

City Business Breakfast



CITY OF KNOXVILLE

June 13, 2018

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DOING BUSINESS WITH THE CITY OF KNOXVILLE

We Want Your Business!!



PURPOSE

To provide businesses with information to help them successfully compete for business opportunities with the City of Knoxville

PRODUCTS & SERVICES THE CITY PURCHASES

- Appliances
- Architectural Engineering
- Automation Maintenance & Services
- Automotive Repair & Parts
- Beverages
- Bus Parts
- Cement/Concrete
- Clothes
- Computers & Printers
- Construction & Related Areas
- Decorations for Special Events
- Displays
- Flags
- Fuel
- Gravel/Rocks
- Janitorial Services
- Janitorial Supplies
- Landscaping Services & Supplies
- Lawn Care Services
- Moves & Relocations
- Office Furniture
- Office Supplies
- Pest Control
- Printing
- Police Equipment
- Recreational Equipment & Installation
- Safety Equipment & Supplies
- Signs
- Traffic Lights & Equipment
- Trucks
- Vehicles
- **AND MUCH MORE**

PROCUREMENT THRESHOLDS

- \$25K and higher: ITBs, RFPs, RFQs, & LOI's
- \$5K - \$24,999: Request for Quote typically posted for 1 week on website
- Below \$5K: Departmental discretion

TYPES OF SOLICITATIONS

- Request for Quotes
- Invitations to Bid (ITB)
- Request for Proposal (RFP)
- Requests for Qualifications (RFQ)
- Letters of Interest (LOI)

HOW TO COMPETE

Purchasing Procedure

1. Department develops requisition and sends to Purchasing
2. Purchasing advertises and seeks quotes, bids, and proposals
 - www.knoxvilletn.gov/bids
 - Occasionally the newspaper
 - Invitation to Bid or RFP normally open for 2-3 weeks.
3. Purchasing answers questions, holds pre-bid meetings, & posts addenda to answer questions
4. Opens sealed submissions @ 11:00 a.m. on deadline date
5. Reviews quotes @ 2:30 p.m. on deadline date
6. Posts Bid Tabulation sheets to website
7. Evaluates submissions
8. Awards to most competitive entity

How to Compete

- Register online as a vendor with the City
- Get insured
- Establish relations with a surety company for bonds
- Review previous solicitations
- Visit our website www.knoxvilletn.gov/bids AT LEAST weekly
- Attend pre-bid meetings if you are interested in sub-contracting work
- Make note of deadline for questions & submit written questions when unsure of requirements
- Always attend bid openings & gain info to make you more competitive
- Stay current on insurance, certifications, licenses, etc.
- Submit bids on time – NO flexibility here
- Meet specs in bid and price your product/service competitively

BE PERSISTANT, BE PERSISTANT, BE PERSISTANT!!

BID NOTIFICATIONS

From: citypurchasing@knoxvilletn.gov
Sent: Monday, May 16, 2016 9:36 AM
Subject: Vendor Notification Of Procurement Solitations

When Insight Public Sector, Inc. registered with the City of Knoxville, you indicated the goods you sell or the services you provide. Based on information you furnished, the City believes you or your firm may be interested in reviewing the procurement solitation documents on the City Of Knoxville Purchasing Web Site <http://www.knoxvilletn.gov/purchasing>.

If you have questions, please do not reply to this automated message. Instead, please feel free to contact the City of Knoxville Purchasing Division at 215-2070 or at the email address contained in the posted document.

QUOTE will be received at Office of the Purchasing Agent, Room 667, 400 Main St., Knoxville, TN 37902 until 05/23/2016 at 02:30:00 (Eastern Time).

CONSTRUCTION SPECIFIC

- Be licensed to conduct business in State of Tennessee
- Be prepared to submit bid bond (5%) for projects > \$100K
- Prepare for performance bond submission (100%) projects > \$100K
- Prepare for payment bond submission (100%) projects > \$100K
- Get Highway, Railroad, & Airport Construction certified
- Get Municipal & Utility Construction Base & Paving license
- Be certified with TDOT when planning to conduct highway projects
- Ensure sub-contractors are licensed (prime's responsibility)
- Acquire insurance
 - Commercial general liability \$2M Occurrence/\$3M Aggregate
 - Auto liability (\$1M per occurrence)
 - Workers' compensation with statutory limits & Employers' liability with limits of \$500K minimum

AWARD PROCESS

Purchase Orders	Formal Contracts
Issued for products and small services resulting from Requests for Quotes & ITBs	Issued for complex services and construction resulting from ITBs, RFPs, RFQs & LOIs
Usually only evaluated for price	May require evaluation of price and other criteria
Purchase order usually awarded within days of submission deadlines	Timeline lengthy – may require City Council approval, law department review, acquire insurance certifications & endorsements, and obtain signatures (original signatures required)

How you can help expedite contracts:

- Review insurance requirements with your agent before submittal
- Provide insurance certificates and endorsements as soon as possible after notice of award
- Return signed contract as soon as possible

PURCHASING WEBSITE TOUR



Across all departments, the City of Knoxville spends more than \$78 million each year on an array of goods and services that include everything from architectural and engineering services to pest control, and from automotive parts to liquid soap. Of these expenditures, all purchases over \$5,000 are handled by buyers in the Purchasing Division who are committed to maintaining the highest level of open, free market competition while at the same time actively encouraging local small business participation.

Learn more about the Purchasing Department and doing business with the city:

Doing Business with the City
 Bid/Contracting Opportunities | *Sealed Submissions & Request for Quotes* ←
 Vendor Registration ←
 Payment Portal
 Small Business & Diversity Outreach | *Small Business Newsletters* ←
 City Surplus
 Staff Contacts

Upcoming Business Opportunities at the City of Knoxville:

Following approval of the annual budget, the City of Knoxville compiles and presents a list of potential procurements for the next fiscal year. Please view this presentation to see the forecasted business opportunities. Click here to view the 2016 Business Opportunities Overview Presentation [PDF]

EVENTS

Annual City of Knoxville Business Breakfast
 June 14, 2017
 Annual ETPA Business Matching & Tradeshow Event
 July 20, 2017
 Annual Disadvantaged Business Enterprise Awards Ceremony
 September 2017

IMPORTANT TIPS

- Visit www.knoxvilletn.gov/purchasing for:
- New Vendor Registration System As of December 1st, 2016, we changed our vendor registration system. If you registered prior to December 1st, please register again through our website to receive automatic email notifications about opportunities
- Small Business Newsletter on website

CONTACTS

- Angelia Rooks, Diversity Business Specialist
 - (865) 215-2293
 - ARooks@knoxvilletn.gov
- Boyce Evans, Purchasing Agent
 - (865) 215-2069
 - BHEvans@knoxvilletn.gov
- Pamela Cotham, Assistant Purchasing Agent
 - (865) 215-4032
 - PCotham@knoxvilletn.gov

QUESTIONS?



FLEET SERVICES DEPARTMENT BREAKFAST FOR BUSINESS



CITY OF KNOXVILLE

Keith Shields, Director

FLEET SERVICES OVERVIEW



Mission Statement

- To provide and maintain City departments with transportation and special purpose equipment required to deliver essential services to the citizens of Knoxville at the lowest possible cost.
- The Vehicle Impoundment Facility is tasked with safeguarding, accurately processing and releasing vehicles as required to the public.

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FLEET SERVICES CONTACT LIST



KEITH SHIELDS, DIRECTOR	215-2150
NICK BRADSHAW, DEPUTY DIRECTOR	215-2529
KERI COLLINS, FLEET COORDINATOR	215-6294
DAVID HOLIWAY, IMPOUND SUPERVISOR	215-6215
JEFF JOHNSTON, VEHICLE SHOP MANAGER	215-6188
NICK SPINE, STORE SYSTEMS MANAGER	215-6191
JOE HOLLOWAY, ADMINISTRATIVE TECHNICIAN	215-2529
MICHELLE BLACK, EXECUTIVE ASSISTANT	215-2684

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Blanket PO's with Expiration Dates



➤ Propane	6/30/18
➤ Fuel Credit Cards	6/30/18
➤ Collision Repair	6/30/18
➤ Vehicle Washing Services	8/31/18
➤ Automotive Filters	9/1/18
➤ Lubricants & Fluids	10/9/18
➤ Truck Compressors & Turbochargers	12/1/18
➤ Automotive Batteries	12/11/18
➤ Tires	2/12/19

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KNOXVILLE AREA TRANSIT BREAKFAST FOR BUSINESS



CITY OF KNOXVILLE

KAT CONTACT LIST



Si McMurray Chief Maintenance Officer	865-215-7803
Mike Bannon Director of Maintenance	865-215-7838
Garrett Watts Revenue & Procurement Specialist	865-215-7837
Allison Foster Parts Clerk	865-215-7839

Business Opportunities



- Fuel Management System
- Magnolia Facility Gate System Upgrade
- Bus Stop Shelters, Concrete Pads, Solar Lighting, Amenity Seating
- Para-Transit Vans & Buses
- Transit Technology Project (AVL, Communications, Passenger Counters, Fare Collection, etc.)
- Remanufactured Ford Engines & Transmissions
- Remanufactured Allison Transmissions
- Bus Parts and Supplies



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Business Opportunities



Ford Cutaway's

- Brake Pads
- Brake Calipers
- Belts
- Wheel Seals

Gillig Buses

- Webb Brake Drums
- Wheel seals
- Meritor Brake Shoes
- Headlamps
- Wiper Blades
- Clamps and DPF/DOC gaskets
- Engine Wiring Harness

Cleaning Supplies and Consumables

- Nuts and Bolts
- Brake Cleaners
- Hoses
- Scotch-Brite Hand Pads
- Electrical Tape
- Zip Ties
- Rubber Gloves
- Hand Cleaners
- Trash Bags
- Brooms
- Mops
- Dust pans
- Scrapers



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**ALWAYS SEARCHING
FOR
US DOT CERTIFIED
DISADVANTAGED BUSINESS
ENTERPRISES!!!**

For More Information, Contact:

Ross Webb

1-888-370-3647

ross.h.webb@tn.gov



**10th
Annual
Business
Breakfast**

CITY OF KNOXVILLE
MADELINE ROGERO, MAYOR



June 13, 2018

Annual Business Breakfast



CITY OF KNOXVILLE

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Fire Headquarters Driveway Project

Designer: Foundation Systems Engineering, P.C.

