



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	37	261	2	8	0	1	5
ITBs	60	117	2	22	0	2	7
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	59	58	1
Cooperative Purchases	14	13	1
Sole Sources DPA	13	13	0
Sole Sources Exempt	8	8	0
Sole Sources <\$250K	45	43	2
Sole Sources >\$250K	12	9	1
Percentage of Sole Source Requests Approved			97%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	113	108	\$ 647,811,804.13
Contract Amendments	70	60	\$ 119,188,996.17
Completed Contracts Greater than \$1 Million	86		
Active Suppliers with Contracts Greater than \$1 Million	1901		
Purchase Orders from Solicited Procurements	19	18	\$ 11,205,679.50
Delegated Purchasing Authority Purchase Orders	1200	N/A	\$ 2,541,372.48
Number of Purchase Orders	16087		

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	\$ 2,411,600
Actual Amount	\$ 2,124,731
Percentage of Spend Through Cooperative Purchasing	TBD

Negotiated Cost Reductions	\$ 37,375
Total Procurement Spend	\$ 803,944,660

Training & Professional Development

Professional Development	
Employees with Certifications	3
Spend per Employee on PD/Training	\$ 2,800
Professional Training Hours	128

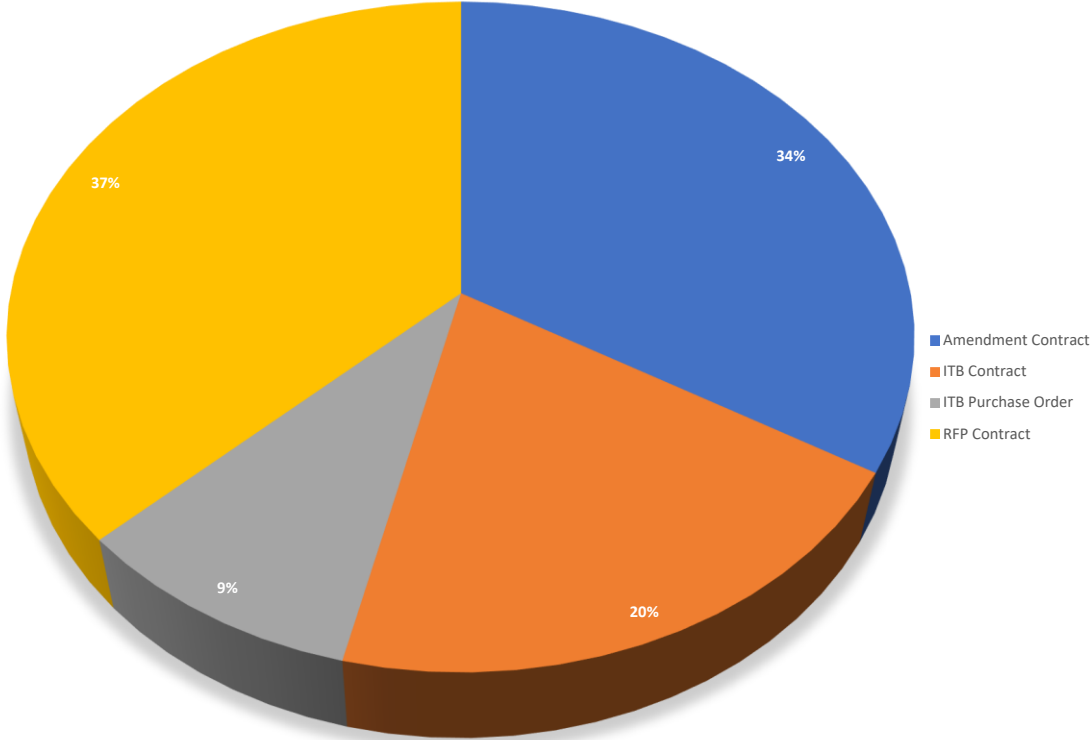
Training	Number of Attendees	Hours Completed
iProcurement Requisition Entry Training	83	24
iSupplier Training	22	11
iProcurement Buyer Training	102	24
iProcurement Approver Training	72	12
Procurement Office Training	0	0

