



FY2021 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	123	4	7	0	2	1
ITBs	31	77	3	11	0	4	5
Professional Services (A&E)	4	156	6	3	0	1	1

*Complete Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	9	9	0
Cooperative Purchases	0	0	0
State/Federal Contracts	5	5	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	20	19	1
Sole Sources >\$250K	4	3	1
Percentage of Sole Source Requests Approved			96%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	52	127	\$ 201,174,838.00
Contract Amendments	45	43	\$ 54,069,227.00
Completed Contracts Greater than \$1 Million	31		
Active Suppliers with Contracts Greater than \$1 Million	374		
Purchase Orders from Solicited Procurements	0	N/A	\$ -
Delegated Purchasing Authority Purchase Orders	162	N/A	\$ 369,662.57
Number of Purchase Orders	4582	N/A	\$ 79,298,927.80

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	\$ 605,425	Negotiated Cost Reductions	\$ -
Actual Amount	\$ 483,359		
Percentage of Spend Through Cooperative Purchasing	0.31%	Total Procurement Spend	\$ 228,488,810

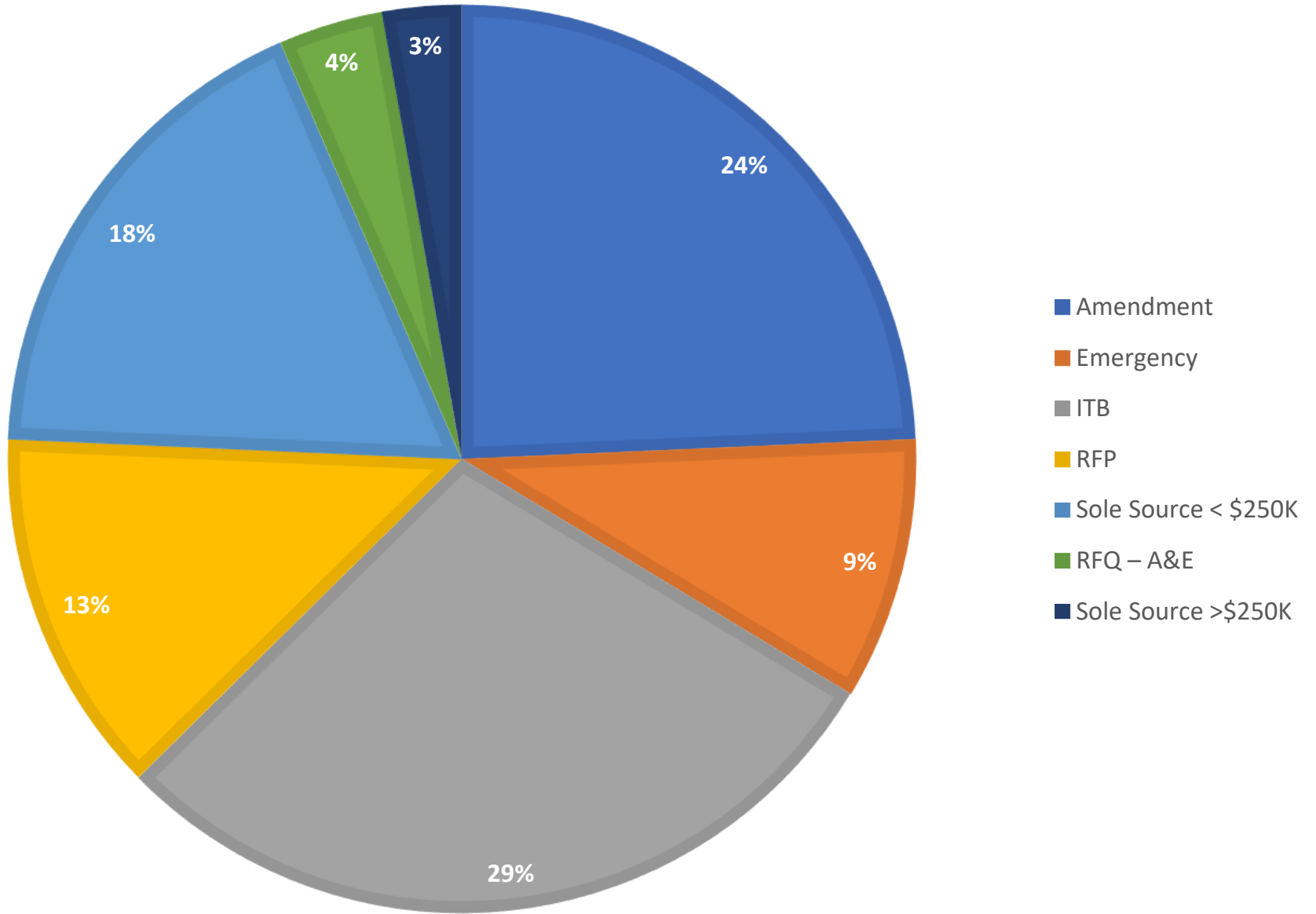
Training & Professional Development

Professional Development		Training		Number of Attendees	Hours Completed
Employees with Certifications	3	iProcurement Requisition Entry Training		10	4.5
Spend per Employee on PD/Training	\$ -	iSupplier Training		0	0
Professional Training Hours	0	iProcurement Buyer Training		7	1.5
		iProcurement Approver Training		2	1
		Procurement Office Training		0	0
		BAO Outreach Events/Training		42	3.0

