



FY2023 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	14	125	3	4	0	3	1
ITBs	13	126	2	3	0	1	1
Professional Services (A&E)	1	190	6	2	0	1	0

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	10	10	0
Cooperative Purchases	5	5	0
Cooperative - State or Other Local	1	1	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	41	32	9
Sole Sources >\$250K	8	8	0
Percentage of Sole Source Requests Approved			82%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	40	92	\$ 594,240,716.00
Contract Amendments	65	74	\$ 34,266,648.00
Completed Contracts Greater than \$1 Million	27		
Active Suppliers with Contracts Greater than \$1 Million	371		
Purchase Orders from Solicited Procurements	1	2	\$ 41,750.00
Delegated Purchasing Authority Purchase Orders	527	N/A	\$ 706,587.71
Number of Purchase Orders	5590	N/A	\$ 191,912,605.09

Reporting Metro Departments include: Elections, Finance, General Services, HR, ITS, Juvenile Court, Library, Planning, Public Defender, and Public Property. (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	\$ 428,184
Percentage of Spend Through Cooperative Purchasing	0.59%	Total Procurement Spend	\$ 466,203,390

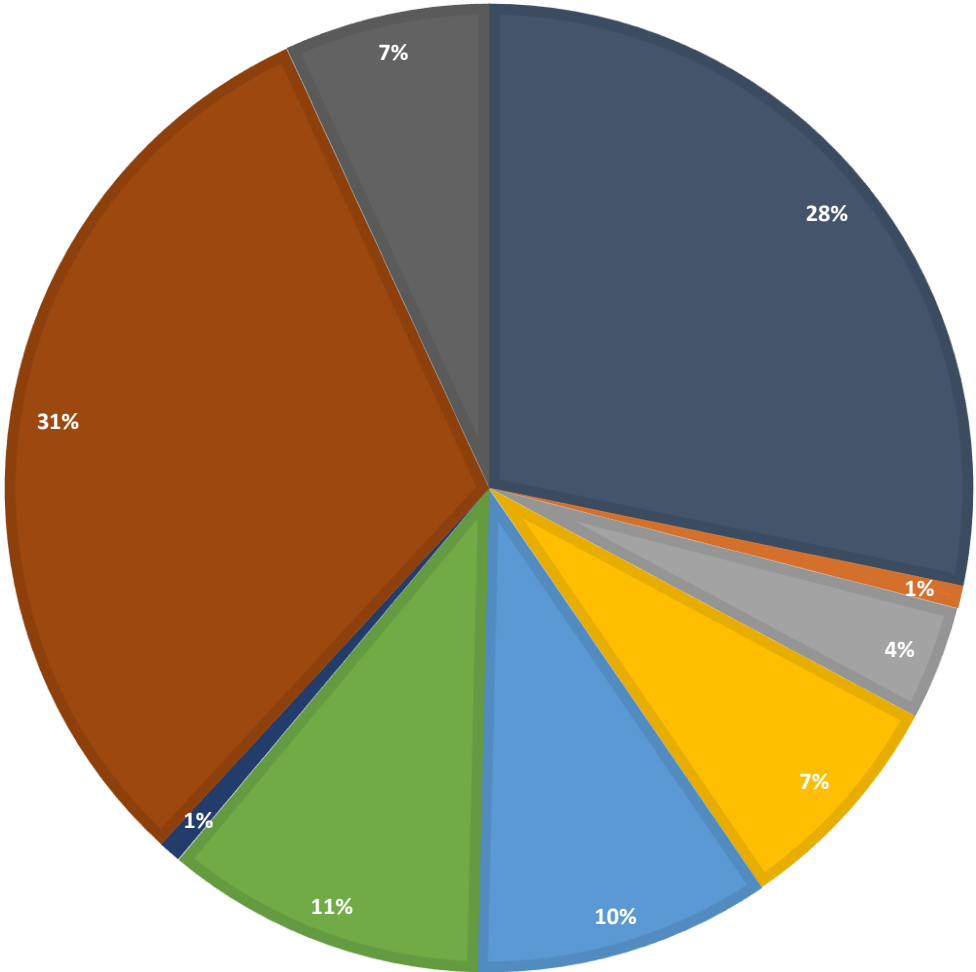
Training & Professional Development

Professional Development		Training	Number of Attendees	Hours Completed
Employees with Certifications	8	iProcurement Requisition Entry Training	25	19
Spend per Employee on PD/Training	\$ -	iProcurement Buyer Training	3	19
Professional Training Hours	0	iProcurement Approver Training	8	19
		Procurement Office Training	28	1
		iSupplier Training	15	3
		BAO Outreach Events/Training	293	9

