

# SMALL BUSINESS CONNECTIONS

*City of Knoxville Purchasing*



## 12th Annual (Virtual) Business Opportunities Breakfast

Please register to join us for the 12th Annual Virtual Business Opportunities Breakfast on June 23rd. This free event is a great opportunity to learn about upcoming City of Knoxville business opportunities planned for the next 12-18 months. There will also be enhanced opportunities to meet the department directors in small group settings. Some of the participating departments include: Engineering, Police, Fire, Fleet, Knoxville Area Transit, Parks and Recreation, Public Service, and Housing and Neighborhood Development. In addition, officials from Knoxville's Community Development Corporation, the Public Building Authority, Knoxville Area Transit and Knoxville Utilities Board will be on hand to outline their projects and business needs. Register at: <https://www.eventbrite.com/e/city-of-knoxville-12th-annual-business-opportunities-breakfast-virtual-tickets-146811877277>.

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CITY OF KNOXVILLE

## 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
Recruit Firearms	Clyde Armory, Inc	\$22,492
West Jackson Streetlights	Stokes Electric	\$9,580
Cured-In-Place Pipe (CIPP) Phase 3	Morgan Contracting Inc.	\$668,938
Nissan Leaf SV	Fleet Vehicle Source, Inc.	\$91,098
Waterfront Drive Roadway Improvements	Design and Construction Services, Inc.	\$733,263
Old Broadway Sidewalk Improvements	McKinnon Construction Company, LLC	\$1,634,599
2021 Resurfacing Phase I	Rogers Group, Inc.	\$4,209,834
SCBA Cylinders for KFD	Municipal Emergency Services, Inc.	\$41,370
Stratford Park New Streetlight Installations	Edison Electric	\$20,033
Arc Flash Analysis	Miller Electric Company	\$73,080

*Register to be a City of Knoxville vendor at [knoxvilletn.gov/purchasing](https://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.*

# 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
Homelessness Street Outreach Social Services	Currently posted
Janitorial Services for Recreation Centers	Currently posted
Janitorial Services for Outdoor Restrooms	Currently posted
Pest Control Services	Currently posted
Baker Creek Urban Wilderness Park Mowing & Maintenance Services	Currently posted
Fire Station #21 Reroofing & Fascia Project	Currently posted
Westland Drive Drainage Improvements Project	Currently posted
Amherst Road Slope Stabilization	Currently posted
Cherry Street Sinkhole Water Quality Improvements Project	Summer 2021
Cradle of Country Music Park Project	Spring 2021
Slope Construction for Fort Kid Playground Project	Summer 2021
Kingston Pike Complete Connections Project	July 2021
Liberty Street Multimodal Project	Summer 2021
Urban Wilderness Gateway Park Amenities Project	Spring 2021



## DID YOU KNOW?

*The City of Knoxville spent close to \$39M on an array of goods and services during FY2021 mid-year.*

***Bid Tabulations*** from the most recent opened Sealed Bids and Requests for Quotes are posted online at [knoxvillekn.gov/bids](http://knoxvillekn.gov/bids).

The tabulations are preliminary and are for informational purposes only, not a notification of award.

## Virtual Diversity Business Expo

This year's virtual event was a testament to business resilience. Over 230 businesses registered with around 105 attending and tables hosted by 27 regional agencies.



## Resilience

Though initially involuntarily, COVID-19 continues to propel us all into discovering new ways to thrive and Tennessee businesses remain resilient. Elizabeth Edwards' famous quote on resilience (NPR, 2010) teaches us that resilience is accepting our new reality even though different due to the pandemic, and we can only accept it and move forward.

Although challenging, recent economic recovery indicators show a 3.8% unemployment rate in Knox County in February, down from 12.9% in April of 2020. (TN Dept. Labor & Workforce Development, 2021) Nationwide numbers also indicate economic recovery with a 3.4% increase in business applications for Feb-Mar 2021, a 9.8% increase over the previous month in U.S. retail and food services in March, an increase in building material & garden equipment and supplies of 29.4% in March 2021 versus March 2020, and total construction in the U.S., both private and public, increased by 5.3% in February 2020 compared to February 2021. (U.S. Census Bureau, 2021)

## Outreach and Networking Events



### Memphis Connections and Training Conference

June 9, online event. The benefits of attending this virtual conference include advance government procurement topics including how to create a joint venture and how to engage and position during government prospect meetings. Matchmaking opportunities with local, state, and federal agencies and prime contractors. Register at: Register at: <https://www.eventbrite.com/e/148002179503>.



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- [knoxvilletn.gov/purchasing](http://knoxvilletn.gov/purchasing)
- @BizWithCityKnox
- @BizWithCityKnox

*We Want Your Business*

### REFERENCES:

- NPR. (2010, December), Elizabeth Edwards: Resilience Remembered. *NPR Obituaries*. Retrieved from <https://www.npr.org/2010/12/08/131894357/elizabeth-edwards-resilience-remembered>
- United States Census Bureau. (2021, April 14). Economic Indicators. US Census Bureau Economic Indicators. <https://www.census.gov/economic-indicators/#bfs>
- TN Department of Labor & Workforce Development. (2021, April 30). Unemployment Rates. Economic Data. <https://www.tn.gov/workforce/tennessee-economic-data-/labor-force-statistics/unemployment-rates.html>