



FY2023 - 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	89	122	3	27	1	14	15
ITBs	43	93	2	9	0	1	2
Professional Services (A&E)	7	178	4	6	0	3	1

*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	52	50	2
Cooperative Purchases	15	15	0
Cooperative - State or Other Local	7	7	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	139	123	16
Sole Sources >\$250K	31	29	2
Percentage of Sole Source Requests Approved			89%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	156	98	\$ 2,287,184,523.00
Contract Amendments	139	66	\$ 129,179,900.00
Completed Contracts Greater than \$1 Million	66		
Active Suppliers with Contracts Greater than \$1 Million	376		
Purchase Orders from Solicited Procurements	5	21	\$ 625,136.00
Delegated Purchasing Authority Purchase Orders	2693	N/A	\$ 3,887,924.70
Number of Purchase Orders	21475	N/A	\$ 757,448,694.85

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 Year	\$ 3,214,700	Negotiated Cost Reductions	\$ 566,333
Percentage of Spend Through Cooperative Purchasing	0.41%	Total Procurement Spend	\$ 2,456,542,050

Training & Professional Development

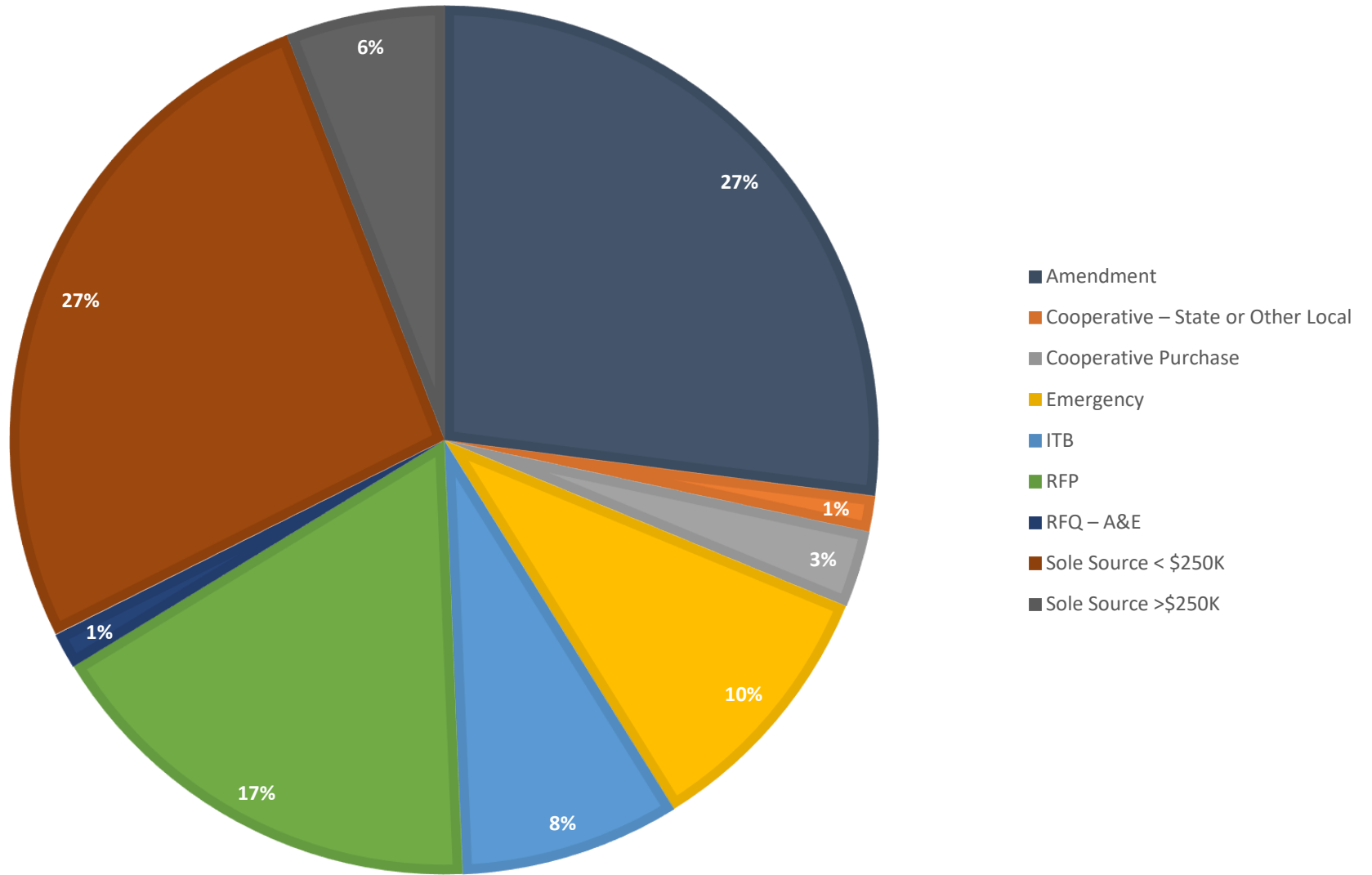
Professional Development	
Employees with Certifications	7
Spend per Employee on PD/Training	\$ 1,291
Professional Training Hours	257

