

City Business Breakfast



CITY OF KNOXVILLE

June 14, 2017

Presentations

Purchasing Division

Fleet Services &
Knoxville Area Transit (KAT)

Engineering &
Redevelopment Departments

Police & Fire Departments

Parks & Recreation &
Public Service Departments

Community Development Department &
Knoxville's Community Development Corporation (KCDC)

Knoxville Utilities Board (KUB)

Public Building Authority (PBA)

Purchasing Division



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/purchasing
 - 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/purchasing 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

- Sherry Bennett, Small Business Specialist
 - (865) 215-2293
 - Sbennett@knoxvilletn.gov
- Boyce Evans, Purchasing Agent
 - (865) 215-2069
 - Bhevens@knoxvilletn.gov
- Pamela Cotham, Assistant Purchasing Agent
 - (865) 215-4032
 - PCotham@knoxvilletn.gov



QUESTIONS?



Fleet Services Department

&

Knoxville Area Transit

FLEET SERVICES DEPARTMENT BREAKFAST FOR BUSINESS



CITY OF KNOXVILLE

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.

FLEET SERVICES CONTACT LIST



KEITH SHIELDS, DIRECTOR	215-2150
NICK BRADSHAW, DEPUTY DIRECTOR	215-2529
KERI COLLINS, FLEET COORDINATOR	215-6249
DAVID HOLIWAY, IMPOUND SUPERVISOR	215-6215
JEFF JOHNSTON, VEHICLE SHOP MANAGER	215-6188
NICK SPINE, STORE SYSTEMS MANAGER	215-6208
JOE HOLLOWAY, ADMINISTRATIVE TECHNICIAN	215-2529
MICHELLE BLACK, EXECUTIVE ASSISTANT	215-2684

Blanket PO's with Expiration Dates



➤ Bulk Motor Oil	July 2017
➤ Propane	July 2017
➤ Filters	July 2017
➤ Pursuit Tires	July 2017
➤ Uniforms	August 2017
➤ Batteries	August 2017

KNOXVILLE AREA TRANSIT BREAKFAST FOR BUSINESS



CITY OF KNOXVILLE

KAT CONTACT LIST



Si McMurray **865-215-7803**
Chief Maintenance Officer

Mike Bannon **865-215-7838**
Parts Department Manager

Garrett Watts **865-215-7837**
Revenue & Procurement Specialist

Business Opportunities



- Mobile Passenger App
- Summit Hill Pedestrian Pathway
- Magnolia Facility Gate System Upgrade
- Fuel Management System
- Bus Stop Shelters
- Bus Parts and Supplies



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

For More Information, Contact:

Ross Webb

1-888-370-3647

ross.h.webb@tn.gov

Engineering
&
Redevelopment
Departments



CITY OF KNOXVILLE

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



June 14, 2017

Annual Business Breakfast



2017 Citywide Facilities Paving Project

Designer: City of Knoxville

Design Phase: May – June 2017

Bid & Award Phase: July – August 2017

Construction Phase: September - November 2017



Sheffield Drive Parking Lot at
West Hills / John Bynon Park



Solid Waste Facility at Elm Street

This project consists of paving the Parking lot at West Hills / John Bynon Park near Sheffield Drive and the parking lot at the Solid Waste Facility at Elm Street.





CITY OF KNOXVILLE
MADELINE ROGERO, MAYOR



Northwest Middle School Greenway

2017 Trail and Parking Lot Resurfacing Project

Designer: City of Knoxville

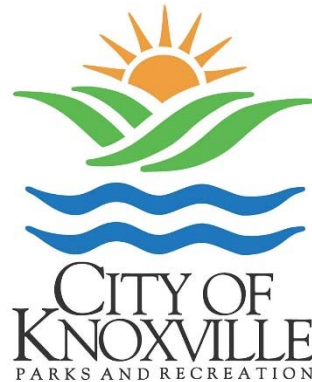
Design Phase: May – June 2017

Bid & Award Phase: July – August 2017

Construction Phase: September 2017 – January 2018



Milton Roberts Recreation Center



N Winston Road Parking Lot at
West Hills / John Bynon Park

This project includes resurfacing the Northwest Middle School Greenway, the parking lot at West Hills / John Bynon Park near N Winston Road and the parking lot at the Milton Roberts Recreation Center.