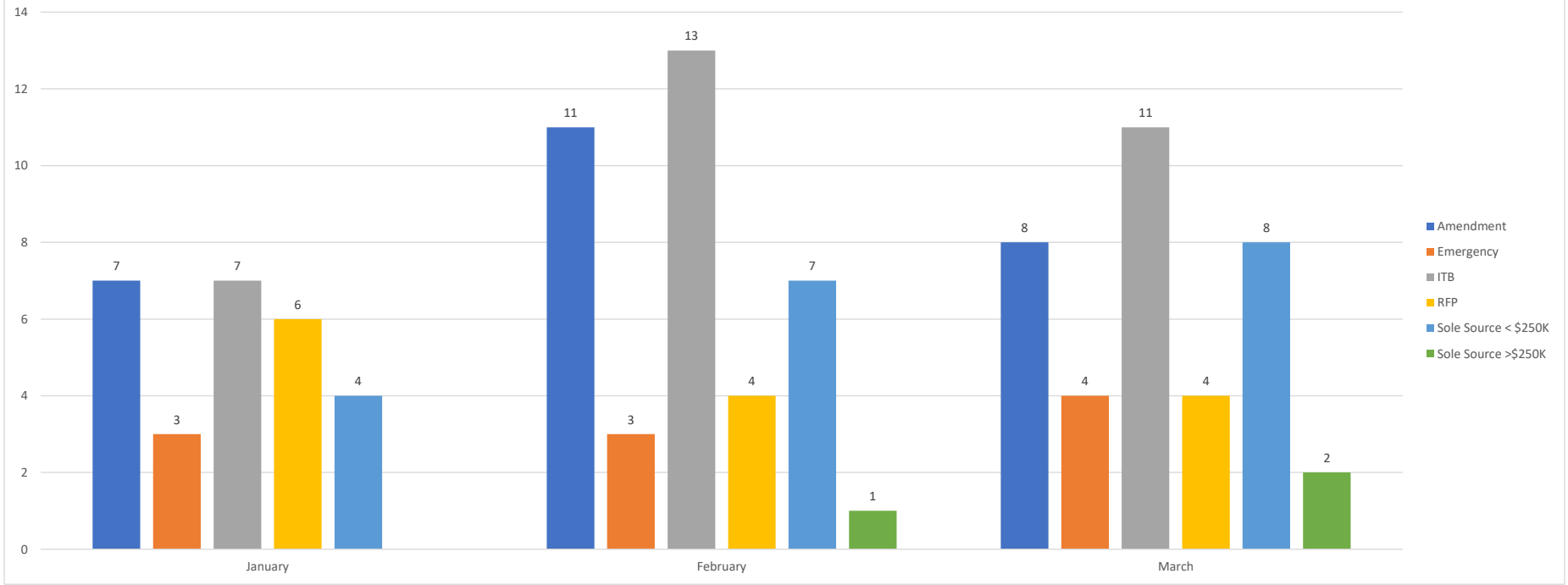
Paper Consumption

Reams of Virgin Paper	8,020	Reams of Recycled Paper	1,450
Virgin Paper Cost	\$ 22,375.80	Recycled Paper Cost	\$ 4,393.50