Training	Number of Attendees	Hours Completed
iProcurement Requisition Entry Training	80	66
iProcurement Buyer Training	16	60
iProcurement Approver Training	30	66
Procurement Office Training	78	7
iSupplier Training	67	12
BAO Outreach Events/Training	525	16

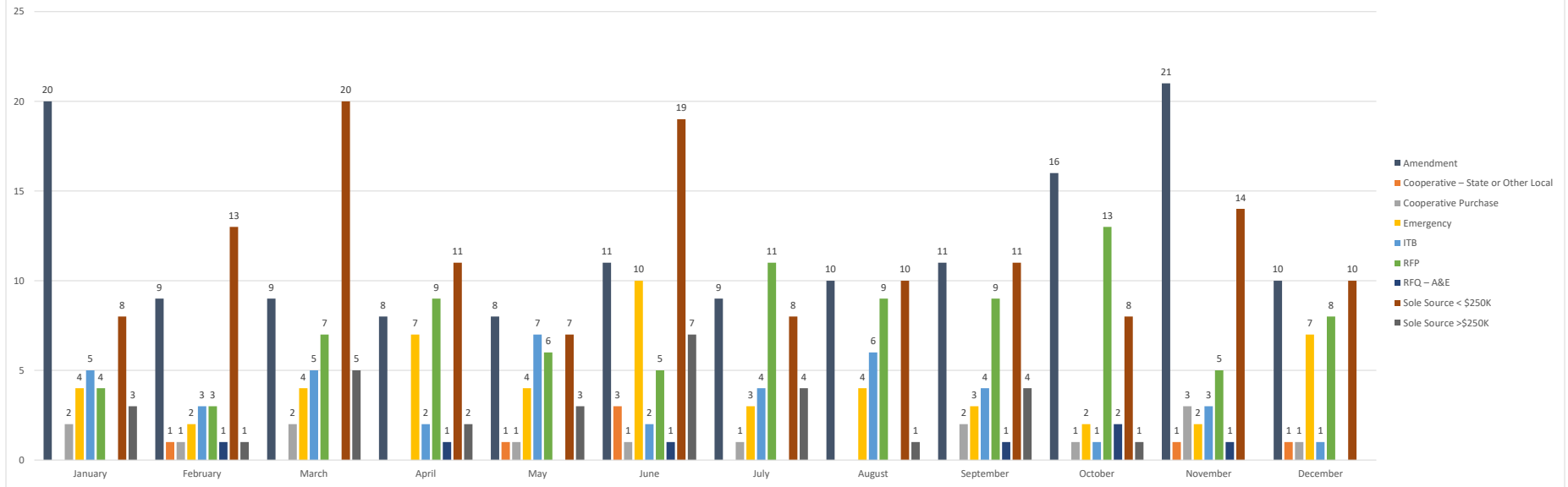
Paper Consumption

Reams of Virgin Paper	45,330	Reams of Recycled Paper	5,020
Virgin Paper Cost	\$ 180,336.90	Recycled Paper Cost	\$ 22,674.50