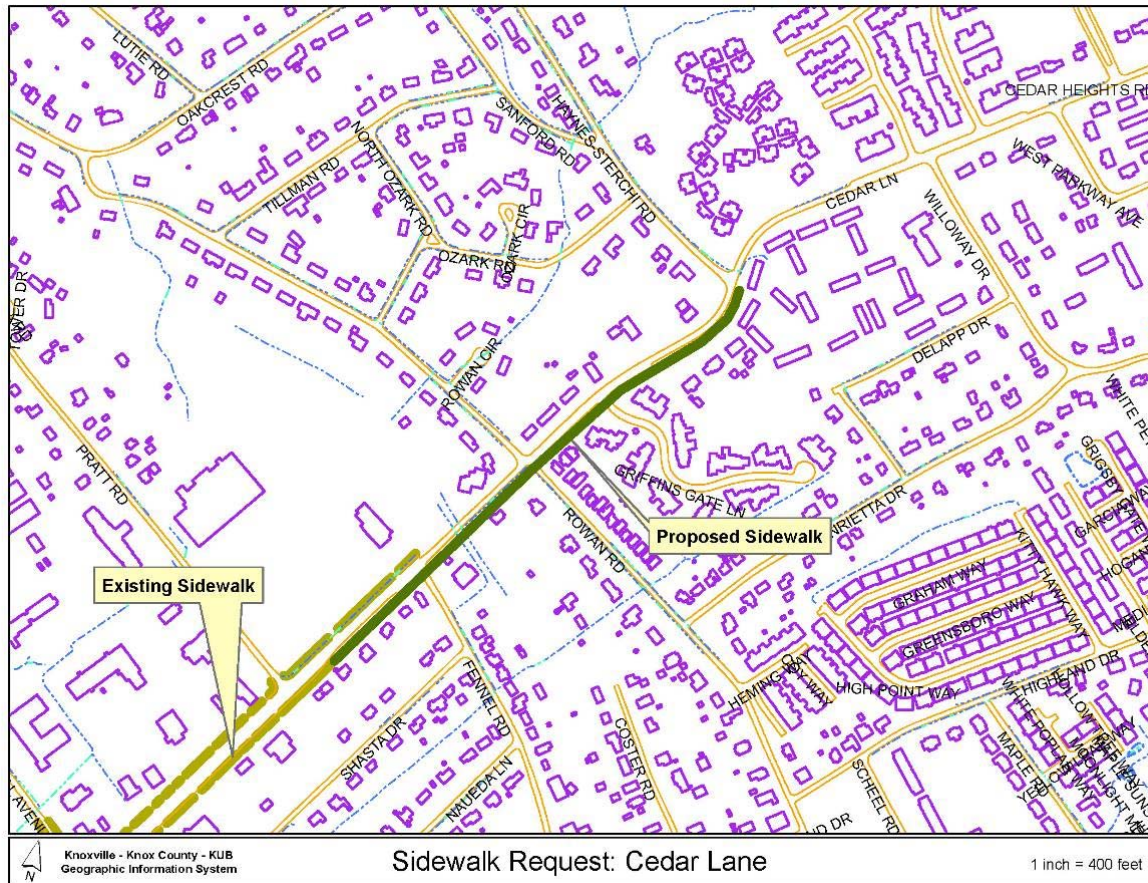
Engineering and Redevelopment – Annual Business Breakfast – June 14, 2017



Designer: Vaughn &
Melton Consulting
Engineers, Inc.

Bid & Award Phase:
July – August 2017

Construction Phase:
September 2017 –
January 2018





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Fire Headquarters Driveway Project

Designer: Foundation Systems Engineering, P.C.