Paper Consumption

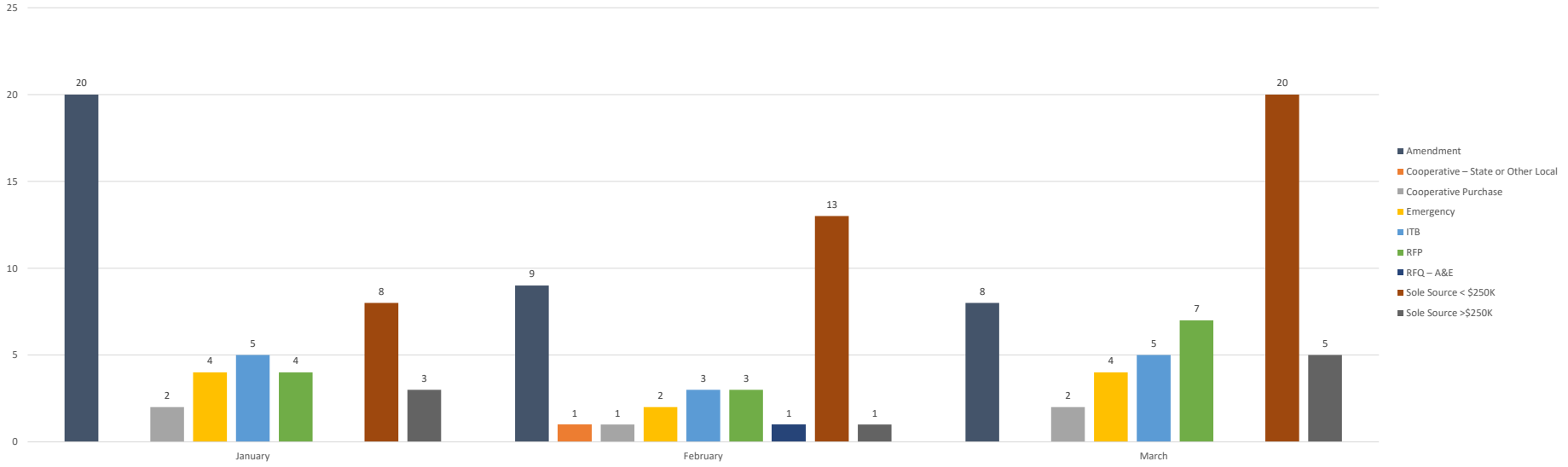
Reams of Virgin Paper	11,300	Reams of Recycled Paper	1,650
Virgin Paper Cost	\$ 46,150.90	Recycled Paper Cost	\$ 7,589.50

