



4th 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	8	252	2	0	0	0	0
ITBs	18	101	1	0	0	0	0
Professional Services (A&E)	2	355	5	3	0	0	1

*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	20	20	0
Cooperative Purchases	2	2	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	17	17	0
Sole Sources >\$250K	0	0	0
Percentage of Sole Source Requests Approved			100%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	30	107	\$ 204,405,807.63
Contract Amendments	15	41	\$ 39,806,278.08
Completed Contracts Greater than \$1 Million	20		
Active Suppliers with Contracts Greater than \$1 Million	416		
Purchase Orders from Solicited Procurements	3	11	\$ 939,646.10
Delegated Purchasing Authority Purchase Orders	220	N/A	\$ 492,925.61
Number of Purchase Orders	5041		

Reporting Metro Departments include: General Services, Library and Planning (Fire and Health have reported previously, but not this quarter.)

** Intent to award to Completion

Cost Savings/Avoidance

Organizational Budget (per quarter)	\$ 602,900
Actual Amount (this quarter)	\$ 552,106
Percentage of Spend Through Cooperative Purchasing	TBD

Negotiated Cost Reductions	\$ -
Total Procurement Spend	\$ 241,311,917

Training & Professional Development

Professional Development	
Employees with Certifications	3
Spend per Employee on PD/Training	\$ -
Professional Training Hours	0

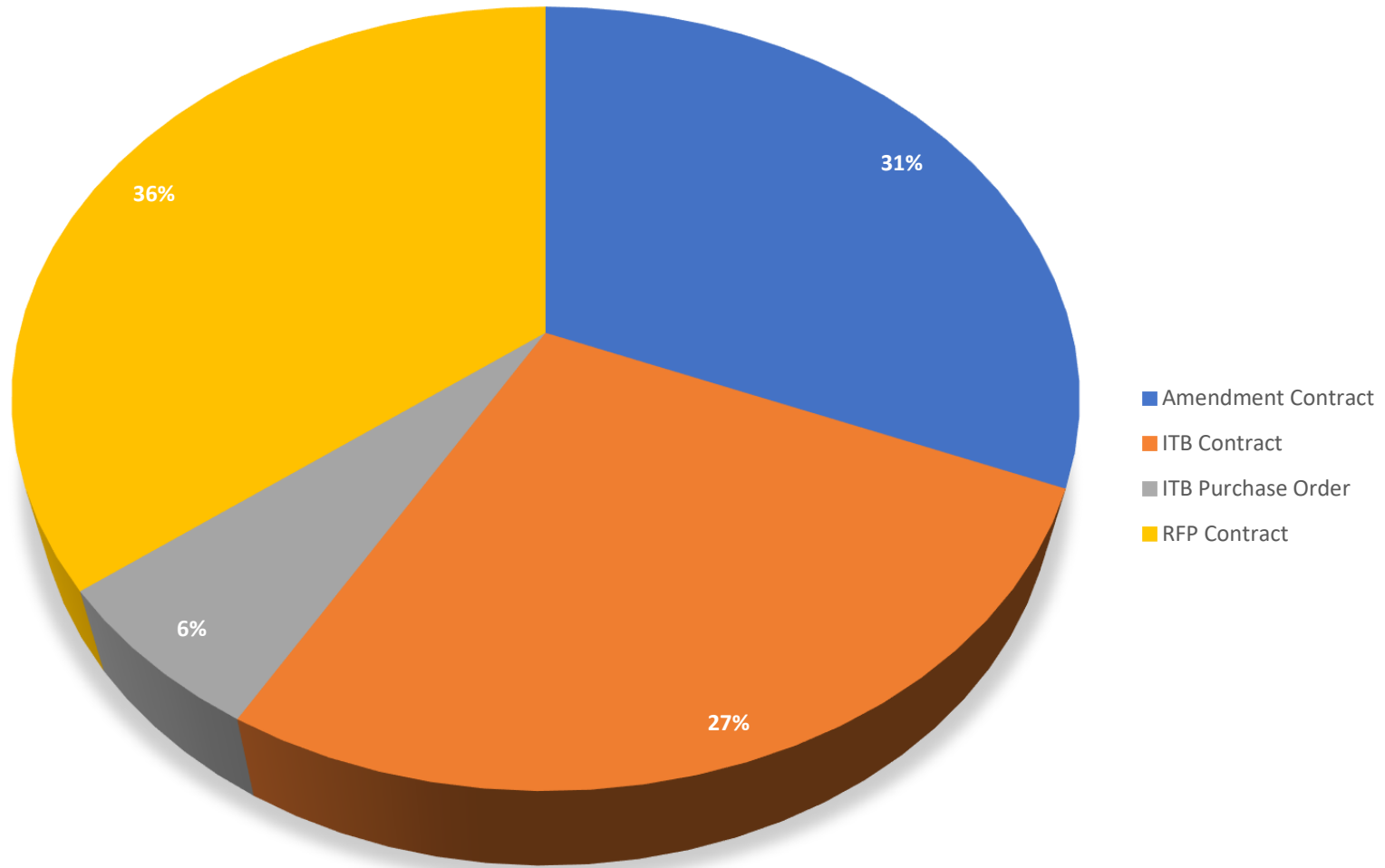
Training	Number of Attendees	Hours Completed
iProcurement Requisition Entry Training	9	4
iSupplier Training	10	4
iProcurement Buyer Training	4	4
iProcurement Approver Training	3	1
Procurement Office Training	0	0