Paper Consumption

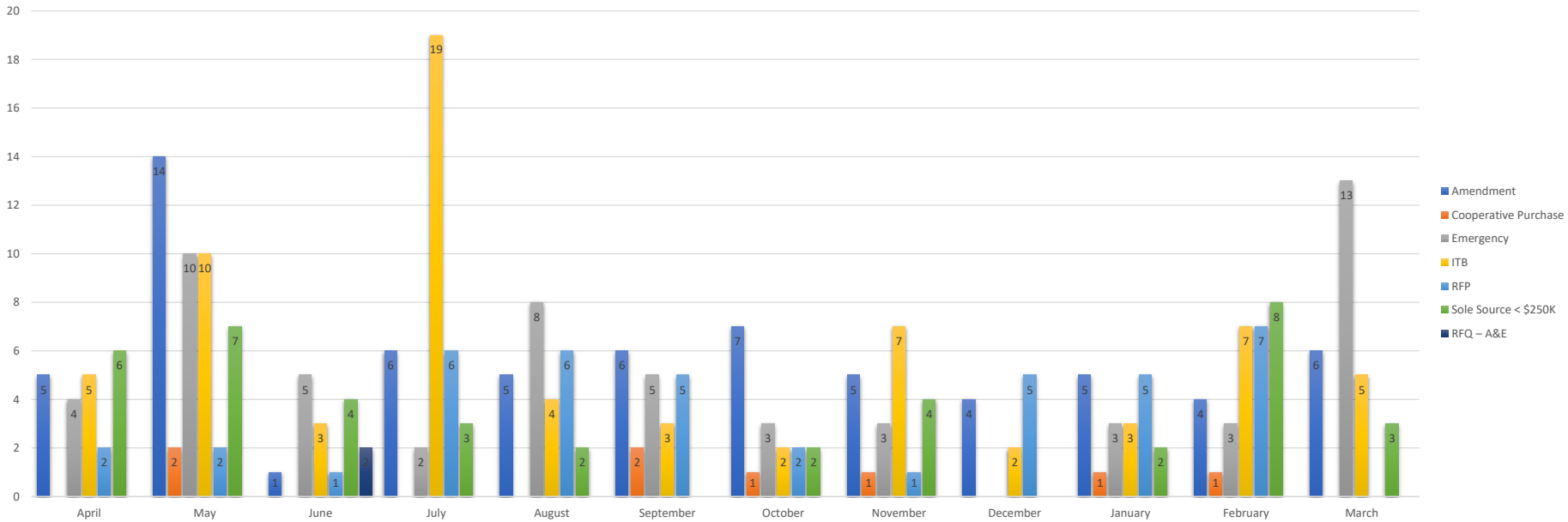
Reams of Virgin Paper	43,190
Virgin Paper Cost	\$ 127,395.50

