



SMALL BUSINESS CONNECTIONS

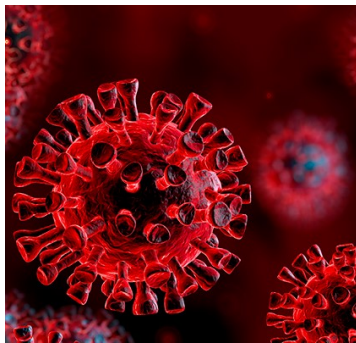
October-December 2020

City of Knoxville Purchasing

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It may be too early to know the full impact of COVID-19 on small businesses. Tennessee Department of Labor & Workforce Development reported unemployment rates in Knox County ranging from a record-high 12.9% in April to 6.5% in August. Many small businesses in Knoxville have closed,

while others have filed for assistance through the Small Business Administration. These unprecedented conditions confront small businesses with the need to embrace change management with resilience like never before. In this new normal, the paradigm shift consists of a once-in-a-lifetime opportunity to reform the “traditional normal” and create new practices that enhance, even displace, traditional ones.

Innovations like video conferencing, cloud systems, and virtual networking software help small business to improve vendor-customer relationships, solve logistical challenges, and

change the workforce to become more cross-functional.

The City of Knoxville recognizes the many challenges small businesses endure to stay business-ready as they navigate through and beyond COVID-19.



Recently Awarded Solicitations

In response to the COVID-19 pandemic, the City of Knoxville is currently allowing for online submissions of bids and proposals. Also, to avoid the need for vendors to attend in person, the City will broadcast pre-bids and pre-proposals via Zoom and may broadcast bid openings via Zoom. Should you need assistance, please contact our office at (865) 215-2070. Listed below are some of the solicitations awarded within the past 90 days.

Item Description	Awarded Supplier	Amount
Sevier Avenue Drainage Improvement Project	Morgan Contracting Inc	\$714,128
Compactor Building Fire Suppression System	Ziggurat Development, LLC	\$179,303
Lorraine Street Heavy Shop Roof	E. Cornell Malone Corp	\$108,449
Small Cell Utility Permit Review and Construction Inspection	Cannon & Cannon Inc	\$100,000
Lakeshore Storage Building Roof	Dixie Roofing	\$56,238
Chilhowee Park Office Building Roof	Rackley Company East TN	\$51,090
Traffic Sign Post	Newman Signs	\$42,933
Compactor Building Push Pit Repairs	Ziggurat Development, LLC	\$33,000
Third Creek Greenway Bank Slope Stabilization	Ziggurat Development, LLC	\$31,190
High Build Paint	Allstates Coatings Company	\$28,102
Pursuit Tires	National Auto Parts	\$11,376
Glass Beads	Potters Industries	\$8,520

5th Annual DBE Awards Ceremony

The City of Knoxville honored eight small, minority-, and woman-owned businesses for outstanding performance, four City departments for outstanding procurement results, and one employee for outstanding advocacy. To view a video of the ceremony, visit: <https://knoxvilletn.gov/purchasing>, or click: [2020 DBE Award Ceremony - Video](#) . The honorees are:

Rising Star award – Marvin L. Thomas

Above & Beyond award – AVCO Technologies, Inc.

Minority-Owned Business of the Year award – Scientific Sales, Inc.

Woman-Owned Business of the Year award – Saf-T Enterprises

Small Business of the Year award – A&W Supply, Inc.

Impact award – Shelton General Contractor

Impact award – Patriot Lawn Maintenance, LLC.

Young Entrepreneur award – Media Manipulation Studios

Highest Spend with M/WOBs (exceeding \$1M) – Engineering Department

Highest Spend with M/WOBs (under \$1M) – Fleet Department

Highest Percentage of M/WOB spend (exceeding \$1M) – Public Building Authority (PBA)

Highest Percentage of M/WOB spend (under \$1M) – Inspections & Code Enforcement Department

Employee Advocate award – William “Bill” Hinton

Upcoming Procurement Opportunities

City of Knoxville strives for the highest degree of open, free market competition when soliciting quotes, bids, proposals and qualifications. By posting bid solicitations on our website, and participating in various outreach programs throughout the year that currently include virtual during the COVID-19 pandemic, the Purchasing Division is committed to keeping businesses informed about available contracting opportunities. Listed below are a few opportunities to look for over the next 90 days.

Item Description	Projected Bid Date
Waterfront Drive Improvements	Fall 2020
Fire Department Sprinkler Upgrades Project	Fall 2020
Kingston Pike Complete Connections Project	Fall 2020
Cherry Street Sinkhole Water Quality Improvements Project	Fall 2020
Painting & Other Coatings-PBA	Fall 2020
Coker Avenue Sidewalk Project	Fall 2020
Stormwater Sewer System Improvements at Morrell Rd & Westland Drive	Winter 2020
Janitorial Services at Safety City (KPD)	Winter 2020
Pest Control services at Recreation Centers (Parks & Rec)	Winter 2020
Purchase of Bulk Fuel	Winter 2020

Are you registered?

Register to be a City of Knoxville vendor at knoxvilletn.gov/purchasing. Ensure that you are set up and ready to bid when the opportunity arises. Bids received from non-registered businesses may be rejected. By registering as a vendor and completing your business profile, you will also receive timely email notices of relevant solicitations out for bid.

Training Videos


The City of Knoxville in collaboration with the University of Tennessee, and Knox County Government has created a video series on building business relationships with local and state government agencies! To view the series, visit the Purchasing Department online, and go to Small Business & Diversity Outreach > Training Videos.


Did you know?


The City of Knoxville's competitive spend for an array of goods and services in FY 20 was \$78M.



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 @BizWithCityKnox

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*We Want Your
Business!*

Luis Garcia - Small Business Specialist

In late January, the City welcomed Luis Garcia as its new Small Business Specialist in the Small Business & Diversity Outreach Office (SBDOO). Luis was born & raised in Mexico, and is a native Spanish speaker. He earned a bachelor's in business administration from the University of Phoenix-San Diego, moving to East Tennessee in 2008. Luis and his wife Deanna have two beautiful young daughters, Cecilia (4) and Adaline (1) who make Knoxville home. His experience includes finance and customer service advocacy. Luis brings zeal to help the City achieve its goal of increasing the amount of business it does with diversity business enterprises (DBE), with an emphasis on minority-owned businesses.



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Outreach and Networking Events

2020 Virtual Fall Professional Development Conference

October 19-November 4 online. This virtual conference brings small and large public procurement agencies together to collaborate, ask questions, and help each other navigate through this never-before-seen pandemic as well as gain valuable professional development. Register at <https://etpanews.org>.



2020 Construction Opportunities Conference

October 28 online. The Construction Opportunities Conference enables attendees to meet face to face with large prime contractors and government agencies interested in doing business with small construction and engineering firms. Register at <https://www.eventbrite.com/e/construction-opportunities-conference-tickets-115117142472>.

