver Training	6	2
		Procurement Office Training	25	3
		iSupplier Training	31	3
		BAO Outreach Events/Training	29	3

**Paper Consumption**

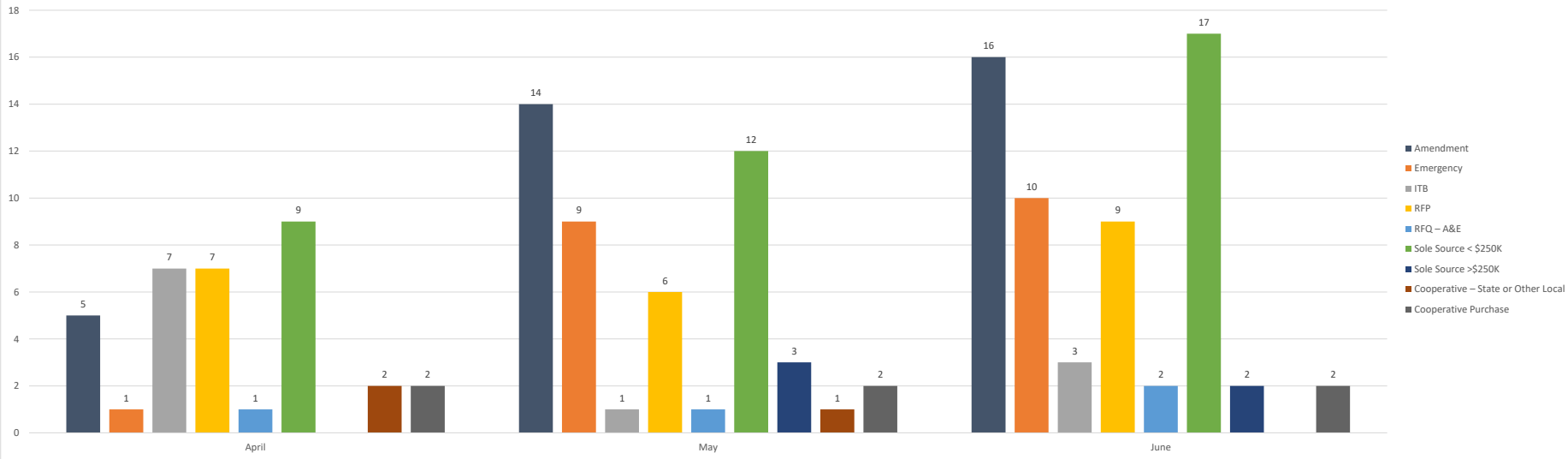
Reams of Virgin Paper	10,110	Reams of Recycled Paper	1,870
Virgin Paper Cost	\$ 36,740.70	Recycled Paper Cost	\$ 7,347.40