Design Phase: Complete

Bid & Award Phase: Spring 2018

Construction Phase: Summer 2018



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Gleason Drive Sidewalk Project

Designer: City of Knoxville

Design Phase & ROW Phase: Summer 2017 – Spring 2018

Bid & Award Phase: Spring 2018

Construction Phase: Fall 2018



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Jackson Avenue Ramps Project

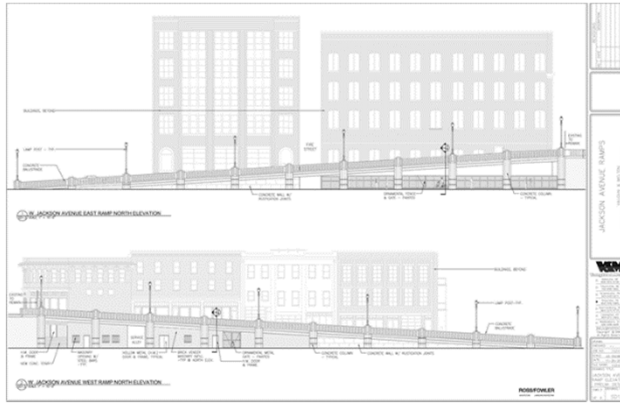
Designer: Vaughn & Melton Consulting Engineers, Inc.

Design Phase & ROW Phase: Winter 2017 – Spring 2018

Bid & Award Phase: Spring 2018 Construction Phase: Summer 2018 - Fall 2019



Existing Ramps



Jackson Avenue Ramps Concept



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Magnolia Avenue

Streetscapes Project, Phase

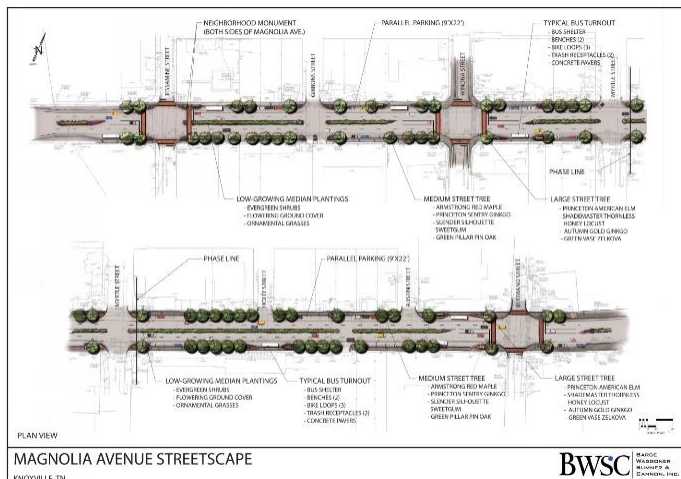
I

Designer: Barge Design Solutions, Inc.

Design Phase & ROW Phase:
Summer 2016 – Spring 2018

Bid & Award Phase: Spring 2018 –
Summer 2018

Construction Phase: Summer 2018
–
Summer 2019



MAGNOLIA AVENUE STREETScape
KNOXVILLE, TN



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Neighborhood Traffic Safety Design Consulting

Designer: TBD

Bid & Award Phase: Spring 2018

Construction Phase: Ongoing



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Video Detection with Advanced Features

Designer: City of Knoxville

Design Phase: Spring 2018

Bid & Award Phase: Spring / Summer 2018

Construction Phase: Summer 2018



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Citywide Pavement Marking Contract

Designer: City of Knoxville

Design Phase: Spring 2018

Bid & Award Phase: Summer 2018

Construction Phase: Fall 2018



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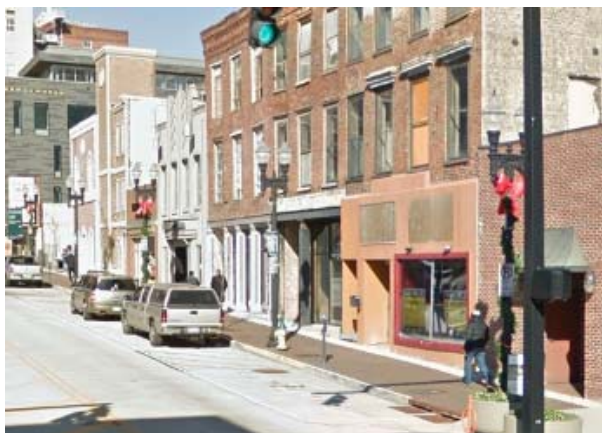
Citywide Sidewalk Study

Designer: City of Knoxville

Design Phase: Spring 2018

Bid & Award Phase: Summer 2018

Construction Phase: N/A



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2019 Curb Cuts Project

Designer: City of Knoxville

Design Phase: Spring 2018

Bid & Award Phase: Summer 2018

Construction Phase: Fall 2018



E Caldwell Avenue at Cornelia Street Looking North
Before Construction



E Caldwell Avenue at Cornelia Street Looking North After
Construction



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Mechanicsville Fire Station #5 Renovations Project

Designer: Dollar and Ewers

Design Phase: Spring 2018

Bid & Award Phase: Summer 2018

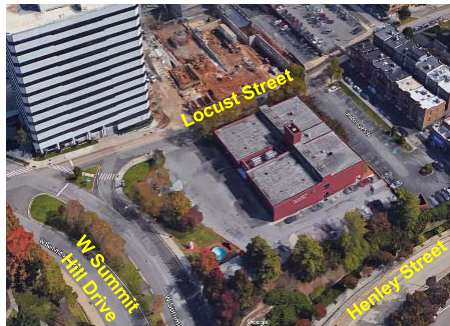
Construction Phase: Fall 2018



Mechanicsville Fire Station #5 – 419 Arthur Street



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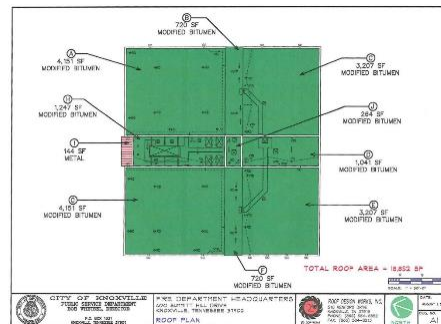
Fire Headquarters Roof Project

Designer: Sanders Pace Architecture

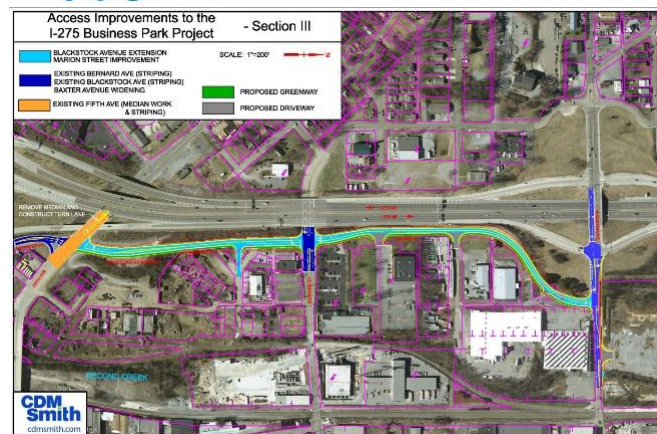
Design Phase: Complete

Bid & Award Phase: Summer 2018

Construction Phase: Fall 2018



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I-275 Business Park Access Improvements Project

Designer: CDM Smith

Design Phase & ROW Phase: Winter 2017 – Spring 2018

Bid & Award Phase: Summer 2018

Construction Phase: Fall 2018 - Fall 2019



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600 Block of Market Street

Project

Designer:
City of Knoxville

Design Phase &
ROW Phase:
Winter 2017 –
Spring 2018

Bid & Award Phase: Summer 2018

Construction Phase:
Fall 2018 - Winter 2019



600 Block of Market Street – Looking South



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Middlebrook Pike at Lake Brook Boulevard Sidewalk Project

Designer: QK4

Design Phase & ROW Phase: Spring 2018

Bid & Award Phase: Summer 2018 Construction Phase: Fall 2018 – Winter 2019



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Mineral Springs Bridge Replacement Project

Designer: Alfred Benesch & Company

Design Phase & ROW Phase: Winter 2017 – Spring 2018

Bid & Award Phase: Summer 2018 Construction Phase: Fall 2018 – Fall 2019



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Pavement Marking On-Call

Designer: City of Knoxville

Design Phase: N/A

Bid & Award Phase: Summer 2018 Construction Phase: Summer 2018



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Prosser Road Impound Building Project

Designer: Thomas Caldwell, Architect

Design Phase: Winter 2017 - Spring 2018

Bid & Award Phase: Summer 2018

Construction Phase: Fall 2018 – Winter 2019

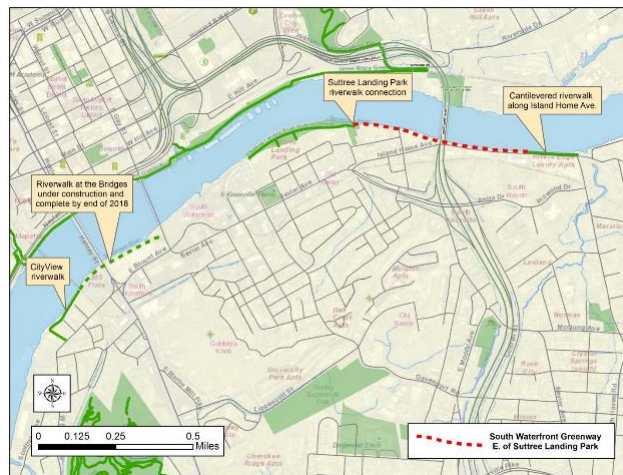


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South Waterfront Greenway – East of Suttree Landing Park

Design Phase: Fall 2018 – Summer 2019



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Suttree Landing Pavilion and Boat Dock Project

Designer: Studio Four Design, Inc.

