



FY2024 - 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	98	138	3	28	0	13	8
ITBs	26	83	2	3	0	3	2
Professional Services (A&E)	5	136	5	2	0	0	0

\*Requisition Received by Procurement to Intent to Award

Non-Solicited Procurement Type	Received	Approved	Denied
Emergencies	43	39	4
Cooperative Purchases	31	29	2
Cooperative - State or Other Local	23	23	0
Sole Sources DPA	0	0	0
Sole Sources Exempt	0	0	0
Sole Sources <\$250K	118	104	14
Sole Sources >\$250K	26	22	4
Percentage of Sole Source Requests Approved			88%

Transactional Efficiency & Vendor Related Information

Transactional Type	Total	Average Days**	Value
Contracts	151	85	\$2,616,053,698.00
Contract Amendments	115	72	\$ 133,478,152.00
Completed Contracts Greater than \$1 Million	102		
Active Suppliers with Contracts Greater than \$1 Million	453		
Purchase Orders from Solicited Procurements	1	25	\$ 88,588.00
Delegated Purchasing Authority Purchase Orders	1568	N/A	\$ 1,475,879.40
Number of Purchase Orders	23036	N/A	\$ 792,306,705.51

Reporting Metro Departments include: Elections, Finance, General Services, Historical Commission, HR, ITS, Juvenile Court, Library, NDOT, Planning, and Public Defender.

\*\* Intent to Award to Completion

Cost Savings/Avoidance

Organizational Budget for the Year	\$ 3,214,700	Negotiated Cost Reductions	\$ 142,000,570
Percentage of Spend Through Cooperative Purchasing	0.86%	Total Procurement Spend	\$ 2,099,873,290

Training & Professional Development

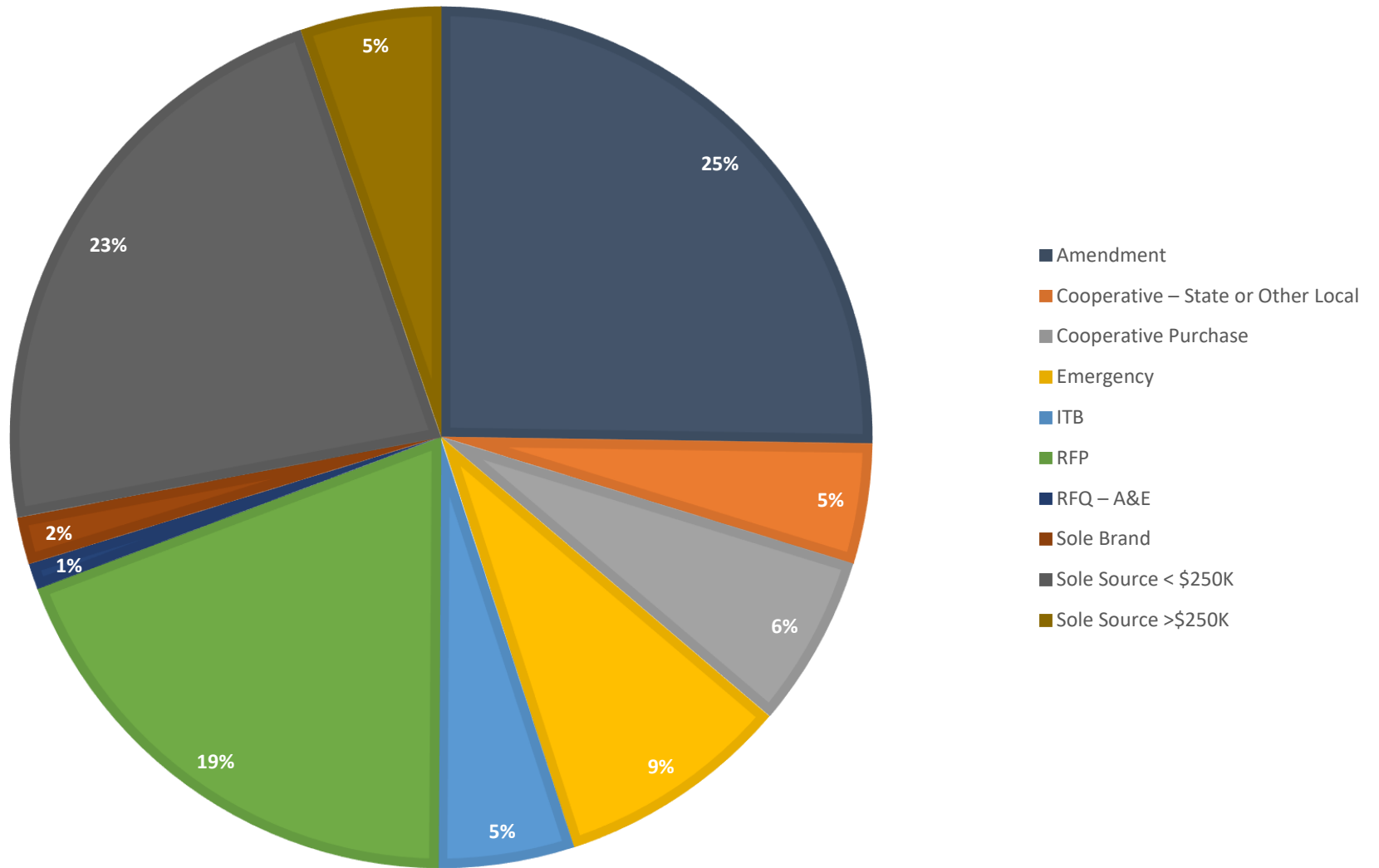
Professional Development	
Employees with Certifications	14
Spend per Employee on PD/Training	\$ 864
Professional Training Hours	331