### FY23 Q3 PROCUREMENT ACTIVITY

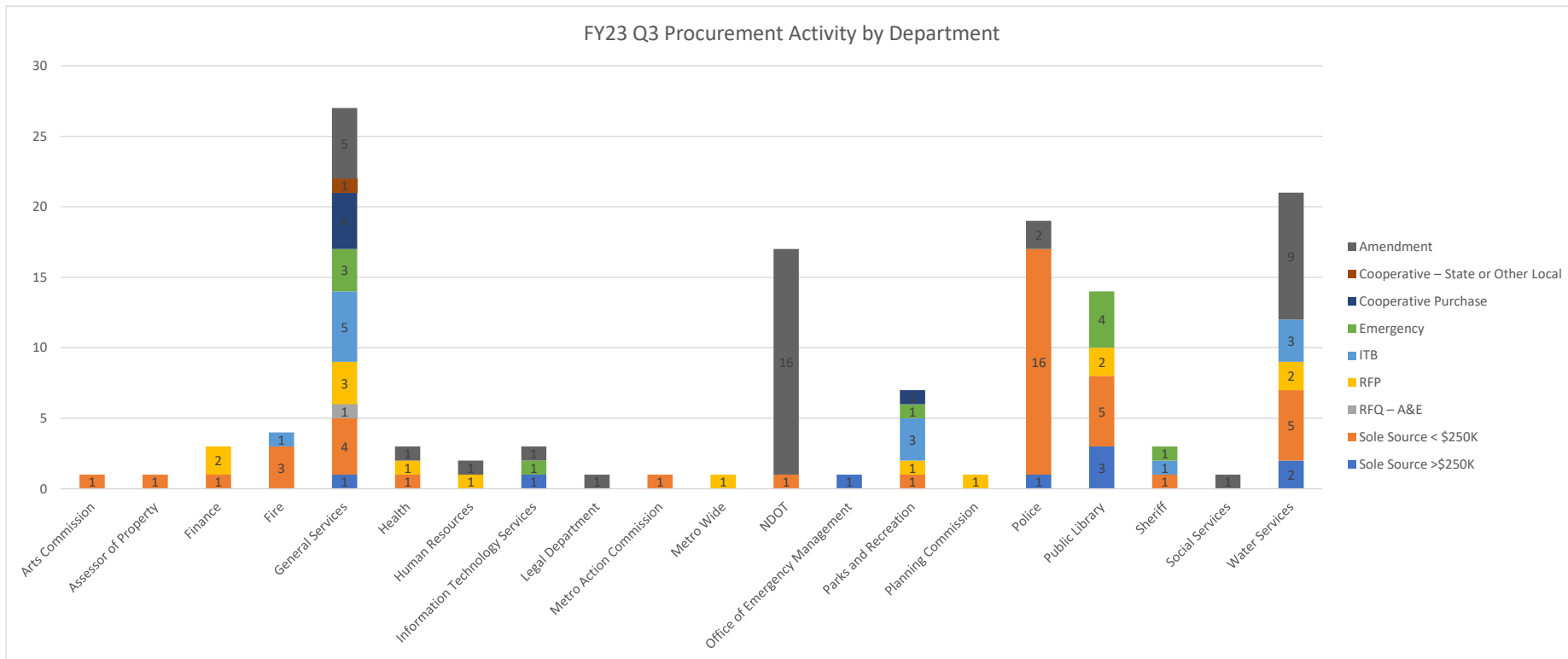


- Amendment
- Cooperative - State or Other Local
- Cooperative Purchase
- Emergency
- ITB
- RFP
- RFQ - A&E
- Sole Source < \$250K
- Sole Source > \$250K