Bid & Award Phase: Summer 2018

Construction Phase: Fall 2018 - Summer 2019



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2019 Sidewalk Replacement Project

Designer: City of Knoxville

Design Phase & ROW Phase: Winter 2018 – Summer 2018

Bid & Award Phase: Fall 2018

Construction Phase: Winter 2019 – Spring 2019



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2019 Resurfacing Project

Designer: City of Knoxville

Design Phase: Spring 2018 – Summer 2018

Bid & Award Phase: Fall 2018

Construction Phase: Spring 2019 – Fall 2019



New Pavement Along Baxter Avenue



Milling Along Cherokee Boulevard



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Citywide Traffic Signal Loop Detector Contract

Designer: City of Knoxville

Bid & Award Phase: Fall 2018

Construction Phase: Spring 2019



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Park City / Parkridge Fire Station

#4 Renovations Project

Designer:
City of Knoxville

Design Phase:
Spring 2018 –
Summer 2018

Bid & Award Phase:
Fall 2018

Construction Phase: Winter 2019 –
Spring 2019



Park City / Park Ridge Fire Station #4
2300 Linden Avenue



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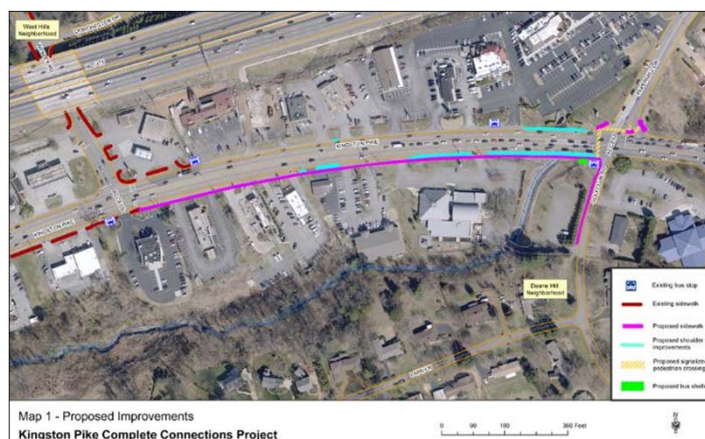


Kingston Pike Complete Connections Project

Designer: CDM Smith

Design Phase & ROW Phase: Spring 2018 – Summer 2018

Bid & Award Phase: Fall 2018 Construction Phase: Winter 2019 – Summer 2019



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Myrtlewood Drive Bridge Approach Repair Project

Designer: TBD

Design Phase & ROW Phase: Spring 2018 – Summer 2018

Bid & Award Phase: Fall 2018

Construction Phase: Winter 2019



Interstate 640 – Looking North toward the Myrtlewood Drive Bridge



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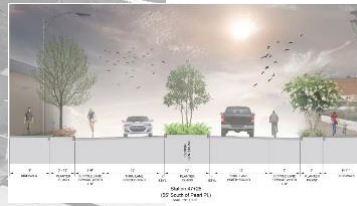


N Central Street Corridor Landscaping

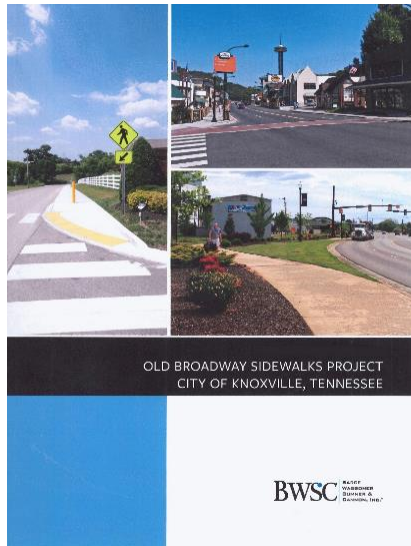
Designer: Hedstrom Design, LLC

Bid & Award Phase: Fall 2018

Construction Phase: Spring 2019 – Summer 2019



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Old Broadway Sidewalks Project

Designer: CDM Smith

Design Phase & ROW Phase:
Spring 2018 – Summer 2018

Bid & Award Phase:
Fall 2018

Construction Phase:
Winter 2019



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Palmetto Road Sidewalk Project

Designer: City of Knoxville

Design Phase & ROW Phase: Summer 2017 – Fall 2018

Bid & Award Phase: Fall 2018 Construction Phase: Winter 2019 – Spring 2019



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Streetlight Tree Trimming

Bid & Award Phase: Fall 2018

Construction Phase: Fall 2018



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Transfer Station Fire Damage Repairs Project

Designer: TBD

Design Phase: Summer 2018

Bid & Award Phase: Fall 2018 Construction Phase: Winter 2019



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8" Mainline Crawler with Camera Head



Bid & Award Phase: 2018

(To be bid with Computer and Cable Feeder)

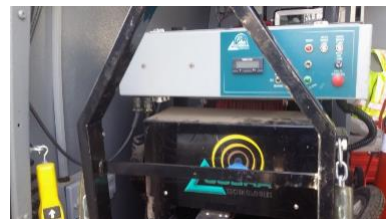


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Computer and Cable Feeder for Crawler with Camera Head

Bid & Award Phase: 2018

(To be bid with 8" Mainline Crawler and Camera Head)



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Cal Johnson Recreation Center Renovation Project

Designer: Community Tectonics Architects

Design Phase: Summer 2018 – Fall 2018

Bid & Award Phase: Winter 2019

Construction Phase: Spring 2019



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Cumberland Estates Recreation Center Roof Replacement Project

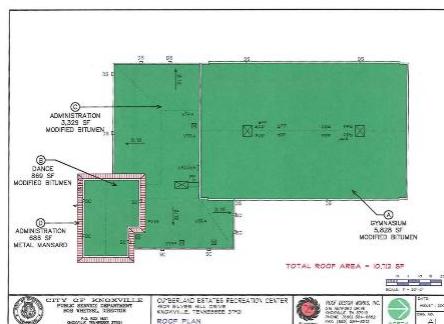
Designer: TBD



Design Phase: Summer 2018 – Fall 2018

Bid & Award Phase: Winter 2019

Construction Phase: Spring 2019



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**General Streetlight Maintenance
Contract**

Bid & Award Phase:
Winter 2019

Construction Phase:
Spring 2019



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Loves Creek Greenway Project

Designer: Fulhum MacIndoe & Associates

Design Phase & ROW Phase: Spring 2018 – Fall 2019

Bid & Award Phase: Winter 2019 Construction Phase: Spring 2019 – Summer 2019



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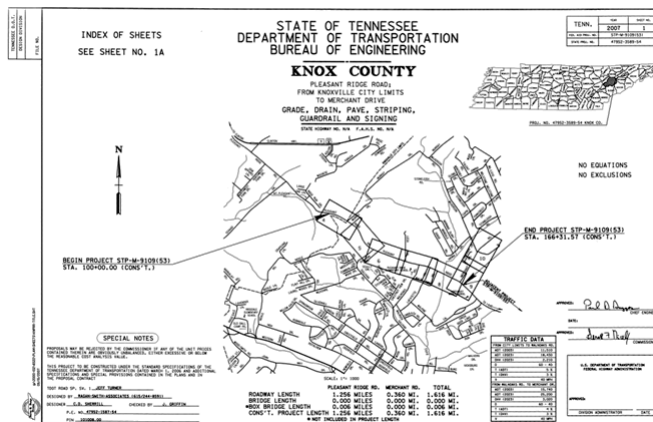
MADELINE ROGERO, MAYOR

Pleasant Ridge Road Phase II Project

Designer: Gresham Smith & Partners

Design Phase & ROW Phase: Spring 2017 – Fall 2018

Bid & Award Phase: Winter 2019 Construction Phase: Spring 2019 – Winter 2020



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Traffic Signal Infrastructure Maintenance

Designer: City of Knoxville

Design Phase: N/A

Bid & Award Phase: Winter 2019 Construction Phase: Winter 2019



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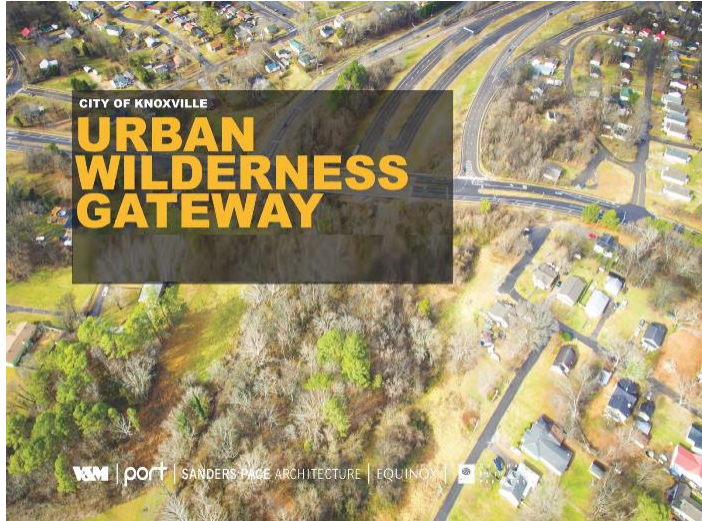
**Urban Wilderness
Gateway Project**

Designer: Vaughn & Melton
Consulting Engineers, Inc.

Design Phase:
Fall 2017 – Fall 2018

Bid & Award Phase: Winter
2019

Construction Phase: Spring
2019 –
Fall 2019



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**Woodland Avenue Bridge &
Boys Bridge Pike Bridge
Expansion Joint Repair
Project**

Designer: TBD

Design Phase: Fall 2018

Bid & Award Phase: Winter 2019

Construction Phase: Spring 2019



Boys Bridge Pike Bridge



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Cradle of Country Music Park Project

Designer: TBD

Design Phase:
Summer 2018 –
Winter 2019

Bid & Award Phase:
Spring 2019

Construction Phase:
Summer 2019



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Sevier Avenue Streetscapes Project

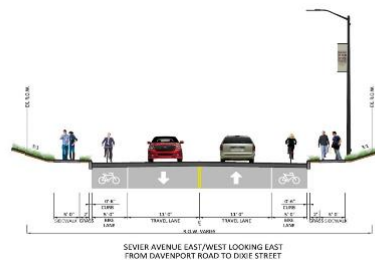
Davenport Road to Island Home Avenue

Designer: Vaughn & Melton Consulting Engineers, Inc.

Right-of-Way Phase: Spring 2018 – Spring 2019

Bid & Award Phase: Spring 2019 - Summer 2019

Construction Phase: Summer 2019 – Fall 2020



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Wilson Avenue Sidewalk Project

Designer: City of Knoxville

Design Phase & ROW Phase: Summer 2017 – Spring 2019

Bid & Award Phase: Spring 2019

Construction Phase: Summer 2019 – Fall 2019



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South Edge of Amherst Road – Looking West

Amherst Road Slope Stabilization Project

Designer: TBD

Design Phase &
ROW Phase:
Summer 2018 –
Spring 2019

Bid & Award Phase: Summer 2019

Construction Phase: Summer 2019 – Fall
2019



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Designer: City of Knoxville

Design Phase & ROW Phase: Summer 2017 – Spring 2019

Bid & Award Phase: Summer 2019 Construction Phase: Fall 2019 – Winter 2020



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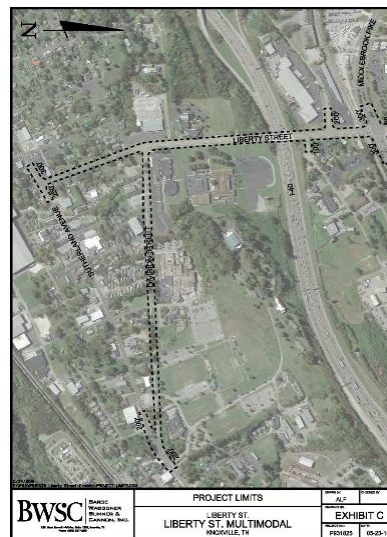
Liberty Street Multimodal Project

Designer: Barge Design Solutions, Inc.