Paper Consumption

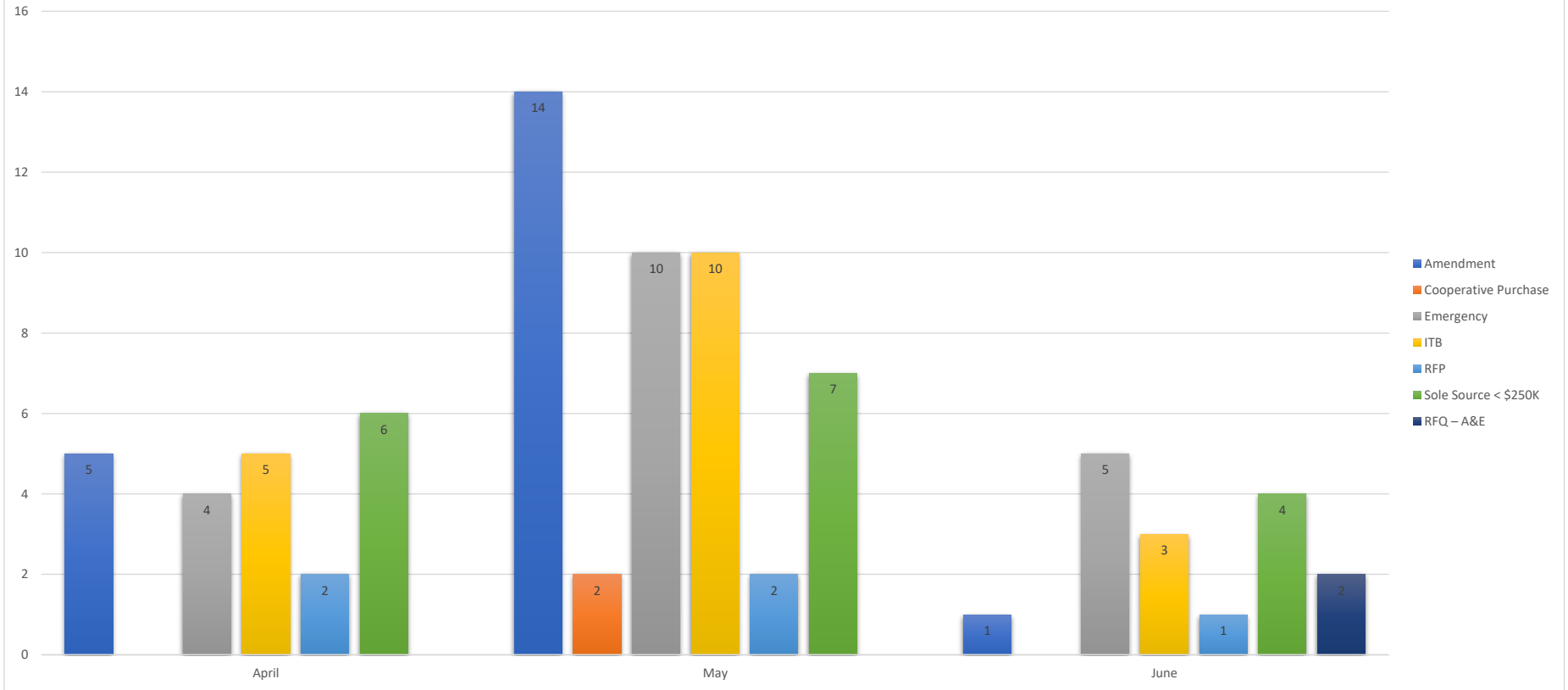
Reams of Virgin Paper	6,890
Virgin Paper Cost	\$ 19,774.30