Training	Number of Attendees	Hours Completed
iProcurement Requisition Entry Training	86	66
iProcurement Buyer Training	21	50
iProcurement Approver Training	28	55
Procurement Office Training	187	18
iSupplier Training	37	12
BAO Outreach Events/Training	854	23

Paper Consumption

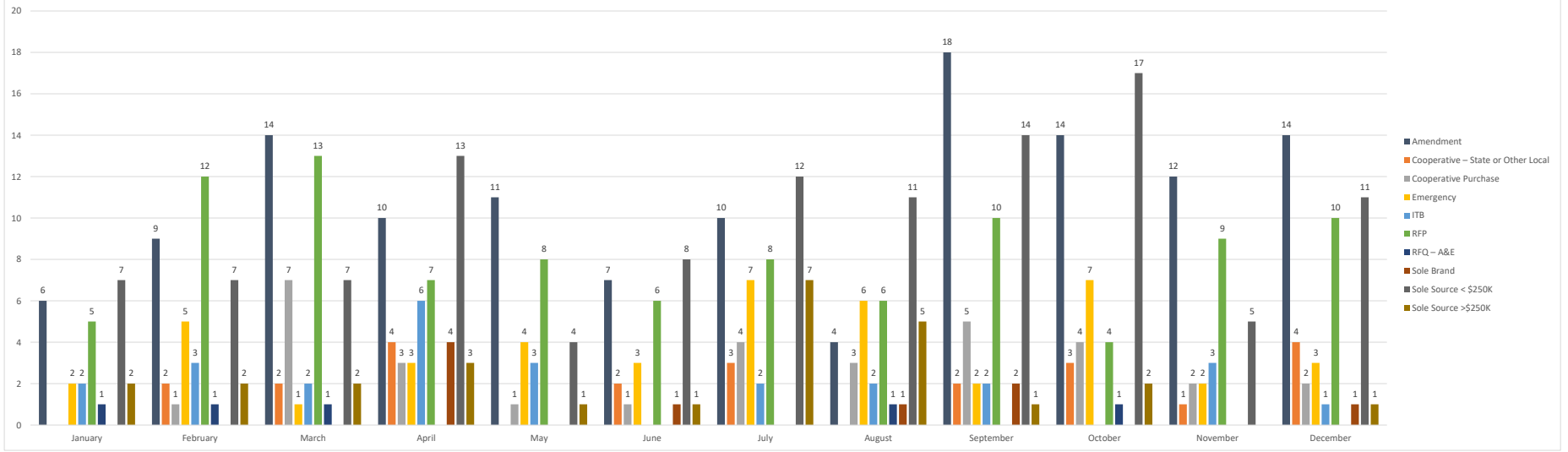
Reams of Virgin Paper	40,620	Reams of Recycled Paper	5,380
Virgin Paper Cost	\$ 164,110.80	Recycled Paper Cost	\$ 26,532.00

