



FY2023 Q2 - 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	24	126	2	5	0	1	4
ITBs	6	88	2	0	0	0	0
Professional Services (A&E)	3	194	5	0	0	0	0

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	11	11	0
Cooperative Purchases	5	5	0
Cooperative - State or Other Local	2	2	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	32	28	4
Sole Sources >\$250K	1	1	0
Percentage of Sole Source Requests Approved			88%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	43	96	\$ 129,330,558.00
Contract Amendments	17	57	\$ 56,307,462.00
Completed Contracts Greater than \$1 Million	16		
Active Suppliers with Contracts Greater than \$1 Million	399		
Purchase Orders from Solicited Procurements	1	9	\$ 69,283.00
Delegated Purchasing Authority Purchase Orders	939	N/A	\$ 1,472,983.09
Number of Purchase Orders	4442	N/A	\$ 177,378,096.31

Reporting Metro Departments include: Elections, Finance, General Services, Human Resources, Information Technology Services, Library, and Planning.  
(Historical Commission and NDOT have reported previously, but not this quarter.)

\*\* Intent to Award to Completion

Cost Savings/Avoidance

Organizational Budget for the Quarter	\$ 803,675	Negotiated Cost Reductions	\$ 34,509
Percentage of Spend Through Cooperative Purchasing	0.17%	Total Procurement Spend	\$ 572,577,785