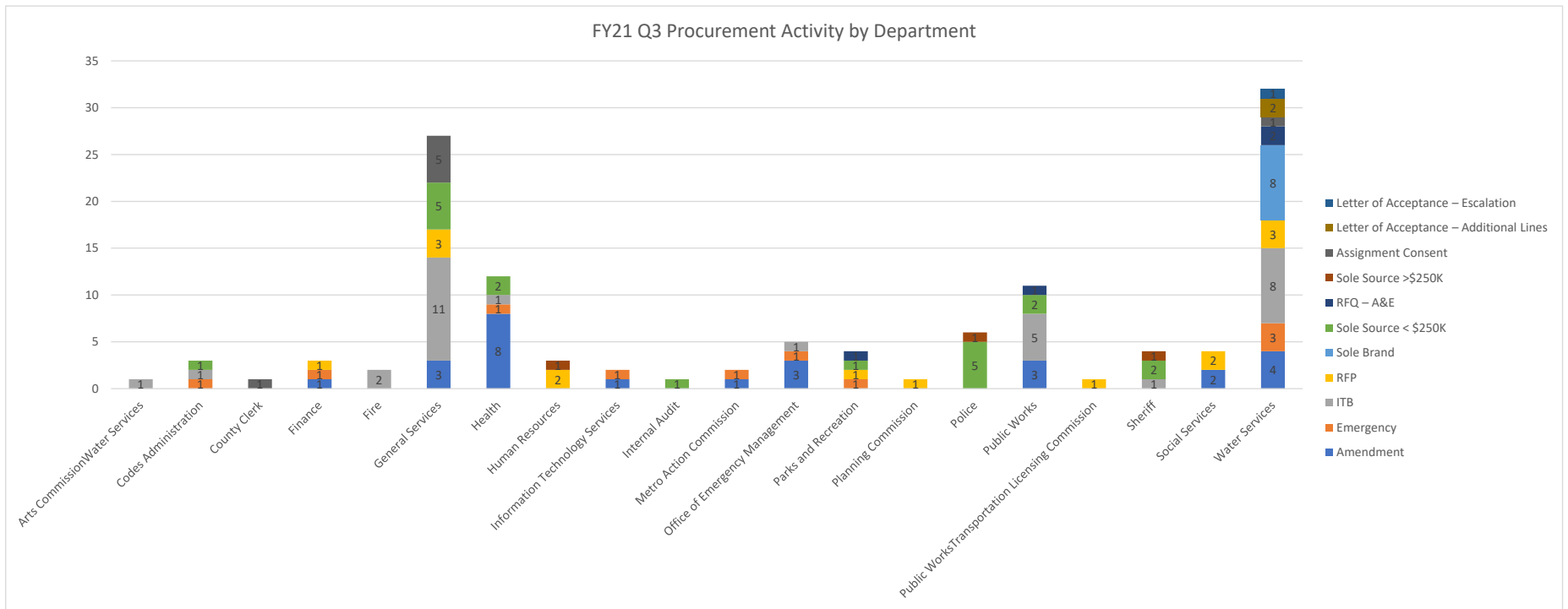
FY21 Q3 PROCUREMENT ACTIVITY



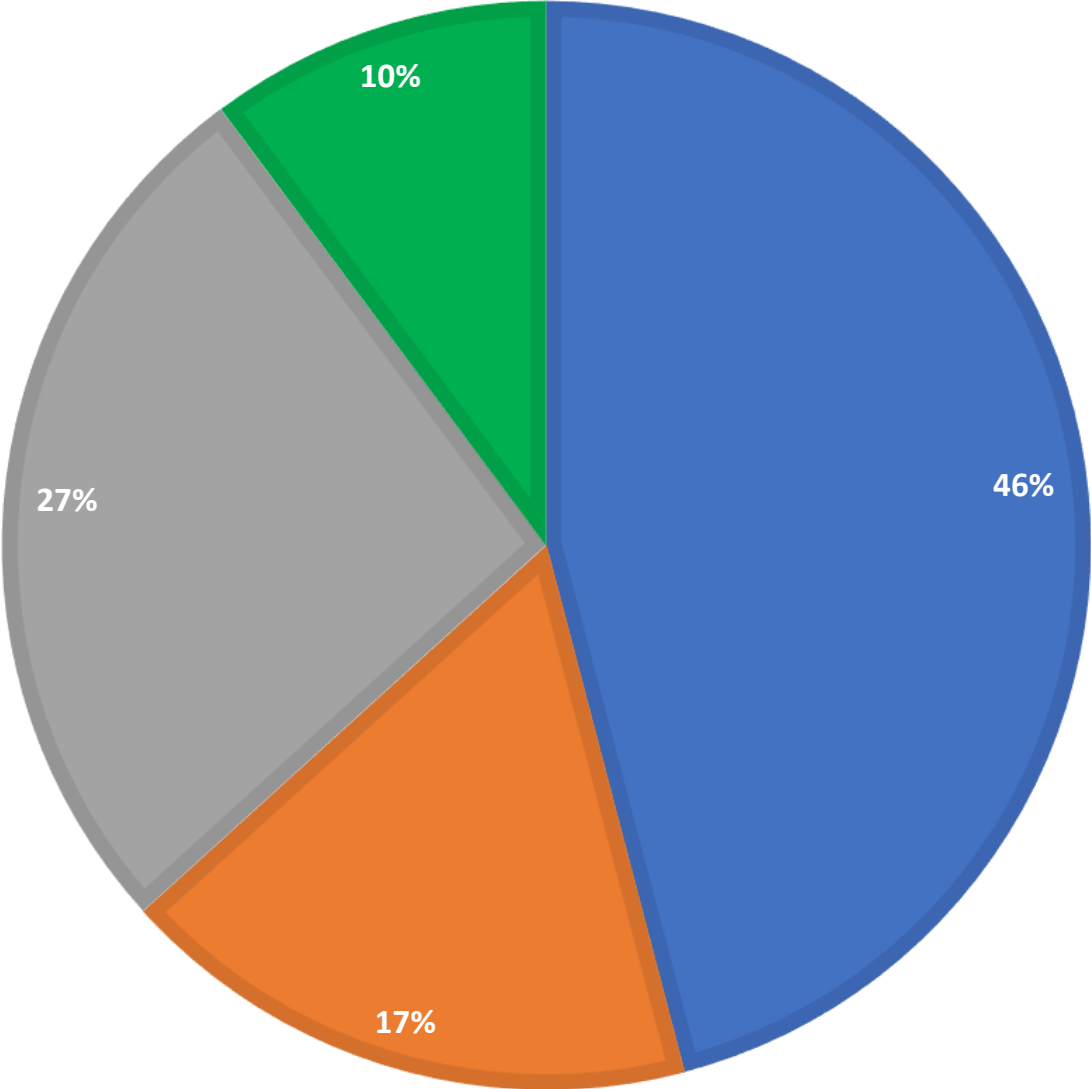
FY21 Q3 Procurement Activity by Month



FY21 Q3 Procurement Activity by Department

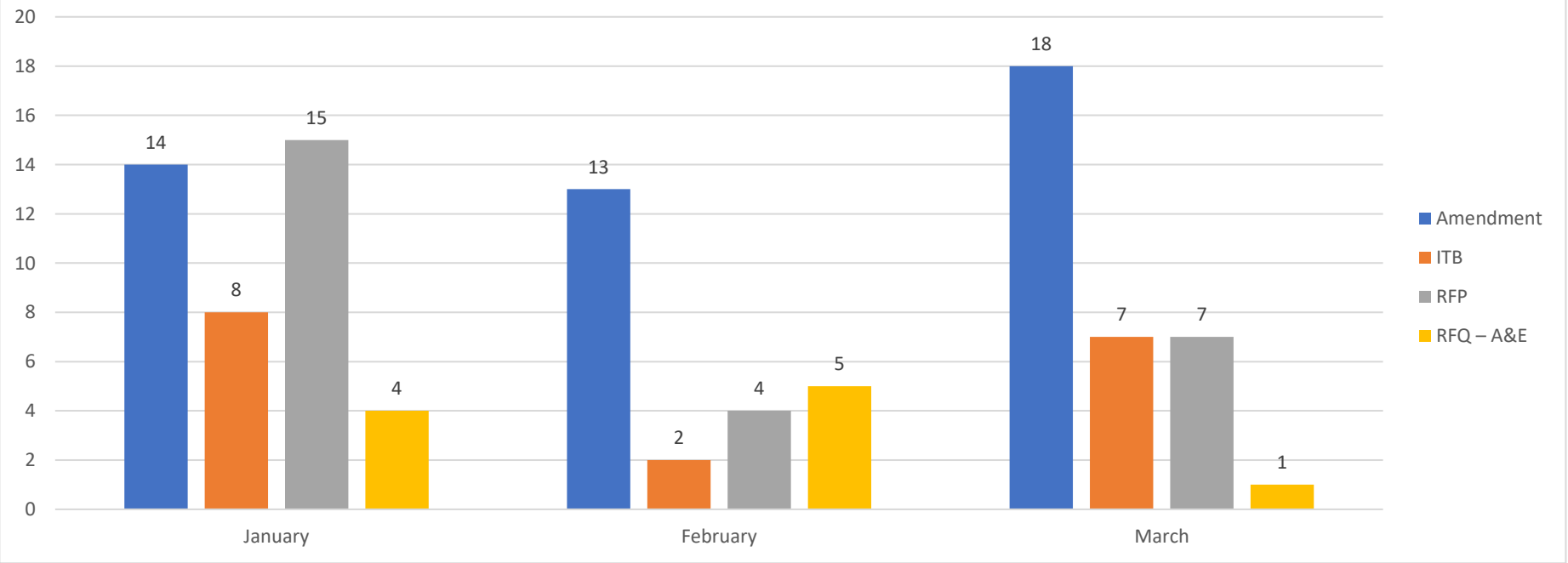


FY21 Q3 TRANSACTIONAL ACTIVITY

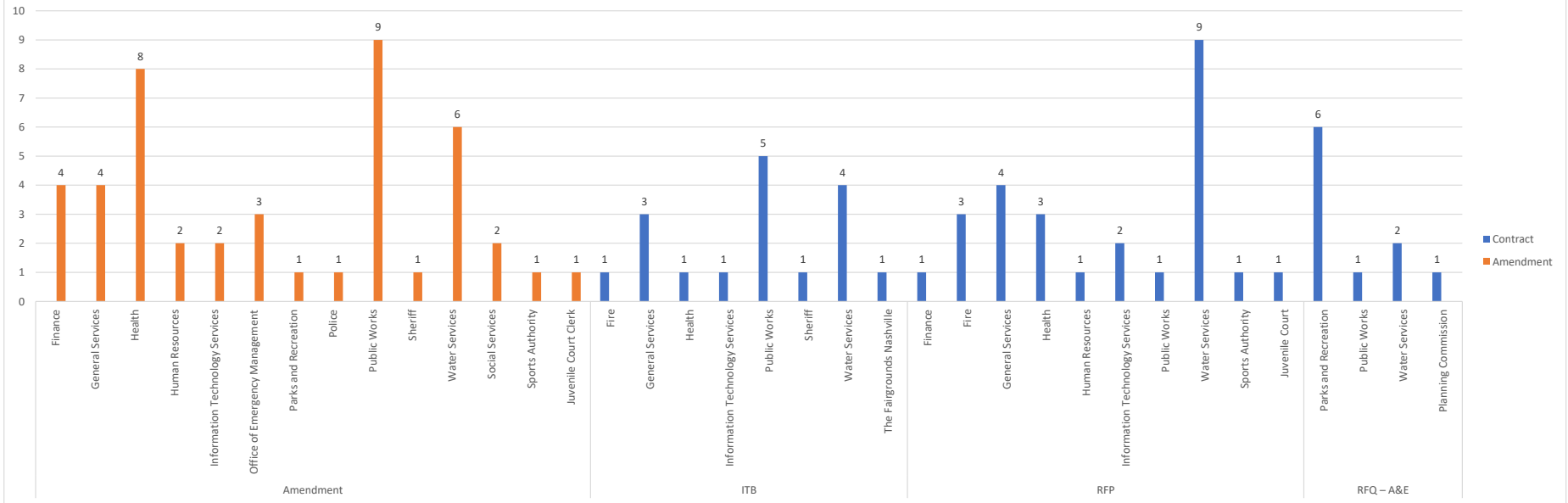


- Amendment Amendment
- ITB Contract
- RFP Contract
- RFQ - A&E Contract

FY21 Q3 Transactional Activity by Month



FY21 Q3 Transactional Activity by Department



FY2021 - 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	Purchase Orders	PO Amounts	Contracts	Contract Amounts	Amendments	Amendments Amount	
FY21 TOTALS	1st Quarter	12	25	4	13	2	5	22	5	6	\$1,048,123.00	20	\$62,409,000.00	28	\$44,902,846.00	
	2nd Quarter	18	10	0	10	0	3	18	2	0	\$0.00	33	\$293,095,496.57	20	\$6,861,536.00	
	3rd Quarter	14	31	4	19	3	8	9	0	0	\$0.00	52	\$201,174,838.00	45	\$54,069,227.00	
	4th Quarter															
		44	66	8	42	5	16	49	7	6	\$ 1,048,123.00	105	\$ 556,679,334.57	93	\$ 105,833,609.00	
DEPARTMENTS SERVED	Arts Commission				1									2	\$ 70,000.00	
	Assessor of Property							1								
	Codes Administration		1		1											