Design Phase & ROW Phase:
Spring 2018 – Spring 2019

Bid & Award Phase:
Summer 2019

Construction Phase:
Summer 2019 – Fall 2019



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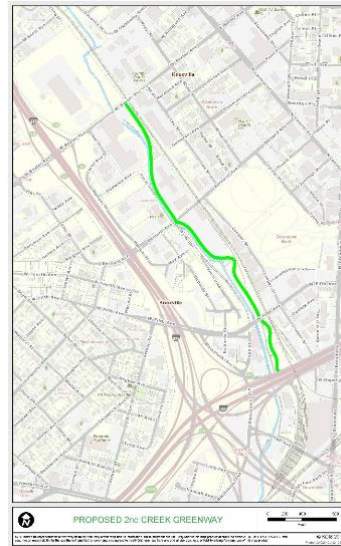
Second Creek Greenway Project

Designer: CDM Smith

Design Phase & ROW Phase:
Fall 2017 – Summer 2019

Bid & Award Phase:
Fall 2019

Construction Phase:
Fall 2019 – Winter 2020



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Northwest Greenway Connector Project

Designer:
Barge Design Solutions, Inc.

Design Phase & ROW Phase: Spring 2017 –
Fall 2019

Bid & Award Phase:
Winter 2020

Construction Phase:
Spring 2020 - Summer 2020



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Atlantic Avenue Sidewalk Project

Designer: Cannon & Cannon, Inc.

Design Phase & ROW Phase: Summer 2018 – Spring 2020

Bid & Award Phase: Summer 2020

Construction Phase: Fall 2020 – Spring 2021



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Broadway Streetscapes Project

Designer: Barge Design Solutions, Inc.

Design Phase &
ROW Phase:
Summer 2018 –
Spring 2020

Bid & Award Phase: Summer 2020

Construction Phase:
Fall 2020 – Fall 2021

This project will consist of a new shared use path extending First Creek Greenway from near Cecil Avenue to near Woodland Avenue



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Future Water Quality Projects

Designer: TBD

Design Phase & ROW Phase: TBD

Bid & Award Phase: TBD

Construction Phase: TBD



Engineering and Redevelopment – Annual Business Breakfast – June 13, 2018



Engineering Department Tool and Supplies To Be Purchased

Fiscal Year July 2018 – June 2019

- **Equipment and Electronics** – CCTV Camera Repairs, CCTV Camera Upgrades, Digital Cameras, Pole Camera Upgrades and Tablet Data Usage
- **Personal Protection Equipment** – Clothing, Hard Hats, Leather Gloves, Safety Glasses, Safety Vests and Waders
- **Supplies** – Hand Cleaner, Hydrocarbon Absorbent Booms, Hydrocarbon Absorbent Pads, Nitrile Gloves, Oil Dry (Absorbent), Rebar, Rope and Wooden Stakes
- **Tools** – Flashlights, Manhole Lid Lifters, Marking Paint, Measuring Tapes, Measuring Wheels, Picks, Shovels and Sledgehammers
- **Water Quality Monitoring** – Ampules for Test Kits, Lab Work (State and ESC) and Test Kits for Dry Weather Screening



Engineering and Redevelopment – Annual Business Breakfast – June 13, 2018



10th
Annual
Business
Breakfast

CITY OF KNOXVILLE

M A D E L I N E R O G E R O , M A Y O R

James R. Hagerman, P.E., Engineering Director

http://www.knoxvilletn.gov/government/city_departments_offices/engineering/

http://www.knoxvilletn.gov/government/city_departments_offices/engineering/capital_improvements_projects/

Dawn Michelle Foster, Redevelopment Director

http://www.knoxvilletn.gov/government/city_departments_offices/redevelopment/



Knoxville Police Department Projects 2018/2019



Date	Project	Cost
2018	Police K9 Facility	
2019	Public Safety Building	



Knoxville Police Department Contracts 2018/2019



Date	Contract
March 2019	Janitorial Services for off-site facilities 5 th Ave., Training Academy, Safety City,
Aug 2018	Pest Control for 7 police facilities
Sept 2018	Janitorial services for East District precinct and Safety Education offices
June 2019	Janitorial for Safety Building
March 2019	Mowing/Landscape services for Safety City
April 2019	<ul style="list-style-type: none">• Elevator Service for Safety Building• Mowing Service for KPD Training Facility
June 2019	<ul style="list-style-type: none">• Water Treatment for Safety Building



Knoxville Police Department Projects 2018/2019



Description of Purchase	Estimated Annual Cost
Toner Cartridges	\$30,000
Copy Paper	\$7,000
Binders	\$3,000
DVR/Flash drives	\$5,000
Nitrile Gloves; hand sanitizer, Haz Mat covers	\$15,000
Forms (printing)	\$5,000
Misc. office supplies (folders, pens, batteries, etc.)	\$6,000
Dog Food (396 bags per year), K9 Cleaning supplies	\$20,000
**Anticipated Purchase : July 2018& February 2019	



Knoxville Fire Department

Stan Sharp, Chief

BUSINESS BREAKFAST

June 13, 2018

Purchasing Opportunities-July 2018 thru June 2019



Station Supplies

- Janitorial Supplies (cleaners, mops, brooms, paper products, soap, trash bags, etc.)
- Vehicle Cleaning Supplies (soap, wax, polish, tire dressing, etc.)
- Materials & labor for Fire Station Remodeling



Station Equipment

- Furniture (couches, recliners, TV's)
- Kitchen (stoves, refrigerators)
- Chairs (kitchen, office & folding)
- Lawn Equipment (push & riding mowers, weed eaters, shop vacs, blowers)
- Storage Units (metal lockers, combustible storage cabinets)



Office Supplies

- Paper (letter & legal size, envelopes, note pads, letter & legal size pads, post-its, etc.)
- Writing Utensils (pens, pencils, sharpies, dry-erase markers)
- Printing Services (business cards, envelopes & letterhead paper, forms)



Medical Supplies & Equipment

- Medicines (aspirin to advanced medications)
- EMS equipment (IV fluid, bandaging, needles, etc.)
- Equipment for glucose monitoring
- Equipment Bags
- Pulse Oximeters



Public Education

- Red children's fire helmets
- Fire education activity books & coloring books
- Badges, sticker sheets, rulers, jar openers





CITY OF KNOXVILLE
PARKS AND RECREATION

Sheryl Ely, Director

Aaron Browning, Deputy Director

Lakeshore Park Admin. Building
5930 Lyons View Pike

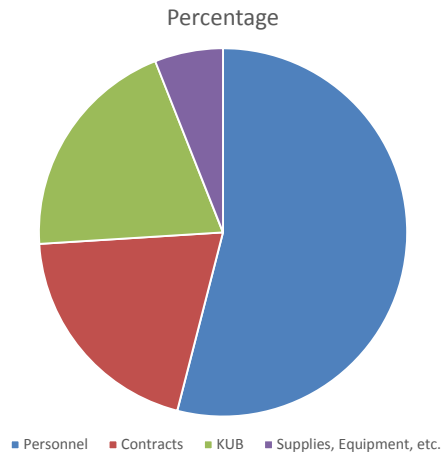


Department Overview

- Staff: 51 (45 Full-time, 6 Perm. Part-Time)
 - Plus, 6 Interns & hundreds of part-time hourly staff
- 3 Areas
 - Administration
 - Athletics
 - Recreation (including pools, arts & crafts, etc.)
- Operating Budget: 7.4 Million



Budget Overview



Administration

- Office supplies
- Safety equipment for playgrounds, parks, etc.
- Maintenance
 - Plumbing, Electrical, Parking Lot Striping, Critter Control, Signs, Fencing
- Park Equipment
 - Grills, Tables, Water Fountains, Mulch, Wood Chips

Note: Public Service Department provides in-house service to parks and facilities

Athletics

- Sports Equipment
 - Balls, Bases, Soccer Goals
- Maintenance
 - Chemicals, Fertilizer, Sand
- Facility Supplies
 - Concessions Items
- Tournament Supplies
 - Trophies, T-Shirts

Recreation

- Facility equipment
 - tables, chairs, games, scoreboards, kitchen appliances
- Aquatics
 - safety equipment, chemicals, uniforms
- Arts & Crafts
 - supplies for classes, facility

Contracts

- Bus Transportation
- Janitorial
- Pest Control
- Portable restrooms
- Security (locking & unlocking restrooms & parks)
- Gym Floor Refinishing
- Uniforms

2018-2019- Capital Projects Funded

- \$500,000 for Greenways
- \$400,000 for ballfields, playgrounds, tennis/pickleball courts
 - Court resurfacing, crack repairs, lighting, fences, etc.
- \$10 million for Urban Wilderness
- \$450,000 Harriet Tubman Park improvements
- \$100,000 Ed Cothren Pool Upgrade and Resurfacing.

2018-2019 Potential Purchases

- Outdoor Scoreboards
- Playgrounds
- Weight Room Flooring
- Security Cameras
- Ballfield Lighting

Questions & Answers

Contact Information:

Sheryl Ely or Aaron Browning

(865) 215-1700

sely@knoxvilletn.gov

abrowning@knoxvilletn.gov

CITY OF KNOXVILLE

PUBLIC SERVICE DEPARTMENT

Mayor Madeline Rogero

David Brace, COO & Deputy to the Mayor

Chad Weth, Public Service Director

Rachel Butzler, Deputy Director

PUBLIC SERVICE 101

- ▶ The City of Knoxville's Public Service Department has 292 employees and a total annual budget of approximately \$35 million.
- ▶ The PSD is the "behind the scenes" service provider for our customers.
- ▶ The department is broken up into 7 functional areas:
 - Administration
 - Neighborhood Services (Zones 1-6)
 - Construction
 - Horticulture
 - Urban Forestry
 - Facilities
 - Solid Waste

CAPITAL PROJECTS 2018/2019

- ▶ Project: **Roof/HVAC Program**
- ▶ Schedule: Multi-Year Program = \$400,000
- ▶ Needs: Often smaller projects requiring:
 - Parts suppliers
 - Contractors to complete the work or portions of a job
- ▶ Four re-roofing projects are tentatively scheduled for 18/19: Fire Station Headquarters, Cumberland Estates Recreation Center, Milton Roberts Recreation Center, and Ridley Helton Storage Shed

CAPITAL PROJECTS 2018/2019

- ▶ Project: **Fire Station Maintenance Program**
- ▶ Schedule: Multi-Year Program = \$300,000
- ▶ Needs: Renovations will include: structural repairs, painting, electrical upgrades, asbestos abatement, fixtures, bathroom, kitchen, & living space upgrades, concrete repairs, etc. Fire Station #18 is an example of recently upgraded facilities.
- ▶ Fire Station #4 (2300 Linden Avenue) is scheduled for 18/19.