# FY22 Q4 PROCUREMENT ACTIVITY

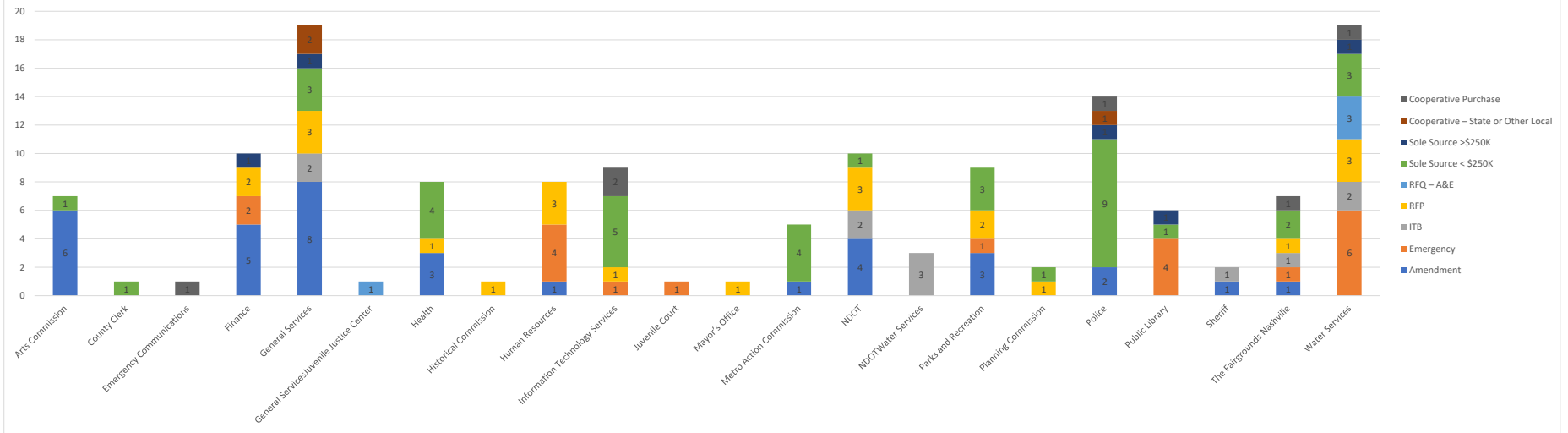


- Amendment
- Cooperative Purchase
- Cooperative – State or Other Local
- Emergency
- RFP
- ITB
- RFQ – A&E
- Sole Source < \$250K
- Sole Source >\$250K