Reams of Recycled Paper	5,400
Recycled Paper Cost	\$ 17,291.90

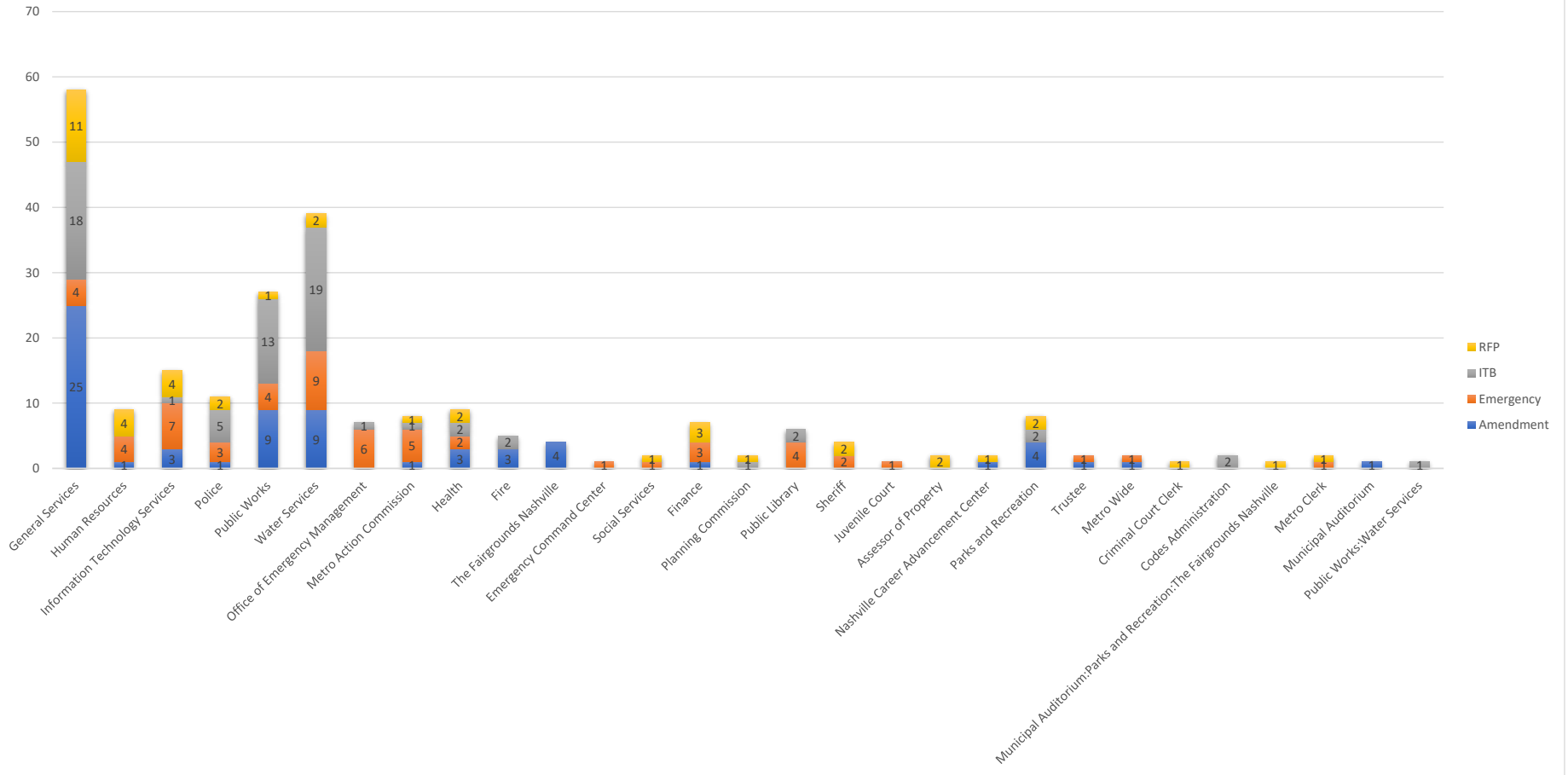
### FY20 Procurement Activity



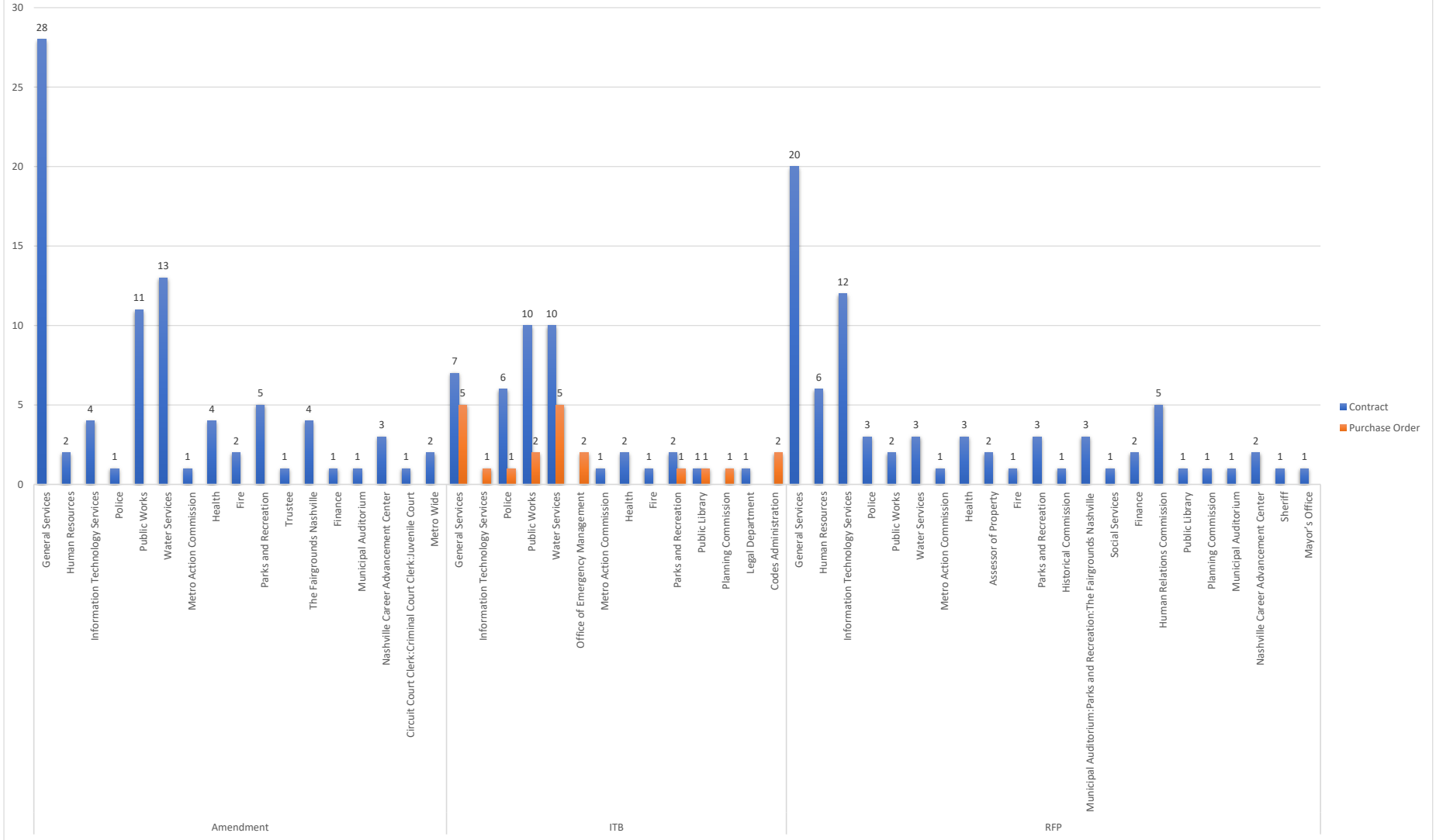
FY20 Procurement Activity by Month



### FY20 Procurement Activity by Department



### FY20 Transaction Activity by Department







## Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY20 - (July 1, 2019 - June 30, 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:  
 \$ 48,989,217 with MWBE prime contractors  
 \$ 34,737,570 with MWBE subcontractors  
