



1st Quarter FY2020 - 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	15	259	3	0	0	0	0
ITBs	24	142	2	18	0	2	3
Professional Services (A&E)	0	N/A	N/A	N/A	N/A	N/A	N/A

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	15	15	0
Cooperative Purchases	3	3	0
Sole Sources DPA	10	10	0
Sole Sources Exempt	7	7	0
Sole Sources <\$250K	5	4	1
Sole Sources >\$250K	2	2	0
Percentage of Sole Source Requests Approved			98%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	24	110	\$ 62,675,465.68
Contract Amendments	23	67	\$ 30,273,963.62
Completed Contracts Greater than \$1 Million	18		
Active Suppliers with Contracts Greater than \$1 Million	529		
Purchase Orders from Solicited Procurements	11	19	\$ 4,648,019.76
Delegated Purchasing Authority Purchase Orders***	119	N/A	\$ 251,835.92
Number of Purchase Orders	4614		

\*Reporting Metro Departments include: Fire, General Services, Library and Planning

\*\* Intent to award to Completion

Cost Savings/Avoidance

Organizational Budget (per quarter)		Negotiated Cost Reductions	\$ 37,375
Percentage of Spend Through Cooperative Purchasing		Total Procurement Spend	\$ 238,085,687

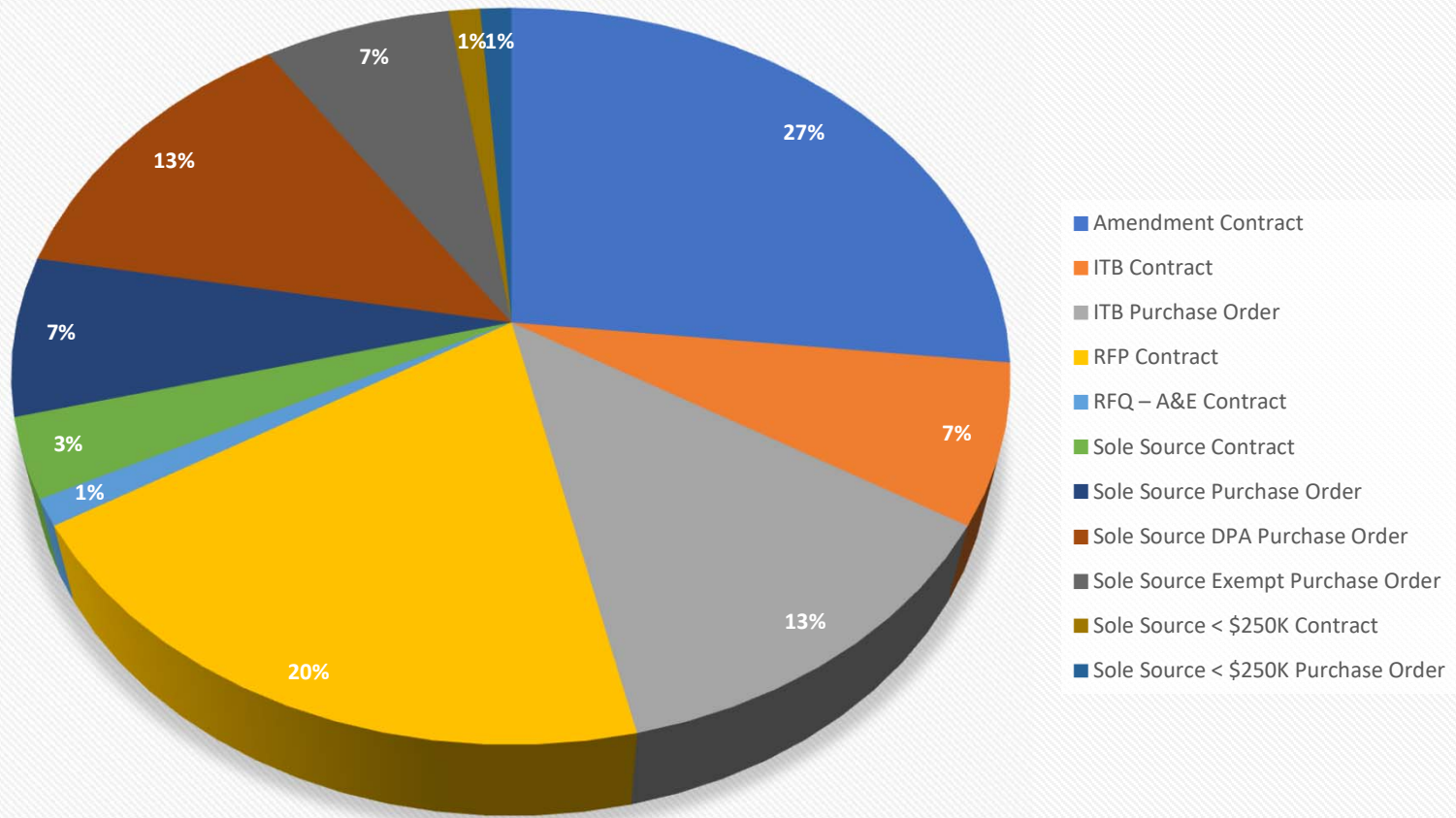
Training & Professional Development

Professional Development		Training		
		Training	Number of Attendees	Hours Completed
Employees with Certifications	3	iProcurement Requisition Entry Training	28	8
Spend per Employee on PD/Training	\$ 2,800	iSupplier Training	2	1.5
Professional Training Hours	120	iProcurement Buyer Training	25	12
		iProcurement Approver Training	34	7
		Procurement Office Training	0	0

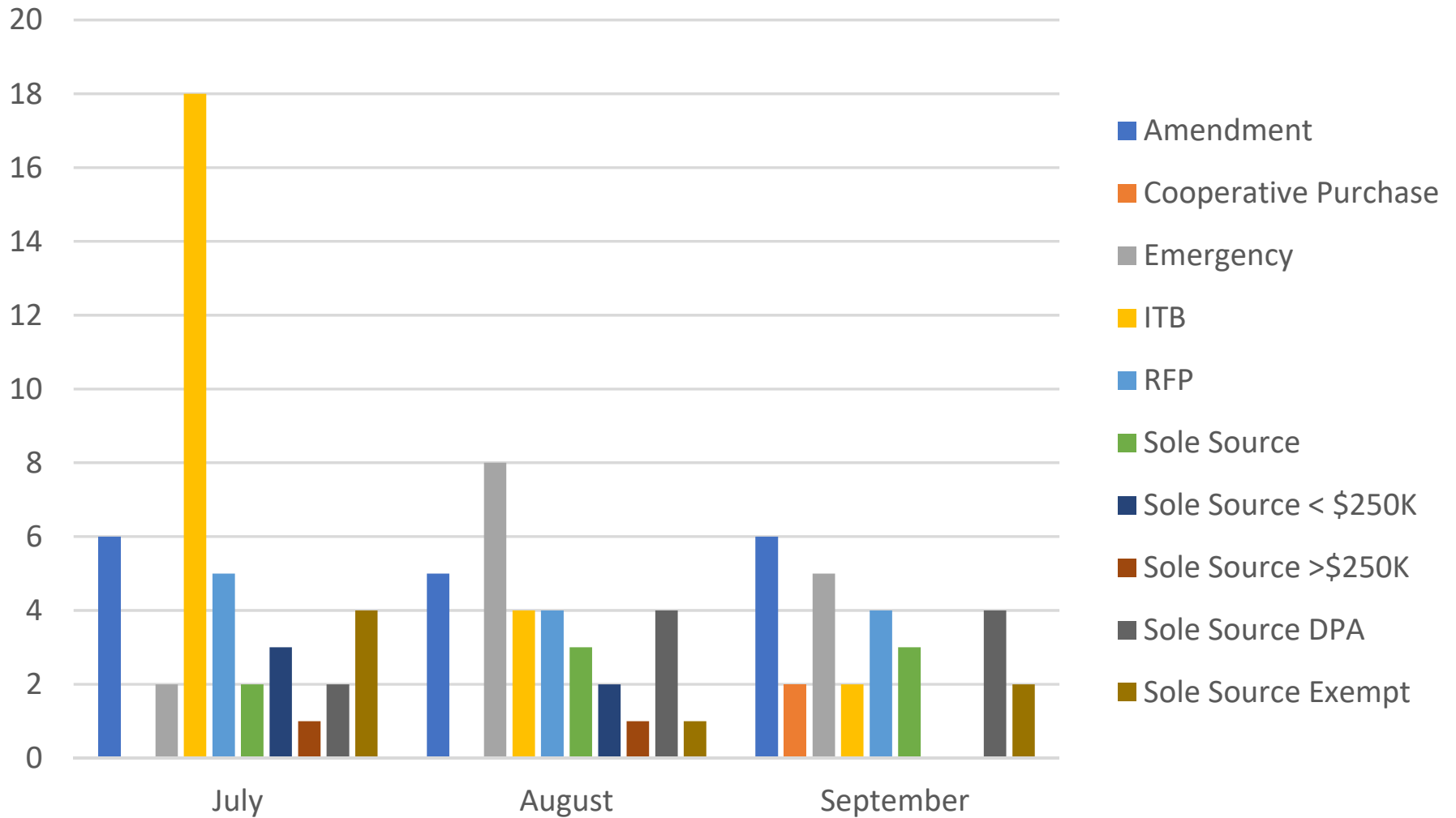
Paper Consumption

Reams of Virgin Paper	11,540	Reams of Recycled Paper	1,290
Virgin Paper Cost	\$ 35,197.00	Recycled Paper Cost	\$ 4,321.00