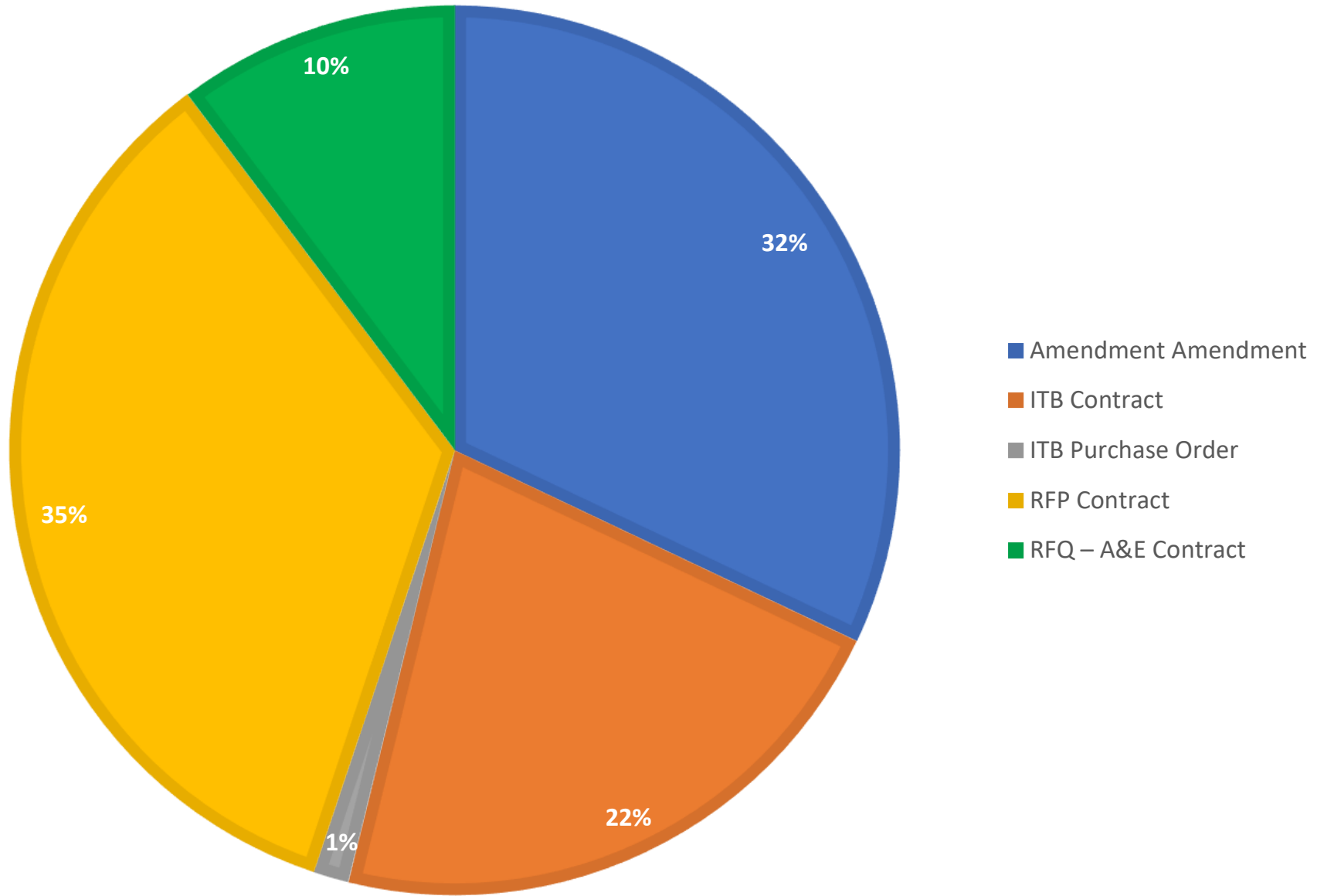
FY22 Q4 Procurement Activity by Month



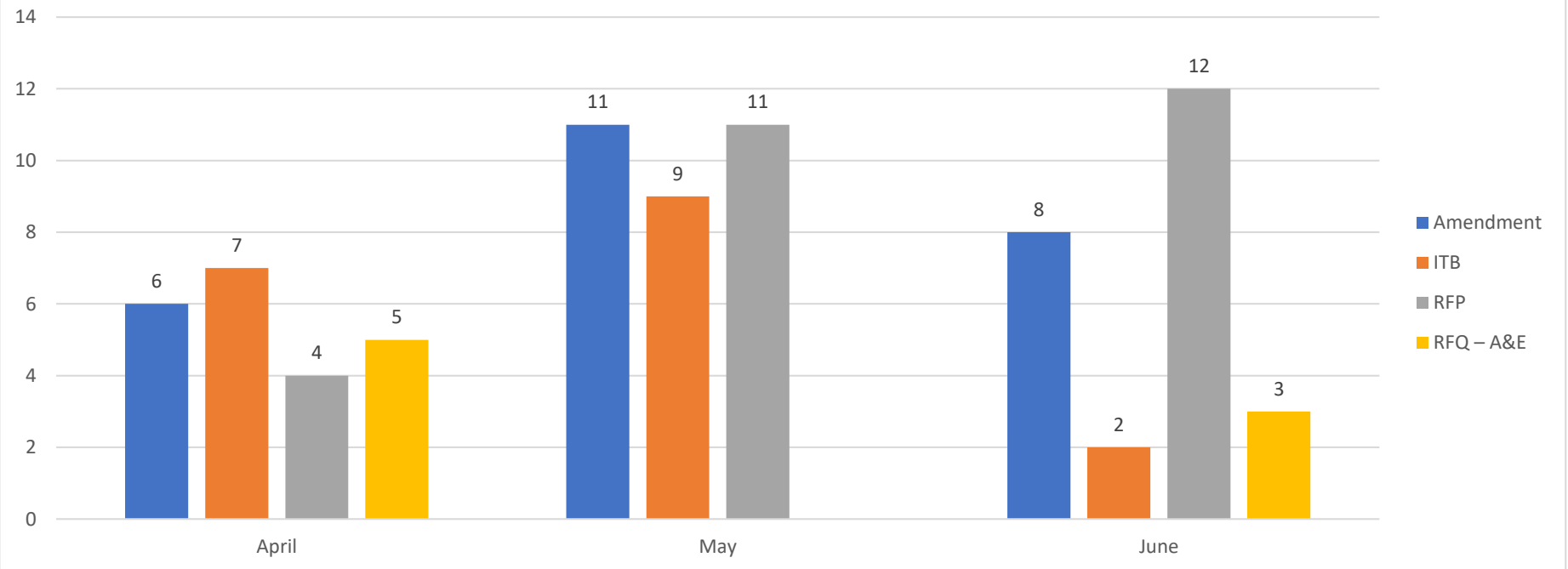
FY22 Q4 Procurement Activity by Department