### FY24 PROCUREMENT ACTIVITY

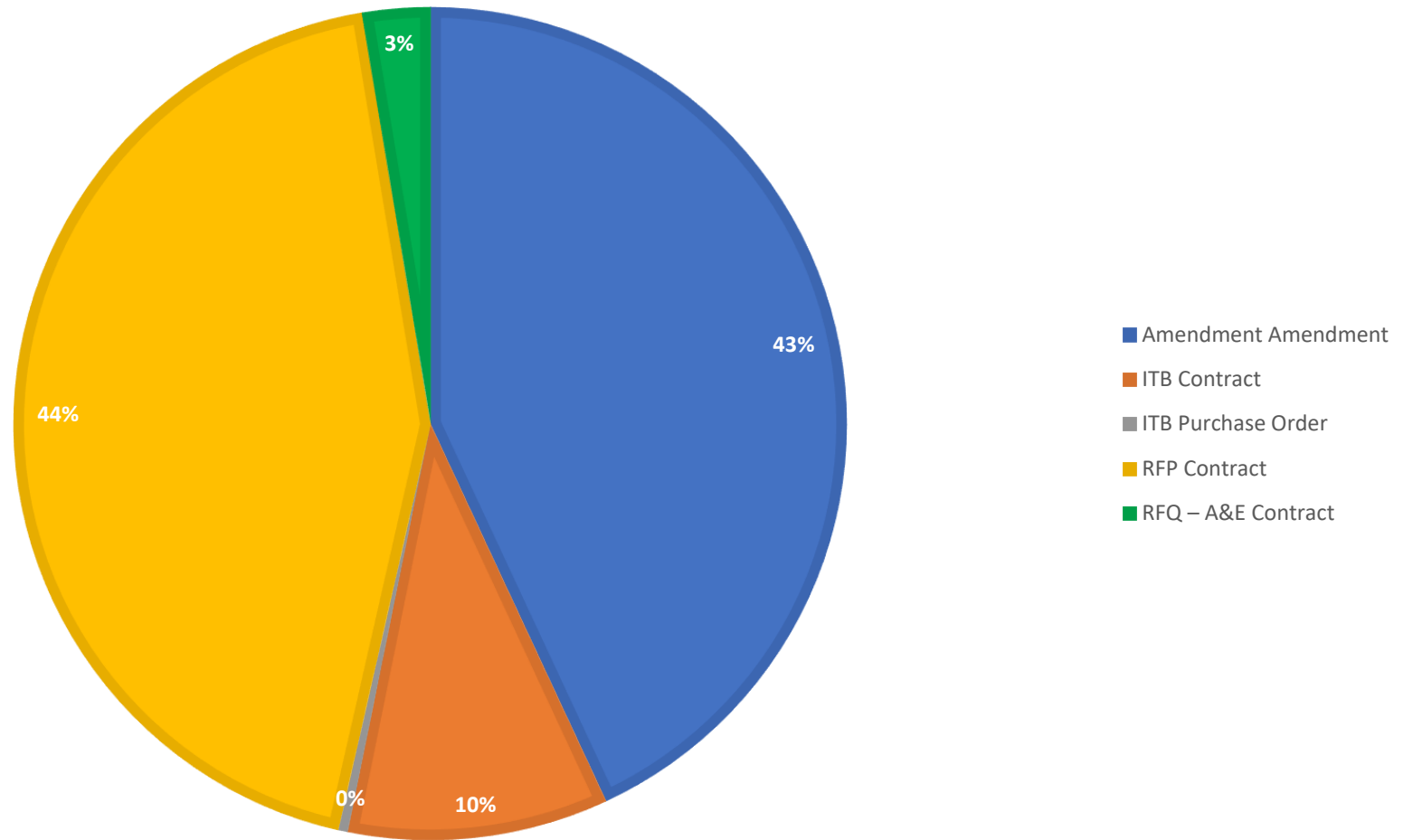




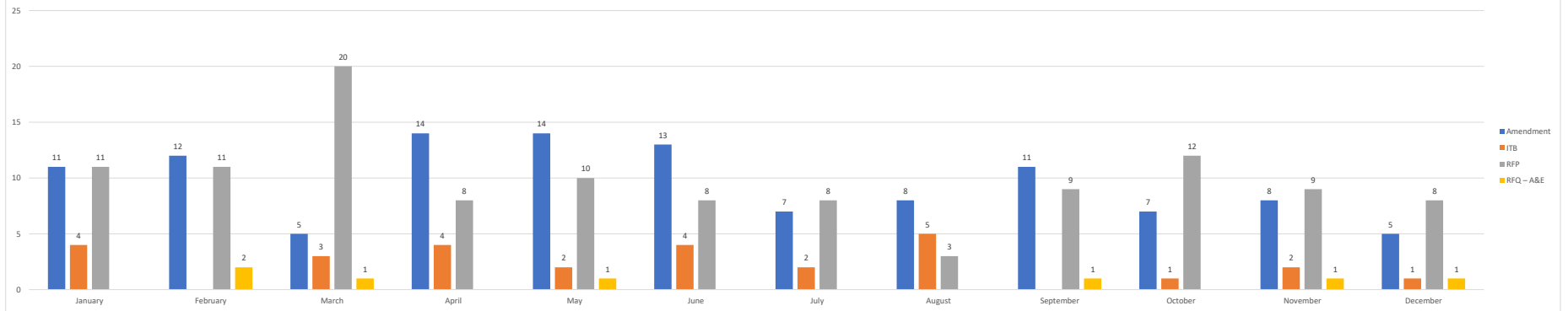
FY24 Procurement Activity by Month



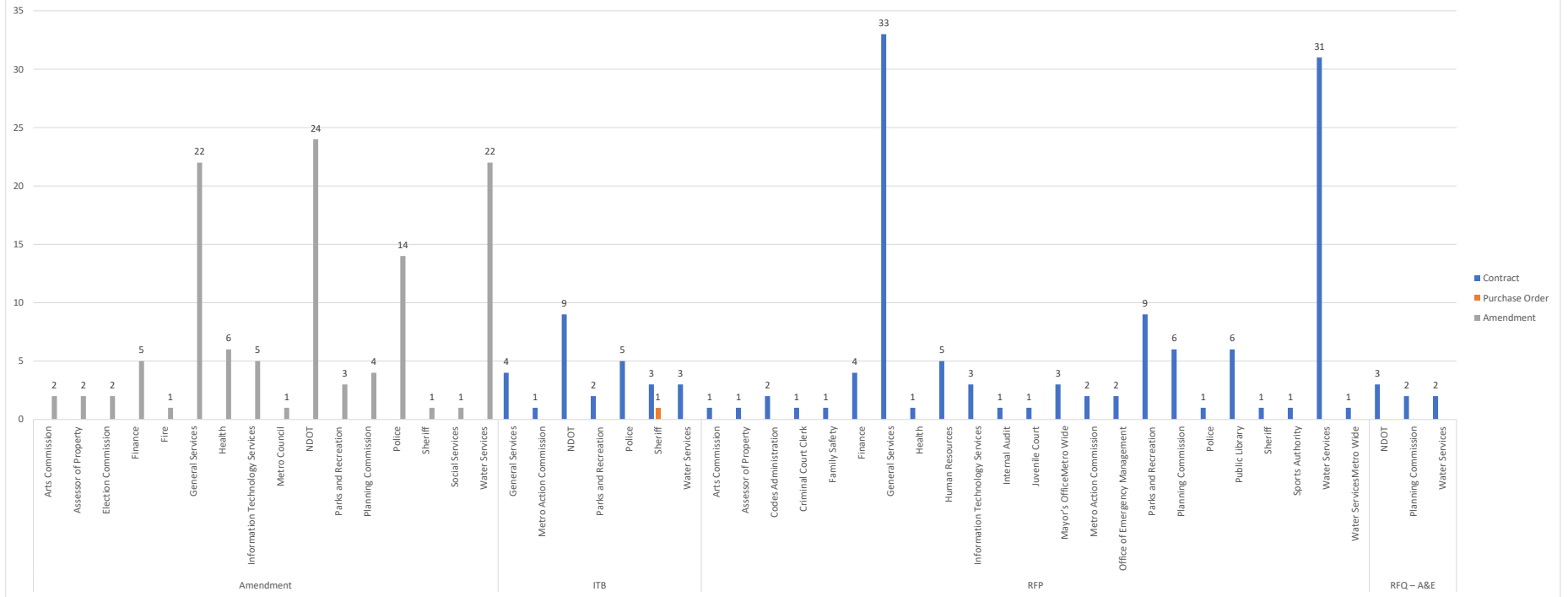
### FY24 TRANSACTIONAL ACTIVITY



FY24 Transactional Activity by Month



FY24 Transactional Activity by Department



## FY2024 - 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
FY24 TOTALS	1st Quarter	24	6	1	33	11	3	13	11	0	\$0.00	30	\$369,961,671.00	23	\$83,990,485.00
	2nd Quarter	22	4	1	28	2	1	10	7	0	\$0.00	35	\$531,864,446.00	20	\$975,000.00
	3rd Quarter	29	7	3	20	5	0	7	8	1	\$88,588.00	51	\$1,395,487,581.00	26	\$2,134,805.00
	4th Quarter	21	8	0	23	4	5	9	5	0	\$0.00	37	\$345,490,000.00	41	\$38,215,589.00
	<b>TOTALS</b>	<b>96</b>	<b>25</b>	<b>5</b>	<b>104</b>	<b>22</b>	<b>9</b>	<b>39</b>	<b>31</b>	<b>1</b>	<b>\$ 88,588.00</b>	<b>153</b>	<b>\$ 2,642,803,698.00</b>	<b>110</b>	<b>\$125,315,879.00</b>
DEPARTMENTS SERVED	Arts Commission	1										1	\$ 300,000.00	1	\$ 239,455.00
	Assessor of Property	1			1	1						1	\$ 65,000.00	2	\$ -
	Criminal Court Clerk											1	\$ -		
	Codes Administration	3						2				2	\$ 6,650,000.00		
	Election Commission													2	\$ -
	Emergency Commission				1				1						