Reams of Recycled Paper	1,200
Recycled Paper Cost	\$ 3,720.00

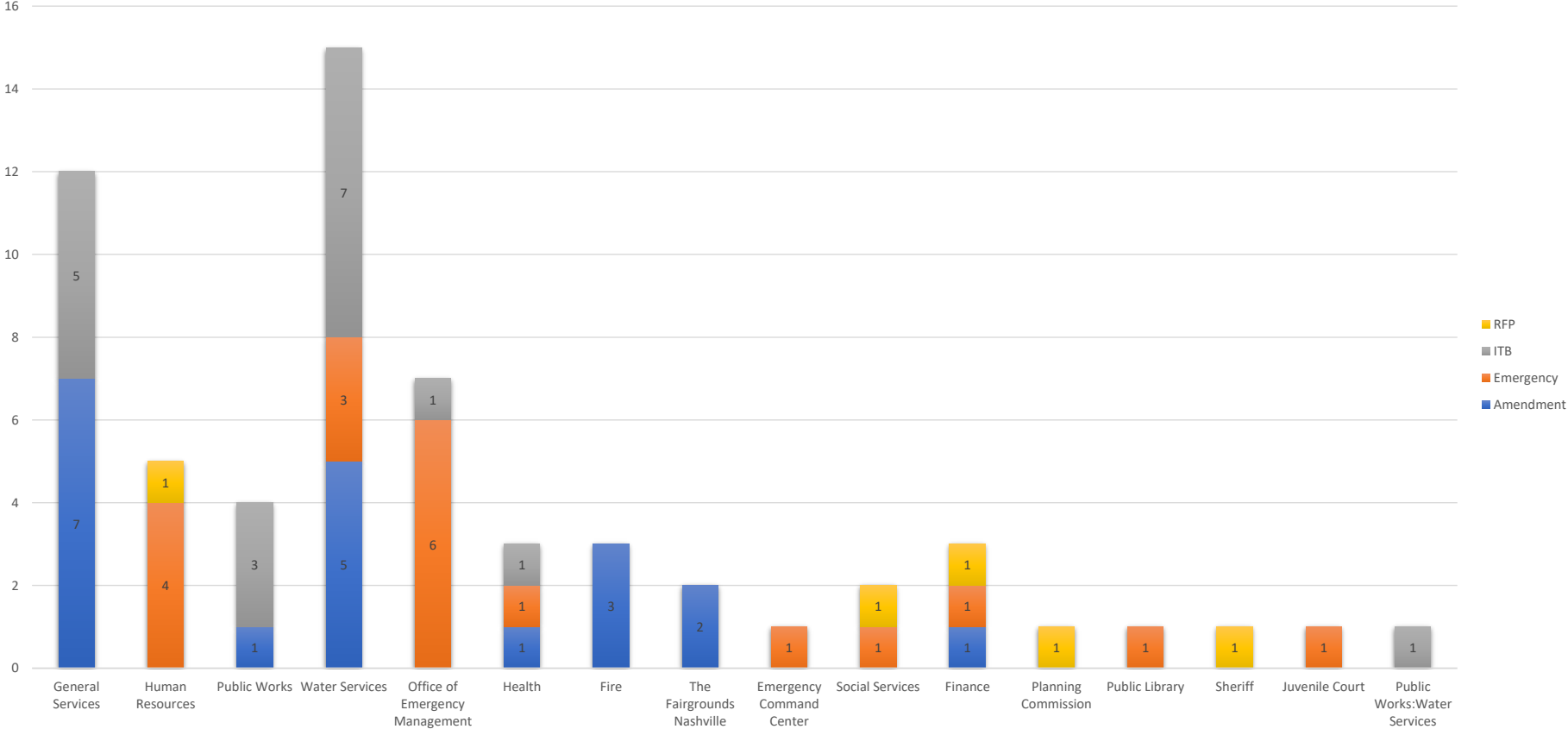
Q4 Procurement Activity



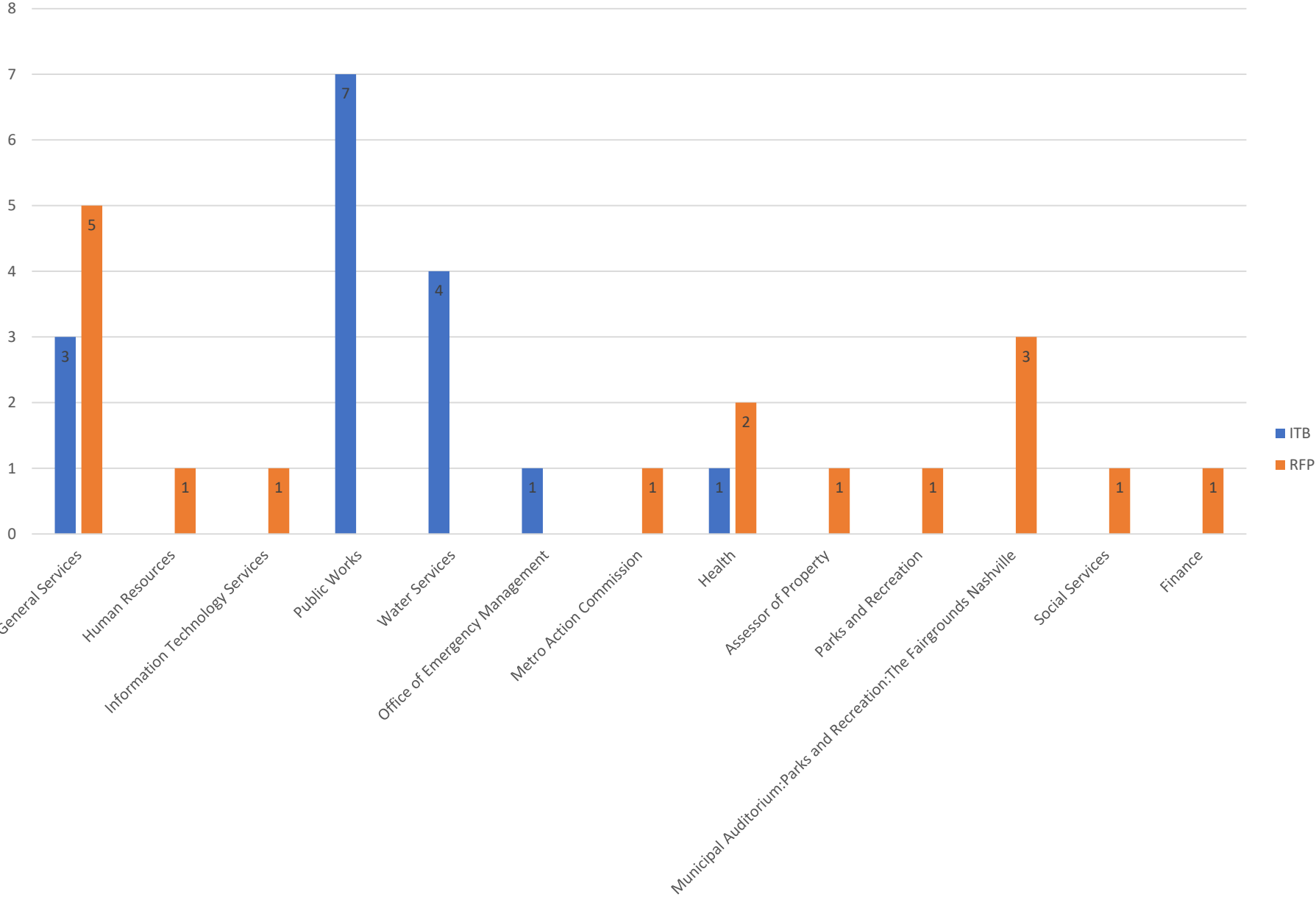
Q4 Procurement Activity by Month



Q4 Procurement Activity by Department



Q4 Transaction Activity by Department





Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY20 – 4th Quarter (April – June 2020)