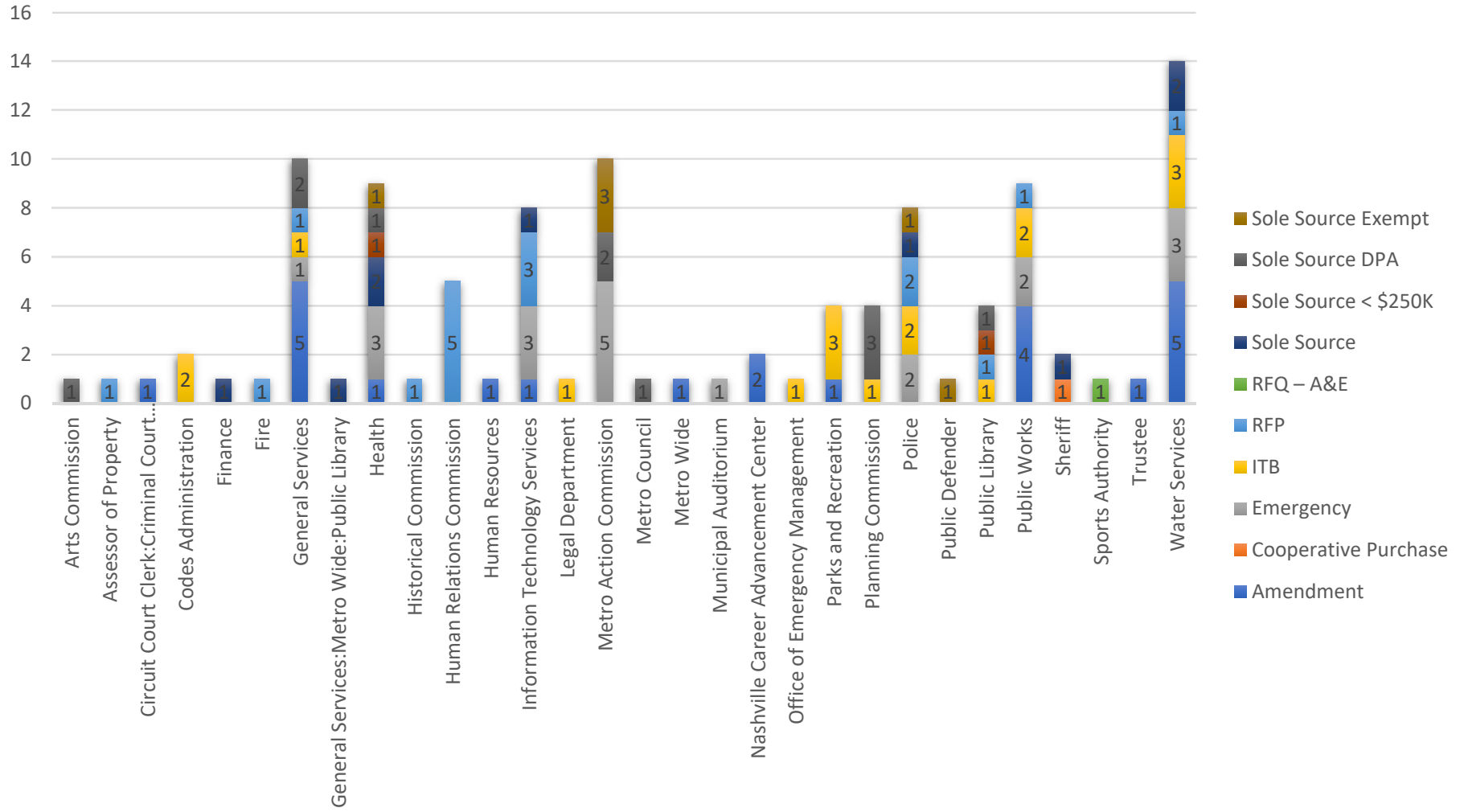
# Q1 Procurement Activity



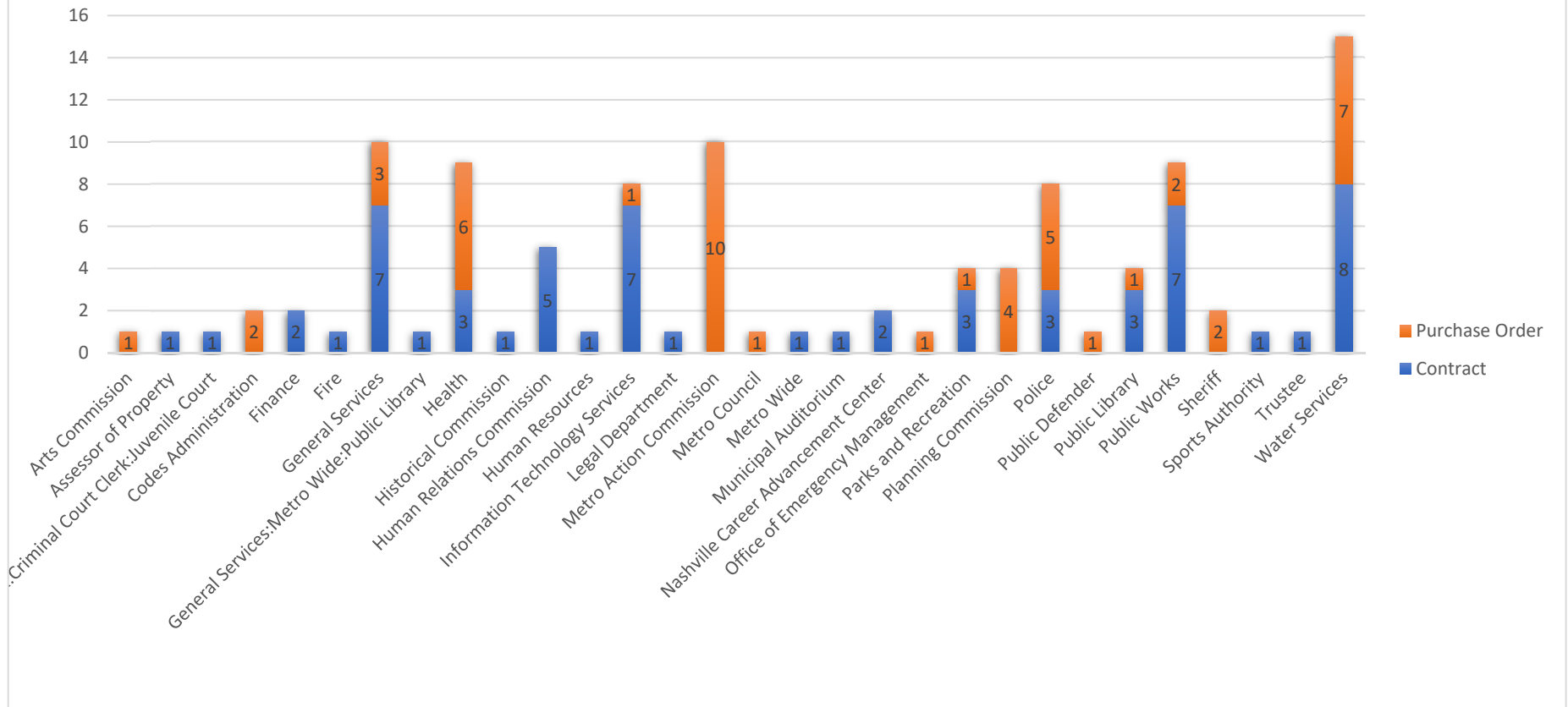
## Q1 Procurement Activity by Month



# Q1 Procurement Activity by Department



## Q1 Transaction Activity by Department





## Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY20 – 1st Quarter (July- September 2019)

Important points to note about the Metropolitan Government of Nashville & Davidson County's (Metro) business utilization for the first quarter of Fiscal Year 2020, BAO KPI Report Data:

1. The Metro Government spent:  
 \$ 18,062,778 with MWBE prime contractors  
 \$ 11,541,608 with MWBE subcontractors  
 \$ 29,604,386 **TOTAL WITH MWBES**