	Finance	7			6			3	1			4	\$ 1,870,477.00	5	\$ -
	Fire	2			1	2			1					1	\$ -
	General Services	22	4	1	7			3	8			38	\$ 125,805,000.00	21	\$ 15,201,030.00
	General Sessions Court				1	1									
	Health	2			10	1	4	1				1	\$ 6,000,000.00	6	\$ -
	Historical Commission	2													
	Human Resources	7						2				5	\$ 374,050,220.00		
	Information Technology				5	3			7			3	\$ 90,000,000.00	5	\$ -
	Internal Audit	1										1	\$ 500,000.00		
	Juvenile Court	1						1				1	\$ 24,000,000.00		
	Juvenile Court Clerk								2						
	Legal	1				1									
	Metro Action	1	1		4		1	1	1			3	\$ 6,200,000.00		
	Metro Council													1	\$ -
	Metro Wide	2										4	\$ 227,000,000.00		
	Municipal Auditorium	1			3			1							
	NDOT		6	1	4	3	2	2	2			12	\$ 48,385,954.00	23	\$ 6,000,000.00
	OEM				2			1				2	\$ 2,000,000.00		
	Office of Family Safety											1	\$ 1,535,917.00		
	Office of Homeless				3										
	Parks and Recreation	10	1		5				1			11	\$ 31,265,000.00	2	\$ 412,589.00
	Planning Commission	3		2	5							8	\$ 37,473,676.00	4	\$ -
	Police	2	3		19	3	2	7				6	\$ 7,685,000.00	13	\$ 10,427,000.00
	Public Library	8	1		14	1		4	3			6	\$ 16,880,000.00		
	Sheriff	1	3					4		1	\$ 88,588.00	4	\$ 21,550,000.00	1	\$ -
	Social Services		2					1						1	
