



FY2022 - 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 LGBTBE Suppliers Responding	Number of MBE Suppliers Responding	Number of WBE Suppliers Responding
RFPs	77	119	3	16	1	7	11
ITBs	59	87	2	23	0	2	5
Professional Services (A&E)	12	147	5	6	0	3	5

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	62	61	1
Cooperative Purchases	11	9	2
Cooperative - State or Other Local	20	19	1
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	100	90	10
Sole Sources >\$250K	12	10	2
Percentage of Sole Source Requests Approved			92%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	183	86	\$ 2,891,156,070.00
Contract Amendments	129	59	\$ 68,838,628.00
Completed Contracts Greater than \$1 Million	146		
Active Suppliers with Contracts Greater than \$1 Million	415		
Purchase Orders from Solicited Procurements	2	47	\$ 304,248.00
Delegated Purchasing Authority Purchase Orders	1,224	N/A	\$ 2,399,645.70
Number of Purchase Orders	22,267	N/A	\$ 732,255,717.94

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	\$ 2,650,900	Negotiated Cost Reductions	\$ 2,963,677
Percentage of Spend Through Cooperative Purchasing	0.17%	Total Procurement Spend	\$ 1,823,508,260

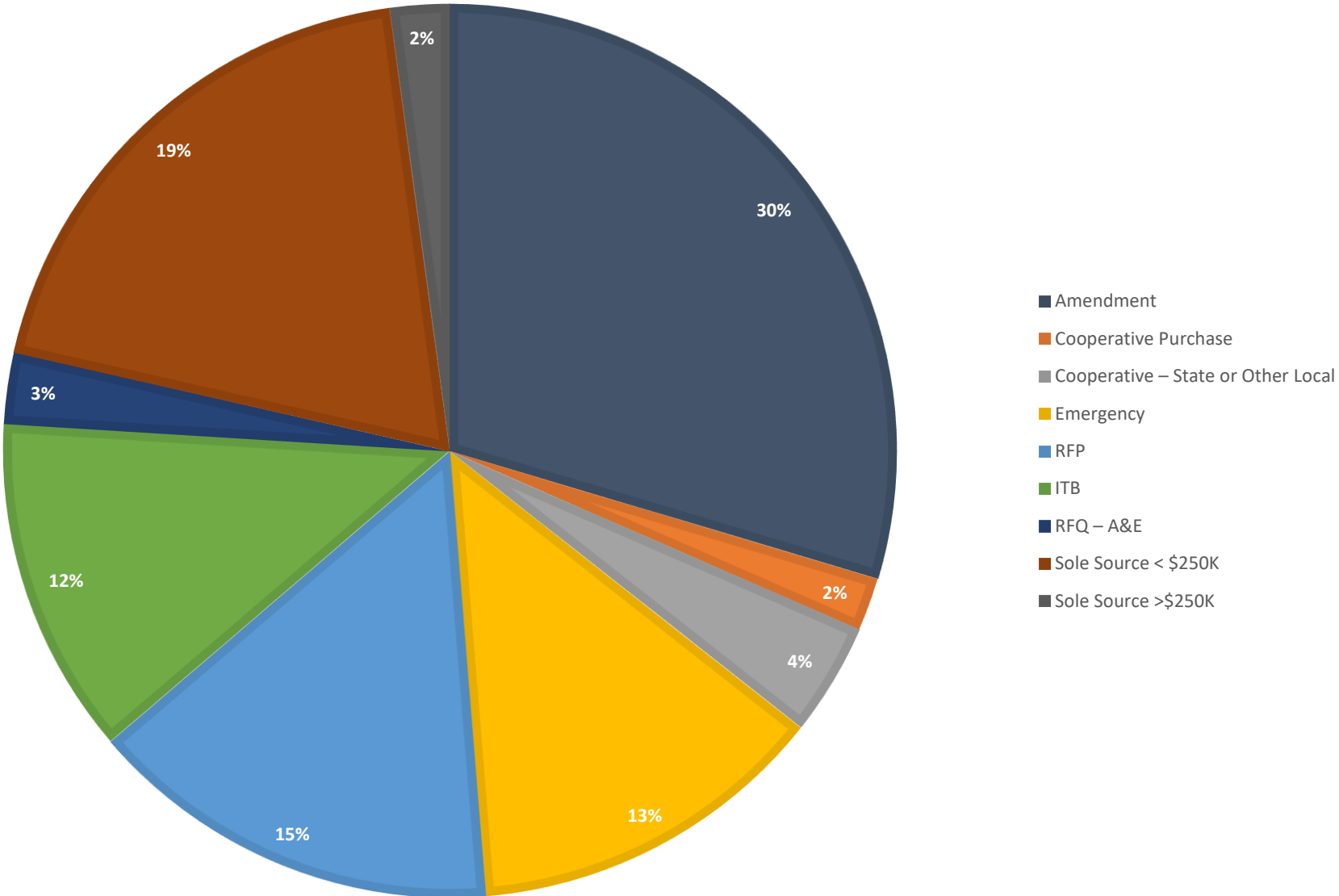
Training & Professional Development

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	8	iProcurement Requisition Entry Training	91	17
Spend per Employee on PD/Training	\$ 5,373	iProcurement Buyer Training	18	8
Professional Training Hours	434	iProcurement Approver Training	22	6
		Procurement Office Training	98	9
		iSupplier Training	47	9
		BAO Outreach Events/Training	622	8