	Finance*	4						1				5	\$ 6,635,000.00	4	\$ -	
	Fire	2	6					2				8	\$ 47,183,310.00	3	\$ -	
	General Services	9	21		7		2	2	4	3	\$ 474,793.00	17	\$ 49,215,000.00	18	\$ 12,905,058.00	
	General Sessions Court							1						2	\$ 484,787.00	
	Health		1		4			7				7	\$ 2,202,738.57	12	\$ 886,902.00	
	Human Resources	3				1		1				2	\$ 4,845,000.00	2	\$ -	
	Information Technology Services	1			4	1	1	2				5	\$ 45,000,000.00	2	\$ 500,000.00	
	Internal Audit				1				1							
	Juvenile Court	1										1	\$ 28,000,000.00	1	\$ -	
	Juvenile Court Clerk															
	Legal Department							1								
	Metro Action Commission							1								
	Municipal Auditorium															
	Metro Council				1										1	\$ -
	Office of Emergency Management		2					10				1	\$ 500,000.00	3	\$ 3,700,000.00	
	Parks and Recreation	2	3	1	1			2	1	2	\$ 484,950.00	8	\$ 30,985,978.00	2	\$ 15,028.00	
	Planning Commission	2		1								2	\$ 546,997.00			
	Police				13	1			1						2	\$ 353,400.00
	Public Library		1		1			2		1	\$ 88,380.00					
	Public Works	3	10	5	4			6				17	\$ 84,957,425.00	16	\$ 47,200,000.00	
	Public Works/Transportation Licensing Commissi	1														