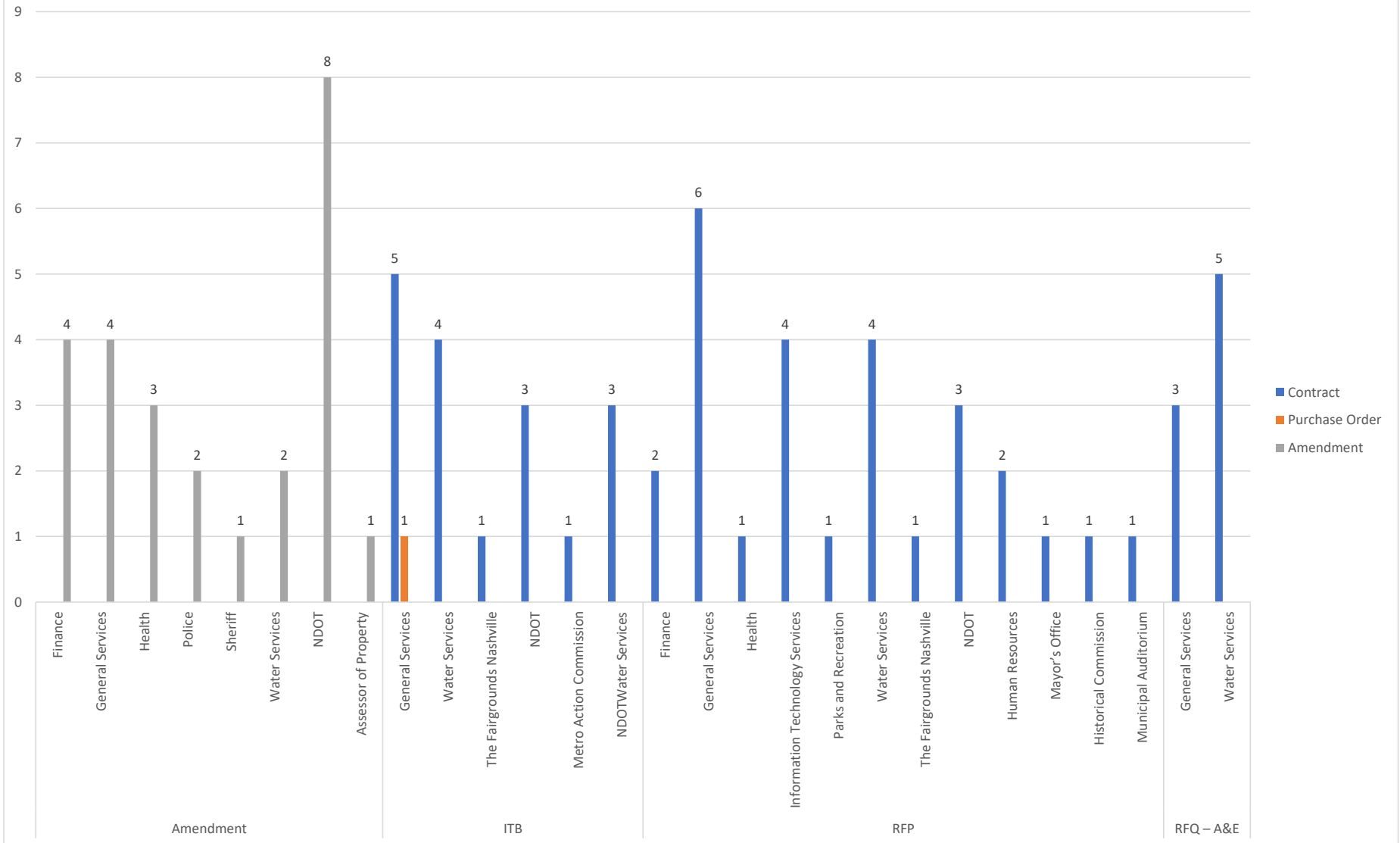
# FY22 Q4 TRANSACTIONAL ACTIVITY



FY22 Q4 Transactional Activity by Month



FY22 Q4 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
<b>FY22 TOTALS</b>	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	22	11	4	34	4	3	20	4	1	\$150,799	54	\$338,147,450	26	\$ 13,351,919
		75	60	12	94	10	20	61	9	4	\$304,248	182	\$2,876,156,070	133	\$ 70,838,628
<b>DEPARTMENTS SERVED</b>	Arts Commission				2							1	\$165,000		
	Assessor of Property													1	\$ (41,498)
	Codes Administration		1							2	\$104,580	8			
	County Clerk				1										
	Election Commission	1										1	\$5,000,000		
	Emergency Communications								1						
	Finance	4				1		5				5	\$93,112,500	12	\$ 1,458,200
	Fire	1					2					1	\$0		
	General Services	20	12	2	6	1	3	1	2	1	\$150,799	55	\$256,304,776	17	\$ 18,159,249
	General Services/JJC			1											
	Health	2	1		14	1		3				1	\$750,000	19	\$ 11,768,233
	Health/OEM/Social Serv							2						1	\$ -
	Historical Commission	1										1	\$37,042		
	Human Resources	5						4				4	\$3,199,851		
	Information Technology	2			11	3		2				6	\$31,000,000	8	\$ 572,000
	Internal Audit				2										
	ITS/Mayor's Office/NDOT	1													
	ITS/Police				1										
	Juvenile Court							1							
	Legal	2	3					2				2	\$30,300,000	1	\$ -
	Mayor's Office	2			1							4	\$830,250		
	Metro Action Commission	3	1		3			1				6	\$1,330,500	1	\$ 47,404
	Metro Council				1										
	Metro Wide		2					6						3	\$ -
	Municipal Auditorium	1							1			1	\$0		
	NDOT	6	5	1	3			2				12	\$266,627,421	28	\$ 5,791,026
	OEM	1										1	\$500,000	3	\$ 5,100,000
	Parks and Recreation	2			3	1		1				4	\$12,114,016	3	\$ 1,340,000
	Parks & Rec./Library		1									1	\$600,000		
	Planning Commission	1			1										
	Police		1		23	1		1	3			2	\$2,656,143	5	\$ 543,978
	Public Defender				1										
	Public Library	1			8	1		4				1	\$72,000		
	Public Works	1	2	1	1							10	\$32,826,584		
	PW-NDOT/Water		5									5	\$23,906,529		
	Register of Deeds				1										
	Sheriff		2		2			5				2	\$450,000	2	\$ 2,884,031
	Social Services	1										2	\$5,058,455	3	\$ 151,423
	Sports Authority	1													
	The Fairgrounds	2	1		2			2	1			3	\$6,574,000	3	\$ 423,596
	Trustee													1	\$ -
	Water Services	14	23	7	7	1	15	19	1	1	\$48,869	43	\$2,102,741,003	22	\$ 22,640,986
		75	60	12	94	10	20	61	9	4	\$ 304,248	182	\$2,876,156,070	133	\$ 70,838,628





## Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY22 – 4th Quarter (April - June 2022)

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

1. The Metro Government spent:
  - \$ 7,975,215 with MBE prime contractors
  - \$ 9,265,583 with WBE prime contractors
  - \$ 6,617,828 with MBE subcontractors
  - \$ 8,123,400 with WBE subcontractors
  - \$ 31,982,026 **TOTAL WITH MWBES**

Which represents **5.96%** of the total of all procurement transaction values.

2. The Metro Government spent:
  - \$ 15,251,906 with SBE prime contractors
  - \$ 17,758,088 with SBE subcontractors
  - \$ 33,009,994 **TOTAL WITH SBES**

Which represents **6.15%** of the total of all procurement transaction values.

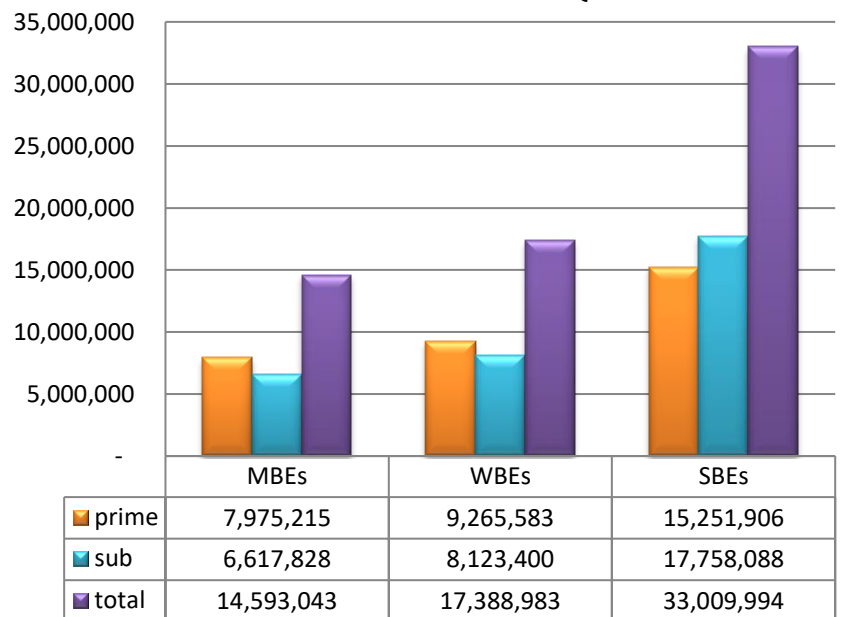
3. Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

