

SMALL BUSINESS CONNECTIONS



12th Annual Virtual Business Opportunities Breakfast

This year's Annual Business Opportunities Breakfast was held virtually with 327 registrants representing 180 small businesses (40%), 112 woman-owned businesses (25%) and 94 minority-owned businesses (21%). Each of them displayed overwhelming resilience amidst COVID-19 and post-pandemic recovery. Participation was strong. A survey showed attendees were interested in attending future outreach events whether held in-person or virtually.

Vendor Spotlight/Guy Brown, LLC

Guy Brown, LLC is a leading source of business solutions, office supplies & furniture. Established in 1997, their annual sales currently surpass \$200M with sales territories across all 50 states. As a Latinx woman-owned business, Guy Brown is certified by the [Tennessee Governor's Office of Diversity Business Enterprise \(GoDBE\)](#) as a MBE (minority business enterprise) and is registered as a vendor of the City of Knoxville. The City's dedicated account manager is Mr. Charlie Whiteaker 615-250-6687. To learn more, visit <https://www.guybrown.com/> or contact the [Small Business & Diversity Outreach Office](#).

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CITY OF KNOXVILLE

Recently Awarded Solicitations

AWARDS ISSUED WITHIN THE PAST 90 DAYS

The City of Knoxville continues to allow for online submissions of bids and proposals to avoid the need for vendors to attend in person. The City also broadcasts pre-bids, pre-proposals and bid openings via Zoom. Should you need assistance, please contact our office at (865) 215-2070.

Item Description	Awardee	Amount
2021 Pedestrian and Bicycle Pavement Marking	Superior Pavement Marking, Inc.	\$228,263
Amherst Road Slope Stabilization	Morgan Contracting, Inc.	\$887,025
Westland Drive Drainage Improvements Project	Ziggurat Development, LLC	\$40,613
Homelessness Street Outreach Social Services	Volunteer Ministry Center	\$157,798
Stage for Special Events	True Grip and Lighting, Inc.	\$35,300
Knuckleboom Loader	Public Works Equipment	\$186,587
Level II Concealable Body Armor/Ballistic Vests with Rifle Plate	Summit Uniform Solutions	\$49,775
Dump Trailers	Stringfellow, Inc.	\$477,158
Coker Avenue Sidewalk Project	Whaley Construction, LLC	\$772,702
Inflatable Rescue Boat	One Boat	\$11,862
Air Sweeper Truck	Public Works Equipment	\$241,900

SBA Small Business Assistance

The Small Business Administration (SBA) offers new COVID-19 Economic Injury Disaster Loans (EIDL) to businesses currently experiencing temporary loss of revenue. Products may be micro or full, and on both the SBA is the lender. As the name suggests, micro loans are smaller, ranging from \$1,000 to \$25,000 with no collateral or personal guarantee. Full loans range from >\$25,000 to \$500,000 and collateral is required if >\$25,000 and personal guarantee if >\$200,000. Both have a competitive 3.75% interest rate, a 30-year repayment period, may be deferred up to 24 months and can be used for payroll, rent, cost of goods sold (this includes business-related credit card debt), commercial debt and working capital. You must have been in business in January 2020. The deadline to apply is December 31, 2021 or until funds are exhausted.

Additional resources:

- [sba.gov/funding-programs/loans/covid-19-relief-options](https://www.sba.gov/funding-programs/loans/covid-19-relief-options)
- 800-659-2955, 8am to 8pm ET, Monday - Friday
- Local Resources Partners: [sba.gov/local-assistance/find](https://www.sba.gov/local-assistance/find) or [sba.gov/asistencia](https://www.sba.gov/asistencia)
- SBA's Newsletter: [sba.gov/updates](https://www.sba.gov/updates)
- PPP Forgiveness (loans \$150K and below): directforgiveness.sba.gov, 877-552-2692, 8am -8pm ET, Monday – Friday

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. 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
Cured-In-Place Pipe Project, Phase IV	Fall 2021
Blue Chip Mulch Supplier Contract	Fall 2021
Brown Hardwood Mulch Supplier Contract	Fall 2021
Gay Street "Street Furniture" Replacement	Fall 2021
Interstate High Mast Lighting Installation Project	Fall 2021
Streetlight and Traffic Signal Pole Inspection and Evaluation Process	Fall 2021
Atlantic Avenue Sidewalk Project	Summer 2021
Fort Kid Playground Project	Summer 2021
Palmetto Road & Sullivan Road Sidewalk Phase II Project	Summer 2021
Sevier Avenue Improvements Project	Summer 2021
Texas Avenue Sidewalk Project	Summer 2021
West Hills Park Tennis Court Addition Project	Summer 2021
Horticulture Mowing Contracts	Summer 2021

Do you Know?

Bid tabulation forms (also known as Bid Tabs) are regularly used by the Purchasing Department to provide specific information related to Request for Quotes and Invitations to Bids. Bid tabulation sheets are conveniently located at the bottom of the page and provide access to the detailed information i.e. department name, buyer's name, bidder names and bid amounts. Bid tabulation forms are intended for informational purposes only and not notification of award.

The City of Knoxville provides access to sealed solicitations at www.knoxvilletn.gov/bids.

Outreach and Networking Events



Hensel Phelps Knoxville, TN Outreach - August 27, 2021 Asheville Regional Airport - Terminal Modernization Project. Jacob Building at the Chilhowee Park & Exposition Center 9-11:00 a.m. ET. [Register here](#). [Project information](#), direct construction opportunities and subcontracting opportunities will be presented. Deadline to pre-qualify is September 1, 2021. [Complete form here](#).



HoLa Festival 2021: Sept. 25-26, World's Fair Park Performance Lawn, 11th St. & Clinch Ave. For more information, visit: <https://holahorlatina.org/hola-festival/>.



U.S. Small Business Administration (SBA): 1st SBA TN Business Development Academy (BDA) statewide cohort & the 1st US Dept. of Transportation (US DOT) Nashville cohort. Virtual. Find subcontracting opportunities before taking the big leap as a prime contractor– be it with federal, state, or local government. [Register here](#).

Additional Resources:

1. Knox County Health Department (KCHD). (2021, July 29) Data. Coronavirus Disease 2019 (COVID-19). <https://covid.knoxcountyttn.gov/case-count.html>
2. Centers for Disease Control and Prevention (CDC). (2021, July 29) COVID-19 Integrated County View. COVID Data Tracker. <https://covid.cdc.gov/covid-data-tracker/#county-view>
3. U.S. Bureau of Labor Statistics (BLS). (2021, July 29) Latest Numbers. U.S. Bureau of Labor Statistics. <https://www.bls.gov/>
4. Tennessee Dept. of Labor & Workforce Development. (2021, July 22) Labor Force Estimates. Reports. <https://www.tn.gov/workforce/general-resources/major-publications0/major-publications-redirect/public-reports-redirect/labor-force-estimates.html>
5. American Rescue Plan: https://www.whitehouse.gov/american-rescue-plan/?utm_medium=email&utm_source=govdelivery
6. Knoxville Area Transit has established a Diversity Business Enterprise (DBE) program in accordance with regulations of the U.S. Department of Transportation (DOT), 49 CFR Part 26, and has received Federal financial assistance from the Department of Transportation. The policy can be viewed here: <https://katbus.com/246/2174/DBE-Policy-Statement>



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- @BizWithCityKnox
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We Want Your Business

Across all departments, the City of Knoxville spends more than \$100 million each year on an array of goods and services.