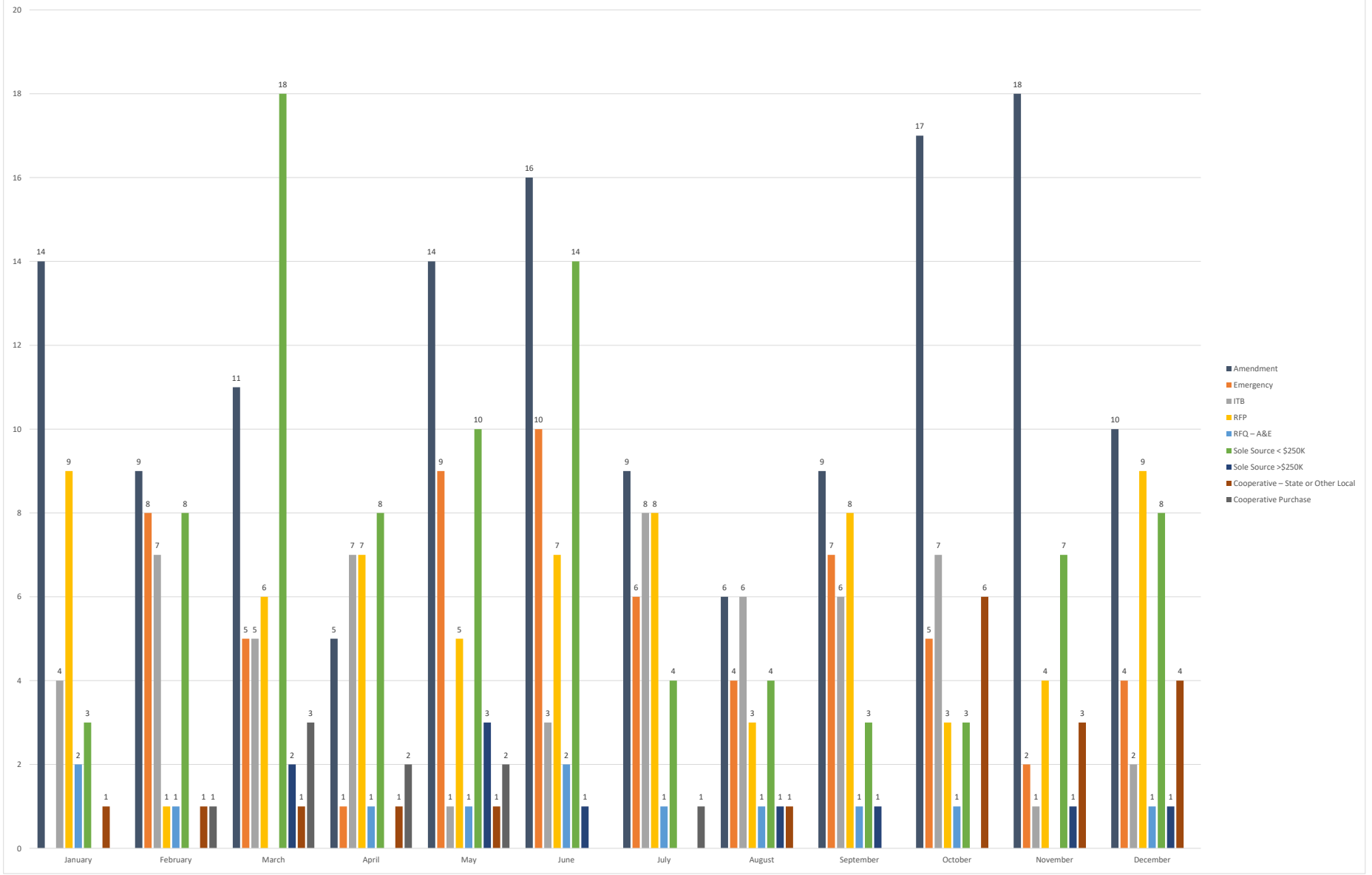
Paper Consumption

Reams of Virgin Paper	38,970	Reams of Recycled Paper	7,220
Virgin Paper Cost	\$ 126,065.13	Recycled Paper Cost	\$ 24,958.40

