

October—December 2014



Small Business Connections

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Welcome to Purchasing

Welcome to this fall edition of *Small Business Connections*. It's hard to believe we are beginning the fourth quarter of this year; and for many of us, we will soon be consumed with the festivities of the Christmas season. Time is certainly moving quickly!

The City of Knoxville's commitment to the small business community is one that is not taken lightly. Resource tools such as this newsletter aim to alert you of opportunities to do business with us. Our mission is to connect small businesses with information to make you more successful.

By definition, a small business is one which is independently owned and operated and is not dominant in its field of operation. The City of Knoxville defines a small business as one that is half or less than the size the United States Small Business Administration uses to define a small business. Specifically, the criteria used by the City to determine whether a business qualifies for this designation are based on the number of its employees and its gross income, as indicated below for many types of businesses we conduct commerce with.

Type Industry	Maximum Gross Annual Income	Maximum Number of Full-Time Employees
Construction	\$1,500,000	10
General Building and Heavy Construction	\$16,750,000	N/A
Special Trade Construction (electric, plumbing, etc.)	\$7,000,000	N/A
Dredging & Excavation	\$10,000,000	N/A
Manufacturing	N/A	250
Wholesale	N/A	50
Retail	\$3,500,000	N/A
Transportation	\$250,000	5
Services	\$3,500,000	N/A
Computer Programming, Data Processing, & System Design Firms	\$12,500,000	N/A



Great Smoky Mountains National Park

For a more detailed industry/business listing, click [here](#). If your business is not listed then refer to the U.S. Small Business Administration's website at www.sba.gov to determine what half the size would be or contact Sherry Bennett, the City of Knoxville's Small Business Specialist at sbennett@cityofknoxville.org or 865-215-2293.

Recently Awarded Solicitations

The City solicits sealed submissions for purchases of \$25,000 or more. It solicits quotes by email or fax for purchases between the amounts of \$5,000 and \$25,000.

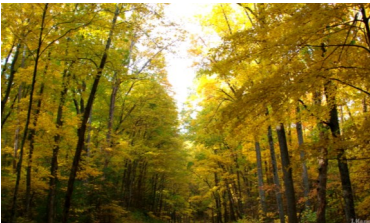
Listed below are some of the solicitations that have been awarded within the past 90 days.



Remember to complete the Vendor Self-Service Account for future bid and / or quote notifications.

Item	Awarded Supplier	Amount
Plants and Pansies	John Deere Landscapes, Inc.	3,473
Trees and Shrubs	John Deere Landscapes, Inc.	2,639
Ammunition for the City of Knoxville	Armstrong Cartridge Inc.	27,908
Duty Ammunition for the City of Knoxville	GT Distributors, Inc.	7,005
Duty Ammunition for the City of Knoxville	Elmer Arms South, LLC	86,400
Haloptic Camera System	Public Works Equipment & Supply	16,050
Emergency Equipment Installation	Law Enforcement Supply	37,905
Windows and Doors	Tennessee Skyline Glass Inc.	17,645
Mac Pro	Peacock Systems	18,445
Dell Ultra Sharp Monitors	MRC - Smart Technology Solutions	5,848
MacBook Pro	Southern Computer Warehouse	7,959
Triple Reel Mower	Smith Turf & Irrigation, LLC	29,975
Surveillance Equipment	Sirchie Finger Print Laboratories	86,469
175 Gallon Sprayer	Smith Turf & Irrigation, LLC	27,443
Fire Safety Coloring and Activity Books	Innovative Incentives, Inc.	5,677
Fireman Gus Fire Safety Activity Book	Franklin Products	9,360
Structural Firefighter Helmet	G&W Diesel Services Inc.	Blanket Purchase
Pursuit Radials	National Auto Parts Company	12,350
Lakeshore Small Bldgs Abatement & Demo Proj.	NEO Corporation	553,450
Fountain City Lake Repair	Claiborne Hauling Contractors	48,675
Dog Food	Summit Pet Products Distributors	Blanket Purchase
Automotive Batteries	Master Battery	11,276
Bulk Ice Control Rock Salt	Cargill, Inc. (Salt Div.)	Blanket Purchase
Gym/Dance Studio Floor Refinishing	Sports Floors, Inc.	Blanket Purchase
Roof Repair - Inskip Ballpark	Exterior Home Solutions LLC	11,200
Tyson Park Playground Renovation	First Place Finish	154,632
Rugged Tablets	Insight Public Sector, Inc.	10,326
Dell PowerEdge R620 Server	MRC - Smart Technology Solutions	8,400