OTHER PROJECTS 2018/2019

- ▶ Project: **Solid Waste Transfer Station Repairs**
- ▶ Schedule: Fall/Winter 2018/19
- ▶ Needs: Outside paneling repair, ventilation fan repair, some electrical work, painting, lighting, etc.

PSD CONTRACTS

- ▶ While these are not up in 2018/19, we periodically accept bids for:
 - ▶ Mowing/Landscape
 - ▶ Tree Planting
 - ▶ Tree Purchasing
 - ▶ Janitorial and Pest Control Services for PWC
 - ▶ Uniforms
 - ▶ Boots/shoes
- ▶ These are typically 1 year contracts with 2-1 year options.

OPERATING BUDGET

- ▶ The Public Service Department purchases several vehicles, both light and heavy through our Fleet Services Department.
- ▶ If you have an interest in bidding on any of these or providing equipment demonstrations, please do not hesitate to contact our Fleet Department or Chad Weth at 215-2060 or cweth@knoxvilletn.gov.

OPERATING BUDGET

- ▶ The Public Service Department also at times competitively bids many other services such as equipment, materials, supplies, T-shirts, solid waste needs, etc.
- ▶ If you have an interest in bidding on any of these services, please do not hesitate to contact Chad Weth at 215-2060 or cweth@knoxvilletn.gov.

OPERATING BUDGET

- ▶ The Public Service Department purchases several items on an ongoing basis that fall below the \$5,000 purchasing thresholds.
- ▶ Items include: Eye protection, first aid supplies, rakes, shovels, gloves, confined space entry protection, Gatorade, etc.
- ▶ If interested, please contact Ben Buckner, Logistics and Supply Manager at 215-6040.

QUESTIONS?

Thank You!



Community Development Department
Becky Wade, Director

Business Opportunities Event

June 13, 2018

Overview of Opportunities

- Homemaker's Program
- Blighted Properties Redevelopment Program (BPRP)
- Construction/Housing Rehabilitation Program
- Commercial Façade Improvement Program
- HUD's Section 3 Program

Homemaker's Program

- City-owned properties acquired through Codes Enforcement or Redevelopment Programs are sold through the Homemaker's Program.
- Opportunity: Purchase property to rehab or construct new housing.
- A list of properties, a fact sheet and applications are on the City's website.
- Contact: **Kathy Ellis**, Sr. Project Specialist, at 865-215-2120.

Blighted Property Redevelopment Program (BPRP)

- Development financing (not permanent) through loans and grants to redevelop and renovate eligible vacant, blighted dwelling units, or construct new dwelling units on vacant, blighted properties.
- Opportunity: Redevelopment loans and Lead Testing and Remediation grants for developers / contractors with short term financing at 0%.
- To apply: Call **Janna Cecil**, Housing Manager, at 865-215-2120.

Construction/Housing Rehab Program

- Loans, grants, and technical assistance to help low-to-moderate income homeowners and landlords of affordable rental units make major repairs that meet the Neighborhood Housing Standards. Funds are also available to assist in the development of affordable rental units.
- Opportunities: Comprehensive residential rehab, new construction & lead based paint abatement contracts.
 - Note: Contracts for rehab are between Property Owner and Contractor.
- To apply to be on the “Qualified Contractor List,” call **Todd Kennedy**, Construction Management Supervisor, at 865-215-2120.

Commercial Façade Improvement Program

- Opportunity: Incentive program to improve the facades of certain types of buildings within targeted redevelopment areas in order to increase property values and economic viability of the area.
- Provides 80% of project costs with 20% match from property owner. Maximum of \$50,000 forgivable loan. Additional restrictions may apply.
- To obtain an application or additional information, call **Ken McMahon**, Project Manager, at 865-215-2854.

Section 3

Housing and Urban Development Act of 1968

- Designed to direct economic opportunities to local residents and businesses.
- Provides preference to low-and very low-income residents of the local community, and the businesses that substantially employ these persons.
- HUD funds are one of the largest sources of federal investments in distressed communities.
- These funds typically result in new employment, training and contracting opportunities.
- To obtain an application or additional information, call **Gwen Winfrey**, Project Specialist, Sr., at 865-215-2120.

Thank You for Attending!

www.knoxvilletn.gov/development

City of Knoxville
Community Development Department
865-215-2120

KCDC

Business Opportunities

Fiscal Year (FY)19

July 1, 2018 through June 30, 2019



Introduction to KCDC

- In 1936, to fulfill the promise for safe, decent and affordable housing the City of Knoxville established the Knoxville Housing Authority
- Today that organization is known as Knoxville's Community Development Corporation (KCDC)
- KCDC has grown from two housing developments to overseeing twenty and has expanded its role to serve as the public housing and redevelopment authority for the City of Knoxville and Knox County



Properties Owned/Managed by KCDC

- Autumn Landing
- Austin Homes
- Cagle Terrace
- Five Points Duplexes
- Guy B. Love Towers
- Isabella Towers
- Lee Williams Senior Citizen Complex
- Lonsdale Homes
- Montgomery Village
- Nature's Cove



Properties Owned/Managed by KCDC

- North Ridge Crossing
- Northgate Terrace
- Passport Homes
- Passport Residences
- Residences at Eastport
- Residences at Five Points
- Valley Oaks
- Verandas
- Vista
- Walter P. Taylor Homes
- Western Heights



Summary of General Information

- KCDC has 3,525 apartments
- KCDC has 132 employees
- KCDC contracts out most services
- KCDC buys items to maintain its apartments and its offices
- KCDC increasingly relies on “term bids” to meet its needs-
please respond when these are posted to our website



Compete in the Procurement Process

- KCDC wants **you** to compete in the procurement process
- Check the opportunities on our webpage at www.kcdc.org
- Click on “Procurement” and then on “Open Solicitations”



Quotations

- Expenditures over \$3,000 but under \$25,000 are considered quotes
- Procurement normally assigns a quote number and posts the document to the web page as part of our outreach efforts
- At least three qualified firms must be solicited
- May not be very complex
- Formal sealed bidding rules do not apply



Formal Solicitations

- Over \$25,000, KCDC uses formal bids to meet the legal requirements imposed by State and Federal Governments
- Procurement will assign a bid number and post the bid to the web page
- The length and complexity of the document will vary with the procurement need



Other Information

KCDC normally requires insurance for services:

- Commercial General Liability: \$2,000,000
- Automobile Liability: \$1,000,000
- Workers Compensation: \$ 500,000
- KCDC listed as an additional insured
- Same requirements for any subcontractors



Other Information

KCDC normally requires bonding for construction projects only if they exceed \$100,000:

- Bid Bond: 5%
- Payment Bond: 100%
- Performance Bond: 100%



Other Information

KCDC enforces “Davis Bacon” wage requirements on federally covered projects when a construction or maintenance project reaches or exceeds \$2,000

- Specific hourly pay rates for employees
- Certified payrolls
- Employee interviews



Upcoming Opportunities

The following pages list **potential** upcoming projects

- Due to funding, contracts, KCDC needs and other issues, there is no guarantee that all of these opportunities will actually occur
- Other projects are likely to arise as needs change
- There is no guarantee that the suggested timelines will stay accurate as they are currently presented
- Watch KCDC's webpage for **actual** opportunities as they arise



Anticipated One Time Opportunities in FY19

Title	Timeline
Love Towers	
Install Smoke Detectors in the Bedrooms	TBD
Reverse Swing of the 6 Trash Chute Doors	TBD
Various Repairs in the Billiard Room to Comply With UFAS	TBD
Various Repairs in the Commons Area Bathrooms To Comply With UFAS	TBD
ADA Parking Changes to Comply With UFAS	TBD
Modify 12 Units To Comply With UFAS	TBD



Anticipated One Time Opportunities in FY19

Title	Timeline
Montgomery Village	
Sealing and Striping Asphalt Parking Lots	TBD
Installation of 380 Concrete Pads for Condenser Units	TBD
Replace Damaged Property Sign	TBD
Refurbish Basketball Court	TBD
Replace Water Mains in 35 Buildings	TBD
Replace Supply Riser Water Lines and Drain Lines In 380 Units	TBD
Install Attic Insulation	TBD



Anticipated One Time Opportunities in FY19

Title	Timeline
Montgomery Village	
Replace Maintenance Garage Roof	TBD
Install Additional Video Monitoring System	TBD
Replace VCT Flooring in the Boy's & Girl's Club	TBD
Replace VCT Flooring in the Rental Office	TBD
Replace VCT Flooring the Ministry Building	TBD
Replace Acoustic Ceiling Tile in the Boy's & Girl's Club	TBD
Replace VCT Floor Tile with LVT in 380 Units	TBD



Anticipated One Time Opportunities in FY19

Title	Timeline
Montgomery Village	
Replace Wall Hung Sinks with Vanity Mounted Sinks In 364 Units	TBD
Install I-Core Deadbolt Locks on Exterior Doors and Mechanical Rooms in 380 Units	TBD
Install Exterior Passage Sets on Exterior Doors in 380 Units	TBD
Install Fire Stops Under the Range Hoods in 380 Units	TBD
Install Audio/Visual Alarm Notification in 1 Unit	TBD
Install CO Detectors in 45 Units	TBD
Install Audio/Visual Alarm Notification in 1 Unit	TBD

Anticipated One Time Opportunities in FY19

Title	Timeline
Passport Homes and Residences	
Install Audio/Visual Alarm Notification in 1 Unit	TBD
Install CO Detectors in 45 Units	TBD
Install Audio/Visual Alarm Notification in 1 Unit	TBD



Anticipated One Time Opportunities in FY19

Title	Timeline
Western Heights	
Exterior Buildings "Clean Brick, Tuck Point, Apply Paint"	TBD
Mold Remediation Interior Wall Repair	TBD
Sanitary Sewer Replacement	TBD
Water Line Replacement	TBD



Anticipated Opportunities in FY19

Indefinite Quantity/Indefinite Delivery Opportunities

Title	Timeline
Computer Training Services	Fall
Custodial Services Main Office Building	Winter
Fingerprinting Services	Winter
Fire Extinguisher Services	Spring
Flexible Spending Account & HRA Administration Services	Winter
Industrial Supplies	Fall
Roofing Services	Summer
Windows, Glass and Parts	Summer

Important Closing Thoughts-Part 1

- **Register with KCDC as a potential vendor**
- **Watch our webpage for opportunities**
- **Read solicitation document thoroughly**
- **Follow the solicitation document instructions**



Important Closing Thoughts-Part 2

- Ask questions
- Attend Pre-Bid conferences
- **Submit** bids/quotes on time and as our forms specify
- Need more information? Please ask!
- Need me to review your bid paperwork-just ask?
- Want a presentation for your group? Ask me!



Want more information about KCDC?