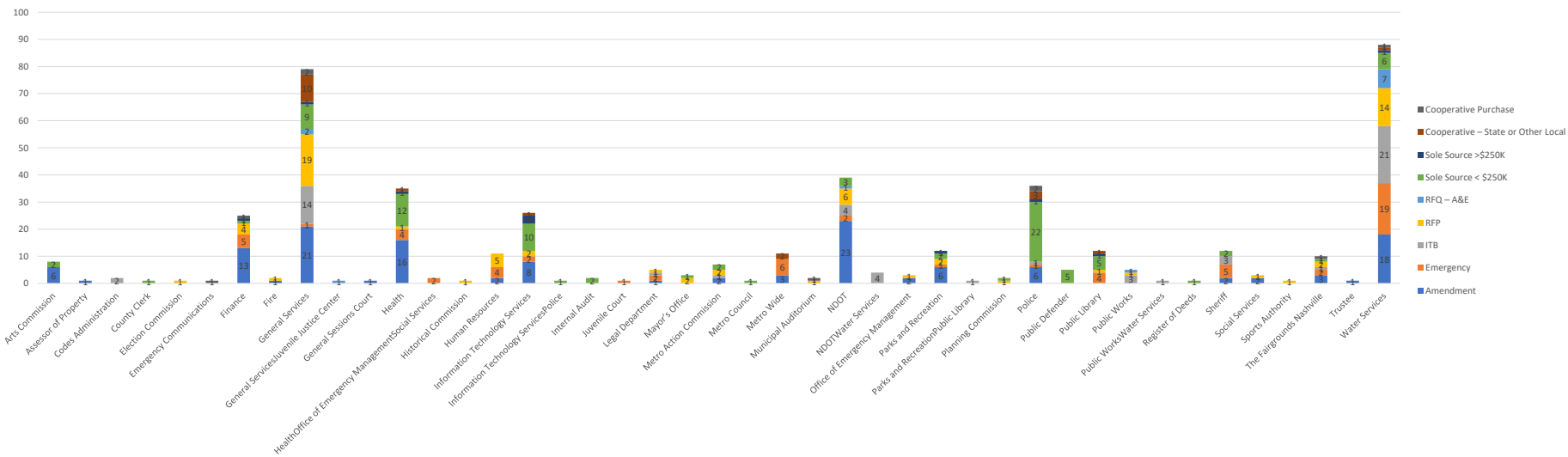
### FY22 PROCUREMENT ACTIVITY



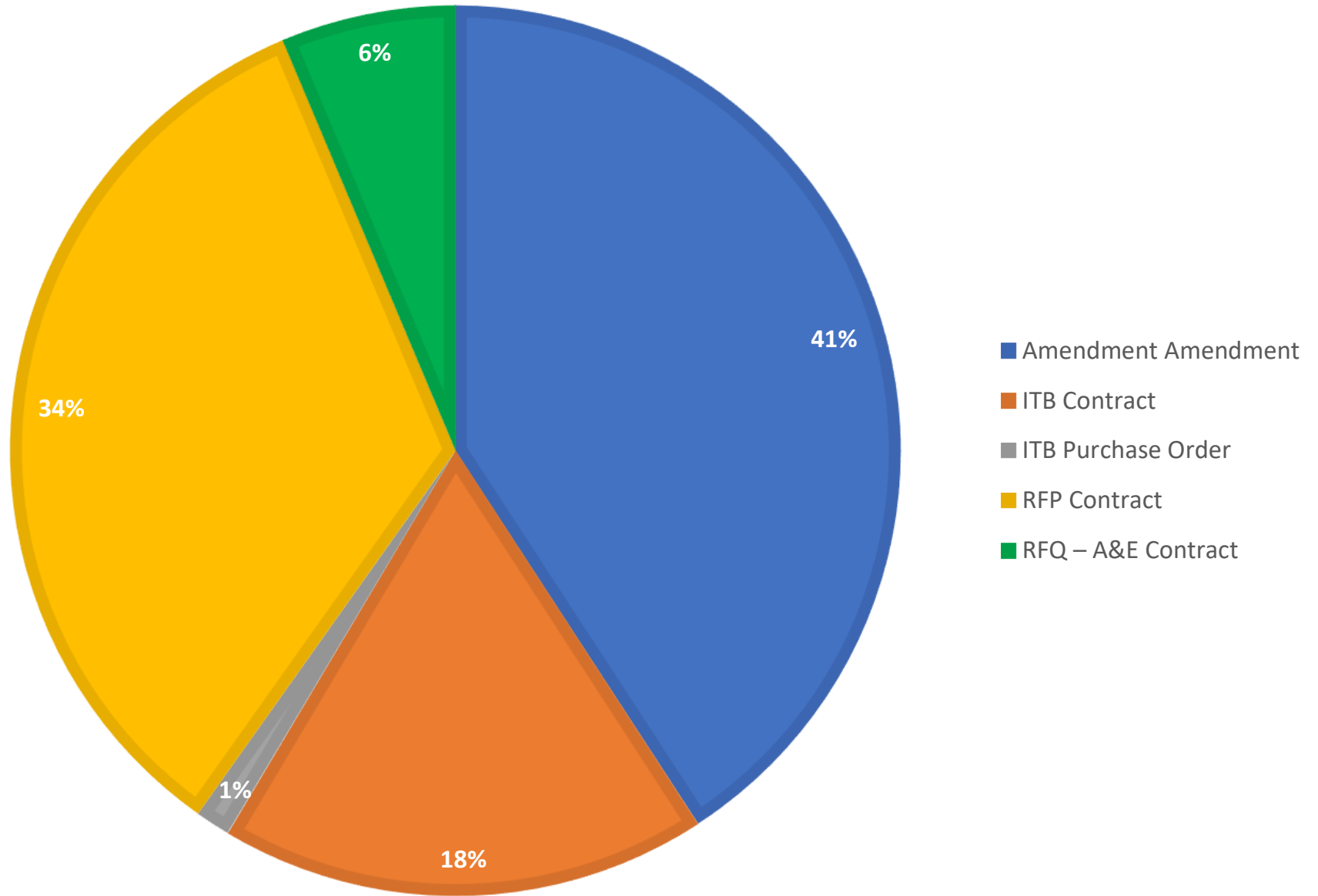
FY22 Procurement Activity by Month



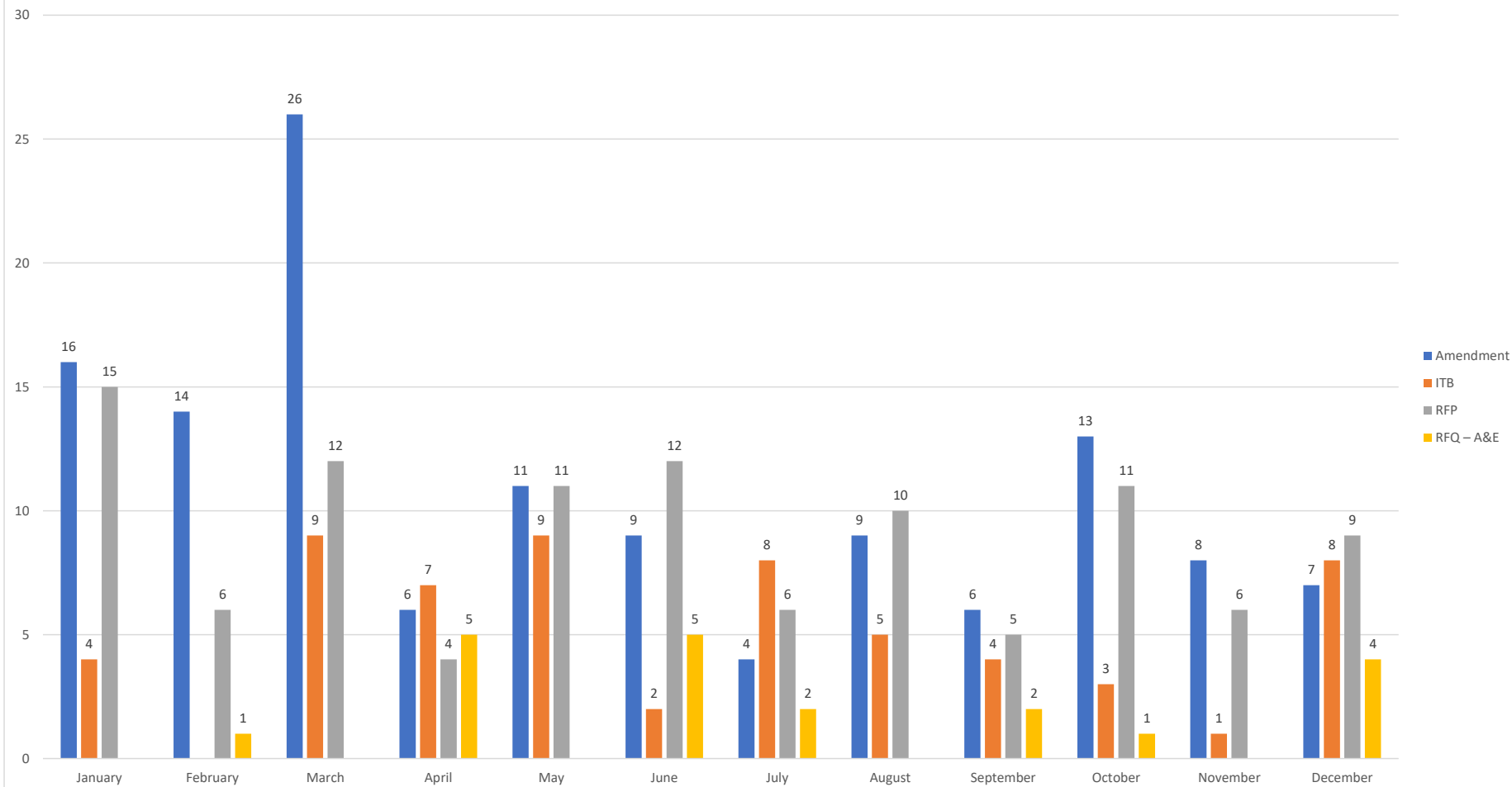
FY22 Procurement Activity by Department



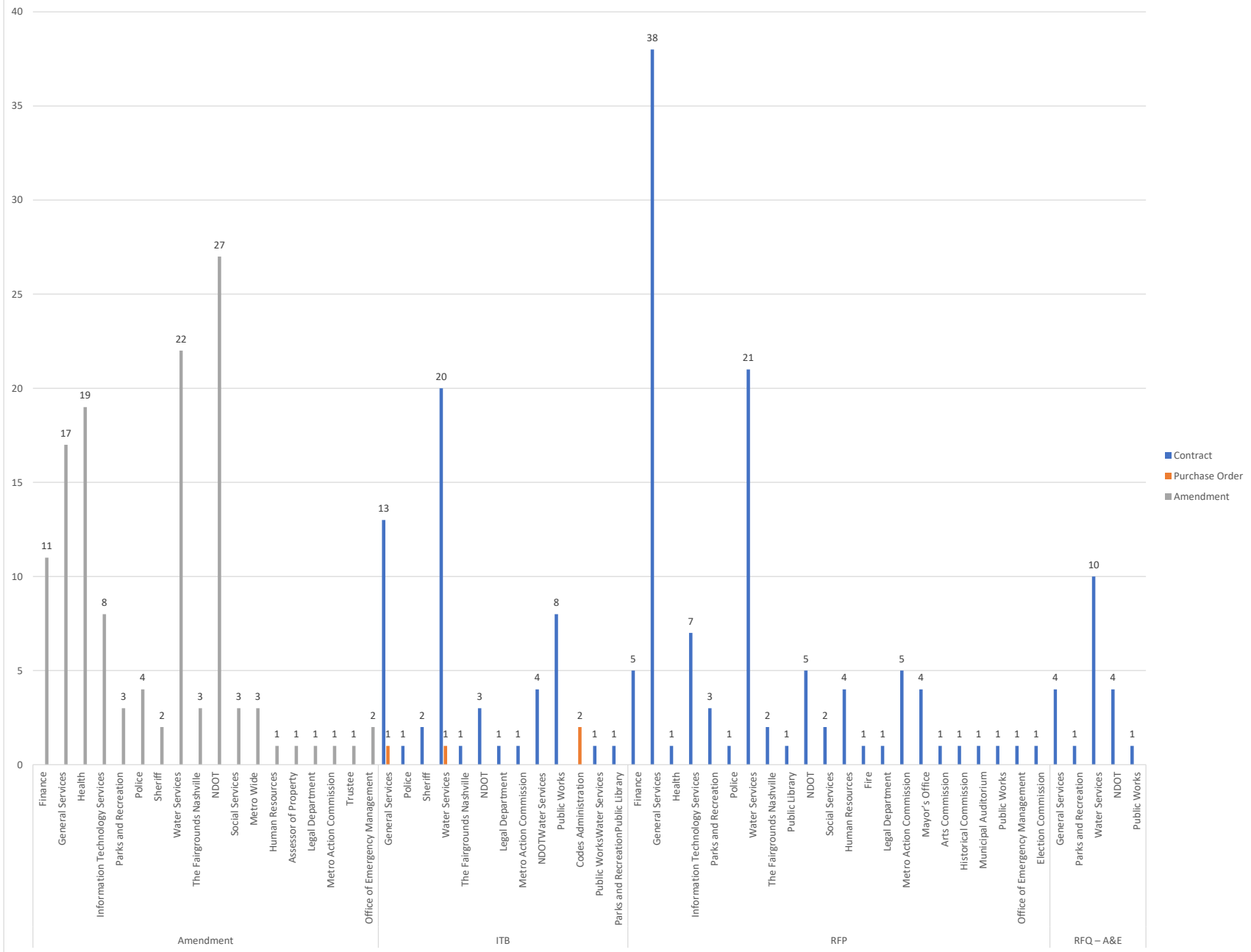
# FY22 TRANSACTIONAL ACTIVITY



FY22 Transactional Activity by Month



FY22 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 – (July 1, 2021 - June 30, 2022)

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

- The Metro Government spent:  
 \$ 26,825,867 with MBE prime contractors  
 \$ 36,774,048 with WBE prime contractors  
 \$ 33,103,929 with MBE subcontractors  
 \$ 49,694,648 with WBE subcontractors  
 \$ 146,398,491 **TOTAL WITH MWBES**

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

- The Metro Government spent:  
 \$ 137,849,351 with SBE prime contractors  
 \$ 63,983,247 with SBE subcontractors  
 \$ 201,832,598 **TOTAL WITH SBES**

Which represents **11.07%** of the total of all procurement transaction values.