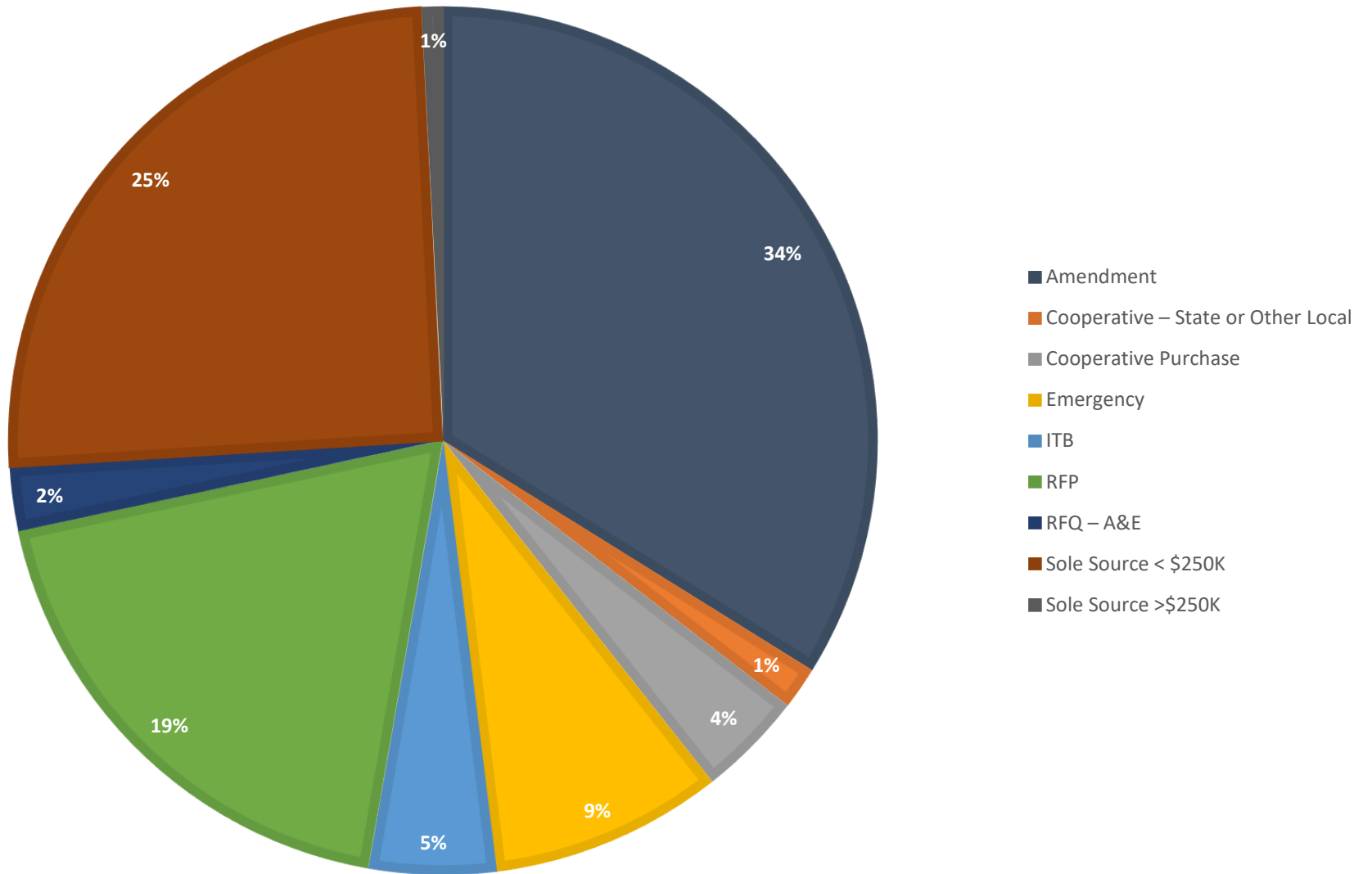
Training & Professional Development

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	8	iProcurement Requisition Entry Training	10	10
Spend per Employee on PD/Training	\$ 395	iProcurement Buyer Training	3	10
Professional Training Hours	15	iProcurement Approver Training	5	10
		Procurement Office Training	28	3
		iSupplier Training	23	3
		BAO Outreach Events/Training	43	2

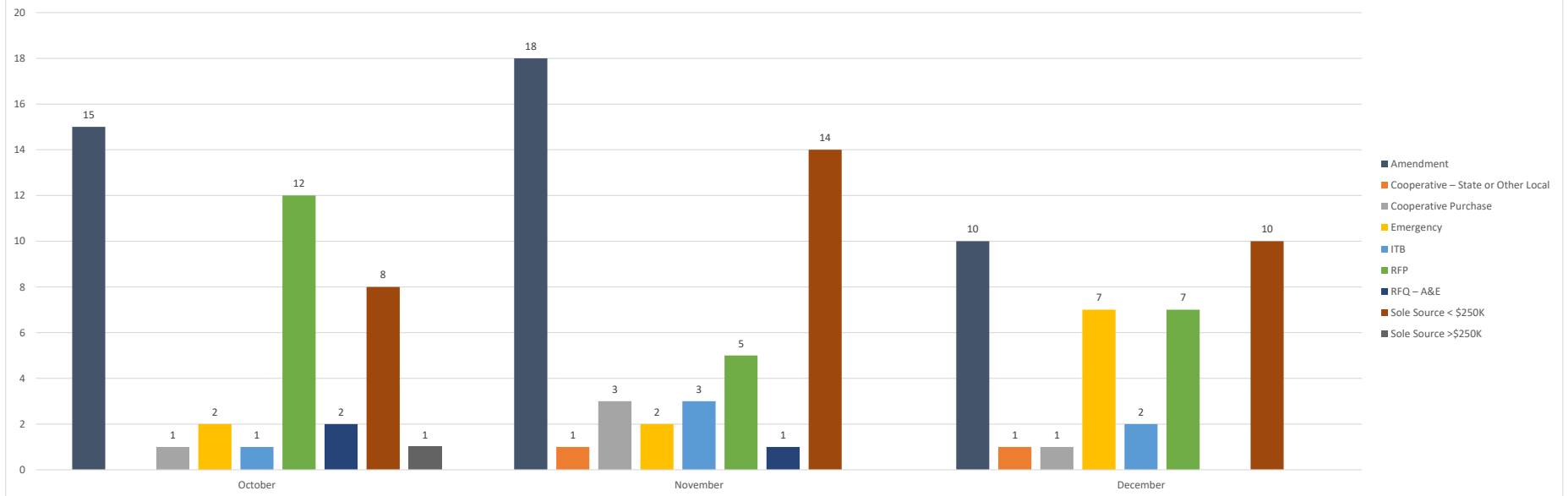
Paper Consumption

Reams of Virgin Paper	9,200	Reams of Recycled Paper	900
Virgin Paper Cost	\$ 35,885.50	Recycled Paper Cost	\$ 3,813.00