Important points to note about Metro’s Prime and Subcontractor business utilization for the fourth quarter of Fiscal Year 2020, BAO KPI Report Data:

- The Metro Government spent:
 \$ 8,941,469 with MWBE prime contractors
\$ 5,378,846 with MWBE subcontractors
\$ 14,320,315 TOTAL WITH MWBES

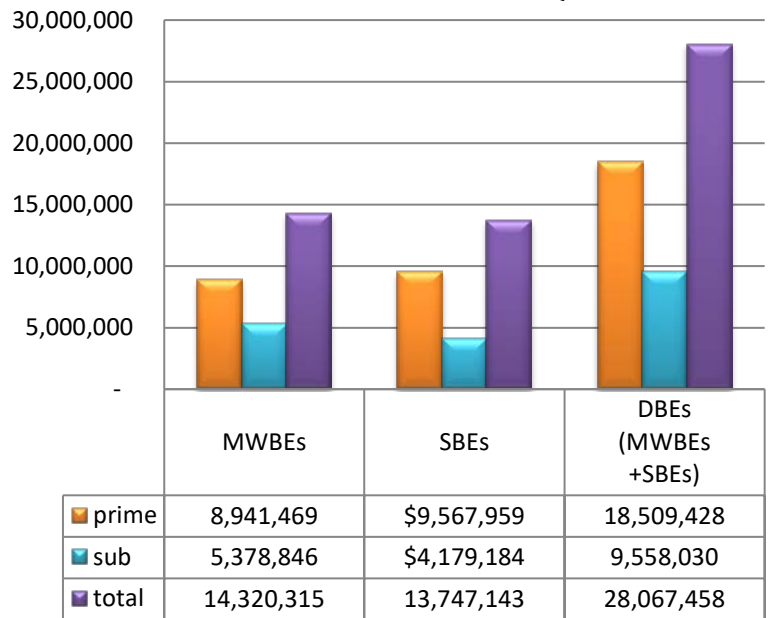
Which represents **4.51%** of the total of all procurement transaction values.