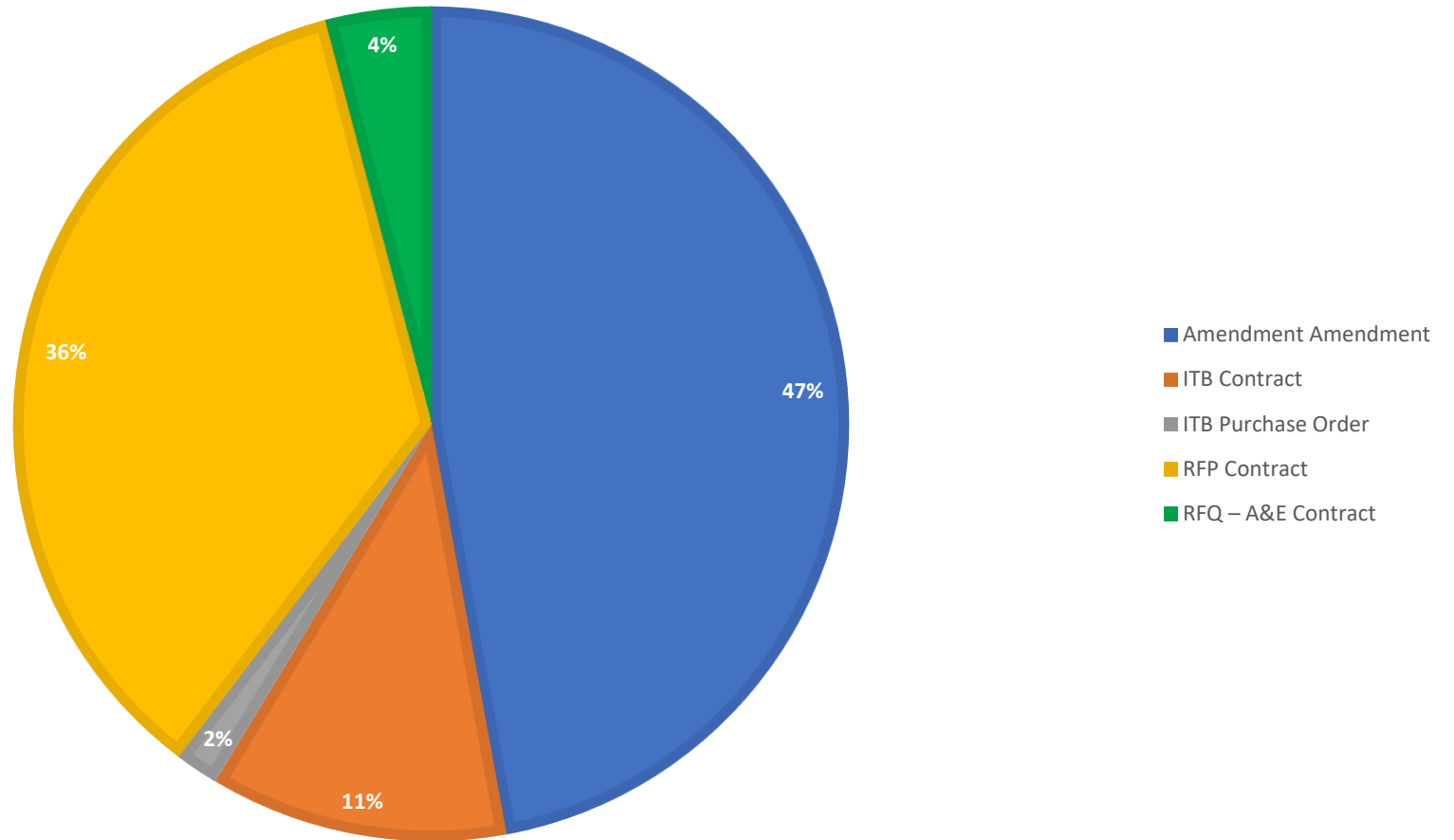
FY23 PROCUREMENT ACTIVITY



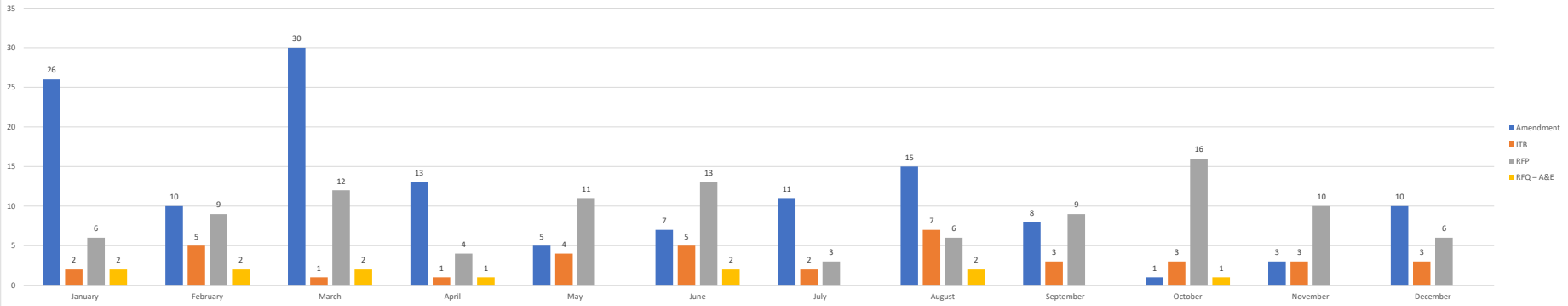
FY23 Procurement Activity by Month



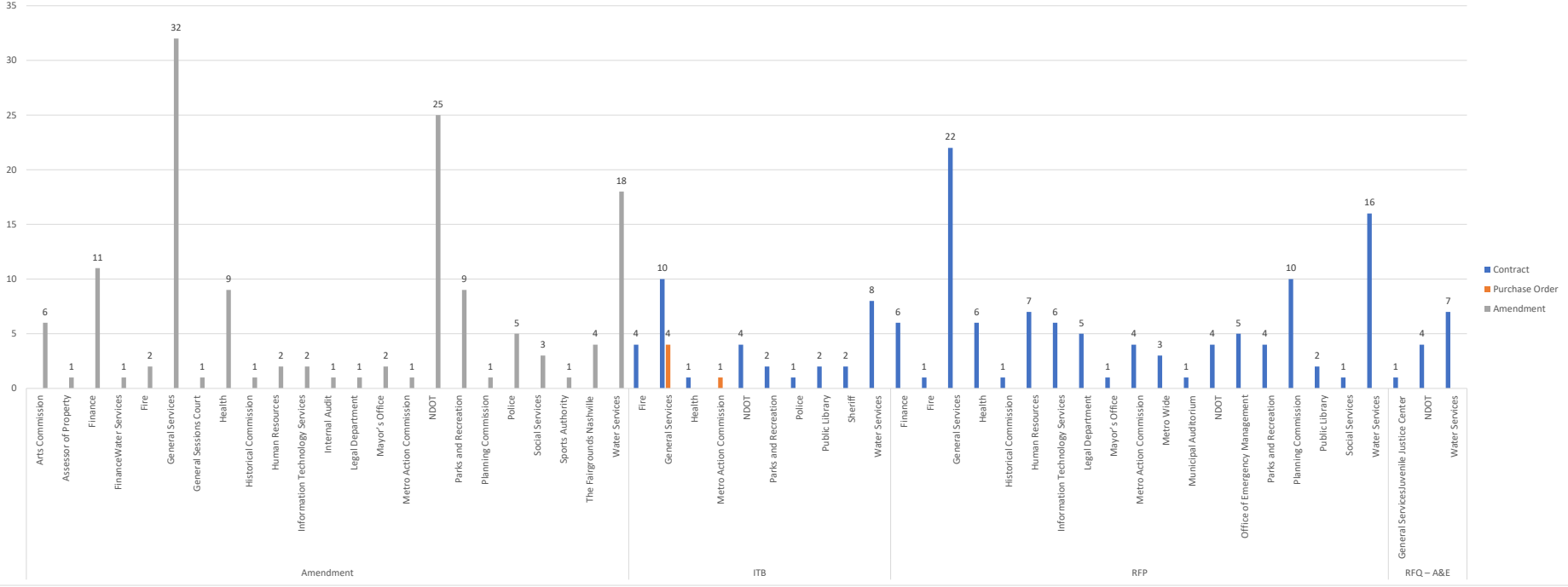
FY23 TRANSACTIONAL ACTIVITY



FY23 Transactional Activity by Month



FY23 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
FY23 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	14	13	1	32	8	7	10	5	1	\$41,750.00	40	\$594,240,716.00	65	\$34,266,648.00
	4th Quarter	20	11	2	35	11	7	21	2	1	\$141,360.00	40	\$582,436,000.00	25	\$28,430,116.00
	TOTALS	86	43	7	123	29	23	52	14	5	\$ 625,136.00	156	\$ 2,287,184,523.00	136	\$ 129,179,900.00
DEPARTMENTS SERVED	Arts Commission				2									3	\$ 5,000.00
	Assessor of Property													1	\$ -
	Codes Admin.				1										
	Family Safety	1													
	Finance	7			4			1	1			6	\$ 8,347,975.00	11	\$ 2,475,150.00
	Finance/Water													1	\$ -
	Fire	1	4		2			1				5	\$ 9,452,500.00	2	\$ -