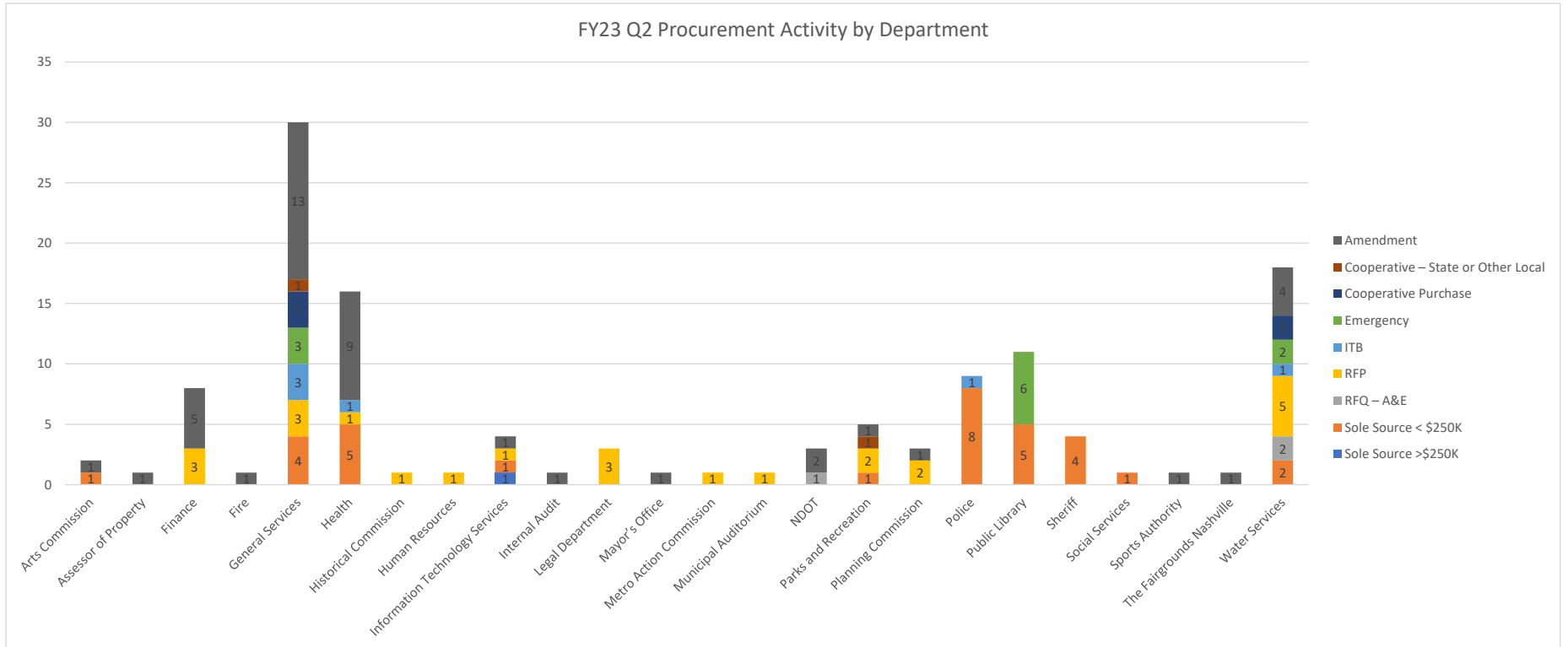
### FY23 Q2 PROCUREMENT ACTIVITY



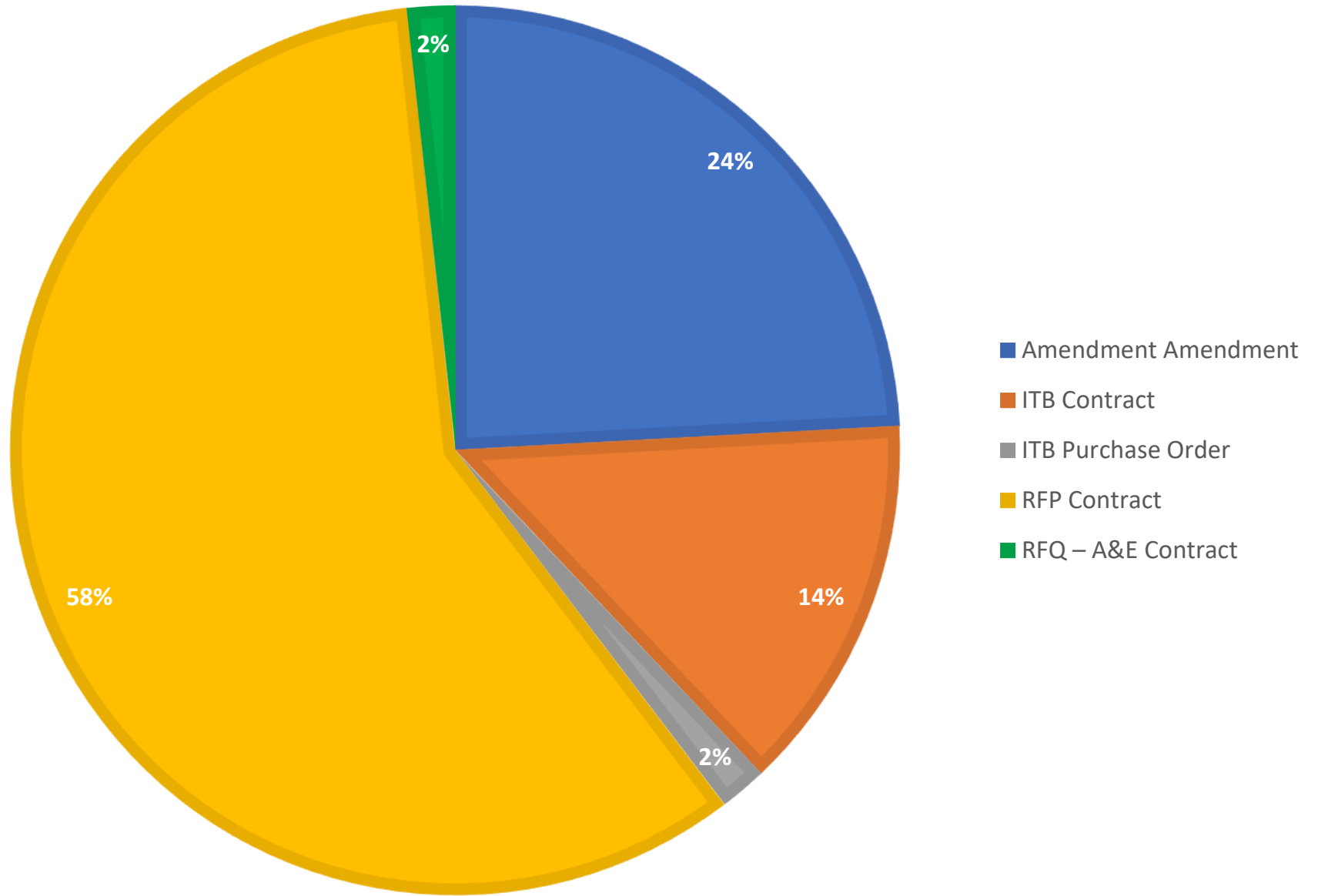