- The Metro Government spent:
 \$ 9,567,959 with SBE prime contractors
\$ 4,179,184 with SBE subcontractors
\$ 13,747,143 TOTAL WITH SBES

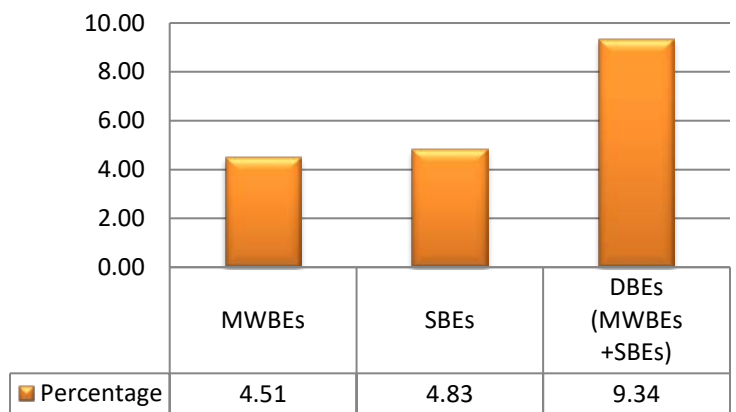
Which represents **4.83%** of the total of all procurement transaction values.

- The Metro Government achieved *DBE utilization of **9.34%** at the prime and subcontract level.

Business Utilization (\$) FY20 4TH QTR



Business Utilization (%) FY20 4TH QTR



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

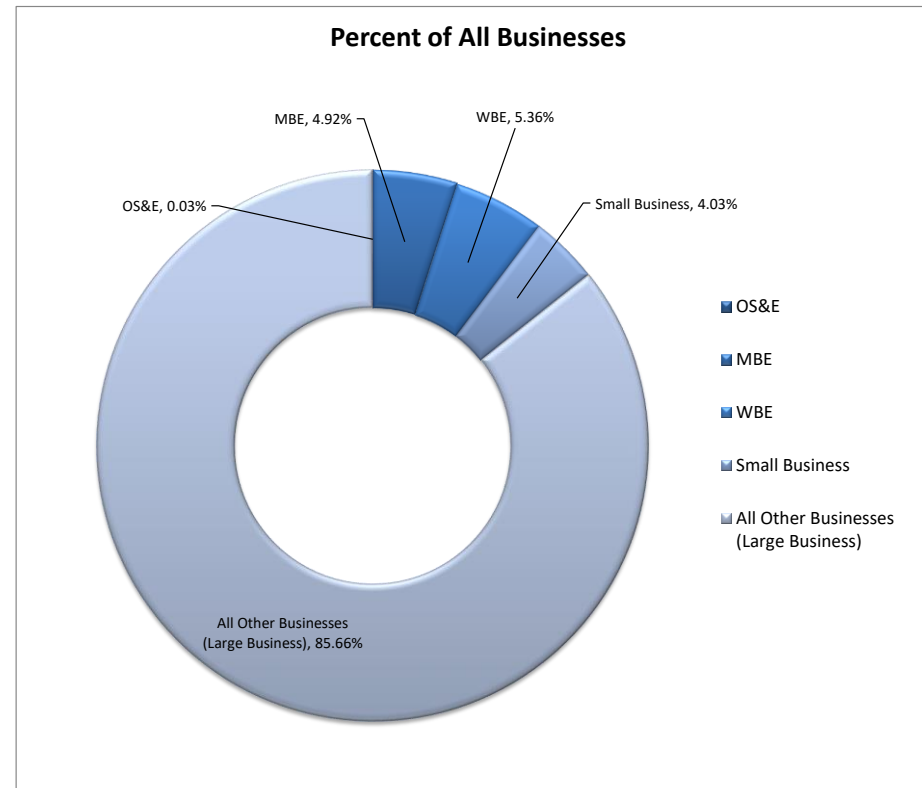


Fiscal Year 2020 Disadvantaged Business Quarterly Report Q4 FY20 (April - June 2020)

