

SMALL BUSINESS CONNECTIONS

JULY—SEPTEMBER 2019

PURCHASING DIVISION, CITY OF KNOXVILLE

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NETWORKING EVENTS



CITY OF KNOXVILLE
PURCHASING DIVISION



@BizWithCityKnox

Record Numbers at Business Breakfast

The City of Knoxville had an excellent turnout at this year's Business Breakfast event. 438 attendees from the business community were able to hear firsthand about upcoming projects and bid opportunities from each department for the next 12-18 months. The event is part of the City's ongoing efforts to increase business with local, small, minority-, woman-, and service disabled veteran-owned companies in the East Tennessee area.

Vendor Registration

Register your business online! Add or update your company's information to the City's vendor registry at www.knoxvilletn.gov/bids.

Department Presentations Available

To view the presentation slides from this year's event, please visit our website at www.knoxvilletn.gov/businessbreakfast.

▼ 2019 Business Breakfast at Chilhowee Park & Exhibition Center (Jacob Bldg)



ETPA's Business Matching & Trade Show Event



The 14th Annual ETPA Business Matching & Trade Show Event will be held in Knoxville on July 18. This premier event showcases East Tennessee and northeast Georgia area businesses, large and small. It's an opportunity for businesses to meet with government agencies, create relationships to build future business opportunities, learn about "doing business" with the entities, and to meet with private sector vendors. Get registered today at www.ETPANEWS.ORG.

DON'T GAMBLE AWAY THIS OPPORTUNITY

Recently Awarded Solicitations

The City solicits sealed submissions for purchases of \$25,000 or more. For purchase amounts between \$5,000 and \$25,000, quotes are solicited by email or fax. For purchases below \$5,000, each department is allowed to purchase without a formal competitive process.

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

Item Description	Awarded Supplier	Amount
2019 Facilities Paving	Duracap Asphalt Paving Company	\$ 597,233
Urban Area Manager Staging Training	Wiland Associates	\$ 7,365
Fire Vehicle Cabinets	1st In Emergency Products	\$ 13,285
Knoxville Urban Wilderness Gateway Park Infrastructure	Charles Blalock & Sons Inc	\$ 3,317,355
Track & Field and Cross Country Services	Knoxville Youth Athletics	\$ 15,652
Charger Emergency Equipment	West Chatham Warning Devices	\$ 218,183
HVAC Recovery Machine	Hawk Equipment Company	\$ 5,998
Cumberland Ave Intersection Improvements	Southern Constructors	\$ 1,398,686
2019 Neighborhood Traffic Safety Project	PRI of East TN	\$ 514,989
Cal Johnson Recreation Center Renovations	Preen Construction	\$ 480,463
Dual Use Canines for Law Enforcement	Shallow Creek Kennels	\$ 21,000
Special Operations Canines for Law Enforcement	Canine Tactical	\$ 14,500

Are you registered?

Register to be a City of Knoxville vendor at knoxvilletn.gov/bids

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.

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.

Did you know...

The City of Knoxville spends more than \$78M each year on an array of goods and services. Our Purchasing Division is committed to maintaining the highest degree of open, free market competition while also actively encouraging small business participation.

By posting solicitations online and participating in various outreach programs throughout the year, the Purchasing Division is committed to keeping the community informed of available opportunities.

Upcoming Procurement Opportunities

The 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, 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
Natural Surface Trail Maintenance	Summer 2019
Installation & Maintenance of Pedestrian and Traffic Signals	Summer 2019
Tennis Court Maintenance (4 locations)	Summer 2019
Digitization & Migration of Contract Documents	Summer 2019
I-275 Business Park Access Improvement	Summer 2019
Benches at Chilhowee Park	Summer 2019
Sheffield Drive Sidewalk Project	Summer 2019
Filling & Leasing of Propane Canisters	Summer 2019
Kingston Pike Complete Connections Project	Summer 2019
Cumberland Estates Recreation Center Roof	Summer 2019
Landscape material & Installation for the North Central Streetscapes Project	Summer 2019



Business Support

The Office of Business Support was created to help the business community navigate City regulations, policies and departments, making it easier to do business in Knoxville.

Patricia Robledo, the City's Business Liaison, crafted the *Business Resource Guide* to provide general information and an overview of the range of processes when establishing or expanding a business. For questions, please email Patricia at probledo@knoxvilletn.gov, or call (865) 215-3155.

knoxvilletn.gov/businesssupport



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We Want Your Business

Outreach and Networking Events

TDOT DBE Small Business Meeting

September 16 in Nashville. This is where business owners and key managers in the transportation construction industry can meet and network with local, state, and federal procurement specialists. This event is open to all businesses. Register at tylerengineers.com/meeting.



8(a) Federal Small Business Summit

September 30 in Nashville. Get your small business certified and expand your opportunities with the Federal Government. Learn how to qualify, apply, and utilize the certification to increase revenue. More info and registration at www.bit.ly/Drive8aSummit.



Business Opportunities & Technical Conference (Energy Technology and Environmental Business Association)

October 8-10 in Knoxville. Join more than 400 participants to learn about upcoming opportunities with prime contractors and government agencies in the energy, environmental & defense markets; network with key decision makers, teaming partners and potential clients. Tradeshow booths and sponsorships available. For more info, visit eteba.org.