FY23 Q2 Procurement Activity by Month



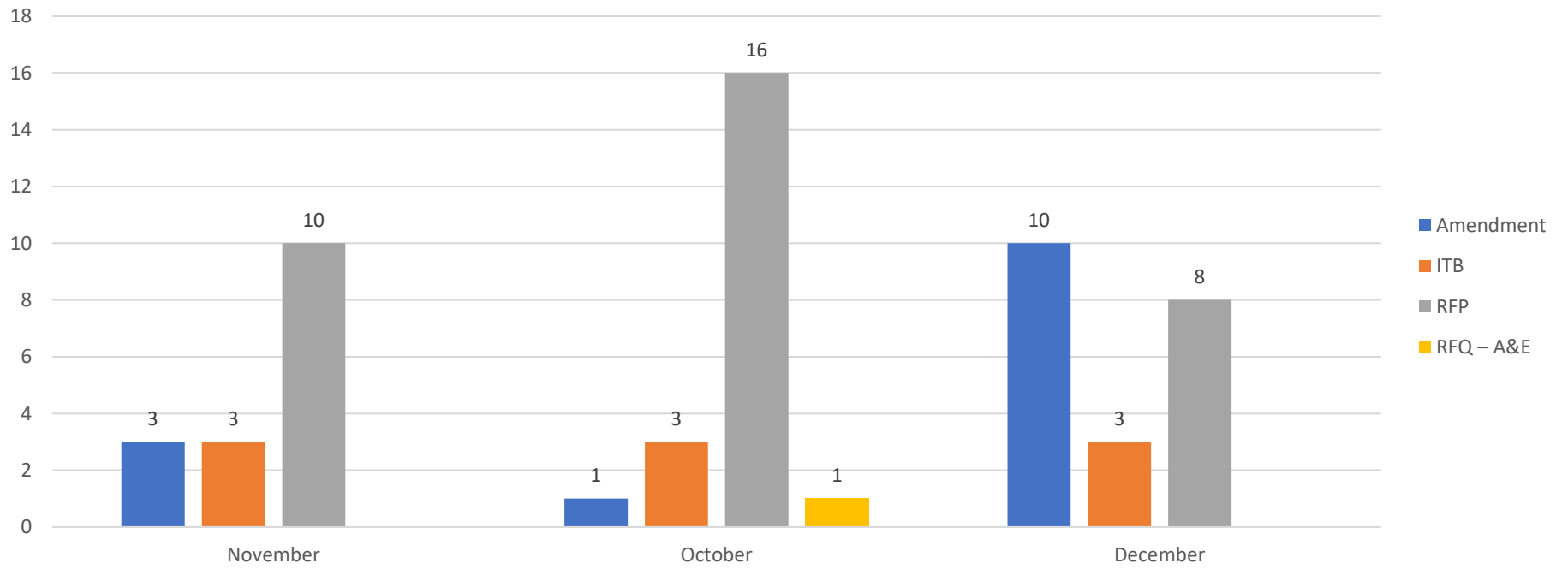
FY23 Q2 Procurement Activity by Department