	Public Works/Water Services		1									2	\$ 3,807,244.00			
	Sheriff		3		3	2		1				1	\$ 750,000.00	3	\$ 22,778,196.00	
	Social Services	2						2						3	\$ 3,076,000.00	
	Sports Authority	1										1	\$ 19,081,373.00	1	\$ 399,400.00	
	The Fairgrounds Nashville		1					1				1	\$ 743,844.00	1	\$ 14,108.00	
	Trustee	1														
	Water Services	12	16	3	1		13	6				27	\$ 232,225,425.00	14	\$ 12,750,730.00	
Metro Wide														1	\$ 700,000.00	
		44	66	10	42	5	16	49	7	6	\$ 1,048,123.00	105	\$ 556,679,334.57	93	\$ 105,833,609.00	



Metropolitan Government of Nashville & Davidson County Business Utilization Quarterly Report Highlights FY21 – 3rd Quarter (January – March 2021)

Important points to note about Metro’s Prime and Subcontractor business utilization for the third quarter of Fiscal Year 2021, BAO KPI Report Data:

- The Metro Government spent:
 - \$ 6,372,764 with MBE prime contractors
 - \$ 6,639,722 with WBE prime contractors
 - \$ 5,290,908 with MBE subcontractors
 - \$ 12,856,028 with WBE subcontractors
 - \$ 31,159,422 TOTAL WITH MWBES**

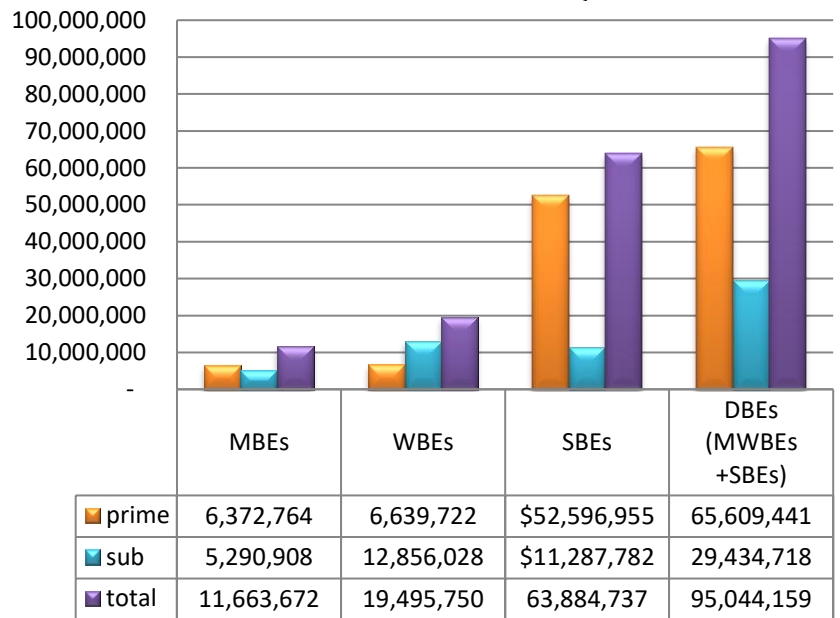
Which represents **13.64%** of the total of all procurement transaction values.