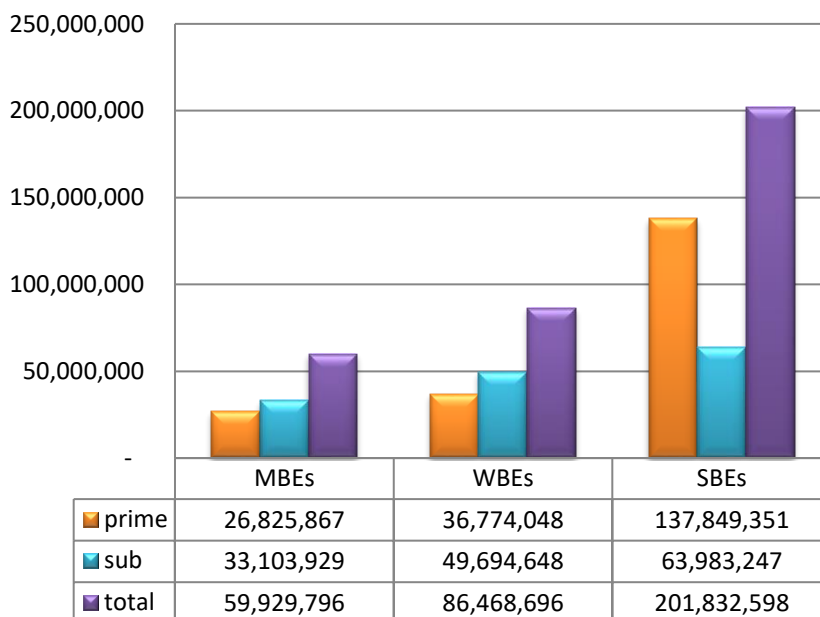
- Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

**89** MBEs paid

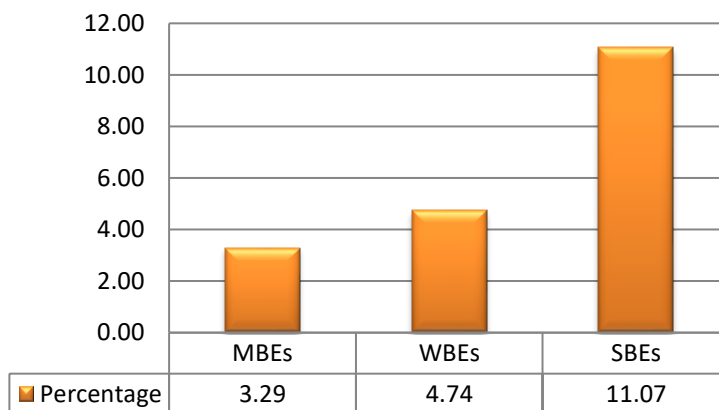
**103** WBEs paid

**162** SBEs paid

### Business Utilization (\$) FY22



### Business Utilization (%) FY22



\*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 (July 1, 2021 - 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	\$ 20,558,601	\$ 392,350	\$ 475,276	\$ -	\$ -	N/A	\$ 21,426,227	\$ 1,024,834	3.34%	\$ 60,954,630	\$ 1,823,508,260
**Metro General Government (Subs)	\$ 18,051,915	\$ 2,920,643	\$ 8,015,274	\$ 2,073,012	\$ -	N/A	\$ 31,060,845	\$ 1,686,834	67.81%	\$ 88,155,529	\$ 130,011,637
Metropolitan Nashville Public Schools	\$ 4,388,307	\$ 1,427,688	\$ 819,513	\$ -	\$ -	N/A	\$ 6,635,508	\$ 91,218	3.45%	\$ 14,802,639	\$ 428,939,378
Metropolitan Nashville Public Schools (Subs)	\$ 5,723,272	\$ 7,442,670	\$ 4,200,616	\$ -	\$ -	N/A	\$ 17,366,558	\$ -	72.20%	\$ 28,742,823	\$ 39,811,486
Nashville Electric Service	\$ 4,799,507	\$ 13,115,705	\$ 6,738,865	\$ 5,513	\$ -	N/A	\$ 24,659,590	\$ -	16.35%	\$ 33,451,987	\$ 204,541,208
Metro Development and Housing Agency	\$ 3,305,844	\$ 1,607,999	\$ 14,708	\$ -	\$ -	N/A	\$ 4,928,551	\$ 432,068	20.38%	\$ 6,839,644	\$ 33,559,790
Metro Development and Housing Agency (Subs)	\$ 82,528	\$ 228,312	\$ -	\$ -	\$ -	N/A	\$ 310,840	\$ 295	35.84%	\$ 729,226	\$ 2,034,484
WeGo Public Transit/Metro Transit Authority	\$ 1,125,568	\$ 108,590	\$ 426,095	\$ -	\$ 1,603,360	N/A	\$ 3,263,613	\$ 2,600	13.76%	\$ 5,556,831	\$ 40,397,284
Metro Nashville Airport Authority	\$ 10,010,417	\$ 5,837,938	\$ 280,271	\$ -	\$ -	N/A	\$ 16,128,626	\$ -	12.40%	\$ 37,587,518	\$ 303,127,515
<b>Totals</b>	<b>\$ 44,188,244</b>	<b>\$ 22,490,270</b>	<b>\$ 8,754,728</b>	<b>\$ 5,513</b>	<b>\$ 1,603,360</b>	<b>\$ -</b>	<b>\$ 77,042,115</b>	<b>\$ 1,550,720</b>	<b>5.62%</b>	<b>\$ 159,193,249</b>	<b>\$ 2,834,073,435</b>
<b>Woman Owned</b>											
Metro General Government	\$ 2,457,318	\$ 2,332,582	\$ 609,740	\$ -	\$ -	\$ 33,103,929	\$ 38,503,569				
**Metro General Government (Subs)	\$ 3,016,412	\$ 1,716,365	\$ 669,733	\$ 310,692	\$ -	\$ 49,694,648	\$ 55,407,850				
Metropolitan Nashville Public Schools	\$ 280,248	\$ 1,344,466	\$ 545	\$ -	\$ -	\$ 6,450,654	\$ 8,075,913				
Metropolitan Nashville Public Schools (Subs)	\$ 1,505,033	\$ -	\$ -	\$ -	\$ -	\$ 9,871,232	\$ 11,376,265				
Nashville Electric Service	\$ 2,348,073	\$ -	\$ 114,665	\$ 3,742	\$ -	\$ 6,325,917	\$ 8,792,397				
Metro Development and Housing Agency	\$ 475,932	\$ -	\$ -	\$ -	\$ -	\$ 1,003,093	\$ 1,479,025				
Metro Development and Housing Agency (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 418,091	\$ 418,091				
WeGo Public Transit/Metro Transit Authority	\$ 199,020	\$ 114,027	\$ -	\$ -	\$ -	\$ 1,977,571	\$ 2,290,618				
Metro Nashville Airport Authority	\$ 5,330,108	\$ 34,073	\$ -	\$ -	\$ -	\$ 16,094,711	\$ 21,458,892				
<b>Totals</b>	<b>\$ 11,090,699</b>	<b>\$ 3,825,148</b>	<b>\$ 724,950</b>	<b>\$ 3,742</b>	<b>\$ -</b>	<b>\$ 64,955,875</b>	<b>\$ 80,600,414</b>				
<b>Total Prime Spend</b>	<b>\$ 55,278,943</b>	<b>\$ 26,315,418</b>	<b>\$ 9,479,678</b>	<b>\$ 9,255</b>	<b>\$ 1,603,360</b>	<b>\$ 64,955,875</b>	<b>\$ 157,642,529</b>	<b>\$ 1,550,720</b>	<b>5.62%</b>	<b>\$ 159,193,249</b>	<b>\$ 2,834,073,435</b>
<b>Total Subcontractor Spend</b>	<b>\$ 28,379,161</b>	<b>\$ 12,307,991</b>	<b>\$ 12,885,624</b>	<b>\$ 2,383,704</b>	<b>\$ -</b>	<b>\$ 120,976,440</b>	<b>\$ 67,202,206</b>	<b>\$ 1,687,129</b>	<b>68.44%</b>	<b>\$ 117,627,578</b>	<b>\$ 171,857,607</b>