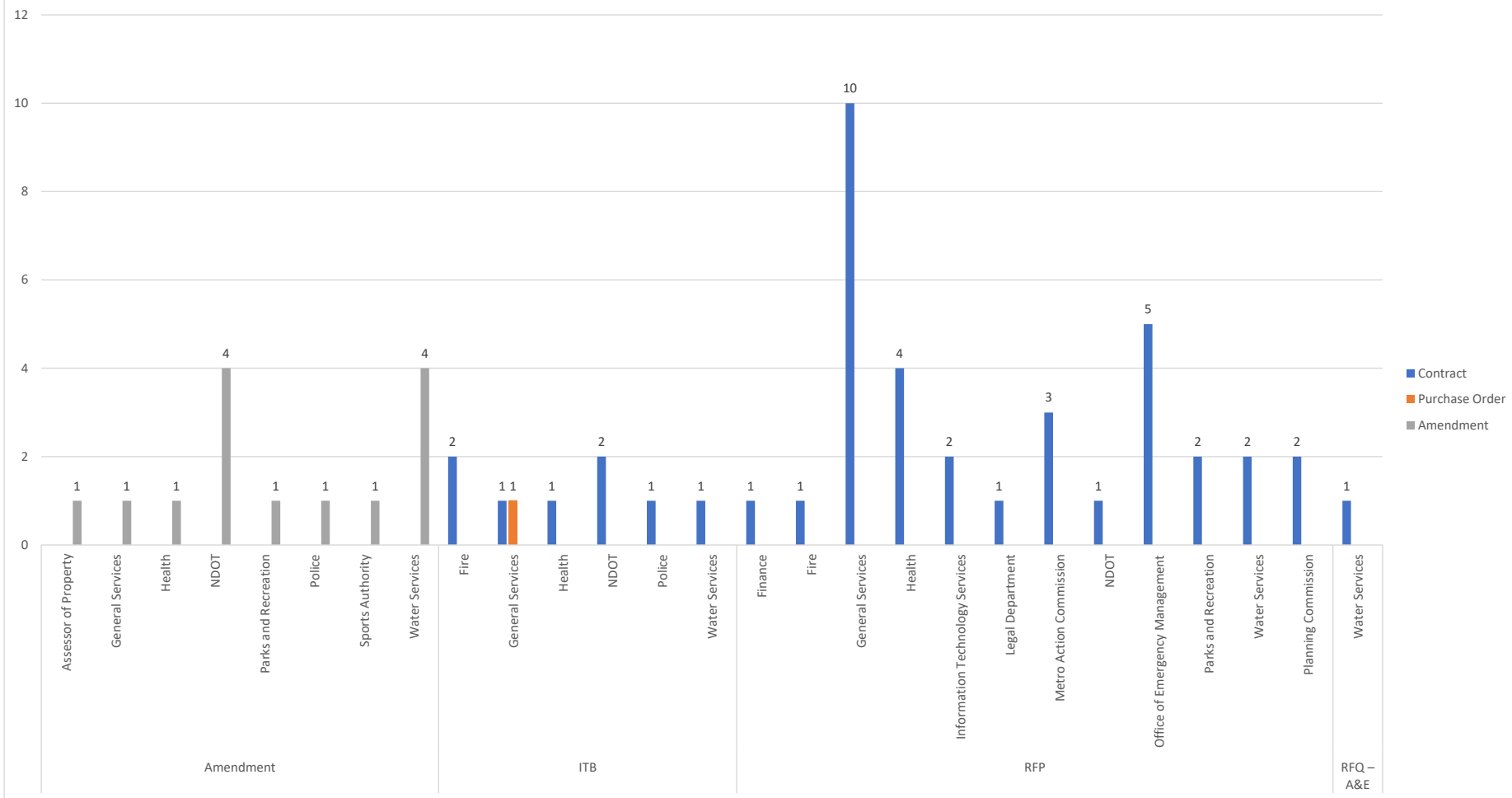
## FY23 Q2 TRANSACTIONAL ACTIVITY



FY23 Q2 Transactional Activity by Month



FY23 Q2 Transactional Activity by Department



## FY2023 - 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	POs	Purchase Order Amounts	Contracts	Contract Amounts	Amend.	Amendments Amount
FY21 TOTALS	1st Quarter	28	13	1	28	9	7	10	2	2	\$372,743.00	33	\$981,177,249.00	32	\$10,175,674.00
	2nd Quarter	24	6	3	28	1	2	11	5	1	\$69,283.00	43	\$129,330,558.00	14	\$56,307,462.00
	3rd Quarter														
	4th Quarter														
		52	19	4	56	10	9	21	7	3	\$ 442,026.00	76	\$ 1,110,507,807.00	46	\$ 66,483,136.00
DEPARTMENTS SERVED	Arts Commission				1										
	Assessor of Property													1	\$ -
	Codes Admin.				1										
	Finance	4			1				1			1	\$ 2,525,000.00	4	\$ 1,700,000.00
	Finance/Water													1	\$ -
	Fire	1	3					1				4	\$ 9,002,500.00	1	\$ -
	General Services	11	9		7	1		4	4	3	\$ 442,026.00	18	\$ 55,850,000.00	9	\$ 10,342,022.00
	GS/JJC											1	\$ 10,000,000.00		
	General Sesh Court													1	\$ 74,660.00
	Health	2	1		8							7	\$ 25,464,680.00	2	\$ 1,160,000.00
	Historical Comm'n	1												1	\$ -
	Human Resources	2													
	Information Tech.	2			5	2						5	\$ 13,000,000.00		
	Justice Integration				1										
	Legal	4										3	\$ 2,700,000.00		
	Mayor's Office	1										1	\$ 145,000.00		
	Metro Action Comm'n	3			3							3	\$ 10,800,000.00	1	\$ 150,000.00
	Metro Council				1										
	Metro Wide														
	Municipal Aud.	1													
	NDOT	1	2	1		2						6	\$ 81,826,694.00	7	\$ 35,427,509.00
	OEM	2			1			1				5	\$ 4,500,000.00		
	Parks and Rec.	3					1	1				4	\$ 10,497,438.00	3	\$ 529,835.00
	Planning Comm'n	4										2	\$ 809,846.00		
	Police		1		11	2	1					1	\$ 700,000.00	3	\$ 1,200,000.00
	Public Library		1		7			10				1	\$ 71,172.00		
	Sheriff				4							1	\$ 200,000.00		
Social Services	1			1			1				1	\$ 400,000.00	2	\$ 197,563.00	
Sports Authority					1								1	\$ 1,718,627.00	
The Fairgrounds													1	\$ 14,120.00	
Trustee															
Water Services	9	2	3	4	2	7	3	2			12	\$ 882,015,477.00	8	\$ 13,968,800.00	
		52	19	4	56	10	9	21	7	3	\$ 442,026.00	76	\$ 1,110,507,807.00	46	\$ 66,483,136.00





## Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY23 – 2nd Quarter (October - December 2022)

Important points to note about Metro’s Prime and Subcontractor business utilization for the second quarter of Fiscal Year 2023, BAO KPI Report Data:

- The Metro Government spent:
  - \$ 3,428,476 with MBE prime contractors
  - \$ 6,823,382 with WBE prime contractors
  - \$ 4,380,098 with MBE subcontractors
  - \$ 6,870,218 with WBE subcontractors
  - \$ 21,502,174 **TOTAL WITH MWBES**

Which represents **3.75%** of the total of all procurement transaction values.

- The Metro Government spent:
  - \$ 38,368,873 with SBE prime contractors
  - \$ 21,041,356 with SBE subcontractors
  - \$ 59,410,229 **TOTAL WITH SBES**

Which represents **10.38%** of the total of all procurement transaction values.

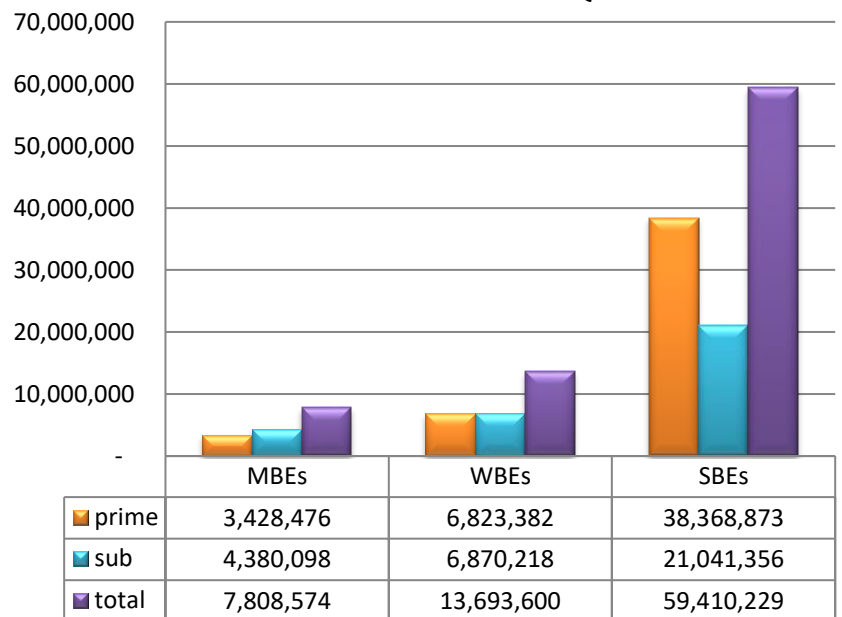
- Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