**64** MBEs paid

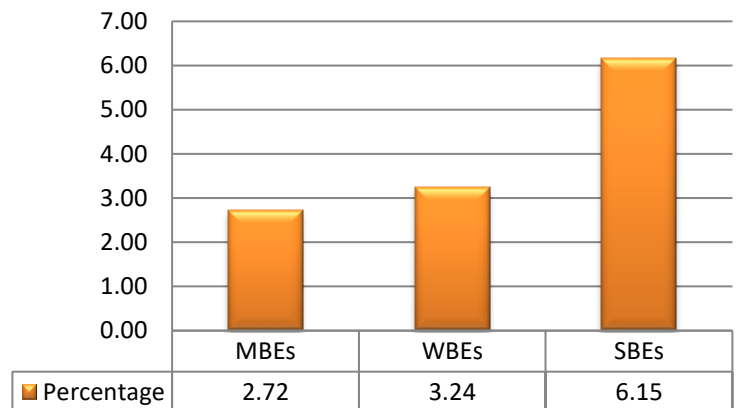
**77** WBEs paid

**116** SBEs paid

### Business Utilization (\$) FY22 4TH QTR



### Business Utilization (%) FY22 4TH 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 Q4 (April 1, 2022 - June 30, 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
<b>Ethnic Minority Male Owned</b>											
Metro General Government	\$ 6,094,409	\$ 12,413	\$ 113,216	\$ -	\$ -	N/A	\$ 6,220,038	\$ 142,405	3.24%	\$ 17,383,203	\$ 536,349,471
**Metro General Government (Subs)	\$ 2,492,406	\$ 346,295	\$ 1,188,130	\$ 786,312	\$ -	N/A	\$ 4,813,143	\$ 654,452	60.42%	\$ 15,395,680	\$ 25,482,767
Metropolitan Nashville Public Schools	\$ 171,869	\$ 7,320	\$ 20,709	\$ -	\$ -	N/A	\$ 199,898	\$ 403	2.33%	\$ 2,845,616	\$ 122,195,453
Metropolitan Nashville Public Schools (Subs)	\$ 2,424,402	\$ 3,462,976	\$ 443,620	\$ -	\$ -	N/A	\$ 6,330,998	\$ -	89.37%	\$ 16,007,075	\$ 17,911,634
Nashville Electric Service	\$ 1,619,592	\$ 4,183,304	\$ 532,359	\$ -	\$ -	N/A	\$ 6,335,255	\$ -	15.18%	\$ 8,736,922	\$ 57,551,300
Metro Development and Housing Agency	\$ 895,757	\$ 157,483	\$ -	\$ -	\$ -	N/A	\$ 1,053,240	\$ 126,694	23.28%	\$ 1,397,438	\$ 6,003,555
Metro Development and Housing Agency (Subs)	\$ -	\$ 2,304	\$ -	\$ -	\$ -	N/A	\$ 2,304	\$ -	11.09%	\$ 89,437	\$ 806,493
WeGo Public Transit/Metro Transit Authority	\$ 349,731	\$ 27,553	\$ 44,271	\$ -	\$ 379,328	N/A	\$ 800,883	\$ 2,600	9.45%	\$ 1,242,366	\$ 13,142,058
Metro Nashville Airport Authority	\$ 5,016,933	\$ 2,130,063	\$ 43,865	\$ -	\$ -	N/A	\$ 7,190,861	\$ -	15.67%	\$ 13,232,076	\$ 84,432,845
<b>Totals</b>	<b>\$ 14,148,291</b>	<b>\$ 6,518,136</b>	<b>\$ 754,420</b>	<b>\$ -</b>	<b>\$ 379,328</b>	<b>\$ -</b>	<b>\$ 21,800,175</b>	<b>\$ 272,102</b>	<b>5.47%</b>	<b>\$ 44,837,621</b>	<b>\$ 819,674,682</b>
<b>Woman Owned</b>											
Metro General Government	\$ 982,666	\$ 769,208	\$ 3,303	\$ -	\$ -	\$ 9,265,583	\$ 11,020,760				
**Metro General Government (Subs)	\$ 998,285	\$ 680,247	\$ -	\$ 126,153	\$ -	\$ 8,123,400	\$ 9,928,085				
Metropolitan Nashville Public Schools	\$ 37,566	\$ 160,166	\$ 545	\$ -	\$ -	\$ 2,447,038	\$ 2,645,315				
Metropolitan Nashville Public Schools (Subs)	\$ 253,220	\$ -	\$ -	\$ -	\$ -	\$ 9,422,857	\$ 9,676,077				
Nashville Electric Service	\$ 579,703	\$ -	\$ 9,427	\$ -	\$ -	\$ 1,812,537	\$ 2,401,667				
Metro Development and Housing Agency	\$ 147,390	\$ -	\$ -	\$ -	\$ -	\$ 70,114	\$ 217,504				
Metro Development and Housing Agency (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 87,133	\$ 87,133				
WeGo Public Transit/Metro Transit Authority	\$ 60,361	\$ 82,110	\$ -	\$ -	\$ -	\$ 296,412	\$ 438,883				
Metro Nashville Airport Authority	\$ 954,447	\$ 11,110	\$ -	\$ -	\$ -	\$ 5,075,658	\$ 6,041,215				
<b>Totals</b>	<b>\$ 2,762,133</b>	<b>\$ 1,022,594</b>	<b>\$ 13,275</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 18,967,342</b>	<b>\$ 22,765,344</b>				
<b>Total Prime Spend</b>	<b>\$ 16,910,424</b>	<b>\$ 7,540,730</b>	<b>\$ 767,695</b>	<b>\$ -</b>	<b>\$ 379,328</b>	<b>\$ 18,967,342</b>	<b>\$ 44,565,519</b>	<b>\$ 272,102</b>	<b>5.47%</b>	<b>\$ 44,837,621</b>	<b>\$ 819,674,682</b>
<b>Total Subcontractor Spend</b>	<b>\$ 6,168,314</b>	<b>\$ 4,491,822</b>	<b>\$ 1,631,750</b>	<b>\$ 912,465</b>	<b>\$ -</b>	<b>\$ 28,903,279</b>	<b>\$ 19,691,295</b>	<b>\$ 654,452</b>	<b>71.25%</b>	<b>\$ 31,492,192</b>	<b>\$ 44,200,894</b>