 \$ 83,726,787 **TOTAL WITH MWBES**

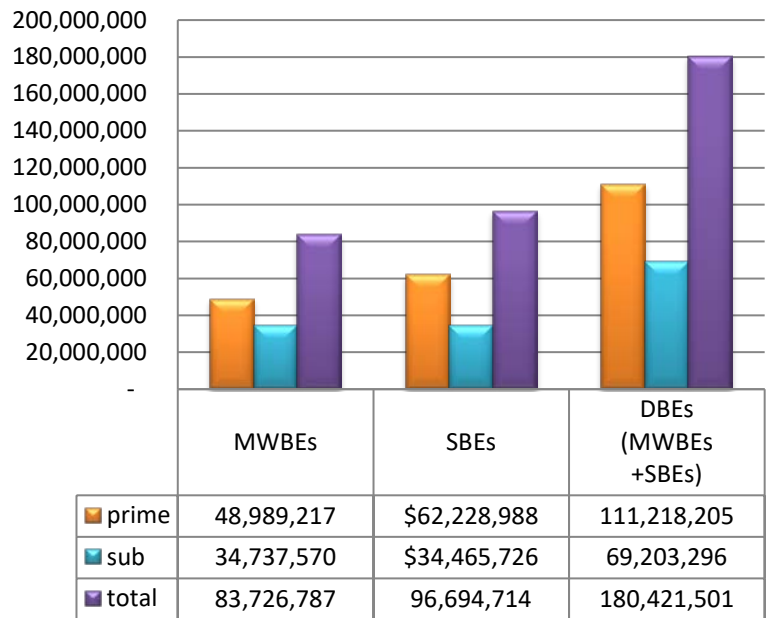
Which represents **6.34%** of the total of all procurement transaction values.

- The Metro Government spent:  
 \$ 62,228,988 with SBE prime contractors  
 \$ 34,465,726 with SBE subcontractors  
 \$ 96,694,714 **TOTAL WITH SBES**

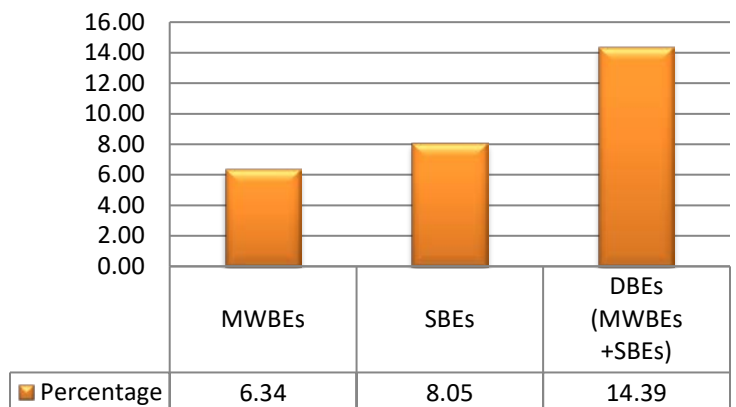
Which represents **8.05%** of the total of all procurement transaction values.

- The Metro Government achieved \*DBE utilization of **14.39%** at the prime and subcontract level.

