APRIL-JUNE 2021

# 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. 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 knoxvilletn.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

TENNESSEE PTAC
PROCUREMENT TECHNICAL ASSISTANCE CENTER

## 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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*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

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