**53** MBEs paid

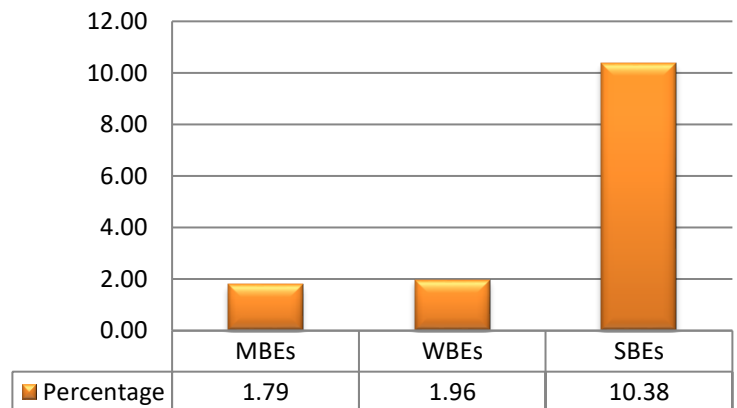
**68** WBEs paid

**137** SBEs paid

### Business Utilization (\$) FY23 2ND QTR



### Business Utilization (%) FY23 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 2023 Disadvantaged Business Quarterly Report FY23 Q2 (October 1, 2022 - December 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
<b>Ethnic Minority Male Owned</b>											
Metro General Government	\$ 2,577,338	\$ 7,736	\$ 30,641	\$ -	\$ -	\$ -	\$ 2,615,715	\$ 131,593	1.81%	\$ 10,383,451	\$ 572,577,785
**Metro General Government (Subs)	\$ 1,316,759	\$ 68,764	\$ 402,369	\$ 754,132	\$ -	\$ -	\$ 2,542,023	\$ 470,205	45.82%	\$ 11,720,521	\$ 25,579,301
Metropolitan Nashville Public Schools	\$ 840,693	\$ 10,460	\$ 161,372	\$ -	\$ -	\$ -	\$ 1,012,525	\$ -	1.72%	\$ 2,598,520	\$ 151,069,124
Metropolitan Nashville Public Schools (Subs)	\$ 608,168	\$ 2,011,102	\$ -	\$ -	\$ -	\$ -	\$ 2,619,270	\$ -	18.52%	\$ 4,480,928	\$ 24,191,477
Nashville Electric Service	\$ 1,894,161	\$ 3,039,165	\$ 363,238	\$ -	\$ -	\$ -	\$ 5,296,564	\$ -	13.88%	\$ 7,702,967	\$ 55,512,695
Metro Development and Housing Agency	\$ 993,263	\$ 140,489	\$ -	\$ -	\$ -	\$ -	\$ 1,133,752	\$ 180,719	19.82%	\$ 1,751,610	\$ 8,838,872
Metro Development and Housing Agency (Subs)	\$ 3,701	\$ 739,677	\$ -	\$ -	\$ -	\$ -	\$ 743,378	\$ -	60.97%	\$ 813,955	\$ 1,335,001
WeGo Public Transit/Metro Transit Authority	\$ 372,813	\$ 143,570	\$ 70,160	\$ -	\$ 1,387,719	\$ -	\$ 1,974,262	\$ -	32.29%	\$ 2,439,368	\$ 7,554,564
Metro Nashville Airport Authority	\$ 5,930,849	\$ 3,303,478	\$ 6,038	\$ -	\$ -	\$ -	\$ 9,240,365	\$ -	0.00%	\$ 17,456,994	\$ 105,111,829
<b>Totals</b>	<b>\$ 12,609,117</b>	<b>\$ 6,644,898</b>	<b>\$ 631,449</b>	<b>\$ -</b>	<b>\$ 1,387,719</b>	<b>\$ -</b>	<b>\$ 21,273,183</b>	<b>\$ 312,312</b>	<b>4.70%</b>	<b>\$ 42,332,910</b>	<b>\$ 900,664,869</b>
<b>Woman Owned</b>											
Metro General Government	\$ 329,582	\$ 352,304	\$ 130,875	\$ -	\$ -	\$ 6,823,382	\$ 7,636,143				
**Metro General Government (Subs)	\$ 1,716,107	\$ 43,752	\$ -	\$ 78,216	\$ -	\$ 6,870,218	\$ 8,708,292				
Metropolitan Nashville Public Schools	\$ 62,960	\$ 4,230	\$ -	\$ -	\$ -	\$ 1,518,805	\$ 1,585,995				
Metropolitan Nashville Public Schools (Subs)	\$ 493,488	\$ 131,042	\$ -	\$ -	\$ -	\$ 1,237,128	\$ 1,861,658				
Nashville Electric Service	\$ 666,672	\$ -	\$ 4,392	\$ -	\$ -	\$ 1,735,339	\$ 2,406,403				
Metro Development and Housing Agency	\$ 255,541	\$ -	\$ -	\$ -	\$ -	\$ 181,598	\$ 437,139				
Metro Development and Housing Agency (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 70,577	\$ 70,577				
WeGo Public Transit/Metro Transit Authority	\$ 112,905	\$ -	\$ 63,211	\$ -	\$ 112,959	\$ 176,031	\$ 465,106				
Metro Nashville Airport Authority	\$ 1,612,702	\$ 368,962	\$ -	\$ -	\$ -	\$ 6,234,965	\$ 8,216,629				
<b>Totals</b>	<b>\$ 3,040,362</b>	<b>\$ 725,496</b>	<b>\$ 198,478</b>	<b>\$ -</b>	<b>\$ 112,959</b>	<b>\$ 16,670,120</b>	<b>\$ 20,747,415</b>				
<b>Total Prime Spend</b>	<b>\$ 15,649,479</b>	<b>\$ 7,370,394</b>	<b>\$ 829,927</b>	<b>\$ -</b>	<b>\$ 1,500,678</b>	<b>\$ 16,670,120</b>	<b>\$ 42,020,598</b>	<b>\$ 312,312</b>	<b>4.70%</b>	<b>\$ 42,332,910</b>	<b>\$ 900,664,869</b>
<b>Total Subcontractor Spend</b>	<b>\$ 4,138,222</b>	<b>\$ 2,994,337</b>	<b>\$ 402,369</b>	<b>\$ 832,348</b>	<b>\$ -</b>	<b>\$ 25,275,677</b>	<b>\$ 10,640,527</b>	<b>\$ 470,205</b>	<b>33.29%</b>	<b>\$ 17,015,404</b>	<b>\$ 51,105,779</b>