	General Services	22	16	1	14	3		7	8	4	\$ 483,776.00	34	\$ 282,200,000.00	32	\$ 32,222,668.00
	GS/JJC											1	\$ 10,000,000.00		
	General Sesh Court													1	\$ 74,660.00
	Health	3	1		12							8	\$ 58,464,680.00	10	\$ 7,118,308.00
	Historical Comm'n	1										1	\$ 50,000.00	1	\$ -
	Human Resources	4										7	\$ 314,500,000.00	1	\$ -
	Information Tech.	3			7	3		2				6	\$ 93,000,000.00	2	\$ 674,000.00
	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	4	1		5		1	1		1	\$ 141,360.00	5	\$ 16,100,000.00	1	\$ 150,000.00
	Metro Council				1										
	Metro Wide	1										3	\$ 75,000,000.00		
	Municipal Aud.	1										1	\$ -		
	NDOT	2	5	1	3	2		2	1			12	\$ 99,826,694.00	24	\$ 42,927,509.00
	OEM	2			1	1		1				5	\$ 4,500,000.00		
	Parks and Rec.	6	5			1	1	2	1			6	\$ 21,497,438.00	9	\$ 2,529,835.00
	Planning Comm'n	5			1							10	\$ 14,107,346.00	1	\$ 10,000.00
	Police	2	2		32	4	3					1	\$ 700,000.00	5	\$ 1,406,000.00
	Public Library		2		19	5		26				4	\$ 800,988.00		
	Sheriff		1		5			1				2	\$ 1,200,000.00		
	Social Services	1			1			1				1	\$ 400,000.00	3	\$ 210,463.00
	Sports Authority					2								1	\$ 1,718,627.00
	The Fairgrounds													4	\$ 114,120.00
	Trustee														
Water Services	15	6	5	12	8	18	7	3			32	\$ 1,272,931,902.00	19	\$ 37,391,920.00	
TOTALS	86	43	7	123	29	23	52	14	5	\$ 625,136.00	156	\$ 2,287,184,523.00	136	\$ 129,179,900.00	



Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY23 – (July 1, 2022 – June 30, 2023)

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

- The Metro Government spent:
 - \$ 20,995,054 with MBE prime contractors
 - \$ 36,710,318 with WBE prime contractors
 - \$ 16,408,429 with MBE subcontractors
 - \$ 36,410,375 with WBE subcontractors
 - \$ 110,524,176 **TOTAL WITH MWBES**

Which represents **4.50%** of the total of all procurement transaction values.