### Business Utilization (\$) FY20



### Business Utilization (%) FY20



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

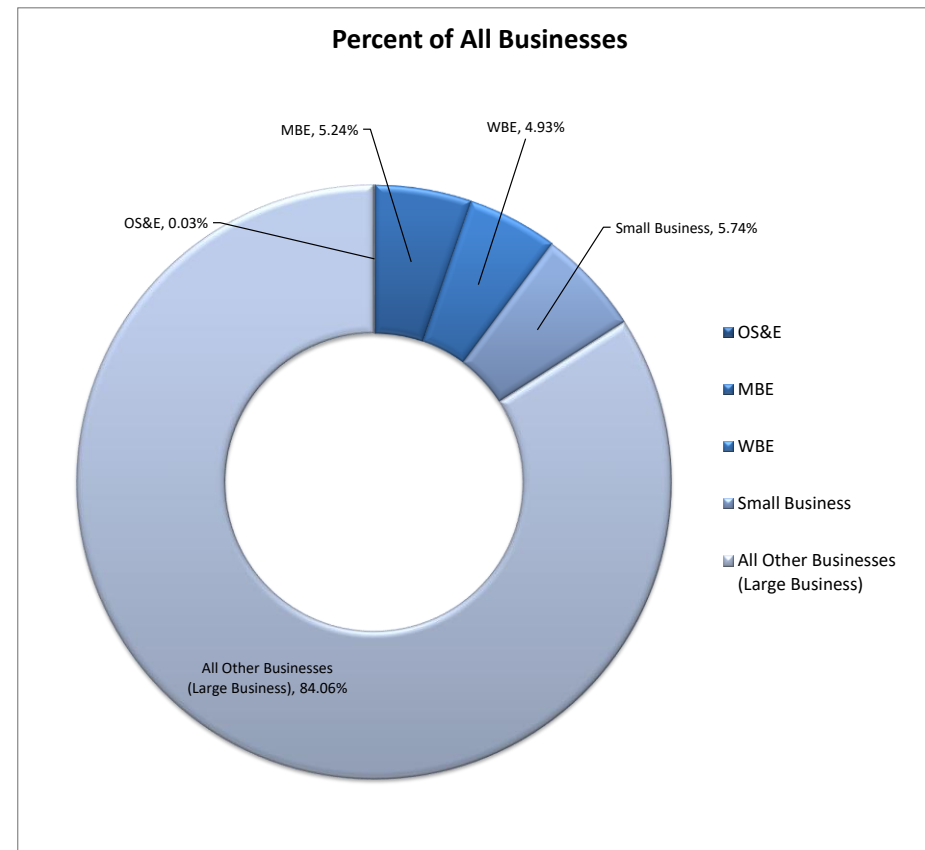


## Fiscal Year 2020 Disadvantaged Business Quarterly Report FY20 (July 1, 2019 - June 30, 2020)

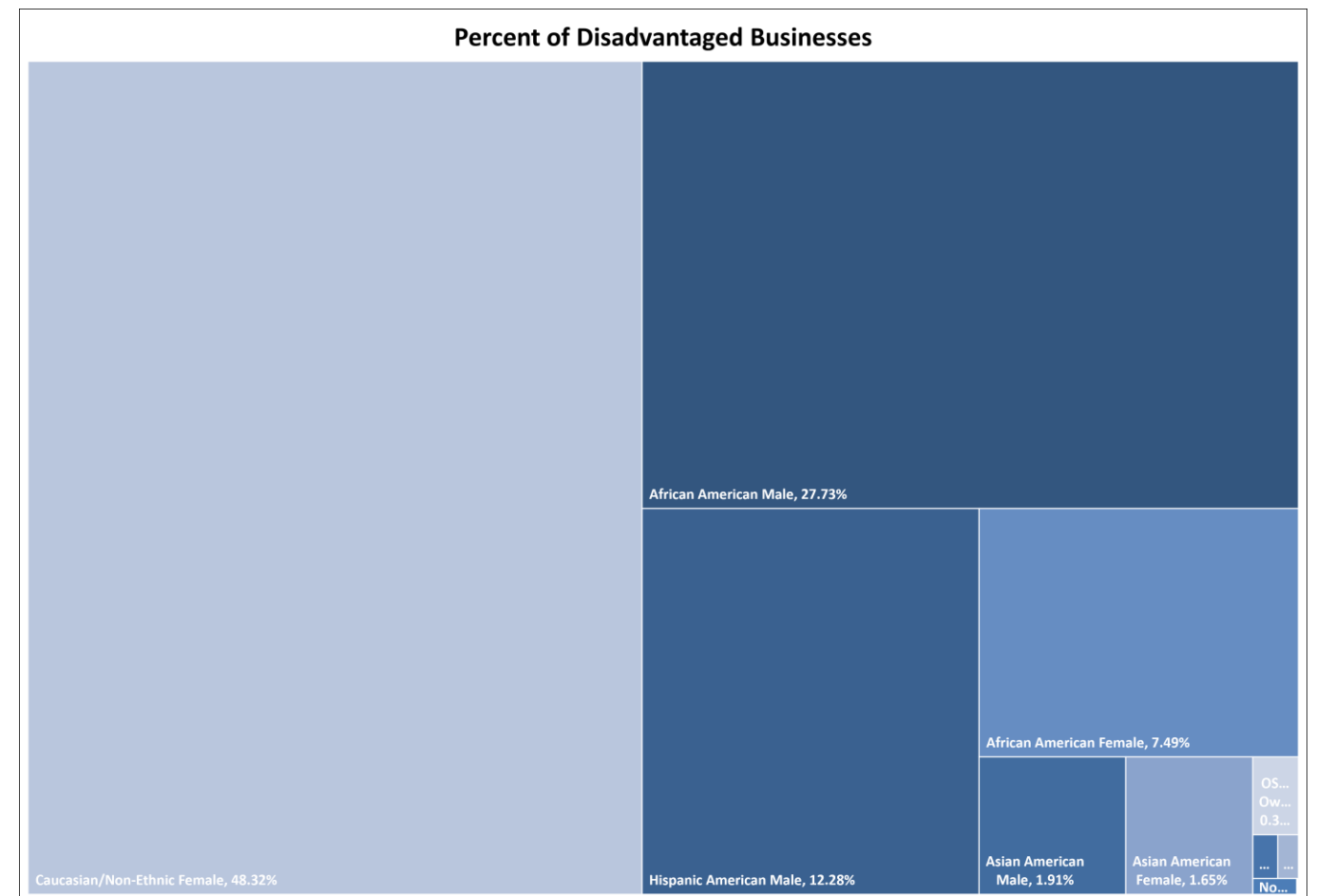
	African American	Hispanic	Asian	Native American	Non-Specific Minority	Non-Ethnic Female	Total Ethnic Minority Male OR Woman Owned	OS&E*	Total Disadvantaged Business %	Total Disadvantaged Business \$	Small Business	Large Business	Total Business
<b>Ethnic Minority Male Owned</b>							5.2%	0.3%	42.1%		8.05%		56.94%
Metro General Government	\$ 15,456,491	\$ 592,256	\$ 1,014,619	\$ 42,170	\$ -	N/A	\$ 17,105,536	\$ 378,925	6.39%	\$ 49,368,142	\$ 62,228,988	\$ 661,257,698	\$ 772,854,827
**Metro General Government (Subs)	\$ 6,963,713	\$ 19,680	\$ 7,498,254	\$ 20,417	\$ -	N/A	\$ 14,502,063	\$ 494,119	50.55%	\$ 35,231,689	\$ 34,465,726	\$ -	\$ 69,697,415
***Metropolitan Nashville Public Schools	\$ 1,341,878	\$ 17,481	\$ 8,625	\$ -	\$ -	N/A	\$ 1,367,984	\$ -	0.00%	\$ 4,608,054	\$ 435,035	\$ 41,524,314	\$ 46,567,403
Nashville Electric Service	\$ 1,493,850	\$ 10,647,552	\$ 495,554	\$ -	\$ -	N/A	\$ 12,636,956	\$ -	9.23%	\$ 20,430,891	\$ 4,981,567	\$ 195,916,465	\$ 221,328,923