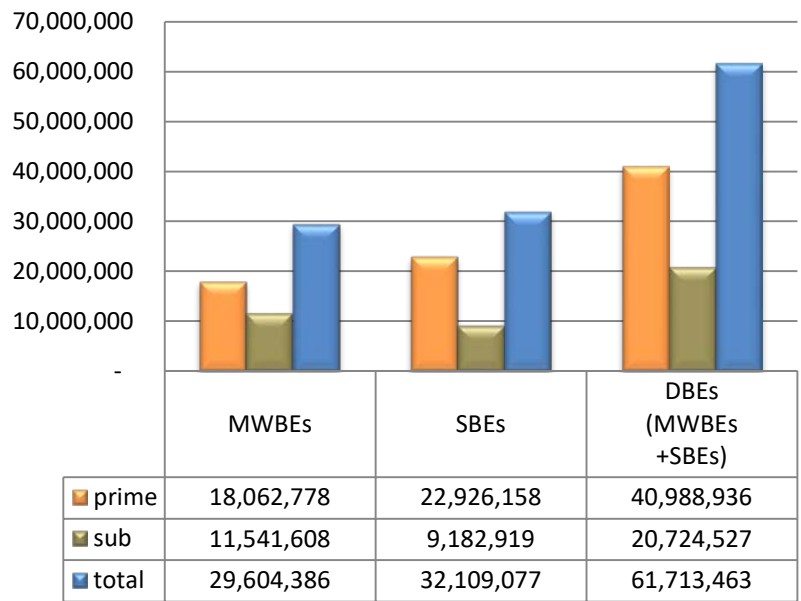
Which represents **12.53%** of the total of all procurement transaction values.

2. The Metro Government spent:  
 \$ 22,926,158 with SBE prime contractors  
 \$ 9,182,919 with SBE subcontractors  
 \$ 32,109,077 **TOTAL WITH SBES**

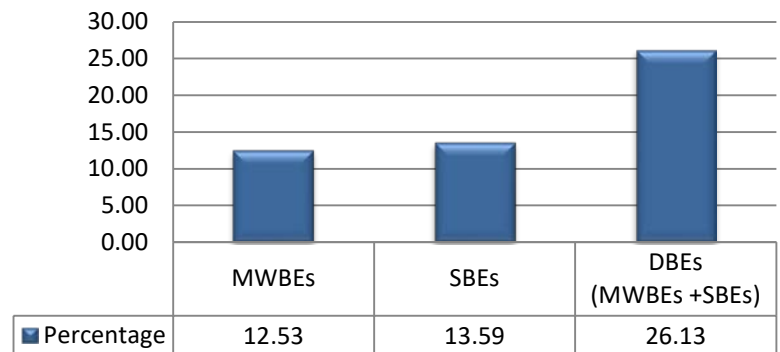
Which represents **13.59 %** of the total of all procurement transaction values.

3. The Metro Government achieved \*DBE utilization of **26.13%** at the prime and subcontract level.

### Business Utilization (\$) FY20 1ST QTR



### Business Utilization (%) FY20 1ST QTR



\*DBE is defined as businesses having small, minority or woman ownership.