- The Metro Government spent:
 - \$ 135,400,041 with SBE prime contractors
 - \$ 84,796,551 with SBE subcontractors
 - \$ 220,196,592 **TOTAL WITH SBES**

Which represents **8.96%** of the total of all procurement transaction values.

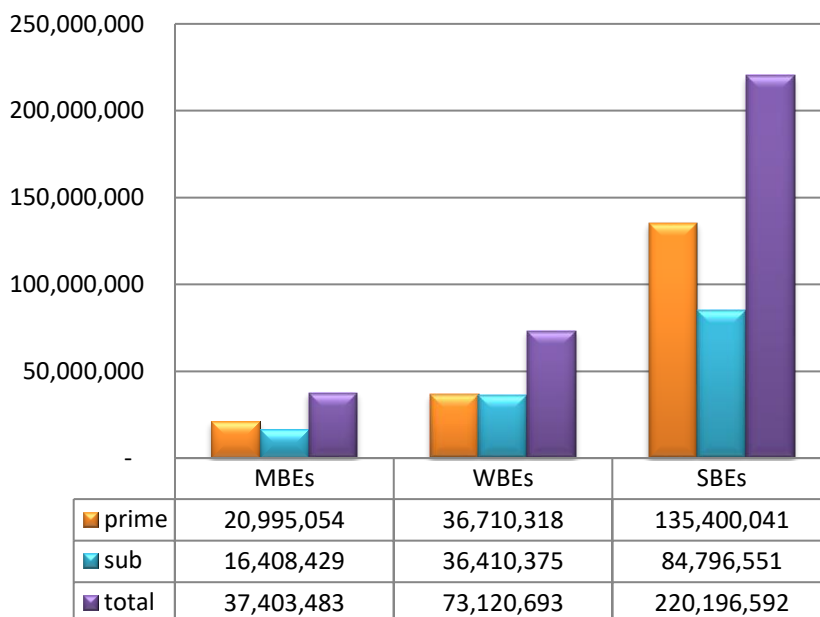
- Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