Metro Development and Housing Agency	\$ 2,290,233	\$ 455,714	\$ -	\$ -	\$ 15,895	N/A	\$ 2,761,842	\$ 96,815	9.64%	\$ 4,827,281	\$ 3,545,261	\$ 41,704,336	\$ 50,076,878
WeGo Public Transit/Metro Transit Authority	\$ 213,667	\$ 863	\$ 373,875	\$ -	\$ 87,011	N/A	\$ 675,416	\$ 44,383	6.55%	\$ 1,827,418	\$ 1,247,286	\$ 24,833,777	\$ 27,908,481
Metro Nashville Airport Authority	\$ 22,214,274	\$ 7,342,986	\$ 1,063,695	\$ 116,162	\$ -	N/A	\$ 30,737,117	\$ -	0.00%	\$ 74,063,276	\$ 14,874,659	\$ 313,296,623	\$ 402,234,558
<b>Totals</b>	<b>\$ 43,010,393</b>	<b>\$ 19,056,852</b>	<b>\$ 2,956,368</b>	<b>\$ 158,332</b>	<b>\$ 102,906</b>	<b>\$ -</b>	<b>\$ 65,284,851</b>	<b>\$ 520,123</b>	<b>10.20%</b>	<b>\$ 155,125,062</b>	<b>\$ 87,312,796</b>	<b>\$ 1,278,533,213</b>	<b>\$ 1,520,971,070</b>
<b>Woman Owned</b>							4.9%	0.03%	44.5%		5.7%	84.1%	100.0%
Metro General Government	\$ 169,050	\$ 2,242,089	\$ 67,222	\$ -	\$ -	\$ 29,405,320	\$ 31,883,681	\$ -					\$ -