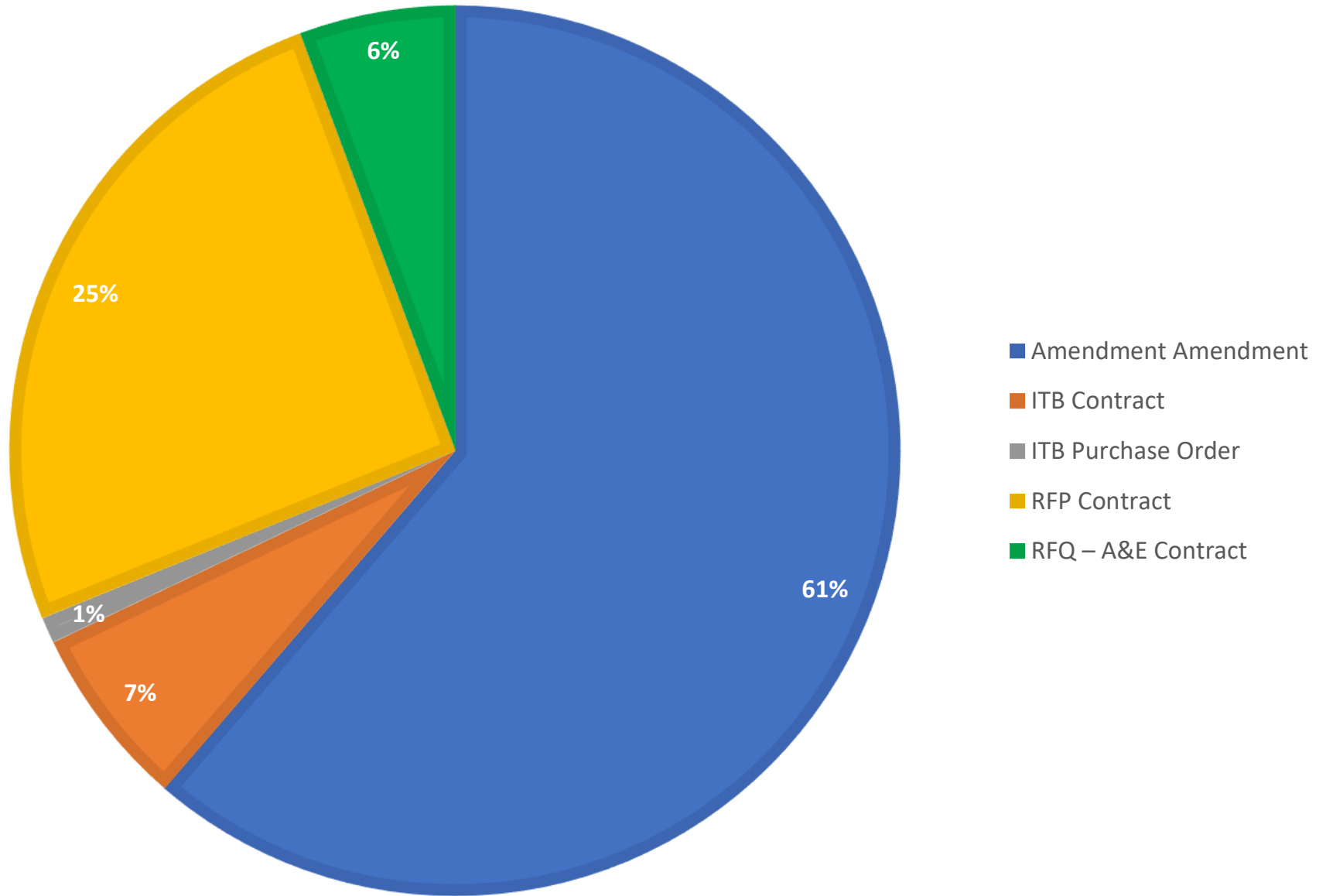
FY23 Q3 Procurement Activity by Month



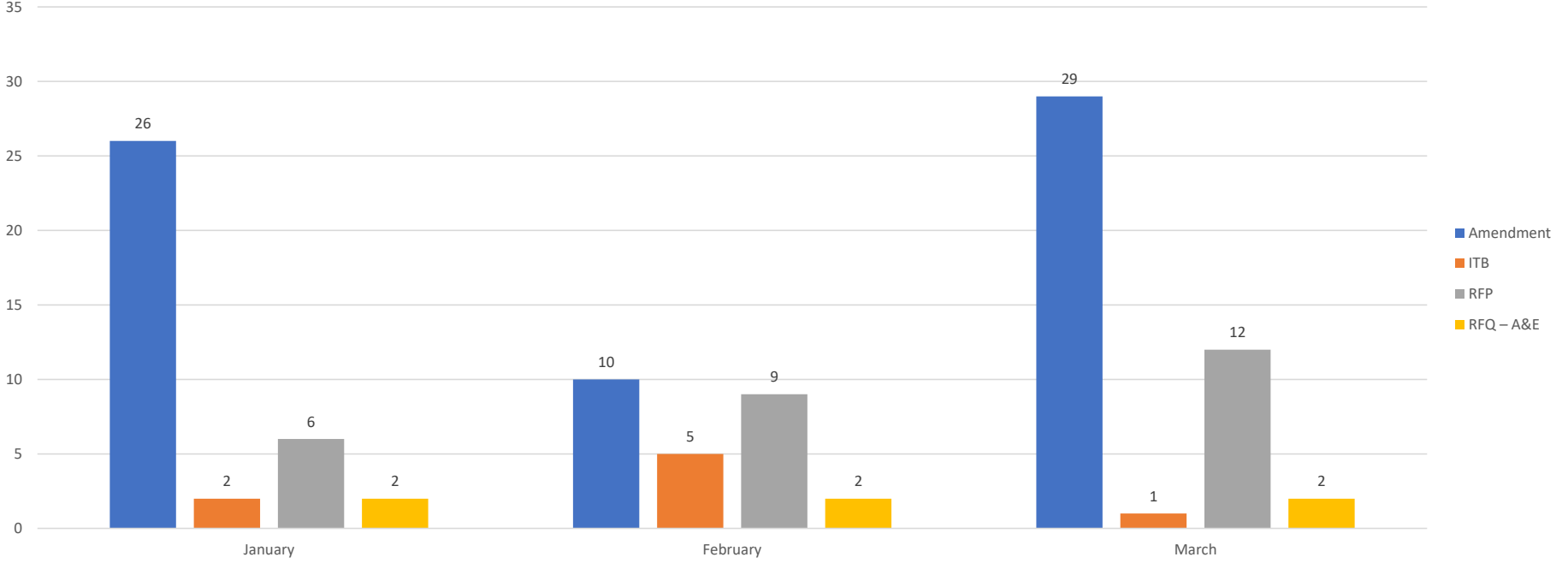
FY23 Q3 Procurement Activity by Department