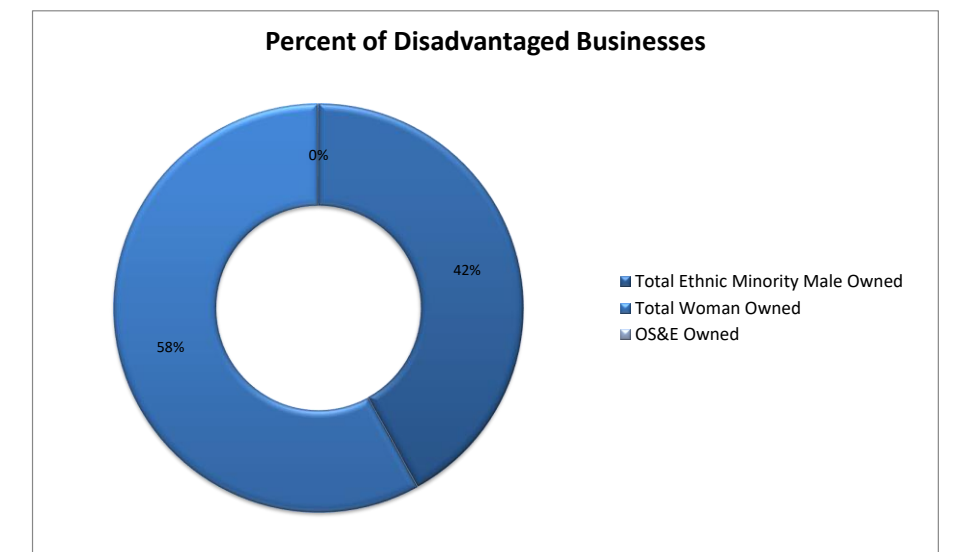
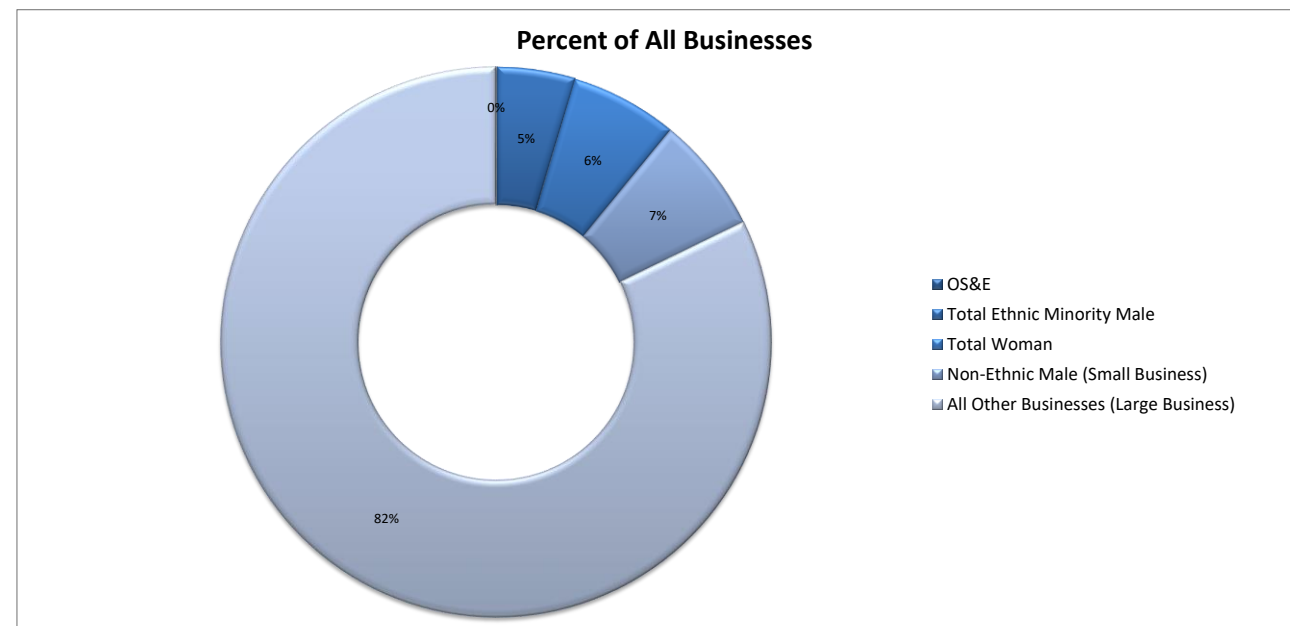
## Fiscal Year 2020 Disadvantaged Business Quarterly Report Q1 FY20 (July - September 2019)