Sports Authority	1										1	\$ 4,200,000.00			
The Fairgrounds				1	1		2	1							
Transportation Licensing				1											
Water Services	17	4	1	11	5		4	3			37	\$ 1,609,387,454.00	22	\$ 93,035,805.00	
<b>TOTALS</b>	<b>96</b>	<b>25</b>	<b>5</b>	<b>104</b>	<b>22</b>	<b>9</b>	<b>39</b>	<b>31</b>	<b>1</b>	<b>\$ 88,588.00</b>	<b>153</b>	<b>\$ 2,642,803,698.00</b>	<b>110</b>	<b>\$125,315,879.00</b>	





# Metropolitan Government of Nashville & Davidson County

## Business Utilization Quarterly Report Highlights

### FY24 – (July 1, 2023 – June 30, 2024)

Important points to note about Metro’s Prime and Subcontractor business utilization for Fiscal Year 2024, BAO KPI Report Data:

- The Metro Government spent:
  - \$ 61,560,698 with MBE prime contractors
  - \$ 53,784,862 with WBE prime contractors
  - \$ 23,187,356 with MBE subcontractors
  - \$ 37,564,080 with WBE subcontractors
  - \$ 176,096,996 **TOTAL WITH MWBES**

Which represents **8.39%** of the total of all procurement transaction values.

- The Metro Government spent:
  - \$ 91,906,186 with SBE prime contractors
  - \$ 66,776,531 with SBE subcontractors
  - \$ 158,682,717 **TOTAL WITH SBES**

Which represents **7.56%** of the total of all procurement transaction values.