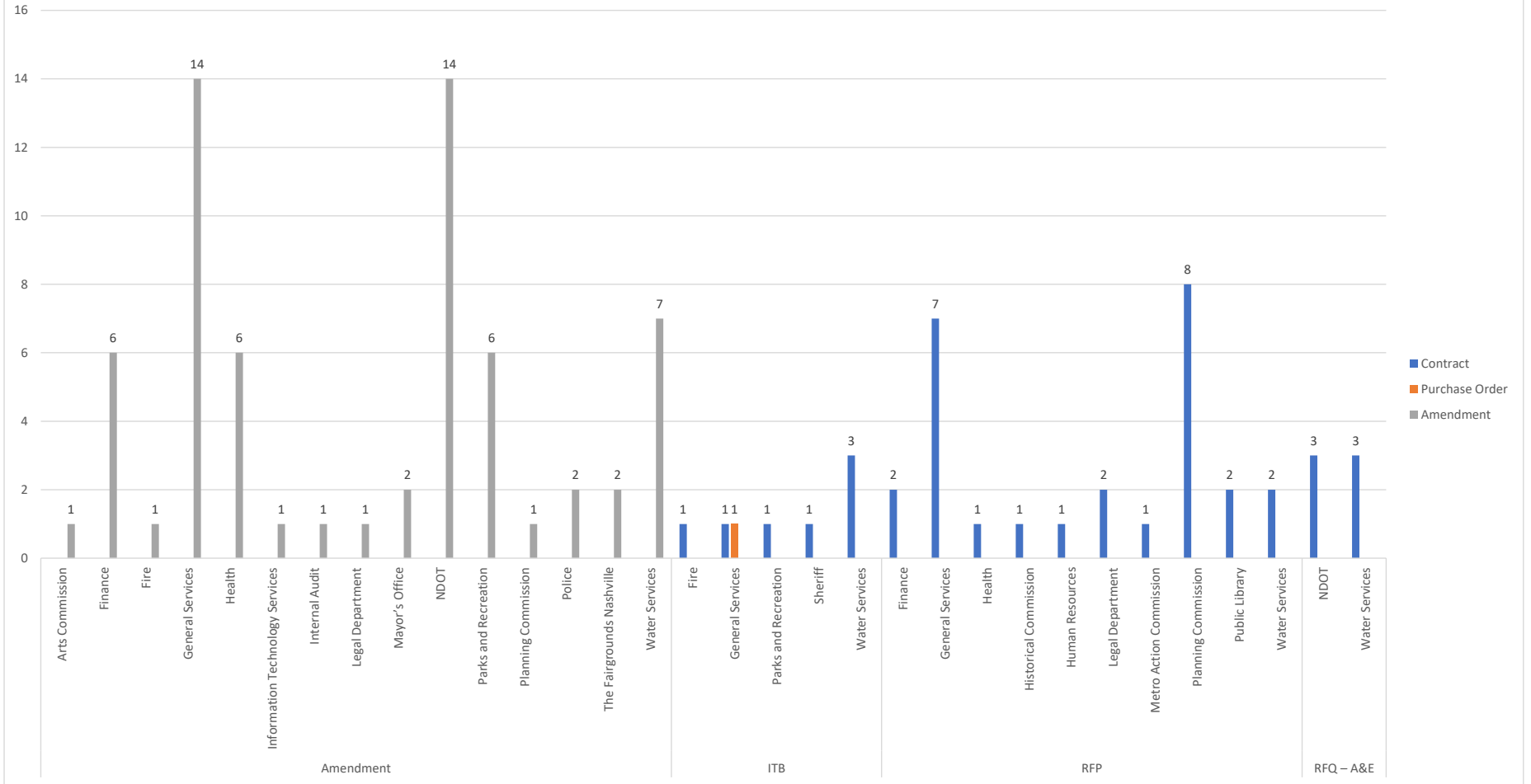
# FY23 Q3 TRANSACTIONAL ACTIVITY



FY23 Q3 Transactional Activity by Month



FY23 Q3 Transactional Activity by Department



## FY2023 - 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	POs	Purchase Order Amounts	Contracts	Contract Amounts	Amend.	Amendments Amount
<b>FY23 TOTALS</b>	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	14	13	1	32	8	7	10	5	1	\$41,750.00	40	\$594,240,716.00	65	\$34,266,648.00
	4th Quarter														
		66	32	5	88	18	16	31	12	4	\$ 483,776.00	116	\$ 1,704,748,523.00	111	\$ 100,749,784.00
<b>DEPARTMENTS SERVED</b>	Arts Commission				2									1	\$ -
	Assessor of Property													1	\$ -
	Codes Admin.				1										
	Finance	6			2				1			3	\$ 3,417,975.00	10	\$ 2,440,150.00
	Finance/Water													1	\$ -
	Fire	1	4		2			1				5	\$ 9,452,500.00	2	\$ -
	General Services	14	14	1	11	2		7	8	4	\$ 483,776.00	26	\$ 270,600,000.00	23	\$ 25,547,022.00
	GS/JJC											1	\$ 10,000,000.00		
	General Sesh Court													1	\$ 74,660.00
	Health	3	1		9							8	\$ 58,464,680.00	8	\$ 6,249,538.00
	Historical Comm'n	1										1	\$ 50,000.00	1	\$ -
	Human Resources	3										1	\$ 12,000,000.00		
	Information Tech.	2			5	3		1				5	\$ 13,000,000.00	1	\$ 450,000.00
	Internal Audit													1	\$ 151,640.00
	Justice Integration				1										
	Legal	4										5	\$ 3,960,000.00	1	\$ -
	Mayor's Office	1										1	\$ 145,000.00	2	\$ -
	Metro Action Comm'n	3			3							4	\$ 11,100,000.00	1	\$ 150,000.00
	Metro Council				1										
	Metro Wide	1													
	Municipal Aud.	1													
	NDOT	1	2	1	1	2						9	\$ 86,326,694.00	21	\$ 36,927,509.00
	OEM	2			1	1		1				5	\$ 4,500,000.00		
	Parks and Rec.	4	3				1	2	1			5	\$ 11,497,438.00	9	\$ 2,529,835.00
	Planning Comm'n	5										10	\$ 14,107,346.00	1	\$ 10,000.00
	Police	2	1		23	2	1					1	\$ 700,000.00	5	\$ 1,406,000.00
	Public Library		1		11	3		14				3	\$ 744,988.00		
	Sheriff		1		5			1				2	\$ 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													3	\$ 14,120.00
	Trustee														
Water Services	11	5	3	9	4	14	3	2			20	\$ 1,193,081,902.00	15	\$ 22,883,120.00	
		66	32	5	88	18	16	31	12	4	\$ 483,776.00	116	\$ 1,704,748,523.00	111	\$ 100,749,784.00





## Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY23 – 3rd Quarter (January – March 2023)

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

1. The Metro Government spent:
  - \$ 6,047,292 with MBE prime contractors
  - \$ 10,052,402 with WBE prime contractors
  - \$ 6,276,563 with MBE subcontractors
  - \$ 9,813,984 with WBE subcontractors
  - \$ 32,190,241 **TOTAL WITH MWBES**

Which represents **6.90%** of the total of all procurement transaction values.

2. The Metro Government spent:
  - \$ 29,858,208 with SBE prime contractors
  - \$ 20,474,805 with SBE subcontractors
  - \$ 50,333,013 **TOTAL WITH SBES**

Which represents **10.80%** of the total of all procurement transaction values.

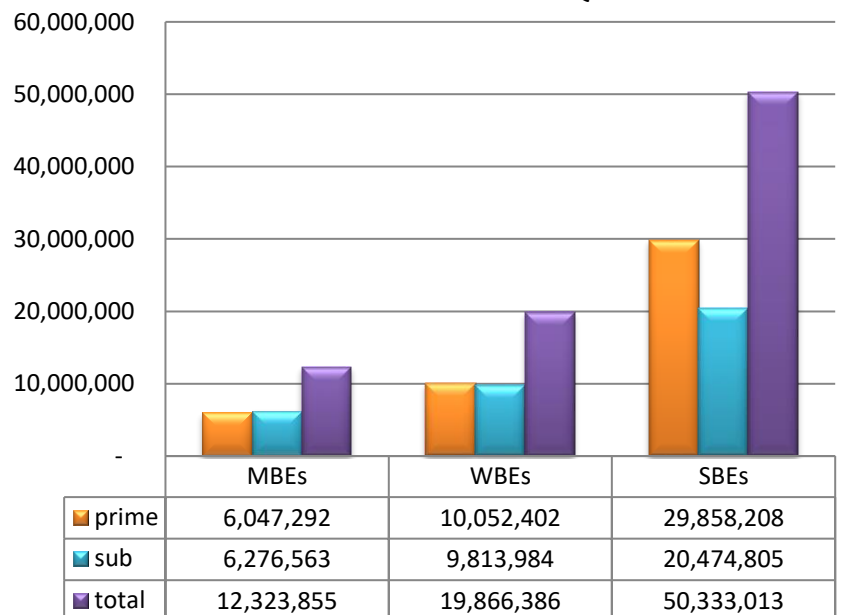
3. Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

**56** MBEs paid

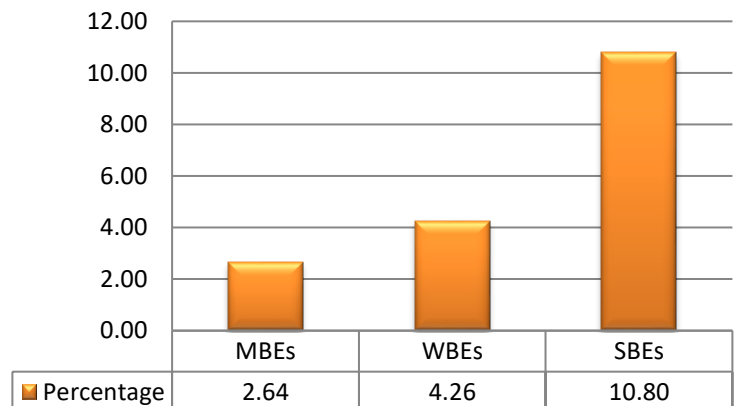
**63** WBEs paid

**144** SBEs paid

### Business Utilization (\$) FY23 3RD 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 Q3 (January 1, 2023 - March 31, 2023)