	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 \$	Small Business	Large Business	Total Business
<b>Ethnic Minority Male Owned</b>							4.6%	0.5%	41.8%				37.82%
Metro General Government	\$ 9,307,547	\$ 42,072	\$ 680,290	\$ -	\$ -	N/A	\$ 10,029,909	\$ 208,940	8.81%	\$ 20,982,902	\$ 22,863,529	\$ 194,239,256	\$ 238,085,687
**Metro General Government (Subs)	\$ 996,567	\$ 436	\$ -	\$ 20,417	\$ -	N/A	\$ 1,017,420	\$ 185,685	29.01%	\$ 3,237,665	\$ 7,093,513	\$ -	\$ 11,161,204
Metropolitan Nashville Public Schools	\$ -	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	21.79%	\$ 410,537	\$ 10,838	\$ 1,462,304	\$ 1,883,679
Nashville Electric Service	\$ 273,608	\$ 1,287,363	\$ 120,358	\$ -	\$ -	N/A	\$ 1,681,329	\$ -	6.65%	\$ 3,398,843	\$ 1,372,268	\$ 46,366,088	\$ 51,137,199
Metro Development and Housing Agency	\$ 85,090	\$ 19,685	\$ -	\$ -	\$ 15,895	N/A	\$ 120,670	\$ 2,900	1.49%	\$ 190,780	\$ 138,915	\$ 12,476,593	\$ 12,806,288
WeGo Public Transit/Metro Transit Authority	\$ -	\$ -	\$ -	\$ -	\$ 87,011	N/A	\$ 87,011	\$ -	6.02%	\$ 366,724	\$ -	\$ 5,730,099	\$ 6,096,823
Metro Nashville Airport Authority	\$ 5,072,388	\$ 1,060,736	\$ 413,713	\$ -	\$ -	N/A	\$ 6,546,837	\$ -	0.00%	\$ 18,849,175	\$ 3,269,458	\$ 71,940,545	\$ 94,059,178
<b>Totals</b>	<b>\$ 14,738,633</b>	<b>\$ 2,409,856</b>	<b>\$ 1,214,361</b>	<b>\$ -</b>	<b>\$ 102,906</b>	<b>\$ -</b>	<b>\$ 18,465,756</b>	<b>\$ 211,840</b>	<b>10.94%</b>	<b>\$ 44,198,961</b>	<b>\$ 27,655,008</b>	<b>\$ 332,214,885</b>	<b>\$ 404,068,854</b>
<b>Woman Owned</b>							6.3%	0.05%	57.7%		6.8%	82.2%	100.0%
Metro General Government	\$ 61,756	\$ 13,031	\$ 209	\$ -	\$ -	\$ 10,669,057	\$ 10,744,053	\$ -					\$ -
**Metro General Government (Subs)	\$ 330,033	\$ 2,084	\$ -	\$ -	\$ -	\$ 1,702,443	\$ 2,034,560	\$ -					\$ -
Metropolitan Nashville Public Schools	\$ -	\$ 42,132	\$ -	\$ 41,843	\$ -	\$ 326,562	\$ 410,537	\$ -					\$ -
Nashville Electric Service	\$ 635,824	\$ 1,173	\$ 18,867	\$ -	\$ -	\$ 1,061,650	\$ 1,717,514	\$ -					\$ -
Metro Development and Housing Agency	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67,210	\$ 67,210	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ 19,724	\$ -	\$ -	\$ -	\$ -	\$ 259,989	\$ 279,713	\$ -					\$ -
Metro Nashville Airport Authority	\$ 4,304,471	\$ 51,152	\$ -	\$ -	\$ -	\$ 7,946,715	\$ 12,302,338	\$ -					\$ -
<b>Totals</b>	<b>\$ 5,021,775</b>	<b>\$ 107,488</b>	<b>\$ 19,076</b>	<b>\$ 41,843</b>	<b>\$ -</b>	<b>\$ 20,331,183</b>	<b>\$ 25,521,365</b>	<b>\$ -</b>			<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Spend</b>	<b>\$ 19,760,408</b>	<b>\$ 2,517,344</b>	<b>\$ 1,233,437</b>	<b>\$ 41,843</b>	<b>\$ 102,906</b>	<b>\$ 20,331,183</b>	<b>\$ 43,987,121</b>	<b>\$ 211,840</b>	<b>10.94%</b>	<b>\$ 44,198,961</b>	<b>\$ 27,655,008</b>	<b>\$ 332,214,885</b>	<b>\$ 404,068,854</b>

NOTE:  
 \* OS&E (Other Socially and Economically Disadvantaged Business) includes disabled, veteran, and LGBT owned businesses that are not owned by minorities or women.  
 \*\*Metro GG (Subs) not included in total spend amounts. (Also, due to data migration, subcontractor payments are not fully reflected.)

Percent of All Businesses	
OS&E	0.05%
Total Ethnic Minority Male	4.57%
Total Woman	6.32%
Non-Ethnic Male (Small Business)	6.84%
All Other Businesses (Large Business)	82.22%
Total	100.0%

Percent of Disadvantaged Businesses	
Total Ethnic Minority Male Owned	41.78%
Total Woman Owned	57.74%
OS&E Owned	0.05%
Total	100.0%