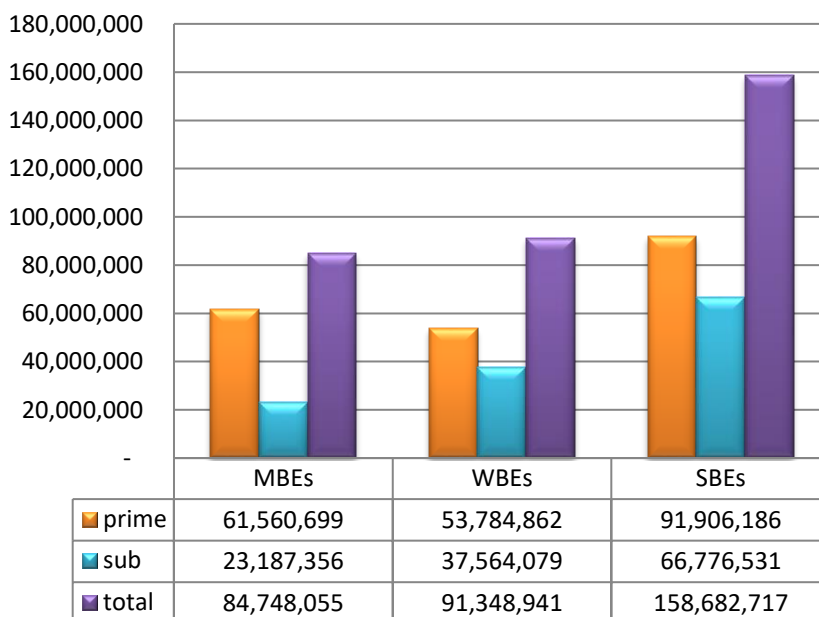
- Number of Certified Minority Business Enterprises (MBEs), Certified Women Business Enterprises (WBEs), and Metro Approved Small Business Enterprises (SBEs) paid during the period:

**76** MBEs paid

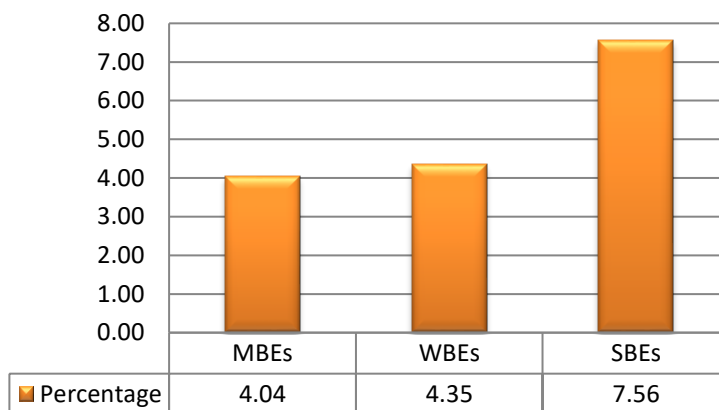
**99** WBEs paid

**193** SBEs paid

### Business Utilization (\$) FY24



### Business Utilization (%) FY24



\*Due to Dual-Certified Firms (MBE or WBE and SBE), dollar amounts and percentages for all categories cannot be accurately combined.