78 MBEs paid

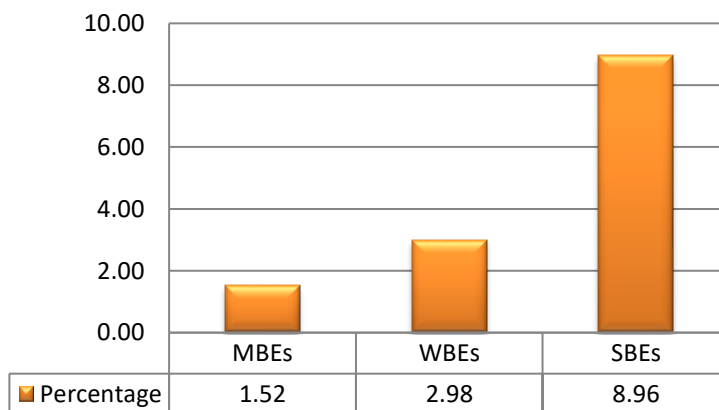
82 WBEs paid

139 SBEs paid

Business Utilization (\$) FY23



Business Utilization (%) FY23



*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 (July 1, 2022 - June 30, 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
Ethnic Minority Male Owned											
Metro General Government	\$ 16,750,013	\$ 852,171	\$ 690,226	\$ -	\$ -		\$ 18,292,410	\$ 572,377	2.66%	\$ 65,303,628	\$ 2,456,542,050
**Metro General Government (Subs)	\$ 10,920,068	\$ 351,316	\$ 1,829,297	\$ 1,711,464	\$ -		\$ 14,812,145	\$ 2,775,316	46.97%	\$ 61,119,705	\$ 130,112,570
Metropolitan Nashville Public Schools	\$ 1,946,096	\$ 61,527	\$ 243,101	\$ -	\$ -		\$ 2,250,724	\$ 200	2.63%	\$ 15,138,712	\$ 575,478,639
Metropolitan Nashville Public Schools (Subs)	\$ 3,400,573	\$ 7,953,788	\$ 373,090	\$ -	\$ -		\$ 11,727,451	\$ -	31.86%	\$ 28,369,422	\$ 89,052,427
Nashville Electric Service	\$ 8,946,099	\$ 16,475,028	\$ 1,690,331	\$ 35,449	\$ -		\$ 27,146,907	\$ -	13.94%	\$ 36,441,603	\$ 261,448,240
Metro Development and Housing Agency	\$ 3,693,639	\$ 1,049,959	\$ -	\$ -	\$ -		\$ 4,743,598	\$ 663,094	21.85%	\$ 7,474,096	\$ 34,211,836
Metro Development and Housing Agency (Subs)	\$ 269,085	\$ 1,854,248	\$ -	\$ -	\$ -		\$ 2,123,333	\$ -	63.29%	\$ 3,452,893	\$ 5,455,449
WeGo Public Transit/Metro Transit Authority	\$ 2,898,755	\$ 258,759	\$ 110,895	\$ -	\$ 4,815,592		\$ 8,084,000	\$ -	15.58%	\$ 9,699,186	\$ 62,261,865
Metro Nashville Airport Authority	\$ 12,468,978	\$ 6,473,879	\$ 200,084	\$ -	\$ -		\$ 19,142,941	\$ -	13.05%	\$ 37,172,358	\$ 284,815,418
Totals	\$ 46,703,580	\$ 25,171,323	\$ 2,934,637	\$ 35,449	\$ 4,815,592		\$ 79,660,580	\$1,235,671	4.66%	\$ 171,229,583	\$ 3,674,758,048
Woman Owned											
Metro General Government	\$ 1,859,045	\$ 617,158	\$ 1,605	\$ 224,836	\$ -	\$ 36,710,318	\$ 39,412,962				
**Metro General Government (Subs)	\$ 1,533,086	\$ 21,500	\$ -	\$ 41,698	\$ -	\$ 36,410,375	\$ 38,006,659				
Metropolitan Nashville Public Schools	\$ 89,436	\$ 52,674	\$ -	\$ 5,305	\$ -	\$ 10,944,384	\$ 11,091,799				
Metropolitan Nashville Public Schools (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,325,072	\$ 15,325,072				
Nashville Electric Service	\$ 462,725	\$ -	\$ 343,027	\$ 19,169	\$ -	\$ 6,671,120	\$ 7,496,041				
Metro Development and Housing Agency	\$ 538,337	\$ -	\$ -	\$ -	\$ -	\$ 615,130	\$ 1,153,467				
Metro Development and Housing Agency (Subs)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,329,560	\$ 1,329,560				
WeGo Public Transit/Metro Transit Authority	\$ 43,445	\$ 58,273	\$ -	\$ -	\$ 63,117	\$ 831,377	\$ 996,212				
Metro Nashville Airport Authority	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,386,479	\$ 14,386,479				
Totals	\$ 2,992,988	\$ 728,105	\$ 344,632	\$ 249,310	\$ 63,117	\$ 70,158,808	\$ 74,536,960				
Total Prime Spend	\$ 49,696,567	\$ 25,899,428	\$ 3,279,269	\$ 284,759	\$ 4,878,709	\$ 70,158,808	\$ 154,197,540	\$1,235,671	4.66%	\$ 171,229,583	\$ 3,674,758,048
Total Subcontractor Spend	\$ 16,122,811	\$ 10,180,852	\$ 2,202,387	\$ 1,753,162	\$ -	\$ 53,065,007	\$ 54,661,292	\$2,775,316	41.38%	\$ 92,942,020	\$ 224,620,446