## Fiscal Year 2022 Small Business Quarterly Report FY22 Q4 (April 1, 2022 - June 30, 2022)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 15,237,663	\$ 503,728,605	\$ 536,349,471
**Metro General Government (Subs)	\$ 17,758,088	\$ 607,730	\$ 25,482,767
Metropolitan Nashville Public Schools	\$ 1,213,650	\$ 118,136,187	\$ 122,195,453
Metropolitan Nashville Public Schools (Subs)	\$ 1,794,993	\$ 109,566	\$ 17,911,634
Nashville Electric Service	\$ 1,931,781	\$ 46,882,597	\$ 57,551,300
Metro Development and Housing Agency	\$ 385,203	\$ 4,220,914	\$ 6,003,555
Metro Development and Housing Agency (Subs)	\$ 22,457	\$ 694,599	\$ 806,493
WeGo Public Transit/Metro Transit Authority	\$ 1,532,728	\$ 10,366,964	\$ 13,142,058
Metro Nashville Airport Authority	\$ 1,211,683	\$ 69,989,086	\$ 84,432,845
<b>Total Prime Spend</b>	<b>\$ 21,512,708</b>	<b>\$ 753,324,353</b>	<b>\$ 819,674,682</b>
<b>Total Subcontractor Spend</b>	<b>\$ 19,575,538</b>	<b>\$ 1,411,895</b>	<b>\$ 44,200,894</b>