Contact KCDC's Procurement Division:

Street: 901 N. Broadway, Knoxville, TN 37917

Phone: (865) 403-1133

Email: purchasinginfo@kcdc.org

Web: www.kcdc.org Click on "Procurement"



Have a great day!



CITY of KNOXVILLE



2018-2019

BUSINESS OPPORTUNITIES



What is The PBA?



- 1971-Knox County and the City of Knoxville acted jointly to create the Public Building Authority of the County of Knox and the City of Knoxville, Tennessee (the "PBA"). The Certificate of Incorporation of the PBA was filed with the Secretary of State of Tennessee on July 20, 1971.
- The PBA has a Board of 11 members who oversee it. The Board members are selected for representation by Mayors of both the City of Knoxville (COK-5) and Knox County (KC-6).
- Jayne Burritt is the Administrator/CEO.
- PBA performs property management, property development, telecommunications, parking management and on-street enforcement duties.
- PBA receives funding from the City of Knoxville and Knox County to carry out its purposes. PBA is a not for profit, "quasi-governmental entity" and any funds not used are returned to the City of Knoxville/Knox County annually.
- PBA can:
 - Construct, manage, operate and lease various public facilities whether owned by PBA, the COK or KC.
 - Provide specification, acquisition, maintenance, operation, supervision and consultation of the telephone and telecommunication infrastructure owned by COK and/or KC.
 - For more information about PBA, visit our website at www.ktnpba.org.

PBA PROPERTY MANAGEMENT

Director of Property Management, David Lively

Provides facility support services to City of Knoxville and Knox County properties 24 hours/7 days a week.

- *Custodial
- *Maintenance
- *Security & Life Safety
- *Grounds

- *With approximately 100 employees
- *\$13 million Operating Budget (Total PBA FY2018)
- *Approximately
 - 80 properties
 - 2 million Square Feet
 - 23 Acres of Parks
 - 6,000 Downtown Parking Spaces

- PBA also handles:
- Parking Management Services
 - Parking Enforcement



Contact Information
865-215-8400
dlively@ktnpba.org

PBA PROPERTY DEVELOPMENT

Director of Property Development, Kristin Grove

*The PBA Property Development Department employs a director, project manager, contract administrator and project coordinator.

*Development, construction, renovation and remodeling services may be provided to a number of governmental entities like:

- Knox County
- City of Knoxville
- Knox County Schools
- Knoxville Area Transit
- CAC, etc.

*PBA also performs Telecommunication Services.



Contact Information:
865-215-4610
kgrove@ktnpba.org

City County Building

Completed: 1979

Square Footage: 534,000

Floors: 10 Stories

Garage Attached: 842 parking spaces



CITY COUNTY BUILDING



4th Floor Renovations
\$25,000



WayFinding
Signage \$131,000



Flag Court
Repair
\$50,000



Flooring Replacement
\$170,000



Restroom
Renovations
\$40,000



Communications
Center Renovations
\$75,000

Upcoming RFPs

May 2018 – October 2019

Pumps & Installations	5/11/18
Interior Plant Maintenance	5/31/18
General Construction Services	6/15/18
HVAC Maintenance Services	9/14/18
Plumbing Supplies	9/20/18
Waterproofing Services	10/14/18
Paving & Repair	11/1/18
Plumbing Services	11/30/18
Mowing Services	2/28/19
Fire Monitoring	5/31/19
Bottle Water Services	6/30/19
Custodial Services	7/1/19
HVAC Parts & Equipment	9/20/19
Waterproofing Services	10/14/19



Property Development Bids

- Construction Manager @ Risk for the Knoxville Civic Auditorium & Coliseum
 - HVAC Equipment
 - Sports Lighting Fixtures
 - Painting & Prep
 - Ice Rink Renovation
- Security Cameras (Parking Garages, other COK properties)
- Worlds Fair Park Performance Lawn Renovation
- Volunteer Landing Trash Compactor
- City County Building Fitness Center
- City County Building 5th & 6th Floor Renovations
- State Street Garage Expansion
- Other projects as approved

Other Types of Projects

- REIMBURSABLE
- UNPLANNED REPAIRS
- ADDED RESPONSIBILITIES
- EMERGENCY



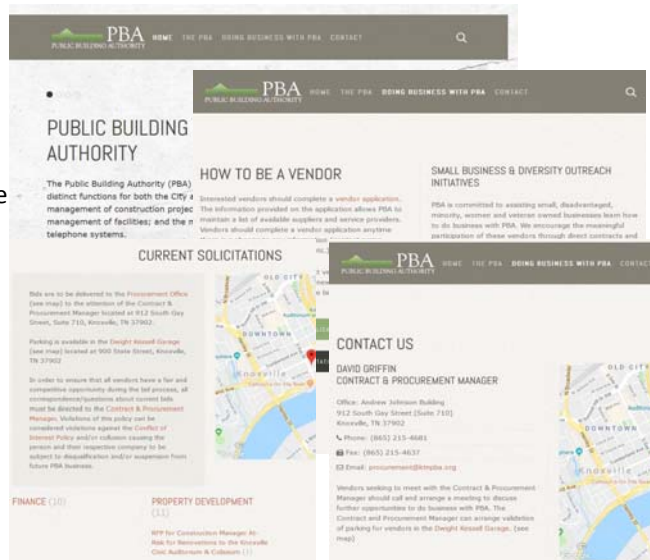
NEW & IMPROVED

1. Click on “Doing Business with PBA” tab at the top of the page.

2. Your options are:

- *How to be a Vendor
- *Current Solicitations
- *About PBA Procurement
- *Links
- *Contact Us

www.ktnpba.org





David Griffin
Contract & Procurement Manager
912 South Gay Street
Suite 710
Knoxville, TN 37902
Office: 865-215-4681
Fax: 865-215-4637
Email: dgriffin@ktnpba.org

The Jacob Building – Chilhowee Park – City of Knoxville - 1913



City of Knoxville Business Breakfast

June 13, 2018



Agenda

- KUB overview and KUB Procurement
- Doing business with KUB
- Doing the work
- Upcoming opportunities
- Questions and open discussion



KUB Overview and KUB Procurement

June 13, 2018



Our Vision:

KUB exists to serve its customers, improving their quality of life by providing utility services that are safe, reliable and affordable.

Shared Values:

- We value the safety and well-being of our customers and employees.
- We value fairness, and try always to make decisions that provide the greatest good for the most people.
- We are in a position of trust and hold ourselves to high ethical standards.
- We improve the value of our services through efficiency, innovation and communication.
- We value the commitment and hard work of our employees.
- We are environmentally responsible in our operations and support the sustainability of our communities' natural resources.
- We participate in the communities we serve.

Our Mission:

Our mission is to act as good stewards of our communities' resources: utility assets, customer dollars, and the environment. We work to safeguard those resources and enhance their value for the people of the communities we serve and generations to come.

We Measure Our Success by:

Customer Satisfaction

System Performance

Financial Performance

Safety Performance

Keys to Success:

Managing Our Utility System Infrastructure

Electric

Natural Gas

Water

Wastewater

Improving The Customer Experience

Managing Our Finances Effectively

Meeting Or Exceeding Regulatory Standards

Investing in A Skilled, Diverse Work Force

Partnering For Economic Development

Being Environmentally Responsible

General Information

- KUB is an agency of the City of Knoxville
- Purchases made in accordance with the TCA (Tennessee State Laws)
- KUB internal
 - Procurement guidelines
 - Procurement procedures
- Different than federal purchasing
- Different than private/public company purchasing

Procurement Guidelines

- Purchases under \$1,000: Managed at department level (Purchase orders and Procards are typical)
- Purchases from \$1,000 to \$3,999: Buyers/Contract Specialist obtain at least three oral or written quotations
- Purchases from \$4,000 to \$9,999: Buyers/Contract Specialists obtain at least three written quotations

Procurement Guidelines

- Purchases \$10,000 and up: Buyers/Contract Specialists advertise and conduct a competitive bidding process
 - Request for bids (RFB)
 - Request for proposals (RFP)

Areas of Responsibility

- **Daniel Kembel**, Contract Services and Purchasing Supervisor
 - Phone: (865) 558-2290
 - Email: Daniel.Kembel@kub.org
- **Craig Bogan**, Contract Specialist
 - Phone: (865) 594-7431
 - Email: Craig.Bogan@kub.org
 - Capital Construction, Service Agreements, and Professional Service Agreements
- **Shari Hurst**, Contract Specialist/Buyer
 - Phone: (865) 558-2461
 - Email: Shari.Hurst@kub.org
 - Capital Construction, Utility Materials, Products, and Supply Agreements
- **Zachary Breeding**, Contract Specialist
 - Phone: (865) 558-2489
 - Email: Zachary.Breeding@kub.org
 - Capital Construction, Service Agreements, Professional Service Agreements, and Contractor Pre-Qualification

Areas of Responsibility

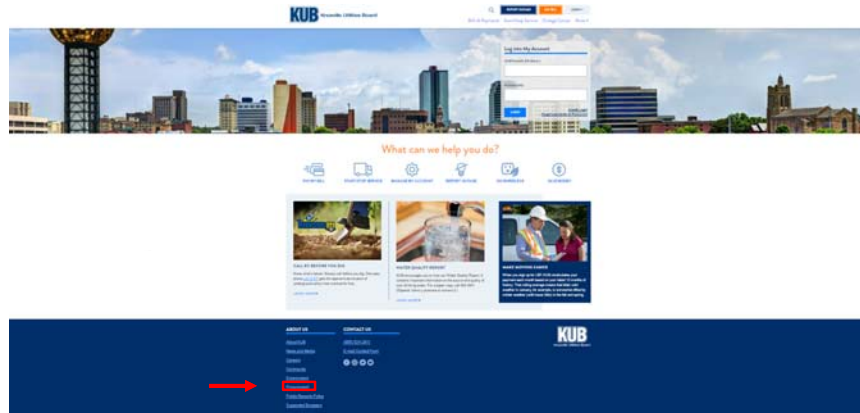
- **Drew Antunes, Buyer**
 - Phone: (865) 558-2510
 - Email: Drew.Antunes@kub.org
 - IT Hardware, Software, and Professional Service Agreements
- **Jermon Bishop, Buyer**
 - Phone: (865) 558-2546
 - Email: Jermon.Bishop@kub.org
 - Office Equipment, Safety Equipment, Transportation Equipment, and Supply Agreements
- **Rebekah Taylor, Buyer**
 - Phone: (865) 558-2307
 - Email: Rebekah.Taylor@kub.org
 - Utility Materials, Products, Supply Agreements, and Properties
- **New Hire, Buyer**