## Fiscal Year 2024 Disadvantaged Business Quarterly Report FY24 (July 1, 2023 - June 30, 2024)

	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
<b>Ethnic Minority Male Owned</b>											
Metro General Government	\$ 27,235,023	\$ 11,255,403	\$ 6,646,094	\$ -	\$ -		\$ 45,136,520	\$ 2,233,880	5.60%	\$ 117,579,440	\$ 2,099,873,290
**Metro General Government (Subs)	\$ 11,297,122	\$ 538,773	\$ 1,444,410	\$ 1,490,455	\$ -		\$ 14,770,761	\$ 1,215,364	57.30%	\$ 61,966,800	\$ 108,141,143
Metropolitan Nashville Public Schools	\$ 700,028	\$ 915,727	\$ 3,289,484	\$ -	\$ -		\$ 4,905,239	\$ -	6.53%	\$ 24,948,351	\$ 381,934,810
Metropolitan Nashville Public Schools (Subs)	\$ 1,892,391	\$ 341,265	\$ 254,165	\$ -	\$ -		\$ 2,487,821	\$ -	12.15%	\$ 6,942,698	\$ 57,144,723
Nashville Electric Service	\$ 10,883,005	\$ 14,273,674	\$ 3,361,072	\$ 285,455	\$ -		\$ 28,803,206	\$ -	10.77%	\$ 36,669,458	\$ 340,528,817
Metro Development and Housing Agency	\$ 7,951,167	\$ 733,955	\$ -	\$ -	\$ -		\$ 8,685,122	\$ 480,016	21.65%	\$ 12,085,826	\$ 55,815,953
Metro Development and Housing Agency (Subs)	\$ 566,262	\$ 1,049,890	\$ 63,710	\$ -	\$ -		\$ 1,679,862	\$ 96,914	38.53%	\$ 3,872,574	\$ 10,051,953
WeGo Public Transit/Metro Transit Authority	\$ 3,709,832	\$ 63,502	\$ 23,282	\$ -	\$ 1,195,182		\$ 4,991,797	\$ -	11.18%	\$ 7,016,310	\$ 62,777,160
WeGo Public Transit/Metro Transit Authority (Subs)	\$ 805,470	\$ 2,832	\$ -	\$ -	\$ -		\$ 808,302	\$ -	100.00%	\$ 927,355	\$ 927,355
Metro Nashville Airport Authority	\$ 9,072,875	\$ 100,188	\$ 25,360	\$ -	\$ 11,250		\$ 9,209,673	\$ -	8.48%	\$ 21,343,895	\$ 251,781,668
<b>Totals</b>	<b>\$ 60,357,399</b>	<b>\$ 27,345,281</b>	<b>\$ 13,345,292</b>	<b>\$ 285,455</b>	<b>\$ 1,206,432</b>		<b>\$ 102,539,859</b>	<b>\$ 2,713,896</b>	<b>6.88%</b>	<b>\$ 219,643,279</b>	<b>\$ 3,192,711,698</b>
<b>Woman Owned</b>											
Metro General Government	\$ 5,040,807	\$ 10,394,479	\$ 131,805	\$ 857,087	\$ -	\$ 53,784,862	\$ 70,209,040				
**Metro General Government (Subs)	\$ 8,258,368	\$ 127,427	\$ -	\$ 30,800	\$ -	\$ 37,564,080	\$ 45,980,675				
Metropolitan Nashville Public Schools	\$ 243,567	\$ 6,017,854	\$ -	\$ 2,318	\$ -	\$ 13,779,373	\$ 20,043,112				
Metropolitan Nashville Public Schools (Subs)	\$ 2,600,513	\$ -	\$ -	\$ -	\$ -	\$ 1,854,364	\$ 4,454,877				
Nashville Electric Service	\$ 1,590,875	\$ -	\$ 732,046	\$ 57,157	\$ -	\$ 5,486,174	\$ 7,866,252				
Metro Development and Housing Agency	\$ 2,295,234	\$ 43,095	\$ -	\$ -	\$ -	\$ 582,359	\$ 2,920,688				
Metro Development and Housing Agency (Subs)	\$ 27,266	\$ 25,400	\$ -	\$ -	\$ -	\$ 2,043,132	\$ 2,095,798				
WeGo Public Transit/Metro Transit Authority	\$ 702,978	\$ 51,617	\$ -	\$ -	\$ -	\$ 1,269,918	\$ 2,024,513				
WeGo Public Transit/Metro Transit Authority (Subs)	\$ 51,757	\$ -	\$ -	\$ -	\$ -	\$ 67,296	\$ 119,053				
Metro Nashville Airport Authority	\$ 693,909	\$ 83,414	\$ -	\$ -	\$ -	\$ 11,356,899	\$ 12,134,222				
<b>Totals</b>	<b>\$ 10,619,127</b>	<b>\$ 16,590,459</b>	<b>\$ 863,851</b>	<b>\$ 916,562</b>	<b>\$ -</b>	<b>\$ 86,326,881</b>	<b>\$ 115,316,880</b>				
<b>Total Prime Spend</b>	<b>\$ 70,976,525</b>	<b>\$ 43,935,739</b>	<b>\$ 14,209,143</b>	<b>\$ 1,202,017</b>	<b>\$ 1,206,432</b>	<b>\$ 86,326,881</b>	<b>\$ 217,856,738</b>	<b>\$ 2,713,896</b>	<b>6.88%</b>	<b>\$ 219,643,279</b>	<b>\$ 3,192,711,698</b>
<b>Total Subcontractor Spend</b>	<b>\$ 24,693,679</b>	<b>\$ 2,082,755</b>	<b>\$ 1,762,285</b>	<b>\$ 1,521,255</b>	<b>\$ -</b>	<b>\$ 41,528,872</b>	<b>\$ 71,588,847</b>	<b>\$ 1,312,278</b>	<b>41.82%</b>	<b>\$ 73,709,427</b>	<b>\$ 176,265,174</b>



## Fiscal Year 2024 Small Business Quarterly Report FY24 (July 1, 2023 - June 30, 2024)

	Small Business	Other Than Small Business	Total Business
Metro General Government	\$ 91,906,186	\$ 1,890,387,664	\$ 2,099,873,290
**Metro General Government (Subs)	\$ 66,776,531	\$ 8,450,653	\$ 108,141,143
Metropolitan Nashville Public Schools	\$ 46,591,729	\$ 310,394,731	\$ 381,934,810
Metropolitan Nashville Public Schools (Subs)	\$ 5,854,789	\$ 44,347,236	\$ 57,144,723
Nashville Electric Service	\$ 4,059,933	\$ 287,720,404	\$ 340,528,817
Metro Development and Housing Agency	\$ 9,892,607	\$ 33,837,520	\$ 55,815,953
Metro Development and Housing Agency (Subs)	\$ 5,944,829	\$ 234,550	\$ 10,051,953
WeGo Public Transit/Metro Transit Authority	\$ 2,466,555	\$ 53,294,295	\$ 62,777,160
WeGo Public Transit/Metro Transit Authority (Subs)	\$ -	\$ -	\$ 927,355
Metro Nashville Airport Authority	\$ 7,853,905	\$ 306,384,111	\$ 251,781,668
<b>Total Prime Spend</b>	<b>\$ 162,770,915</b>	<b>\$ 2,882,018,725</b>	<b>\$ 3,192,711,698</b>
<b>Total Subcontractor Spend</b>	<b>\$ 78,576,149</b>	<b>\$ 53,032,439</b>	<b>\$ 176,265,174</b>