**Metro General Government (Subs)	\$ 1,653,923	\$ 364,209	\$ 61,183	\$ 2	\$ -	\$ 18,156,188	\$ 20,235,506	\$ -					\$ -
***Metropolitan Nashville Public Schools	\$ 45,616	\$ 245,903	\$ -	\$ 41,843	\$ -	\$ 2,906,708	\$ 3,240,070	\$ -					\$ -
Nashville Electric Service	\$ 2,271,529	\$ 4,563	\$ 65,655	\$ 480	\$ -	\$ 5,451,708	\$ 7,793,935	\$ -					\$ -
Metro Development and Housing Agency	\$ 89,432	\$ -	\$ -	\$ -	\$ -	\$ 1,879,192	\$ 1,968,624	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ 44,957	\$ -	\$ -	\$ -	\$ -	\$ 1,062,662	\$ 1,107,619	\$ -					\$ -
Metro Nashville Airport Authority	\$ 9,000,468	\$ 69,680	\$ -	\$ -	\$ -	\$ 34,256,011	\$ 43,326,159	\$ -					\$ -
<b>Totals</b>	<b>\$ 11,621,052</b>	<b>\$ 2,562,235</b>	<b>\$ 132,877</b>	<b>\$ 42,323</b>	<b>\$ -</b>	<b>\$ 74,961,601</b>	<b>\$ 69,084,582</b>	<b>\$ -</b>			<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
<b>Total Spend</b>	<b>\$ 54,631,445</b>	<b>\$ 21,619,087</b>	<b>\$ 3,089,245</b>	<b>\$ 200,655</b>	<b>\$ 102,906</b>	<b>\$ 74,961,601</b>	<b>\$ 134,369,433</b>	<b>\$ 520,123</b>	<b>10.20%</b>	<b>\$ 155,125,062</b>	<b>\$ 87,312,796</b>	<b>\$ 1,278,533,213</b>	<b>\$ 1,520,971,070</b>