## Fiscal Year 2023 Small Business Quarterly Report FY23 Q2 (Oct. 1, 2022 - Dec. 31, 2022)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 38,368,873	\$ 523,825,461	\$ 572,577,785
**Metro General Government (Subs)	\$ 21,041,356	\$ 937,833	\$ 25,579,301
Metropolitan Nashville Public Schools	\$ 6,911,749	\$ 141,558,855	\$ 151,069,124
Metropolitan Nashville Public Schools (Subs)	\$ 1,752,860	\$ 17,957,688	\$ 24,191,477
Nashville Electric Service	\$ 1,499,647	\$ 46,310,081	\$ 55,512,695
Metro Development and Housing Agency	\$ 1,273,024	\$ 5,814,238	\$ 8,838,872
Metro Development and Housing Agency (Subs)	\$ 447,688	\$ 493,488	\$ 1,755,131
WeGo Public Transit/Metro Transit Authority	\$ 2,479,323	\$ 2,635,874	\$ 7,554,564
Metro Nashville Airport Authority	\$ 2,175,545	\$ 85,479,290	\$ 105,111,829
<b>Total Prime Spend</b>	<b>\$ 52,708,161</b>	<b>\$ 805,623,799</b>	<b>\$ 900,664,869</b>
<b>Total Subcontractor Spend</b>	<b>\$ 23,241,904</b>	<b>\$ 19,389,009</b>	<b>\$ 51,525,909</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 2023 Disadvantaged Business Quarterly Report FY23/FY22 Comparative Analysis By Agency FY23 Q2 (October 1, 2022 - December 31, 2022)

	FY23 Primes			FY23 Subcontractors			FY22 Primes			FY22 Subcontractors		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	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	1.81%	\$ 10,383,451	\$ 572,577,785				2.25%	\$ 12,926,299	\$ 573,238,992			
*Metro General Government (Subs)				45.82%	\$ 11,720,521	\$ 25,579,301	80.87%			80.87%	\$ 34,212,862	\$ 42,307,088
Metropolitan Nashville Public Schools	1.72%	\$ 2,598,520	\$ 151,069,124				4.00%	\$ 5,288,618	\$ 132,300,648			
Metropolitan Nashville Public Schools (Subs)				18.52%	\$ 4,480,928	\$ 24,191,477	N/A			N/A		N/A
Nashville Electric Service	13.88%	\$ 7,702,967	\$ 55,512,695				14.42%	\$ 6,009,177	\$ 41,660,946			
Metro Development and Housing Agency	19.82%	\$ 1,751,610	\$ 8,838,872				17.71%	\$ 1,229,628	\$ 6,943,291			
Metro Development and Housing Agency (Subs)				60.97%	\$ 813,955	\$ 1,335,001	54.06%			54.06%	\$ 354,672	\$ 656,013
WeGo Public Transit/Metro Transit Authority	32.29%	\$ 2,439,368	\$ 7,554,564				12.90%	\$ 1,111,533	\$ 8,616,900			
Metro Nashville Airport Authority	16.61%	\$ 17,456,994	\$ 105,111,829				15.35%	\$ 12,283,223	\$ 80,037,737			
<b>Total Spend</b>	<b>4.70%</b>	<b>\$ 42,332,910</b>	<b>\$ 900,664,869</b>	<b>33.29%</b>	<b>\$ 17,015,404</b>	<b>\$ 51,105,779</b>	<b>4.61%</b>	<b>\$ 38,848,478</b>	<b>\$ 842,798,514</b>	<b>80.46%</b>	<b>\$ 34,567,534</b>	<b>\$ 42,963,101</b>

Comparison		
Agency	Q2 FY23	Q2 FY22
Metro General Government	1.81%	2.25%
*Metro General Government (Subs)	45.82%	80.87%
Metropolitan Nashville Public Schools	1.72%	4.00%
Metropolitan Nashville Public Schools (Subs)	18.52%	N/A
Nashville Electric Service	13.88%	14.42%
Metro Development and Housing Agency	19.82%	17.71%
Metro Development and Housing Agency (Subs)	60.97%	54.06%
WeGo Public Transit/Metro Transit Authority	32.29%	12.90%
Metro Nashville Airport Authority	16.61%	15.35%
Prime Total	4.70%	4.61%
Sub Total	33.29%	80.46%

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.