**NOTES:**

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

\*\*Primes and Subcontractor 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 2024 Disadvantaged Business Quarterly Report FY24 (July 1, 2023 - June 30, 2024)

	FY24 Primes			FY24 Subcontractors			FY23 Primes			FY23 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	5.60%	\$ 117,579,440	\$ 2,099,873,290	N/A	N/A	N/A	2.66%	\$ 65,303,628	\$ 2,456,542,050	N/A	N/A	N/A
*Metro General Government (Subs)	N/A	N/A	N/A	57.30%	\$ 61,966,800	\$ 108,141,143	N/A	N/A	N/A	46.97%	\$ 61,119,705	\$ 130,112,570
Metropolitan Nashville Public Schools	6.53%	\$ 24,948,351	\$ 381,934,810	N/A	N/A	N/A	2.63%	\$ 15,138,712	\$ 575,478,639	N/A	N/A	N/A
Metropolitan Nashville Public Schools (Subs)	N/A	N/A	N/A	12.15%	\$ 6,942,698	\$ 57,144,723	N/A	N/A	N/A	31.86%	\$ 28,369,422	\$ 89,052,427
Nashville Electric Service	10.77%	\$ 36,669,458	\$ 340,528,817	N/A	N/A	N/A	13.94%	\$ 36,441,603	\$ 261,448,240	N/A	N/A	N/A
Metro Development and Housing Agency	21.65%	\$ 12,085,826	\$ 55,815,953	N/A	N/A	N/A	21.85%	\$ 7,474,096	\$ 34,211,836	N/A	N/A	N/A
Metro Development and Housing Agency (Subs)	N/A	N/A	N/A	38.53%	\$ 3,872,574	\$ 10,051,953	N/A	N/A	N/A	63.29%	\$ 3,452,893	\$ 5,455,449
WeGo Public Transit/Metro Transit Authority	11.18%	\$ 7,016,310	\$ 62,777,160	N/A	N/A	N/A	15.58%	\$ 9,699,186	\$ 62,261,865	N/A	N/A	N/A
WeGo Public Transit/Metro Transit Authority (Subs)	N/A	N/A	N/A	100.00%	\$ 927,355	\$ 927,355	N/A	N/A	N/A	N/A	N/A	N/A
Metro Nashville Airport Authority	8.48%	\$ 21,343,895	\$ 251,781,668	N/A	N/A	N/A	13.05%	\$ 37,172,358	\$ 284,815,418	N/A	N/A	N/A
<b>Total Spend</b>	<b>6.88%</b>	<b>\$ 219,643,279</b>	<b>\$ 3,192,711,698</b>	<b>41.82%</b>	<b>\$ 73,709,427</b>	<b>\$ 176,265,174</b>	<b>4.66%</b>	<b>\$ 171,229,583</b>	<b>\$ 3,674,758,048</b>	<b>41.38%</b>	<b>\$ 92,942,020</b>	<b>\$ 224,620,446</b>

Comparison		
Agency	FY24	FY23
Metro General Government	5.60%	2.66%
*Metro General Government (Subs)	57.30%	46.97%
Metropolitan Nashville Public Schools	6.53%	2.63%
Metropolitan Nashville Public Schools (Subs)	12.15%	31.86%
Nashville Electric Service	10.77%	13.94%
Metro Development and Housing Agency	21.65%	21.85%
Metro Development and Housing Agency (Subs)	38.53%	63.29%
WeGo Public Transit/Metro Transit Authority	11.18%	15.58%
WeGo Public Transit/Metro Transit Authority (Subs)	100.00%	13.05%
Metro Nashville Airport Authority	8.48%	0.00%
Prime Total	6.88%	4.66%
Sub Total	41.82%	41.38%

NOTES:  
 \*Primes and Subcontractor amounts are captured separately in the Total Spend.  
 \*\*All data reported is from each individual entity; Metro GG does not maintain or control outside entities' data.