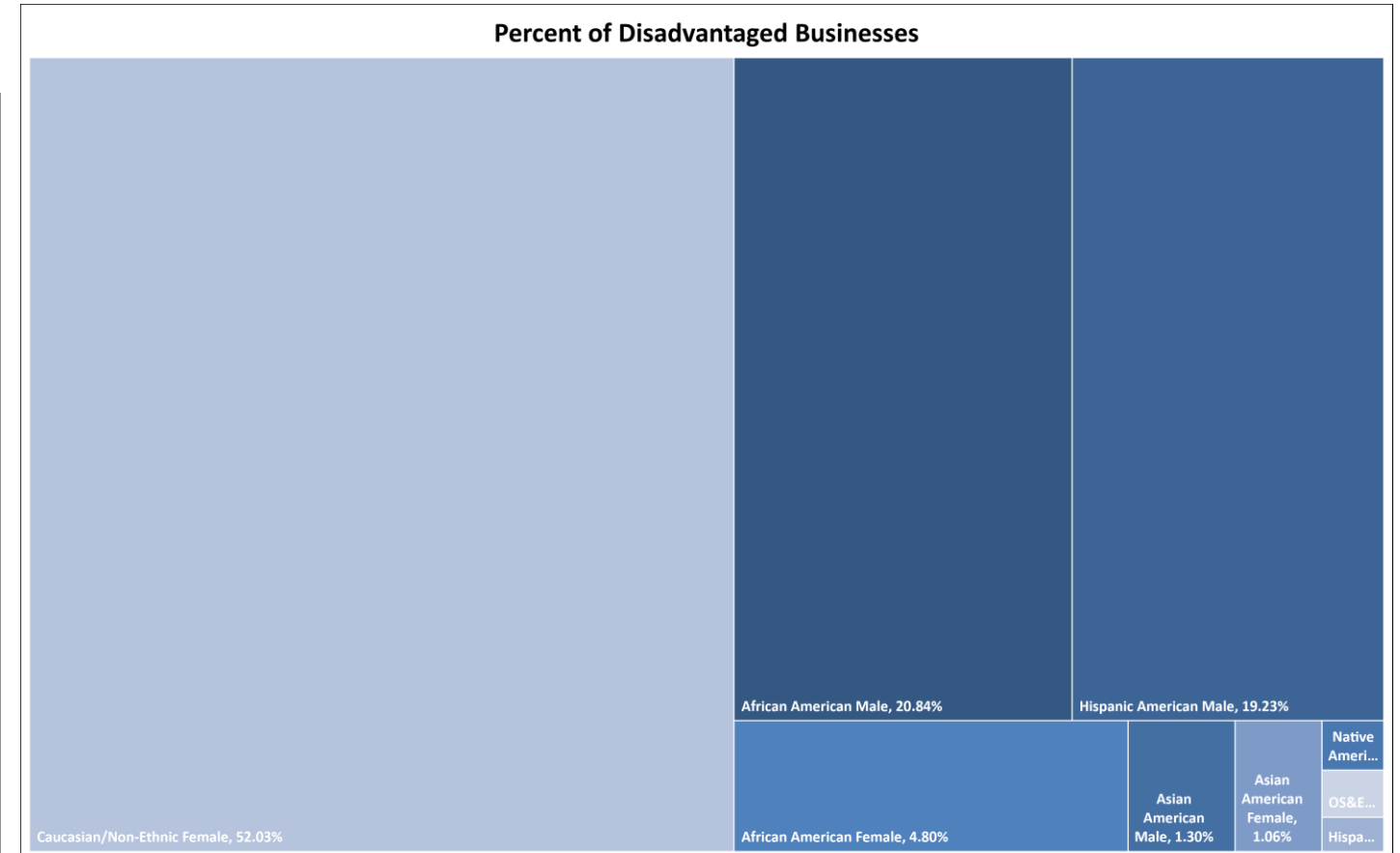
	African American	Hispanic	Asian	Native American	Non-Specific Minority	Non-Ethnic Female	Total Ethnic Minority Male OR Woman Owned	OS&E*	Total Disadvantaged Business %	Total Disadvantaged Business \$	Small Business	Large Business	Total Business
Ethnic Minority Male Owned							4.9%	0.3%	41.7%				61.35%
Metro General Government	\$ 918,717	\$ 453,212	\$ 98,185	\$ -	\$ -	N/A	\$ 1,470,114	\$ 76,236	4.55%	\$ 9,017,705	\$ 9,567,959	\$ 179,555,539	\$ 198,141,202
**Metro General Government (Subs)	\$ 2,399,210	\$ 14,645	\$ 633,521	\$ -	\$ -	N/A	\$ 3,047,375	\$ 115,497	56.80%	\$ 5,494,344	\$ 4,179,184	\$ -	\$ 9,673,528
***Metropolitan Nashville Public Schools	\$ -	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	0.00%	\$ -	\$ -	\$ -	\$ -
Nashville Electric Service	\$ 400,449	\$ 4,814,375	\$ 221,515	\$ -	\$ -	N/A	\$ 5,436,339	\$ -	11.44%	\$ 7,832,124	\$ 1,168,337	\$ 59,455,179	\$ 68,455,640
Metro Development and Housing Agency	\$ 836,305	\$ 370,493	\$ -	\$ -	\$ -	N/A	\$ 1,206,798	\$ 33,453	16.79%	\$ 2,325,077	\$ 1,355,290	\$ 10,169,000	\$ 13,849,367
WeGo Public Transit/Metro Transit Authority	\$ 15,698	\$ 863	\$ 55,655	\$ -	\$ -	N/A	\$ 72,216	\$ -	9.43%	\$ 460,534	\$ 427,990	\$ 3,993,641	\$ 4,882,165
Regional Transit Authority of Middle Tennessee	\$ -	\$ -	\$ -	\$ -	\$ -	N/A	\$ -	\$ -	0.00%	\$ -	\$ -	\$ -	\$ -