Fiscal Year 2023 Small Business Quarterly Report FY23 (July 1, 2022 - June 30, 2023)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 135,400,041	\$ 2,255,838,381	\$ 2,456,542,050
**Metro General Government (Subs)	\$ 84,796,551	\$ 4,059,661	\$ 130,112,570
Metropolitan Nashville Public Schools	\$ 17,060,016	\$ 543,279,912	\$ 575,478,639
Metropolitan Nashville Public Schools (Subs)	\$ 5,135,659	\$ 55,547,345	\$ 89,052,427
Nashville Electric Service	\$ 5,208,333	\$ 219,798,304	\$ 261,448,240
Metro Development and Housing Agency	\$ 3,814,361	\$ 22,923,379	\$ 34,211,836
Metro Development and Housing Agency (Subs)	\$ 1,831,976	\$ 590,710	\$ 5,875,579
WeGo Public Transit/Metro Transit Authority	\$ 6,872,500	\$ 45,690,179	\$ 62,261,865
Metro Nashville Airport Authority	\$ 4,009,506	\$ 243,633,554	\$ 284,815,418
Total Prime Spend	\$ 172,364,757	\$ 3,331,163,709	\$ 3,674,758,048
Total Subcontractor Spend	\$ 91,764,185	\$ 60,197,717	\$ 225,040,576

NOTES:

Metro Nashville Airport Authority did not report for Q4.

*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 (July 1, 2022 - June 30, 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	2.66%	\$ 65,303,628	\$ 2,456,542,050	N/A	N/A	N/A	3.34%	\$ 60,954,630	\$ 1,823,508,260			
*Metro General Government (Subs)	N/A	N/A	N/A	46.97%	\$ 61,119,705	\$ 130,112,570				67.81%	\$ 88,155,529	\$ 130,011,637
Metropolitan Nashville Public Schools	2.63%	\$ 15,138,712	\$ 575,478,639	N/A	N/A	N/A	3.45%	\$ 14,802,639	\$ 428,939,378			
Metropolitan Nashville Public Schools (Subs)	N/A	N/A	N/A	31.86%	\$ 28,369,422	\$ 89,052,427				72.20%	\$ 28,742,823	\$ 39,811,486
Nashville Electric Service	13.94%	\$ 36,441,603	\$ 261,448,240	N/A	N/A	N/A	16.35%	\$ 33,451,987	\$ 204,541,208			
Metro Development and Housing Agency	21.85%	\$ 7,474,096	\$ 34,211,836	N/A	N/A	N/A	20.38%	\$ 6,839,644	\$ 33,559,790			
Metro Development and Housing Agency (Subs)	N/A	N/A	N/A	63.29%	\$ 3,452,893	\$ 5,455,449				35.84%	\$ 729,226	\$ 2,034,484
WeGo Public Transit/Metro Transit Authority	15.58%	\$ 9,699,186	\$ 62,261,865	N/A	N/A	N/A	13.76%	\$ 5,556,831	\$ 40,397,284			
Metro Nashville Airport Authority	13.05%	\$ 37,172,358	\$ 284,815,418	N/A	N/A	N/A	12.40%	\$ 37,587,518	\$ 303,127,515			
Total Spend	4.66%	\$ 171,229,583	\$ 3,674,758,048	41.38%	\$ 92,942,020	\$ 224,620,446	5.62%	\$ 159,193,249	\$ 2,834,073,435	68.44%	\$ 117,627,578	\$ 171,857,607

Comparison		
Agency	FY23	FY22
Metro General Government	2.66%	3.34%
*Metro General Government (Subs)	46.97%	67.81%
Metropolitan Nashville Public Schools	2.63%	3.45%
Metropolitan Nashville Public Schools (Subs)	31.86%	72.20%
Nashville Electric Service	13.94%	16.35%
Metro Development and Housing Agency	21.85%	20.38%
Metro Development and Housing Agency (Subs)	63.29%	35.84%
WeGo Public Transit/Metro Transit Authority	15.58%	13.76%
Metro Nashville Airport Authority	13.05%	12.40%
Prime Total	4.66%	5.62%
Sub Total	41.38%	68.44%

NOTES:
 Metro Nashville Airport Authority did not report for Q4.
 *Primes and Subcontractor (Metro_GG, MNPS, and MDHA) amounts are captured separately in the Total Spend.
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