**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.

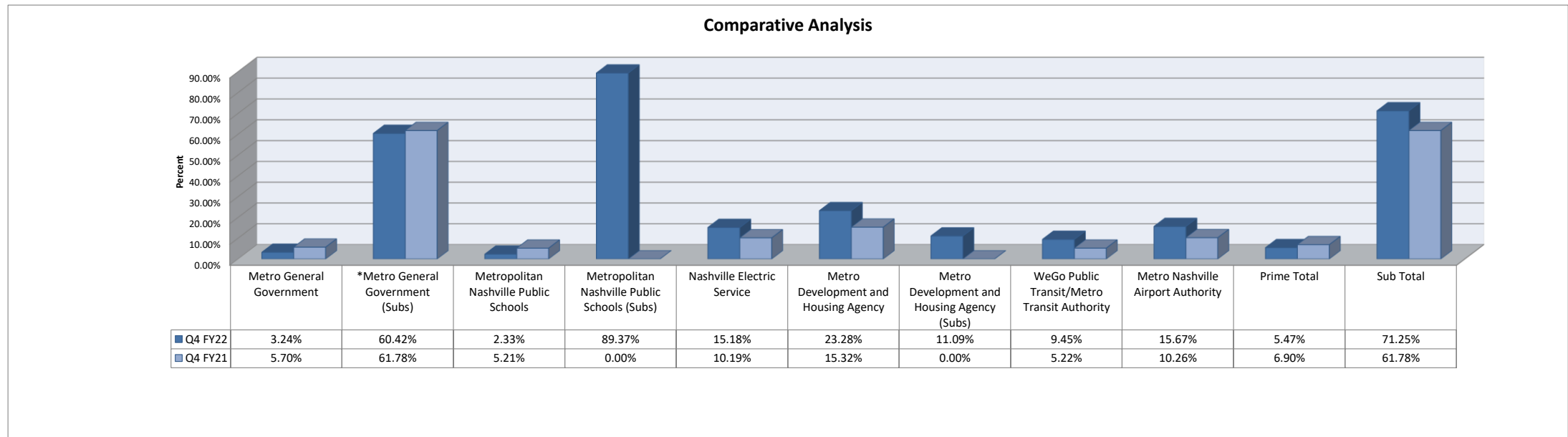


## Fiscal Year 2022 Disadvantaged Business Quarterly Report FY22/FY21 Comparative Analysis By Agency FY22 Q4 (April 1, 2022 - June 30, 2022)

	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	3.24%	\$ 17,383,203	\$ 536,349,471				5.70%	\$ 13,015,662	\$ 228,488,810
*Metro General Government (Subs)				60.42%	\$ 15,395,680	\$ 25,482,767	61.78%	\$ 18,249,644	\$ 29,537,426
Metropolitan Nashville Public Schools	2.33%	\$ 2,845,616	\$ 122,195,453				5.21%	\$ 7,232,339	\$ 138,918,835
Metropolitan Nashville Public Schools (Subs)				89.37%	\$ 16,007,075	\$ 17,911,634	N/A	N/A	N/A
Nashville Electric Service	15.18%	\$ 8,736,922	\$ 57,551,300				10.19%	\$ 5,034,040	\$ 49,408,746
Metro Development and Housing Agency	23.28%	\$ 1,397,438	\$ 6,003,555				15.32%	\$ 2,341,925	\$ 15,287,634
Metro Development and Housing Agency (Subs)				11.09%	\$ 89,437	\$ 806,493	N/A	N/A	N/A
WeGo Public Transit/Metro Transit Authority	9.45%	\$ 1,242,366	\$ 13,142,058				5.22%	\$ 305,519	\$ 5,852,780
Metro Nashville Airport Authority	15.67%	\$ 13,232,076	\$ 84,432,845				10.26%	\$ 6,919,566	\$ 67,415,520
<b>Total Spend</b>	<b>5.47%</b>	<b>\$ 44,837,621</b>	<b>\$ 819,674,682</b>	<b>71.25%</b>	<b>\$ 31,492,192</b>	<b>\$ 44,200,894</b>	<b>6.90%</b>	<b>\$ 34,849,051</b>	<b>\$ 505,372,325</b>

Comparison		
Agency	Q4 FY22	Q4 FY21
Metro General Government	3.24%	5.70%
*Metro General Government (Subs)	60.42%	61.78%
Metropolitan Nashville Public Schools	2.33%	5.21%
Metropolitan Nashville Public Schools (Subs)	89.37%	N/A
Nashville Electric Service	15.18%	10.19%
Metro Development and Housing Agency	23.28%	15.32%
Metro Development and Housing Agency (Subs)	11.09%	N/A
WeGo Public Transit/Metro Transit Authority	9.45%	5.22%
Metro Nashville Airport Authority	15.67%	10.26%
Prime Total	5.47%	6.90%
Sub Total	71.25%	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 – 4th Quarter (April - June 2022)

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- Metro Government awarded **26** contracts with race and gender conscious goals from **21** solicitations during the quarter.

#### From these **26** contracts

- **34.3 million** is the total proposed spend with minority or woman owned businesses.
  - **11.9 million** is the total proposed spend with minority owned businesses.
  - **22.4 million** is the total proposed spend with woman owned businesses.
- **25%** is the combined proposed goal for minority or woman owned business participation.
  - **8%** is the average proposed goal for minority owned business participation.
  - **17%** is the average proposed goal for woman owned business participation.
- **22** unique MBE subcontractors were proposed for utilization, and **21** unique WBE subcontractors were proposed for utilization.
- **4** Certified Minority Business Enterprises (MBEs) bid as a prime contractor, **6** Certified Women Business Enterprises (WBEs) bid as a prime contractor, and **8** Metro Approved Small Business Enterprises (SBEs) bid as a prime contractor.
- **1** contract was awarded to an MBE prime, **2** contracts were awarded to a WBE prime, and **2** contracts were awarded to an SBE prime.