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	5.24%
WBE	4.93%
Small Business	5.74%
All Other Businesses (Large Business)	84.06%
<b>Total</b>	<b>100.0%</b>



Percent of Disadvantaged Businesses	
African American Male	27.73%
Hispanic American Male	12.28%
Asian American Male	1.91%
Native American Male	0.10%
Non-specific Minority Male	0.07%
African American Female	7.49%
Asian American Female	1.65%
Hispanic American Female	0.09%
Native American Female	0.00%
Non-specific Minority Female	0.00%
Caucasian/Non-Ethnic Female	48.32%
OS&E Owned	0.34%
<b>Total</b>	<b>100.0%</b>





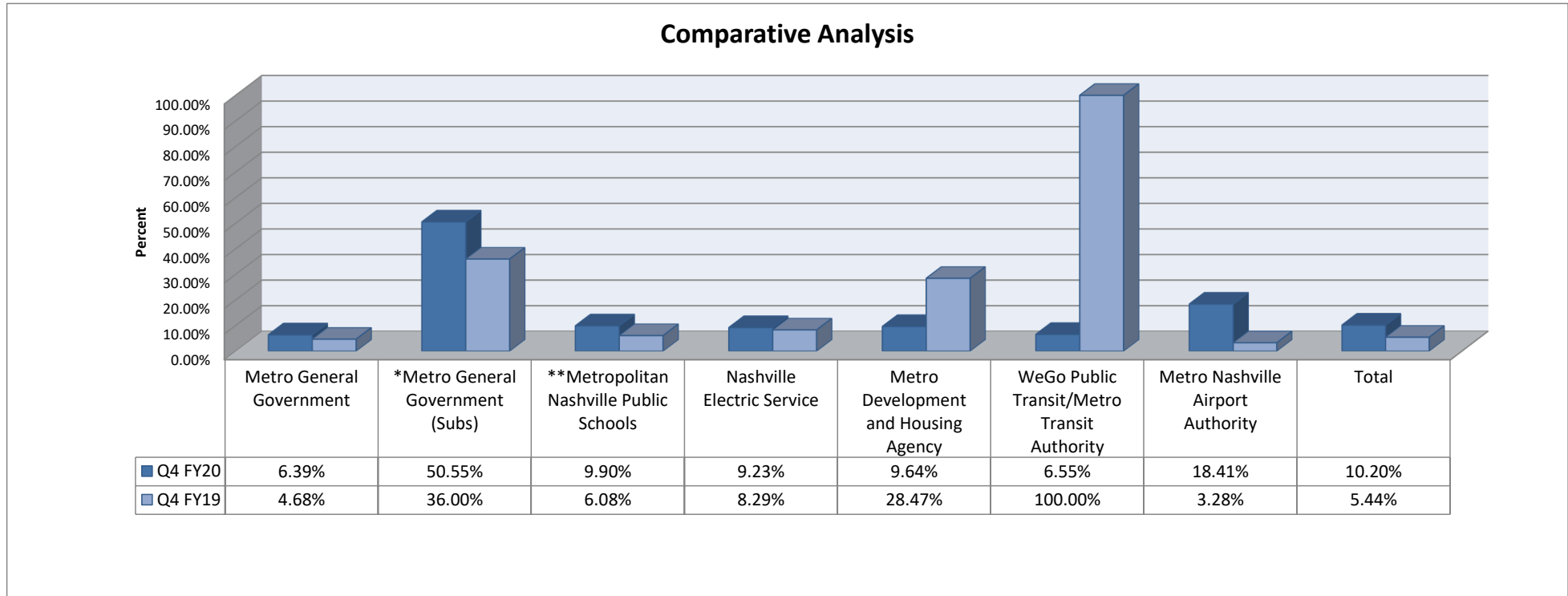


## Fiscal Year 2020 Disadvantaged Business Quarterly Report FY20/FY19 Comparative Analysis By Agency (July 1, 2019 - June 30, 2020)

	FY20			FY19		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	6.39%	\$ 49,368,142	\$ 772,854,827	4.68%	\$ 32,898,188	\$ 703,397,706
*Metro General Government (Subs)	50.55%	\$ 35,231,689	\$ 69,697,415	36.00%	\$ 32,094,579	\$ 89,146,212
**Metropolitan Nashville Public Schools	9.90%	\$ 4,608,054	\$ 46,567,403	6.08%	\$ 10,285,844	\$ 169,241,766
Nashville Electric Service	9.23%	\$ 20,430,891	\$ 221,328,923	8.29%	\$ 12,857,771	\$ 155,031,619
Metro Development and Housing Agency	9.64%	\$ 4,827,281	\$ 50,076,878	28.47%	\$ 23,758,752	\$ 83,445,591
WeGo Public Transit/Metro Transit Authority	6.55%	\$ 1,827,418	\$ 27,908,481	-	\$ 801,283	\$ 801,283
Metro Nashville Airport Authority	18.41%	\$ 74,063,276	\$ 402,234,558	3.28%	\$ 30,632,255	\$ 934,104,812
<b>Total Spend</b>	<b>10.20%</b>	<b>\$ 155,125,062</b>	<b>\$ 1,520,971,070</b>	<b>5.44%</b>	<b>\$ 111,234,093</b>	<b>\$ 2,046,022,777</b>

Comparison		
Agency	Q4 FY20	Q4 FY19
Metro General Government	6.39%	4.68%
*Metro General Government (Subs)	50.55%	36.00%
**Metropolitan Nashville Public Schools	9.90%	6.08%
Nashville Electric Service	9.23%	8.29%
Metro Development and Housing Agency	9.64%	28.47%
WeGo Public Transit/Metro Transit Authority	6.55%	100.00%
Metro Nashville Airport Authority	18.41%	3.28%
Total	10.20%	5.44%

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**  
**Fiscal Year 2020– July 1, 2019 - June 30, 2020**

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

1. The Metro Government released **65** solicitations that had race and gender conscious goals.
  
2. **110 million** is the total estimated spend with minority or woman owned businesses;
  - a. **40 million** is the total estimated spend with minority owned businesses;
  - b. **70 million** is the total estimated spend with woman owned businesses;
  
3. **16%** is the combined goal for minority or woman owned business participation;
  - a. **7%** is the average goal for minority owned business participation;
  - b. **9%** 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.