Metro Nashville Airport Authority	\$ 6,287,479	\$ 2,165,851	\$ 152,638	\$ 116,162	\$ -	N/A	\$ 8,722,130	\$ -	0.00%	\$ 20,956,862	\$ 3,348,143	\$ 84,182,965	\$ 108,487,970
Totals	\$ 8,458,648	\$ 7,804,794	\$ 527,993	\$ 116,162	\$ -	\$ -	\$ 16,907,597	\$ 109,689	10.31%	\$ 40,592,302	\$ 15,867,719	\$ 337,356,324	\$ 393,816,344
Woman Owned							5.4%	0.03%	58.1%		4.0%	85.7%	100.0%
Metro General Government	\$ 32,350	\$ 419,830	\$ 67,013	\$ -	\$ -	\$ 6,952,162	\$ 7,471,355	\$ -					\$ -
**Metro General Government (Subs)	\$ 477,945	\$ -	\$ 3,948	\$ -	\$ -	\$ 1,849,577	\$ 2,331,471	\$ -					\$ -
***Metropolitan Nashville Public Schools	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					\$ -
Nashville Electric Service	\$ 600,857	\$ -	\$ 13,232	\$ 480	\$ -	\$ 1,781,216	\$ 2,395,785	\$ -					\$ -
Metro Development and Housing Agency	\$ 15,702	\$ -	\$ -	\$ -	\$ -	\$ 1,069,124	\$ 1,084,826	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ 1,350	\$ -	\$ -	\$ -	\$ -	\$ 386,968	\$ 388,318	\$ -					\$ -
Regional Transit Authority of Middle Tennessee	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -					\$ -
Metro Nashville Airport Authority	\$ 1,296,426	\$ 8,949	\$ -	\$ -	\$ -	\$ 10,929,357	\$ 12,234,732	\$ -					\$ -
Totals	\$ 1,946,685	\$ 428,779	\$ 80,245	\$ 480	\$ -	\$ 21,118,827	\$ 23,575,016	\$ -			\$ -	\$ -	\$ -
Total Spend	\$ 10,405,333	\$ 8,233,573	\$ 608,238	\$ 116,642	\$ -	\$ 21,118,827	\$ 40,482,613	\$ 109,689	10.31%	\$ 40,592,302	\$ 15,867,719	\$ 337,356,324	\$ 393,816,344