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

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 137,849,351	\$ 1,627,674,279	\$ 1,823,508,260
**Metro General Government (Subs)	\$ 63,983,247	\$ 1,454,929	\$ 130,011,637
Metropolitan Nashville Public Schools	\$ 7,579,042	\$ 406,557,697	\$ 428,939,378
Metropolitan Nashville Public Schools (Subs)	\$ 2,851,530	\$ 8,217,133	\$ 39,811,486
Nashville Electric Service	\$ 6,347,970	\$ 126,182,471	\$ 204,541,208
Metro Development and Housing Agency	\$ 2,969,989	\$ 24,124,649	\$ 33,559,790
Metro Development and Housing Agency (Subs)	\$ 504,861	\$ 800,397	\$ 2,034,484
WeGo Public Transit/Metro Transit Authority	\$ 4,786,334	\$ 30,005,844	\$ 40,397,284
Metro Nashville Airport Authority	\$ 7,458,481	\$ 258,699,653	\$ 303,127,515
<b>Total Prime Spend</b>	<b>\$ 166,991,167</b>	<b>\$ 2,473,244,593</b>	<b>\$ 2,834,073,435</b>
<b>Total Subcontractor Spend</b>	<b>\$ 67,339,638</b>	<b>\$ 10,472,459</b>	<b>\$ 171,857,607</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.

\*\*\*\*\*MNPS (Q3&4) and MDHA's (Q2-4) sub amounts only reflect part of the fiscal year when they began reporting prime and sub amounts separately.