Doing Business with KUB

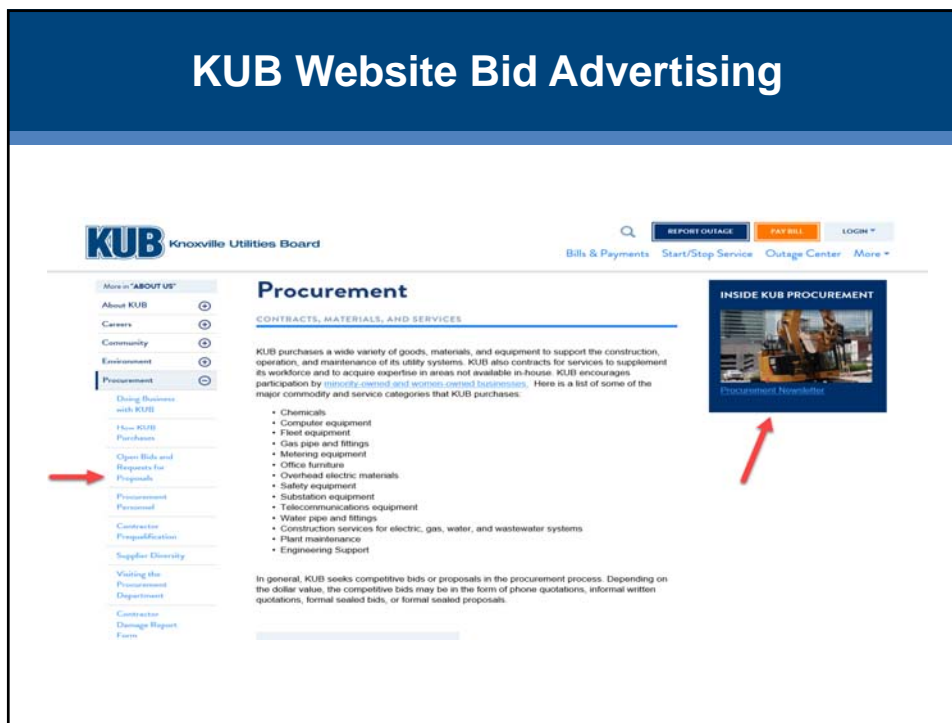
June 13, 2018




KUB Website Bid Advertising www.kub.org



KUB Website Bid Advertising



KUB Website Bid Advertising



[REPORT OUTAGE](#)
[PAY BILL](#)
[LOGIN](#)

[Bills & Payments](#)
[Start/Stop Service](#)
[Outage Center](#)
[More](#)

More in "ABOUT US"

- About KUB
- Careers
- Community
- Environment
- Procurement
- Doing Business with KUB
- How KUB Purchases
- Open Bids and Requests for Proposals
- Procurement Personnel
- Contractor Prequalification
- Supplier Diversity
- Visiting the Procurement Department

Open Bids and Requests for Proposals

BIDS AND REQUESTS


Sealed bid opening times vary, but are always Eastern Standard Time, and are noted in the bid documents. If you are interested in a specific bid, it is the vendor's responsibility to check back periodically before the closing date for any updates.

Additional information on surplus items and the KUB bid process are listed below.

1300_Gas Tools and Equipment


Please see attached bid documents.

EXPIRES ON	June 11, 2018
TYPE	Sealed
CONTROL NUMBER	1300
CONTACT	Shari.Hurst@kub.org
FILES	<ul style="list-style-type: none"> 1300_Invitation Letter & bid documents 1300_Bid Form



Procurement Newsletter

BidSync www.bidsync.com




REGISTER TODAY FOR
NEW OPPORTUNITIES

Dear Vendor,

The Knoxville Utilities Board has a new procurement system that provides web-based bidding services to the vendor community. The new "BidSync" procurement system from Periscope Holdings will make it easier to view and respond to solicitations from the Knoxville Utilities Board. Beginning September 4, 2018 KUB will be issuing all bid documents online with BidSync.

REGISTER TODAY




Get the Benefits of BidSync Links

- Access to all the Knoxville Utilities Board's bid opportunities online
- Real-time notifications from the Knoxville Utilities Board emailed to your inbox
- Ability to respond to the Knoxville Utilities Board's bids electronically
- FREE access to bids from other agencies in your region

The BidSync Link registration process is free and will take less than five minutes to complete.

Now Bids Were Just Released - Register Today!



Construction Pre-Qualification

- Prime contractors for utility construction projects and certain service contracts are pre-qualified with KUB
 - Prior to bidding
 - Electric, Natural Gas, Water, Wastewater, Vegetation Management & Paving
- Pre-qualification application forms are located on www.kub.org

Doing the Work

June 13, 2018



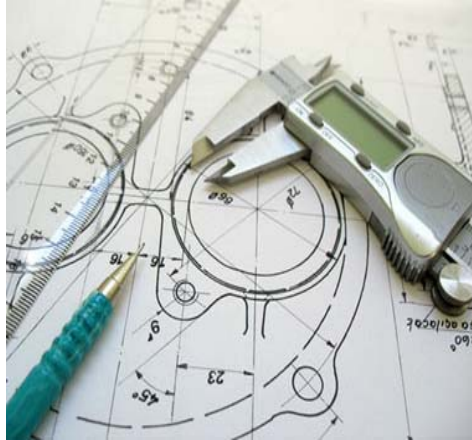
Professional Services

■ Design Services

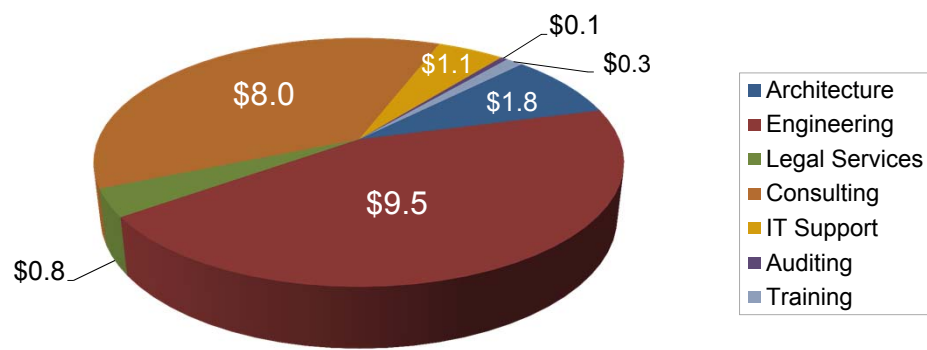
- Construction Drawings
- Architectural Services
- Permitting

■ Consulting

- Auditing/Training/HR
- IT/Computer systems
- Legal services

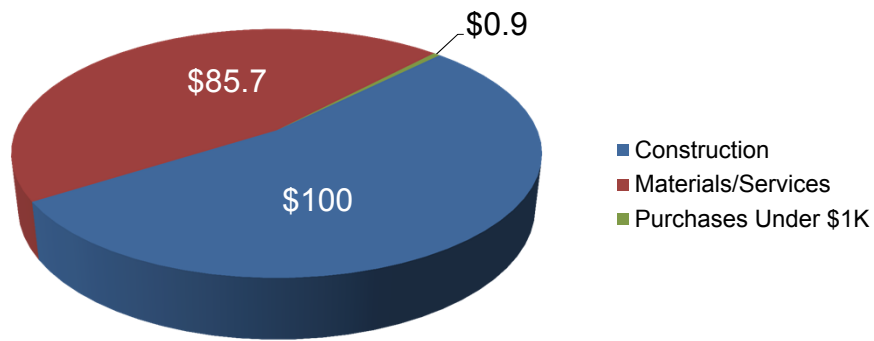


Professional Services Agreement Breakdown (CY2017)



In Millions

Construction Versus Materials Purchase Order Amounts (CY 2017)



In Millions

Materials and Supplies

- Stock Items (Supply Agreements)
 - Two Main Warehouses
 - Hoskins Storeroom (Electric)
 - Jackson Avenue Storeroom (Gas, Water, Wastewater)
- Non-Stock Items (Some Supply Agreements)
 - Frequently Used Materials (Supply Agreements)
 - Infrequently Used Materials (Bids & Quotes)

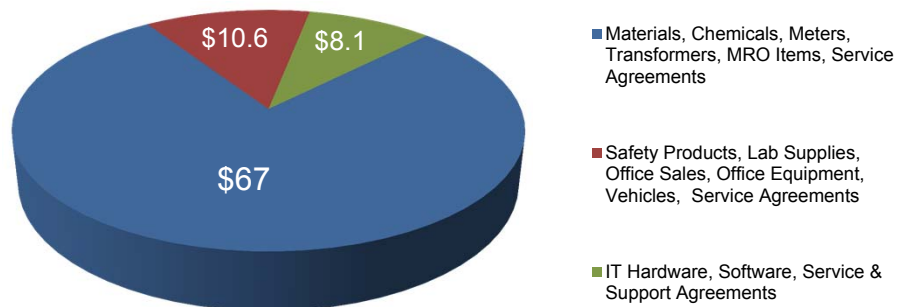
Materials and Supplies

■ Supply Agreements cover materials bought frequently such as:

- Electric Materials
- Water & Wastewater Materials
- Poles (wood, steel, ductile iron)
- Transformers
- Tools
- Mill Supplies
- Vehicles/Bucket Trucks
- Rental Equipment
- Concrete
- Tools
- IT Hardware/Software

Annual Purchase Order Amounts Materials/Services (CY 2017)

(Does Not Include Construction)

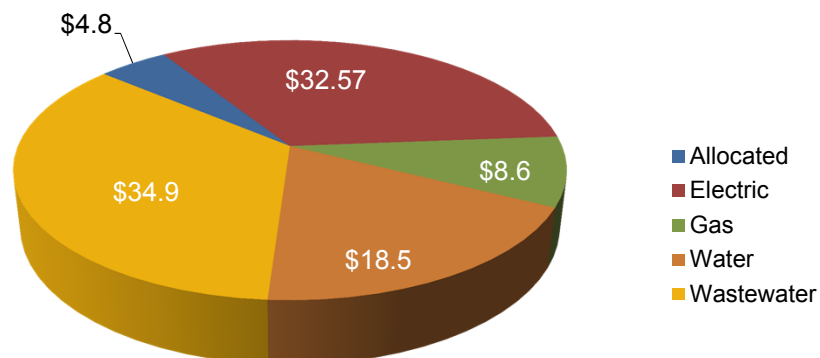


In Millions

Construction and Services

- Capital Improvement Projects for all KUB utilities
- Service Agreements
 - Facilities Maintenance
 - General Hauling
 - Lawn and Landscape Services
 - Paving Services