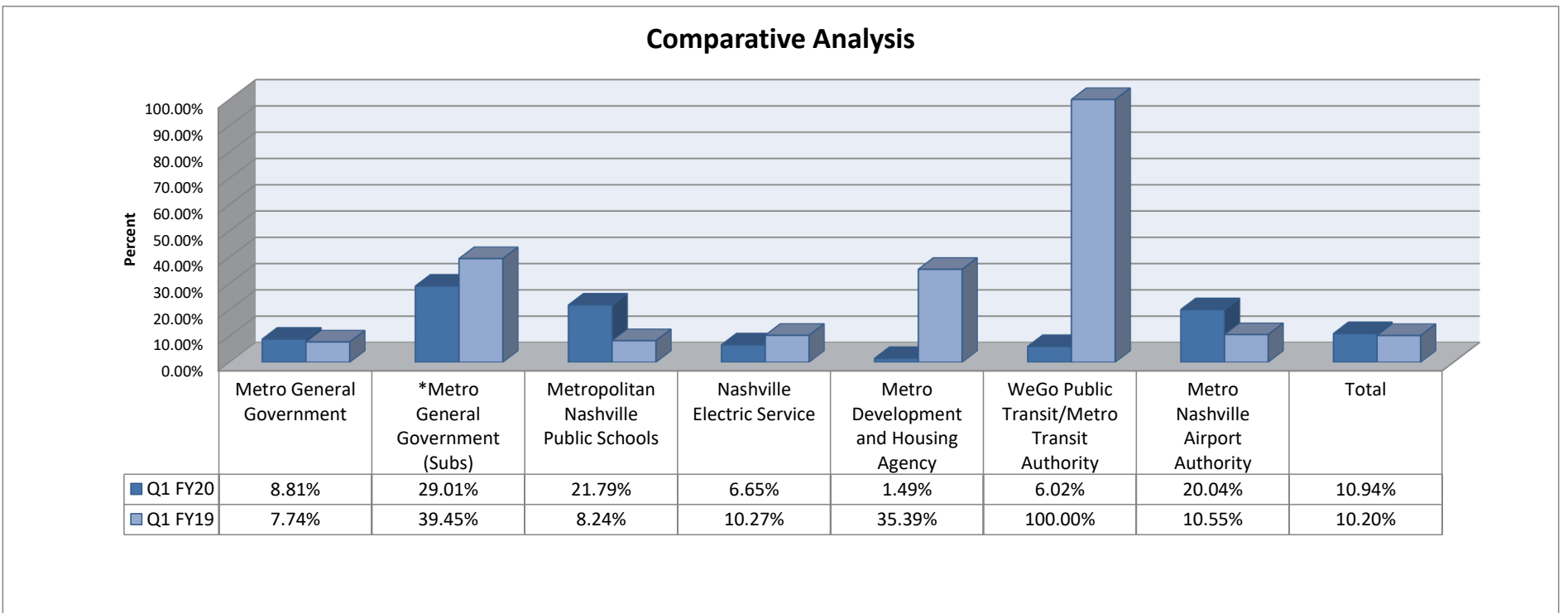


## Fiscal Year 2020 Disadvantaged Business Quarterly Report FY20/FY19 Comparative Analysis By Agency for Q1 (July-September 2019)

	FY20			FY19		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	8.81%	\$ 20,982,902	\$ 238,085,687	7.74%	\$ 16,679,240	\$ 215,486,887
Metro General Government (Subs)	29.01%	\$ 3,237,665	\$ 11,161,204	39.45%	\$ 7,332,670	\$ 18,586,520
Metropolitan Nashville Public Schools	21.79%	\$ 410,537	\$ 1,883,679	8.24%	\$ 6,354,636	\$ 77,129,914
Nashville Electric Service	6.65%	\$ 3,398,843	\$ 51,137,199	10.27%	\$ 3,930,118	\$ 38,258,674
Metro Development and Housing Agency	1.49%	\$ 190,780	\$ 12,806,288	35.39%	\$ 8,699,253	\$ 24,580,785
WeGo Public Transit/Metro Transit Authority	6.02%	\$ 366,724	\$ 6,096,823	100.00%	\$ 332,432	\$ 332,432
Metro Nashville Airport Authority	20.04%	\$ 18,849,175	\$ 94,059,178	10.55%	\$ 8,133,521	\$ 77,060,193
<b>Total Spend</b>	<b>10.94%</b>	<b>\$ 44,198,961</b>	<b>\$ 404,068,854</b>	<b>10.20%</b>	<b>\$ 44,129,200</b>	<b>\$ 432,848,885</b>

Comparison		
Agency	Q1 FY20	Q1 FY19
Metro General Government	8.81%	7.74%
*Metro General Government (Subs)	29.01%	39.45%
Metropolitan Nashville Public Schools	21.79%	8.24%
Nashville Electric Service	6.65%	10.27%
Metro Development and Housing Agency	1.49%	35.39%
WeGo Public Transit/Metro Transit Authority	6.02%	100.00%
Metro Nashville Airport Authority	20.04%	10.55%
Total	10.94%	10.20%

NOTE:  
\* To capture only direct spend to Primes, Metro Subs amounts are not included in the Total.







## Metropolitan Government of Nashville & Davidson County EBO and Outreach Update FY20 – 1st Quarter (July- September 2019)

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Important points to note about the EBO Program which launched on July 5, 2019:

1. The Metro Government released **18** solicitations that had race and gender conscious goals.
  
2. **14.8 million** is the total estimated spend with minority or woman owned businesses;
  - a. **6.0 million** is the total estimated spend with minority owned businesses;
  - b. **8.8 million** is the total estimated spend with woman owned businesses;
  
3. **13%** is the combined goal for minority or woman owned business participation;
  - a. **6%** is the average goal for minority owned business participation;
  - b. **7%** is the average goal for woman owned business participation.
  
4. By comparison, in the previous fiscal year, the total participation rate for minority and woman owned businesses was **6% combined**. **Metro is already on track to double** that if the current trend holds.