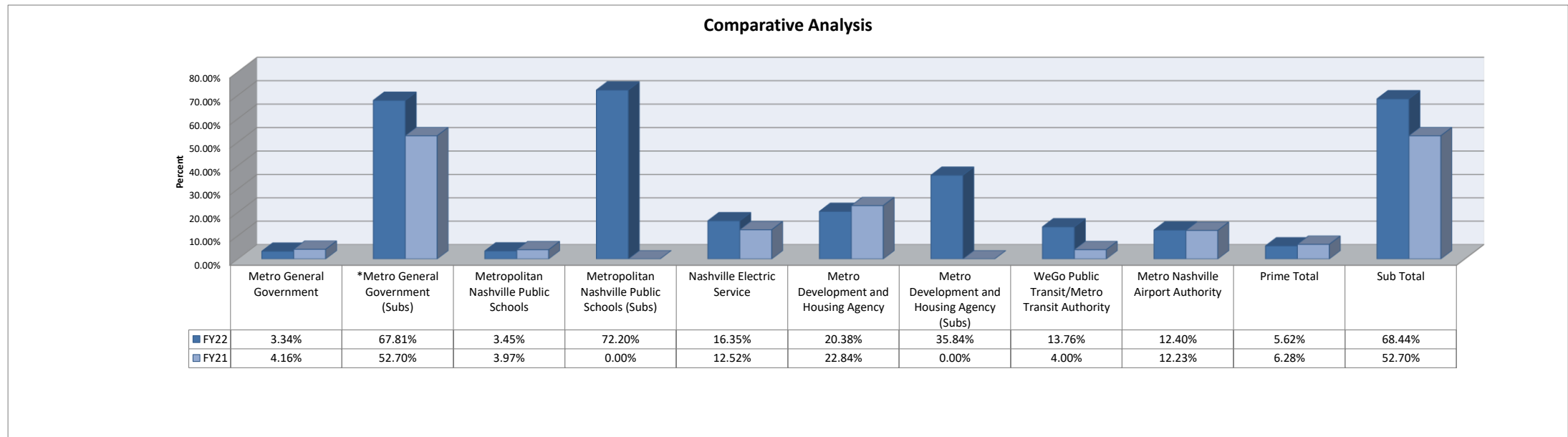


## Fiscal Year 2022 Disadvantaged Business Quarterly Report FY22/FY21 Comparative Analysis By Agency FY22 (July 1, 2021 - June 30, 2022)

	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	3.34%	\$ 60,954,630	\$ 1,823,508,260				5.70%	\$ 13,015,662	\$ 228,488,810
*Metro General Government (Subs)				67.81%	\$ 88,155,529	\$ 130,011,637	61.78%	\$ 18,249,644	\$ 29,537,426
Metropolitan Nashville Public Schools	3.45%	\$ 14,802,639	\$ 428,939,378				5.21%	\$ 7,232,339	\$ 138,918,835
Metropolitan Nashville Public Schools (Subs)				72.20%	\$ 28,742,823	\$ 39,811,486	N/A	N/A	N/A
Nashville Electric Service	16.35%	\$ 33,451,987	\$ 204,541,208				10.19%	\$ 5,034,040	\$ 49,408,746
Metro Development and Housing Agency	20.38%	\$ 6,839,644	\$ 33,559,790				15.32%	\$ 2,341,925	\$ 15,287,634
Metro Development and Housing Agency (Subs)				35.84%	\$ 729,226	\$ 2,034,484	N/A	N/A	N/A
WeGo Public Transit/Metro Transit Authority	13.76%	\$ 5,556,831	\$ 40,397,284				5.22%	\$ 305,519	\$ 5,852,780
Metro Nashville Airport Authority	12.40%	\$ 37,587,518	\$ 303,127,515				10.26%	\$ 6,919,566	\$ 67,415,520
<b>Total Spend</b>	<b>5.62%</b>	<b>\$ 159,193,249</b>	<b>\$ 2,834,073,435</b>	<b>68.44%</b>	<b>\$ 117,627,578</b>	<b>\$ 171,857,607</b>	<b>6.90%</b>	<b>\$ 34,849,051</b>	<b>\$ 505,372,325</b>

Comparison		
Agency	FY22	FY21
Metro General Government	3.34%	4.16%
*Metro General Government (Subs)	67.81%	52.70%
Metropolitan Nashville Public Schools	3.45%	3.97%
Metropolitan Nashville Public Schools (Subs)	72.20%	N/A
Nashville Electric Service	16.35%	12.52%
Metro Development and Housing Agency	20.38%	22.84%
Metro Development and Housing Agency (Subs)	35.84%	N/A
WeGo Public Transit/Metro Transit Authority	13.76%	4.00%
Metro Nashville Airport Authority	12.40%	12.23%
Prime Total	5.62%	6.28%
Sub Total	68.44%	52.70%

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 – (July 1, 2021 - June 30, 2022)

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- Metro Government awarded **84** contracts with race and gender conscious goals from **61** solicitations during the quarter.

### From these **84** contracts

- **515 million** is the total proposed spend with minority or woman owned businesses.
  - **192 million** is the total proposed spend with minority owned businesses.
  - **323 million** is the total proposed spend with woman owned businesses.
- **17%** is the combined proposed goal for minority or woman owned business participation.
  - **8%** is the average proposed goal for minority owned business participation.
  - **9%** is the average proposed goal for woman owned business participation.
- **65** unique MBE subcontractors were proposed for utilization, and **56** unique WBE subcontractors were proposed for utilization.
- **14** Certified Minority Business Enterprises (MBEs) bid as a prime contractor, **16** Certified Women Business Enterprises (WBEs) bid as a prime contractor, and **34** Metro Approved Small Business Enterprises (SBEs) bid as a prime contractor.
- **4** contract was awarded to an MBE prime, **8** contracts were awarded to a WBE prime, and **14** contracts were awarded to an SBE prime.