	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	\$ 2,026,279	\$ 10,604	\$ 128,507	\$ -	\$ -		\$ 2,165,390	\$ 5,000	3.45%	\$ 16,104,694	\$ 466,203,390
**Metro General Government (Subs)	\$ 2,896,570	\$ 46,847	\$ 299,169	\$ 385,767	\$ -		\$ 3,628,352	\$ 1,126,004	61.02%	\$ 17,216,552	\$ 28,213,513
Metropolitan Nashville Public Schools	\$ 318,716	\$ -	\$ 26,883	\$ -	\$ -		\$ 345,599	\$ -	3.41%	\$ 4,388,577	\$ 128,533,309
Metropolitan Nashville Public Schools (Subs)	\$ 820,125	\$ 1,173,059	\$ -	\$ -	\$ -		\$ 1,993,184	\$ -	27.71%	\$ 7,403,731	\$ 26,716,102
Nashville Electric Service	\$ 1,265,159	\$ 4,140,179	\$ 420,593	\$ -	\$ -		\$ 5,825,931	\$ -	12.15%	\$ 8,350,031	\$ 68,701,892
Metro Development and Housing Agency	\$ 651,877	\$ 155,850	\$ -	\$ -	\$ -		\$ 807,727	\$ 142,642	23.08%	\$ 1,576,836	\$ 6,831,369
Metro Development and Housing Agency (Subs)	\$ 208,477	\$ -	\$ -	\$ -	\$ -		\$ 208,477	\$ -	48.09%	\$ 353,664	\$ 735,409
WeGo Public Transit/Metro Transit Authority	\$ 532,469	\$ 53,614	\$ 4,420	\$ -	\$ 979,218		\$ 1,569,721	\$ -	20.60%	\$ 2,111,584	\$ 10,249,983
Metro Nashville Airport Authority	\$ 3,379,312	\$ 666,068	\$ 158,127	\$ -	\$ -		\$ 4,203,507	\$ -	0.00%	\$ 7,566,685	\$ 87,957,387
<b>Totals</b>	<b>\$ 8,173,812</b>	<b>\$ 5,026,315</b>	<b>\$ 738,530</b>	<b>\$ -</b>	<b>\$ 979,218</b>		<b>\$ 14,917,875</b>	<b>\$ 147,642</b>	<b>5.22%</b>	<b>\$ 40,098,407</b>	<b>\$ 768,477,330</b>
<b>Woman Owned</b>											
Metro General Government	\$ 368,885	\$ 2,942,272	\$ 199,056	\$ 371,689	\$ -	\$ 10,052,402	\$ 13,934,304				
**Metro General Government (Subs)	\$ 2,438,082	\$ 76,269	\$ -	\$ 133,861	\$ -	\$ 9,813,984	\$ 12,462,196				
Metropolitan Nashville Public Schools	\$ 126,223	\$ 1,081,953	\$ -	\$ 6,159	\$ -	\$ 2,828,643	\$ 4,042,978				
Metropolitan Nashville Public Schools (Subs)	\$ 1,170	\$ -	\$ -	\$ -	\$ -	\$ 5,409,377	\$ 5,410,547				
Nashville Electric Service	\$ 569,386	\$ -	\$ 1,340	\$ 8,842	\$ -	\$ 1,944,532	\$ 2,524,100				
Metro Development and Housing Agency	\$ 453,675	\$ -	\$ -	\$ -	\$ -	\$ 172,792	\$ 626,467				
Metro Development and Housing Agency (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 145,187	\$ 145,187				
WeGo Public Transit/Metro Transit Authority	\$ 9,858	\$ -	\$ -	\$ -	\$ 163,503	\$ 368,501	\$ 541,863				
Metro Nashville Airport Authority	\$ 428,898	\$ 126,500	\$ -	\$ -	\$ -	\$ 2,807,780	\$ 3,363,178				
<b>Totals</b>	<b>\$ 1,956,925</b>	<b>\$ 4,150,725</b>	<b>\$ 200,396</b>	<b>\$ 386,690</b>	<b>\$ 163,503</b>	<b>\$ 18,174,650</b>	<b>\$ 25,032,890</b>				
<b>Total Prime Spend</b>	<b>\$ 10,130,737</b>	<b>\$ 9,177,040</b>	<b>\$ 938,926</b>	<b>\$ 386,690</b>	<b>\$ 1,142,722</b>	<b>\$ 18,174,650</b>	<b>\$ 39,950,765</b>	<b>\$ 147,642</b>	<b>5.22%</b>	<b>\$ 40,098,407</b>	<b>\$ 768,477,330</b>
<b>Total Subcontractor Spend</b>	<b>\$ 6,364,423</b>	<b>\$ 1,296,175</b>	<b>\$ 299,169</b>	<b>\$ 519,627</b>	<b>\$ -</b>	<b>\$ 15,368,548</b>	<b>\$ 18,017,930</b>	<b>\$ 1,126,004</b>	<b>44.86%</b>	<b>\$ 24,973,947</b>	<b>\$ 55,665,024</b>



