

October—December 2015



Small Business Connections

J. Maxwell

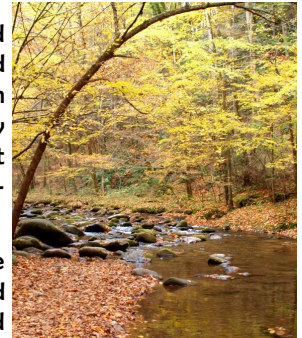
Annual Disadvantaged Business Enterprise Report

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The City of Knoxville would like to share some good news with our local small businesses and small business supporters. During the City's latest fiscal year, which ended June 30th, the City of Knoxville conducted 43.2% of its business with small businesses. 43.2%!! This equates to roughly 26.4M of the City's dollars going to small businesses.

Our good news story doesn't end there. The City of Knoxville also looked at how much funding was spent with woman-owned businesses and minority-owned businesses. The woman-owned business participation was at an impressive 10.3% of business. That equates to approximately \$6.3M in spending. However, the minority-owned business totals are not -so-impressive. Unfortunately, the City conducted only 2.09% of its business with minority-owned businesses for a total expenditure of \$1.3M.



The City of Knoxville continues to encourage all businesses to compete for contracts with the City. We particularly highlight minority-owned businesses in this encouragement. Our recent collection of data revealed that we simply received relatively few bids and proposals from minority-owned businesses. Soooo – if you are a minority-owned business, then know that we truly hope you will actively seek out opportunities to bid with the City. To large prime contractor entities, we ask that you seek out opportunities to employ minority-owned sub-contractor businesses for your sub-bidding needs. We look forward to watching these figures grow in the next fiscal year and hope to expand our relationships with more small/woman/minority-owned businesses in the future.

Knoxville Entrepreneur Center



STARTUP DAY
A CELEBRATION OF KNOXVILLE'S STARTUP AND ENTREPRENEURIAL COMMUNITY

THURSDAY, NOVEMBER 19, 2015
Doors open at 2:00 p.m.

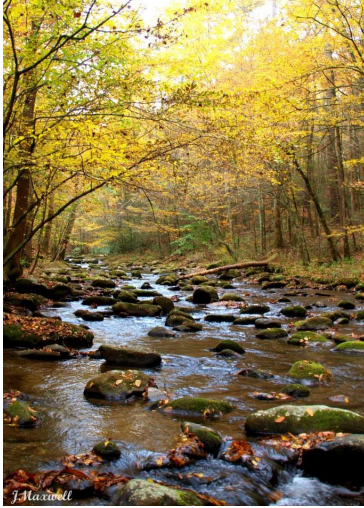
U.S. Cellular Stage at The Bijou Theatre
803 S. Gay Street, Knoxville, TN 37902

#KnoxStartupDay

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.



Item	Awarded Supplier	Amount
Training Entry Door	PEB Enterprises, LLC	7,705
Canines for Law Enforcement	K2 Solutions, Inc.	32,500
2014 Neighborhood Drainage - Phase I	Fulghum, MacIndoe & Associates, Inc.	68,500
Basic Life/AD&D, Basic Dependent Life, Supplemental Life	Hartford Life & Accident Insurance Company	
Long-Term Disability (LTD) Insurance	The Prudential Insurance Company	15,649
Magnolia Avenue Streetscapes	Barge Waggoner Sumner & Cannon Inc.	496,500
Online Services for Parks and Recreation	R.C. Systems, Inc.	19,250
Cumberland Avenue Streetscapes Project	Vaughn & Melton (Tenn), Inc.	1,247,423
Allison Transmission	Associated Fuel Systems, Inc.	7,188
Fluids & Lubricants	Hunter Oil Company	2,540
Pansies	John Deere Landscapes	3,687
Animated Christmas Tree	Temple Display	41,234
Encapsulated Hazmat Suits	Orr Safety Corporation	5,800
Hybrid Sedans	Landers Ford	47,638
Oracle Software Update and Technical Support Services	Mythics, Inc.	56,543
Software	Data Driven, LLC	244,502
Gun Trade	Elmer Arms South, LLC	-
2015 Sidewalk Replacement Project	Design & Construction Services, Inc.	563,396
Exterior Car Wash Service	Time To Shine Car Wash Volunteer Auto Wash	5.00 per service
Cutaway Paratransit Vans	National Bus Sales & Leasing, Inc.	186,000
ST ViewScan III Digital Film Scanner	Milner, Inc.	8,080
KIP 2300 Scanner	BMC Office Technology	14,000
Bulk Ice Control Rock Salt	Cargill, Inc. (Salt Div.)	
Goats at Fort Dickerson Park	Richard Dwight Gibbs	7,100
RFP for Solid Waste Assessment	Michael Brady, Inc.	20,800

Visit the Purchasing Office to review previous bid awards. Price your product/service competitively. Cost is an important factor in the bidding process.



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

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 about available contracting opportunities.

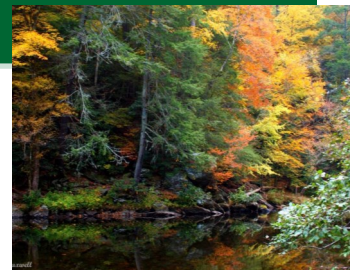
Below are some of the opportunities to look for over the next 90 days.

Items to be Solicited	Projected Bid Dates	Department
Bridge Rehabilitation Project (Sutherland Avenue and Ed Shouse Drive)	October 2015	Engineering
First Creek Greenway Project	October 2015	Engineering
2016 Alley Paving Project	Fall 2015	Engineering
Solid Waste Management Facility (SWMF) Upgrades	Fall 2015	Public Service
Janitorial Supplies	Fall 2015	Fire
Recliners	Fall 2015	Fire
Zoll Cardiac Monitors	Fall 2015	Fire
Mowing Services for Various Lots	Fall 2015	Community Development
Iron Frames, Grates & Inlets	Fall 2015	Public Service
Concrete Pipe	Fall 2015	Public Service
Safety Shoes/Boots	Fall 2015	Multiple Departments
Pest Control Services	Fall 2015	Knoxville Area Transit
New Carpet	Fall 2015	Convention Center
KAT Brochures	Fall 2015	Knoxville Area Transit
Janitorial Services - KPD Training Academy/Safety City/5th Ave.	Fall 2015	Police
Janitorial Services - East District Precinct and Safety Education Offices	Fall 2015	Police
Kirkwood KAT Superstop Project	November 2015	Engineering
Pleasant Ridge Road at Wilson Road Sidewalk Project	November 2015	Engineering
W Young High Pike Sidewalk Project	November 2015	Engineering
Safety Building Janitorial	November 2015	Police
Mowing & Landscaping for Safety City	November 2015	Police
Police Academy Building	December 2015	Police



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

www.knoxvilletn.gov/purchasing



Set up your Vendor Self-Service Account and register the goods/services you provide to receive email notifications of business opportunities as they arise.

City of Knoxville—Purchasing Division

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www.knoxvilletn.gov/purchasing

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 Event

The 16th annual
**Business Opportunities
Conference**

ETEBA energy, technology and environmental business association

December 8 - 10, 2015
Knoxville Convention Center, Knoxville, TN

Linking businesses with opportunity