- The Metro Government spent:
 - \$ 52,596,955 with SBE prime contractors
 - \$ 11,287,782 with SBE subcontractors
 - \$ 63,884,737 TOTAL WITH SBES**

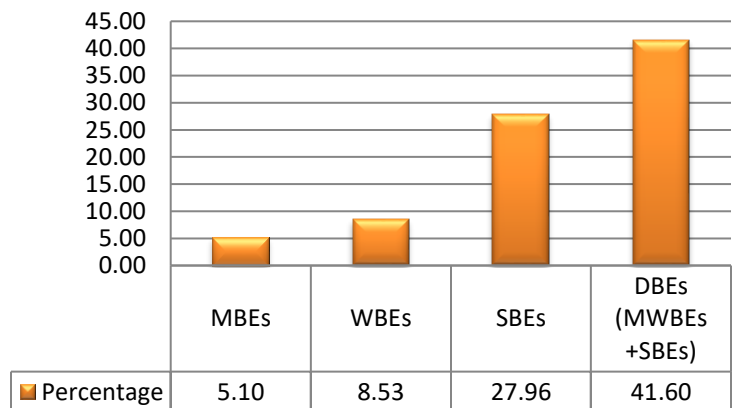
Which represents **29.96%** of the total of all procurement transaction values.

- The Metro Government achieved *DBE utilization of **41.60%** at the prime and subcontract level.

Business Utilization (\$) FY21 3RD QTR



Business Utilization (%) FY21 3RD QTR



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



Metropolitan Government of Nashville & Davidson County EBO and Outreach Update FY21 - 3rd Quarter (January - March 2021)

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

1. Metro Government awarded **28** contracts with race and gender conscious goals.
2. **16.7 million** is the total estimated spend with minority or woman owned businesses.
 - a. **7.8 million** is the total estimated spend with minority owned businesses.
 - b. **8.9 million** is the total estimated spend with woman owned businesses.
3. **14%** is the combined goal for minority or woman owned business participation.
 - a. **5%** is the average proposed goal for minority owned business participation.
 - b. **9%** is the average proposed goal for woman owned business participation.
4. **1** project had an MBE prime, **3** projects had WBE primes, and **1** project had an SBE prime.
5. There have been several department trainings to build familiarity and support for the EBO Program. To date, **75** Metro personnel have participated in training sessions to learn how MBE and WBE goals are established, and how they can help to ensure expediency in the procurement process.
6. Certified MBEs and WBEs that were paid on EBO Projects during Q3:
 - a. Aerial Innovations of Tennessee, Inc. (WBE)
 - b. BAC Paving Co Inc (WBE)
 - c. Civic Engineering and Information Technologies (WBE)
 - d. Cobra, LLC (WBE)
 - e. Crown Paving, LLC (WBE)
 - f. EverReady Transportation (MBE)
 - g. Homeland LLC (WBE)
 - h. HQ Direct, LLC (WBE)
 - i. J R Construction Tennessee Inc (MBE)
 - j. K.S. Ware & Associates, LLC (WBE)
 - k. Liberty Waste LLC (MBE)
 - l. Raven Security and Traffic Control, LLC (WBE)



Fiscal Year 2021 Disadvantaged Business Quarterly Report FY21 Q3 (January 1, 2021 - March 31, 2021)