NOTE:
 * OS&E (Other Socially and Economically Disadvantaged Business) includes disabled, veteran, and LGBT owned businesses not owned by minorities or women.
 **Metro GG (Subs) not included in total spend amounts.
 ***MNPS did not report for Q4.

Percent of All Businesses	
OS&E	0.03%
MBE	4.92%
WBE	5.36%
Small Business	4.03%
All Other Businesses (Large Business)	85.66%
Total	100.0%



Percent of Disadvantaged Businesses	
African American Male	20.84%
Hispanic American Male	19.23%
Asian American Male	1.30%
Native American Male	0.29%
Non-specific Minority Male	0.00%
African American Female	4.80%
Asian American Female	1.06%
Hispanic American Female	0.20%
Native American Female	0.00%
Non-specific Minority Female	0.00%
Caucasian/Non-Ethnic Female	52.03%
OS&E Owned	0.27%
Total	100.0%



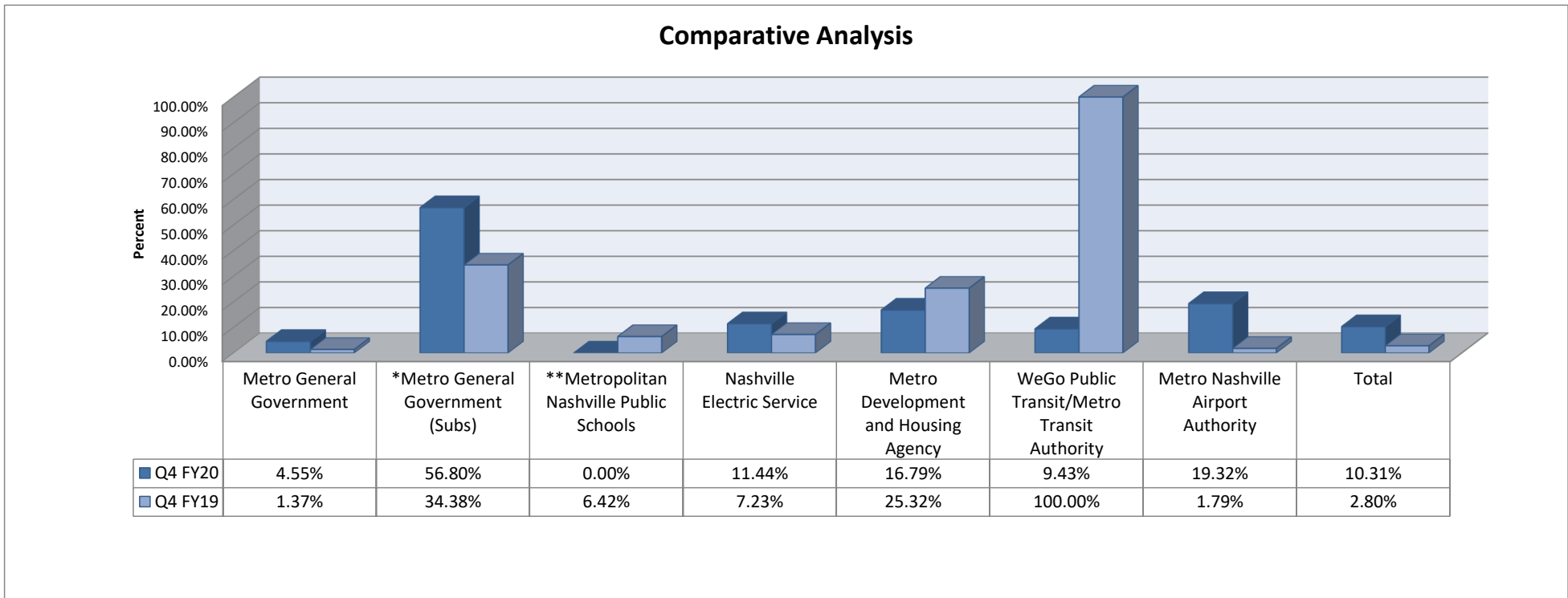


Fiscal Year 2020 Disadvantaged Business Quarterly Report FY20/FY19 Comparative Analysis By Agency for Q4 (April - June 2020)

	FY20			FY19		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	4.55%	\$ 9,017,705	\$ 198,141,202	1.37%	\$ 4,863,500	\$ 355,118,331
*Metro General Government (Subs)	56.80%	\$ 5,494,344	\$ 9,673,528	34.38%	\$ 8,891,042	\$ 25,858,248
**Metropolitan Nashville Public Schools	N/A	\$ -	\$ -	6.42%	\$ 853,732	\$ 13,305,072
Nashville Electric Service	11.44%	\$ 7,832,124	\$ 68,455,640	7.23%	\$ 3,331,929	\$ 46,108,241
Metro Development and Housing Agency	16.79%	\$ 2,325,077	\$ 13,849,367	25.32%	\$ 11,704,569	\$ 46,229,193
WeGo Public Transit/Metro Transit Authority	9.43%	\$ 460,534	\$ 4,882,165	-	\$ -	\$ -
Metro Nashville Airport Authority	19.32%	\$ 20,956,862	\$ 108,487,970	1.79%	\$ 13,859,653	\$ 774,031,486
Total Spend	10.31%	\$ 40,592,302	\$ 393,816,344	2.80%	\$ 34,613,383	\$ 1,234,792,323

Comparison		
Agency	Q4 FY20	Q4 FY19
Metro General Government	4.55%	1.37%
*Metro General Government (Subs)	56.80%	34.38%
**Metropolitan Nashville Public Schools	N/A	6.42%
Nashville Electric Service	11.44%	7.23%
Metro Development and Housing Agency	16.79%	25.32%
WeGo Public Transit/Metro Transit Authority	9.43%	100.00%
Metro Nashville Airport Authority	19.32%	1.79%
Total	10.31%	2.80%

NOTE:
 * To capture only direct spend to Primes, Metro Subs amounts are not included in the Total.
 **MNPS did not report for Q4.





Metropolitan Government of Nashville & Davidson County EBO and Outreach Update FY20 – 4th Quarter (April - June 2020)

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

1. The Metro Government released **23** solicitations that had race and gender conscious goals.

2. **25.8 million** is the total estimated spend with minority or woman owned businesses;
 - a. **12.4 million** is the total estimated spend with minority owned businesses;
 - b. **13.4 million** is the total estimated spend with woman owned businesses;

3. **14%** is the combined goal for minority or woman owned business participation;
 - a. **7%** 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**.

5. There have been several department trainings to build familiarity and support for the EBO Program. To date, **75** Metro personnel have participated in a training session to learn how MBE and WBE goals are established, and how they can help to ensure expediency in the procurement process.