Contract Services CY2017 Purchase Orders Bid



In Millions

Upcoming Opportunities

June 13, 2018



Electric System

Customers: 205,000

Service Territory:
688 square miles



Service Lines: 5,352 miles

Infeed Substations: 9

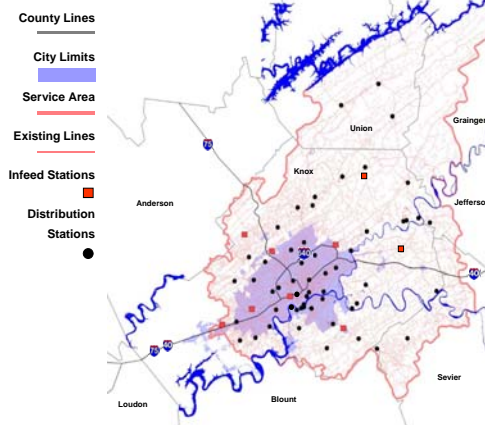
Substations: 63

System Capacity: 3,029.5 MW

Peak Hourly Demands:

Winter: 1,332 MW (Feb. 2015)

Summer: 1,235 MW (Aug. 2007)



FY 19 Continues Century II and Improves Reliability and Supports Growth

- Century II upgrades substations, transmission and distribution lines, poles, and underground cable
- Downtown network system improvements support reliability
- Supporting growing customer demand



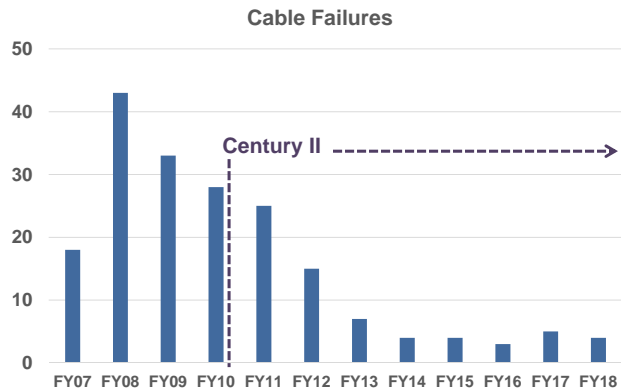
Century II Upgrades at Three Substations

- Hendron's Chapel
 - \$1.2M includes new 25 MVA transformer
- South Knoxville
 - \$1.2M includes new 25 MVA transformer
- Trentville
 - \$550,000 upgrades station



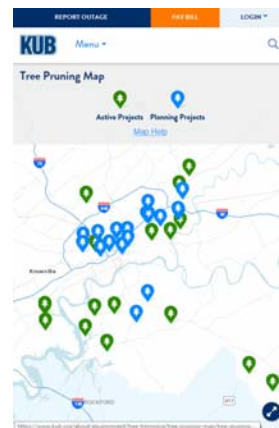
Replacing Direct Buried Cable Improves Reliability

- \$1.9M in FY 19 replaces 9 miles
- 38 miles will remain
- All replaced by 2024



Vegetation Management

- Annual Lump Sum Circuit Contracts
- Multi-year Unit Contracts
- Multi-year Hourly Contracts
- Data driven cost management
 - \$9.4M prunes 55 circuits in FY 19
 - Covers 1,100 miles of lines



Natural Gas System

Customers
101,782

Service Territory
288 square miles

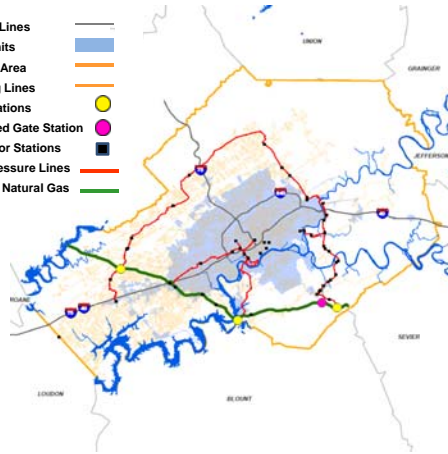
Distribution Mains
2,425 miles

Peak Capacity
157,381 dth

Peak Demand
140,204 dth (1/17/18)



County Lines
City Limits
Service Area
Existing Lines
Gate Stations
Proposed Gate Station
Regulator Stations
High Pressure Lines
East TN Natural Gas



FY 19 Continues Century II

- Distribution Integrity Management Program prioritizes investments
- System improvements further reliability and enable growth

Century II



KUB Investing for
Another 100 Years

Century II Steel Replacements

- Cold weather survey
- Data driven replacement
- Focused on 2-inch steel with couplings
- \$5M replaces 11 miles in FY 19

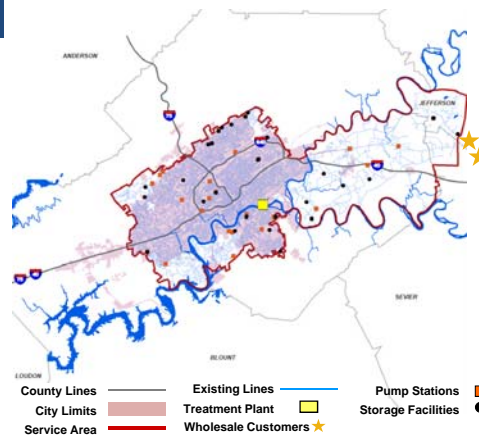
FY 19 Projects

Suburban Hills:	12,000 LF
Rotherwood:	12,100 LF
West Hills:	20,200 LF
Westview:	8,200 LF
Deane Hill:	5,300 LF
Forest Oak:	1,600 LF

Total: 59,400 LF

Water System

Customers: 79,572



FY 19 Continues Century II and Improves System Resiliency

- Century II: water pipe, pump station, and treatment plant
- Water plant resiliency
 - Dual treatment trains
 - Increases flexibility
- System improvements: new transmission main



FY 19 Century II Pipe Projects

- Galvanized projects: \$1.7M
 - Workforce mix using contractors and KUB crews
 - Program 62% complete, 45 miles remaining
- Cast iron and cement: \$1M
 - Wilson Road
 - Neyland Drive



Roadway Improvements – \$4M in FY 19

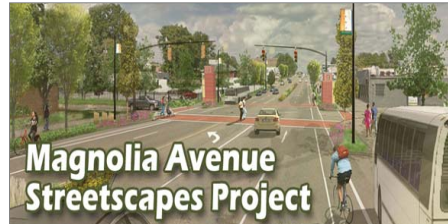
- **Magnolia Streetscapes**
 - Replaces 6- and 12- inch cast iron from 1920s
 - \$800K

- **Western Ave: \$1.3M**

- **I-275 at Baxter: \$520K**

- **Merchants Drive/Clinton Hwy: \$400K**

- **Alcoa Hwy: \$2.5M FY 19 – FY 21**



Water Pump Station Upgrades

- **McMillan Road**
 - Updating pumps, motors, and equipment
 - FY 19 and FY 20
 - \$800K

- **Shady Grove**
 - Electrical, mechanical, SCADA upgrades
 - FY 19
 - \$575K



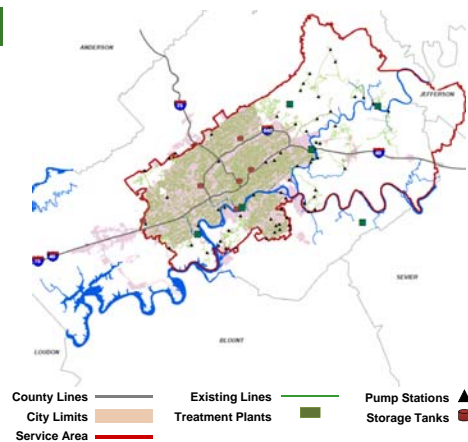
Century II at MBW Water Treatment Plant

- Filter backwash improvements
 - FY 19 and FY 20
 - \$3.75M
- Plant piping upgrades
 - Annual program
 - \$150K in FY 19



Wastewater System

Customers: 70,001



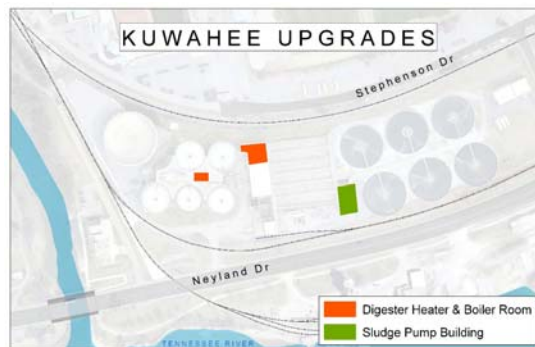
FY 19 Continues Century II and Regulatory Compliance

- Consent Decree: begin final plant upgrade at Kuwahee
- Century II: treatment plants, pipe, pump stations
- Capacity upgrades support system growth



Century II Projects at Kuwahee

- Digester heaters
 - Updating equipment
 - \$6M in FY 18–19
- Sludge pumps
 - Supports CCP project
 - \$5M in FY 18–19



Using Trenchless Technology

- Reduces cost and neighborhood disruption
 - Cured-in-place liner
 - Pipe-bursting
- Sequoyah Hills
 - \$3.4M for 5 miles
 - First of 3 phases
- I-275/Heiskell Ave: \$2.2M
- Cedar Lane/Dry Gap Pike: \$2.2M

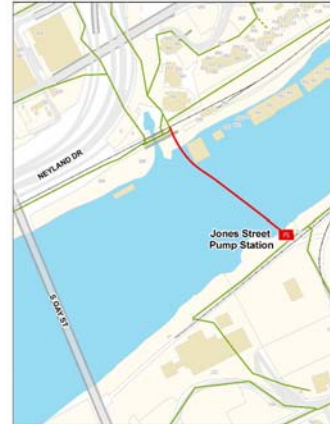


Trunkline Rehabilitation

- Neyland Drive: \$2.2M
 - 0.5 miles of 48-inch concrete trunkline from 1970s
- Holston Hills: \$0.6M
 - 0.6 miles of 15-inch concrete trunkline from 1960s
- South Haven: \$4.5M FY 19–FY 20
 - 2 miles of 36- and 42-inch concrete trunkline from 1940s

Replacing Older Pump Stations

- Jones Street: \$7.5M
 - Includes new force main under river
 - Pumps flow from South Knoxville
 - FY 19–FY 21
- Scottish Pike: \$1.0M
- Pelham Road: \$0.6M



Upcoming Service & Supply Agreement Opportunities

Type of Service/Supply Agreement	Approximate Project to Market
VM Work Planning and Inspection Services	June, 2018
Plastic Fabrication Services	June, 2018
Machine Shop Services	June, 2018
Water Meter Supply Agreement	June, 2018
Wood Pole Supply Agreement	October, 2018
Tank Management Service Agreement	October, 2018
Gas Regulator Supply Agreement	October, 2018
VFD Supply Agreement	January, 2019
Radio Communications Supply Agreement	January, 2019
Tree Planting Program Service Agreement	January, 2019
OHC Tools Supply Agreement	January, 2019
Glove Test Machine Service Agreement	March, 2019
Transformer Supply Agreement	March, 2019
Generator Maintenance Service Agreement	March, 2019

Questions?