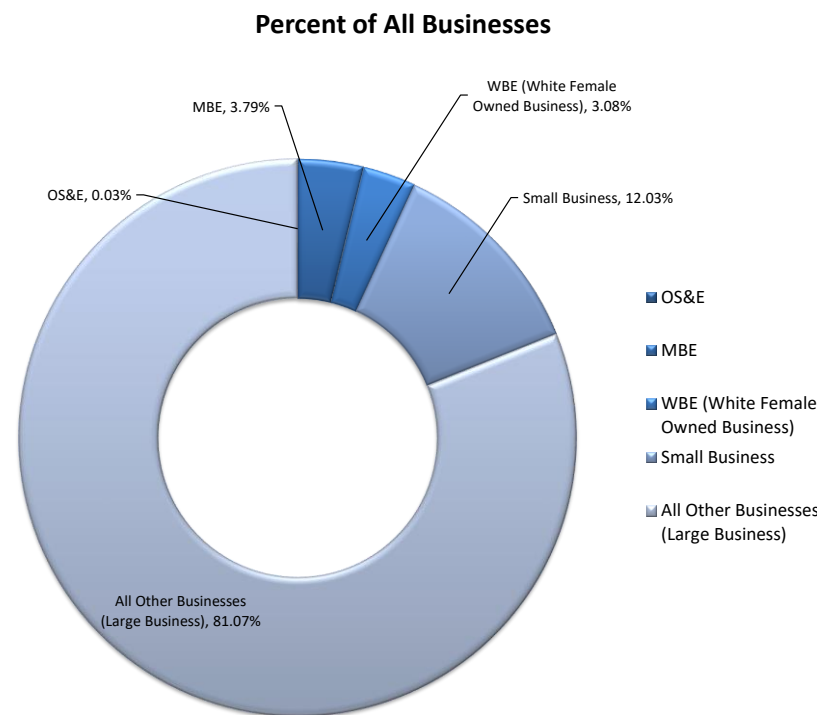
	African American	Hispanic	Asian	Native American	Non-Specific Minority	Non-Ethnic Female	Total Ethnic Minority Male OR Woman Owned	OS&E*	Total Disadvantaged Business %	Total Disadvantaged Business \$	Small Business	Large Business	Total Business
Ethnic Minority Male Owned							3.79%	0.4%	50.60%	38.22%	23.02%		67.48%
Metro General Government	\$ 5,115,921	\$ 728,375	\$ 150,245	\$ -	\$ -	\$ -	\$ 5,994,541	\$ 3,176	5.70%	\$ 13,015,662	\$ 52,596,955	\$ 162,876,193	\$ 228,488,810
**Metro General Government (Subs)	\$ 3,750,099	\$ 483,743	\$ 35,932	\$ 75,730	\$ -	\$ -	\$ 4,345,504	\$ 102,709	61.78%	\$ 18,249,644	\$ 11,287,782	\$ -	\$ 29,537,426
Metropolitan Nashville Public Schools	\$ 5,665,169	\$ 699	\$ 18,149	\$ -	\$ -	\$ -	\$ 5,684,017	\$ -	5.21%	\$ 7,232,339	\$ 1,816,754	\$ 129,869,742	\$ 138,918,835
Nashville Electric Service	\$ 362,666	\$ 2,458,983	\$ 55,957	\$ -	\$ -	\$ -	\$ 2,877,606	\$ -	10.19%	\$ 5,034,040	\$ 1,607,442	\$ 42,767,264	\$ 49,408,746
Metro Development and Housing Agency	\$ 420,723	\$ 117,960	\$ 811	\$ -	\$ -	\$ -	\$ 539,494	\$ 128,729	15.32%	\$ 2,341,925	\$ 881,190	\$ 12,064,519	\$ 15,287,634
WeGo Public Transit/Metro Transit Authority	\$ 90,707	\$ 61,410	\$ 40,735	\$ -	\$ -	\$ -	\$ 192,852	\$ -	5.22%	\$ 305,519	\$ 2,017,930	\$ 3,529,331	\$ 5,852,780
Metro Nashville Airport Authority	\$ 1,564,800	\$ 668,628	\$ 113,306	\$ -	\$ -	\$ -	\$ 2,346,734	\$ -	10.26%	\$ 6,919,566	\$ 1,883,370	\$ 58,612,584	\$ 67,415,520
Totals	\$ 13,219,986	\$ 4,036,055	\$ 379,203	\$ -	\$ -	\$ -	\$ 17,635,244	\$ 131,905	6.90%	\$ 34,849,051	\$ 60,803,641	\$ 409,719,633	\$ 505,372,325
Woman Owned							3.08%	0.03%	9.41%		12.03%	81.07%	100.0%
Metro General Government	\$ 269,417	\$ 106,459	\$ 2,347	\$ -	\$ -	\$ 6,639,722	\$ 7,017,945	\$ -					\$ -
**Metro General Government (Subs)	\$ 935,640	\$ 2,790	\$ 6,974	\$ -	\$ -	\$ 12,856,028	\$ 13,801,431	\$ -					\$ -
Metropolitan Nashville Public Schools	\$ 10,100	\$ -	\$ 19,669	\$ -	\$ -	\$ 1,518,553	\$ 1,548,322	\$ -					\$ -
Nashville Electric Service	\$ 518,400	\$ -	\$ 50,907	\$ -	\$ -	\$ 1,587,127	\$ 2,156,434	\$ -					\$ -
Metro Development and Housing Agency	\$ 58,255	\$ -	\$ -	\$ -	\$ -	\$ 1,615,447	\$ 1,673,702	\$ -					\$ -
WeGo Public Transit/Metro Transit Authority	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 112,667	\$ 112,667	\$ -					\$ -
Metro Nashville Airport Authority	\$ 308,301	\$ 168,558	\$ -	\$ -	\$ -	\$ 4,095,973	\$ 4,572,832	\$ -					\$ -
Totals	\$ 1,164,473	\$ 275,017	\$ 72,923	\$ -	\$ -	\$ 15,569,489	\$ 3,280,471	\$ -			\$ -	\$ -	\$ -
Total Spend	\$ 14,384,459	\$ 4,311,072	\$ 452,126	\$ -	\$ -	\$ 15,569,489	\$ 20,915,715	\$ 131,905	6.90%	\$ 34,849,051	\$ 60,803,641	\$ 409,719,633	\$ 505,372,325

NOTE:

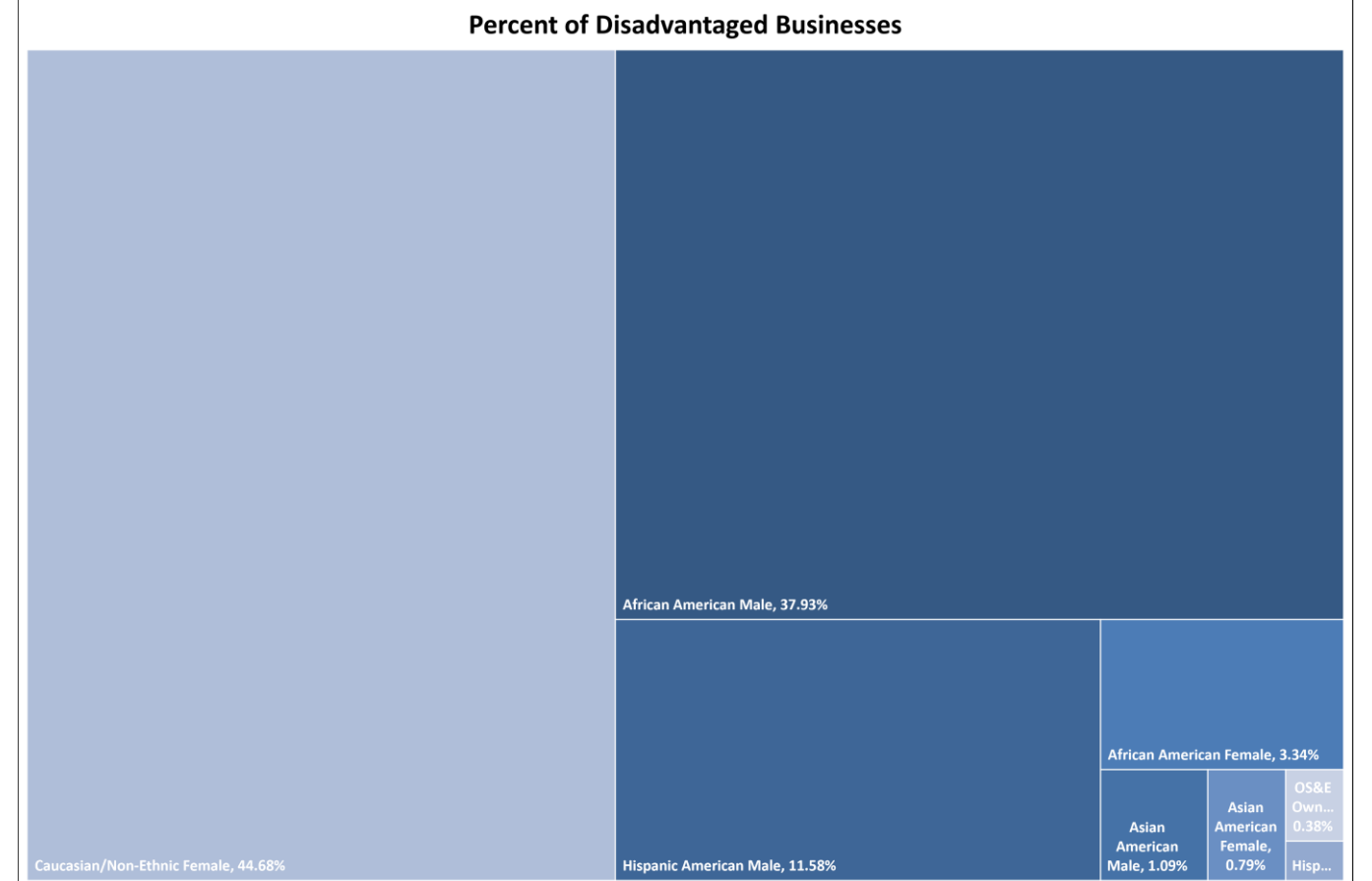
* OS&E (Other Socially and Economically Disadvantaged Business) includes disabled, veteran, and LGBT owned businesses not owned by minorities or women.

**Metro GG (Subs) not included in total spend amounts.

Percent of All Businesses	
OS&E	0.03%
MBE	3.79%
WBE (White Female Owned Business)	3.08%
Small Business	12.03%
All Other Businesses (Large Business)	81.07%
Total	100.0%



Percent of Disadvantaged Businesses	
African American Male	37.93%
Hispanic American Male	11.58%
Asian American Male	1.09%
Native American Male	0.00%
Non-specific Minority Male	0.00%
African American Female	3.34%
Asian American Female	0.79%
Hispanic American Female	0.21%
Native American Female	0.00%
Non-specific Minority Female	0.00%
Caucasian/Non-Ethnic Female	44.68%
OS&E Owned	0.38%
Total	100.0%





Fiscal Year 2021 Disadvantaged Business Quarterly Report FY21 Q3 (January 1, 2021 - March 31, 2021)

	FY21			FY20		
	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business	Total Disadvantaged Business %	Total Disadvantaged Business \$	Total Business
Metro General Government	5.70%	\$ 13,015,662	\$ 228,488,810	6.81%	\$ 10,938,342	\$ 160,607,825
*Metro General Government (Subs)	61.78%	\$ 18,249,644	\$ 29,537,426	50.72%	\$ 21,496,840	\$ 42,380,779
Metropolitan Nashville Public Schools	5.21%	\$ 7,232,339	\$ 138,918,835	0.49%	\$ 3,275	\$ 668,549
Nashville Electric Service	10.19%	\$ 5,034,040	\$ 49,408,746	8.26%	\$ 4,318,147	\$ 52,282,548
Metro Development and Housing Agency	15.32%	\$ 2,341,925	\$ 15,287,634	9.41%	\$ 949,114	\$ 10,088,072
WeGo Public Transit/Metro Transit Authority	5.22%	\$ 305,519	\$ 5,852,780	13.03%	\$ 787,143	\$ 6,042,994
Metro Nashville Airport Authority	10.26%	\$ 6,919,566	\$ 67,415,520	16.37%	\$ 17,231,803	\$ 105,288,131
Total Spend	6.90%	\$ 34,849,051	\$ 505,372,325	10.22%	\$ 34,227,824	\$ 334,978,119

Comparison		
Agency	Q2 FY21	Q2 FY20
Metro General Government	5.70%	6.81%
*Metro General Government (Subs)	61.78%	50.72%
Metropolitan Nashville Public Schools	5.21%	0.49%
Nashville Electric Service	10.19%	8.26%
Metro Development and Housing Agency	15.32%	9.41%
WeGo Public Transit/Metro Transit Authority	5.22%	13.03%
Metro Nashville Airport Authority	10.26%	16.37%
Total	6.90%	10.22%

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