## Fiscal Year 2023 Small Business Quarterly Report FY23 Q3 (January 1, 2023 - March 31, 2023)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 29,858,208	\$ 420,240,488	\$ 466,203,390
**Metro General Government (Subs)	\$ 20,474,805	\$ 569,946	\$ 28,213,513
Metropolitan Nashville Public Schools	\$ 5,062,994	\$ 119,081,739	\$ 128,533,309
Metropolitan Nashville Public Schools (Subs)	\$ 605,560	\$ 18,706,811	\$ 26,716,102
Nashville Electric Service	\$ 1,359,088	\$ 58,992,773	\$ 68,701,892
Metro Development and Housing Agency	\$ 798,179	\$ 4,456,354	\$ 6,831,369
Metro Development and Housing Agency (Subs)	\$ 312,055	\$ 69,690	\$ 735,409
WeGo Public Transit/Metro Transit Authority	\$ 2,178,867	\$ 5,959,532	\$ 10,249,983
Metro Nashville Airport Authority	\$ 685,031	\$ 79,705,671	\$ 87,957,387
<b>Total Prime Spend</b>	<b>\$ 39,942,367</b>	<b>\$ 688,436,557</b>	<b>\$ 768,477,330</b>
<b>Total Subcontractor Spend</b>	<b>\$ 21,392,420</b>	<b>\$ 19,346,447</b>	<b>\$ 55,665,024</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 Q3 (January 1, 2023 - March 31, 2023)

	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	3.45%	\$ 16,104,694	\$ 466,203,390	N/A	N/A	N/A	4.98%	\$ 14,487,499	\$ 291,028,993	N/A	N/A	N/A
*Metro General Government (Subs)	N/A	N/A	N/A	61.02%	\$ 17,216,552	\$ 28,213,513	N/A	N/A	N/A	65.33%	\$ 20,436,699	\$ 31,283,708
Metropolitan Nashville Public Schools	3.41%	\$ 4,388,577	\$ 128,533,309	N/A	N/A	N/A	11.76%	\$ 2,463,763	\$ 20,948,608	N/A	N/A	N/A
Metropolitan Nashville Public Schools (Subs)	N/A	N/A	N/A	27.71%	\$ 7,403,731	\$ 26,716,102	N/A	N/A	N/A	58.15%	\$ 12,735,748	\$ 21,899,852
Nashville Electric Service	12.15%	\$ 8,350,031	\$ 68,701,892	N/A	N/A	N/A	14.46%	\$ 6,980,272	\$ 48,278,169	N/A	N/A	N/A
Metro Development and Housing Agency	23.08%	\$ 1,576,836	\$ 6,831,369	N/A	N/A	N/A	17.13%	\$ 1,020,599	\$ 5,957,823	N/A	N/A	N/A
Metro Development and Housing Agency (Subs)	N/A	N/A	N/A	48.09%	\$ 353,664	\$ 735,409	N/A	N/A	N/A	49.85%	\$ 285,117	\$ 571,978
WeGo Public Transit/Metro Transit Authority	20.60%	\$ 2,111,584	\$ 10,249,983	N/A	N/A	N/A	17.05%	\$ 1,945,301	\$ 11,408,934	N/A	N/A	N/A
Metro Nashville Airport Authority	8.60%	\$ 7,566,685	\$ 87,957,387	N/A	N/A	N/A	9.49%	\$ 7,287,561	\$ 76,770,604	N/A	N/A	N/A
<b>Total Spend</b>	<b>5.22%</b>	<b>\$ 40,098,407</b>	<b>\$ 768,477,330</b>	<b>44.86%</b>	<b>\$ 24,973,947</b>	<b>\$ 55,665,024</b>	<b>7.52%</b>	<b>\$ 34,184,995</b>	<b>\$ 454,393,131</b>	<b>62.24%</b>	<b>\$ 33,457,564</b>	<b>\$ 53,755,538</b>

Comparison		
Agency	Q3 FY23	Q3 FY22
Metro General Government	3.45%	4.98%
*Metro General Government (Subs)	61.02%	65.33%
Metropolitan Nashville Public Schools	3.41%	11.76%
Metropolitan Nashville Public Schools (Subs)	27.71%	58.15%
Nashville Electric Service	12.15%	14.46%
Metro Development and Housing Agency	23.08%	17.13%
Metro Development and Housing Agency (Subs)	48.09%	49.85%
WeGo Public Transit/Metro Transit Authority	20.60%	17.05%
Metro Nashville Airport Authority	8.60%	9.49%
Prime Total	5.22%	7.52%
Sub Total	44.86%	62.24%

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.