Purchases below \$5,000 are at the City's discretion. Each department is allowed to purchase without a formal competitive process.



Townsend, TN

Upcoming Procurement Opportunities

The City of Knoxville achieves the highest degree of open, free market competition when soliciting quotes, bids, proposals and/or qualifications. By posting bid opportunities on the website, and participating in various outreach programs throughout the year, the purchasing division is committed to keeping businesses informed of available opportunities.

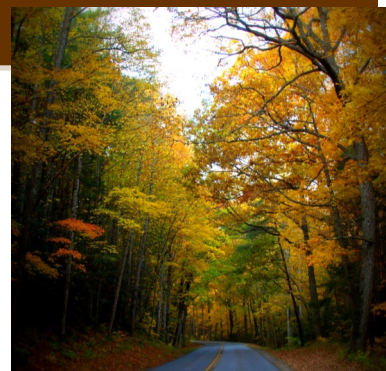
Below are some of the opportunities to look for over the next 90 days.

Items to be Solicited	Projected Bid Dates	Department
Janitorial Services - Safety City and KPD Training Academy @ the Moses Center	October 2014	Knoxville Police Dept.
Janitorial Services - East District precinct and Safety Education offices	October 2014	Knoxville Police Dept.
LOI Jim Sterchi Road Improvement Project	October 2014	Engineering
LOI Old Broadway Sidewalks Project	October 2014	Engineering
Cumberland Ave Streetscapes Project Phase 1 & 2	October 2014	Engineering
Engine and Transmission Repair and Rebuild	October 2014	Knoxville Area Transit
Horizontal Band Saw	October 2014	Knoxville Area Transit
Motor Oil	October 2014	Fleet
Fort Sanders Sidewalk (CMAQ)	October - December 2014	Engineering
Solid Waste Management Facility Upgrades	Fall 2014	Public Service
Parking Meters Replacement Program	Fall 2014	Engineering
Suttree Landing Park	Fall 2014	Engineering
Janitorial Services - Three Offsite Facilities with KPD	November 2014	Knoxville Police Dept.
Janitorial Service - Recreation Facilities	November 2014	Parks and Recreation
Landscaping for Safety City	November 2014	Knoxville Police Dept.
Carport Covering (Tires)	November 2014	Knoxville Area Transit
Collision Repair	November 2014	Fleet
First Creek Greenway (Enhancement)	November-December 2014	Engineering
2014 Neighborhood Drainage Project - Phase 2	December 2014	Engineering
Grainger Avenue Bridge Replacement	December 2014	Engineering
Mineral Springs Avenue Bridge Replacement	December 2014	Engineering
Vertical Band Saw	December 2014	Knoxville Area Transit



Visit the purchasing webpage often for specifications of bid and quote solicitations.

[www.cityofknoxville.org / purchasing](http://www.cityofknoxville.org/purchasing)



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We Want Your Business



Diversity Outreach

The City of Knoxville realizes the importance of diversity in all aspects of local government. The Purchasing Office is no exception. Small, Minority, Woman, Veteran, and Service-Disabled Veteran-owned businesses play an important role in the progress and continued success of this great city. The City of Knoxville looks forward to doing business with you and sincerely hopes this information will help you compete for City business.

Outreach and Networking



The 15th annual
**Business Opportunities
Conference**

ETEBBA energy,
technology and
environmental
business-association

November 18 - 20, 2014
Knoxville Convention Center, Knoxville, TN

Linking businesses with opportunity