Design Phase: June 2017 Bid & Award Phase: July – August 2017

Construction Phase: September 2017



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Grainger Avenue Bridge Replacement Project

Designer: Civic Information & Technologies

R-O-W Phase: January – May 2017

Bid & Award Phase: June – August 2017

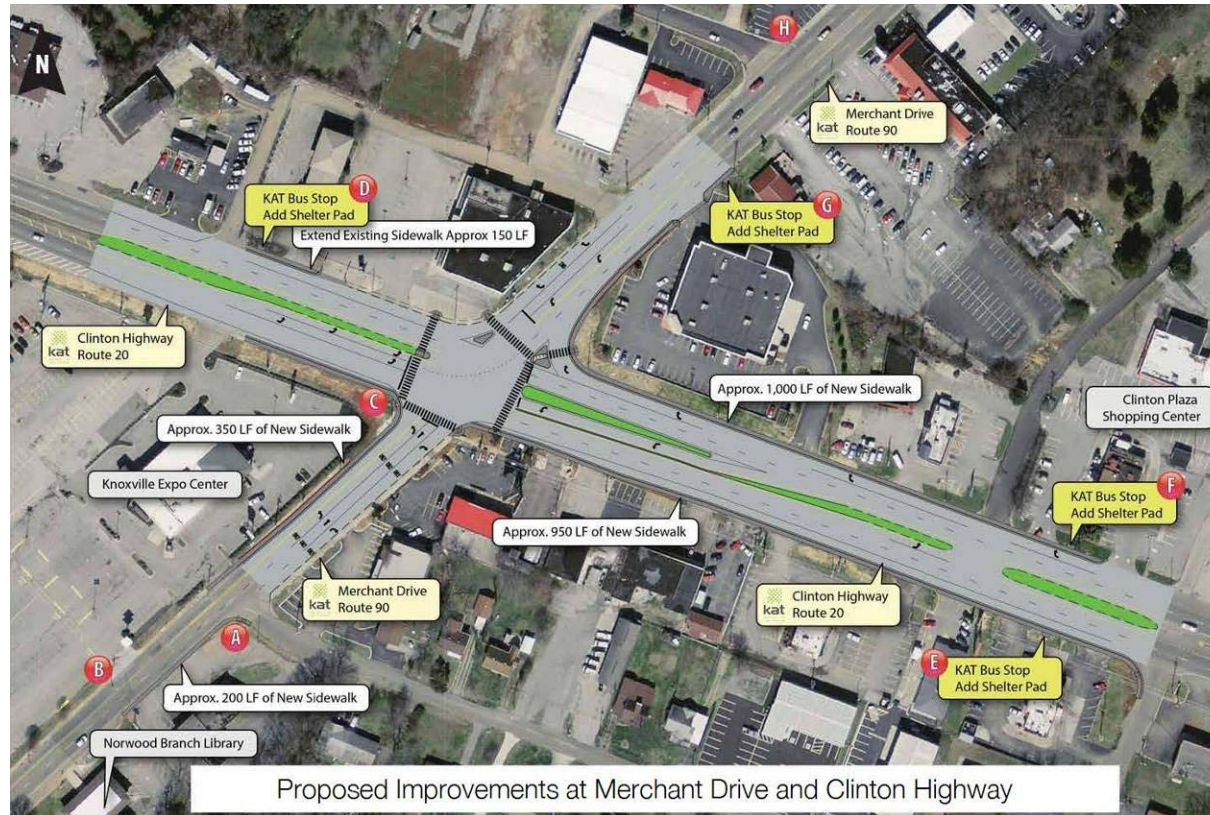
Construction Phase: September 2017 – June 2018



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Merchant Drive at Clinton Highway Intersection Improvements Project

Designer: Gresham Smith & Partners

R-O-W Phase: January – May 2017

Bid & Award Phase: June – August 2017

Construction Phase: September 2017 – May 2018



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N Central Street Streetscapes

Designer: Vaughn & Melton
Consulting Engineers, Inc.

Bid & Award Phase:
Summer 2017

Construction Phase:
Fall 2017
(estimated 15 months)



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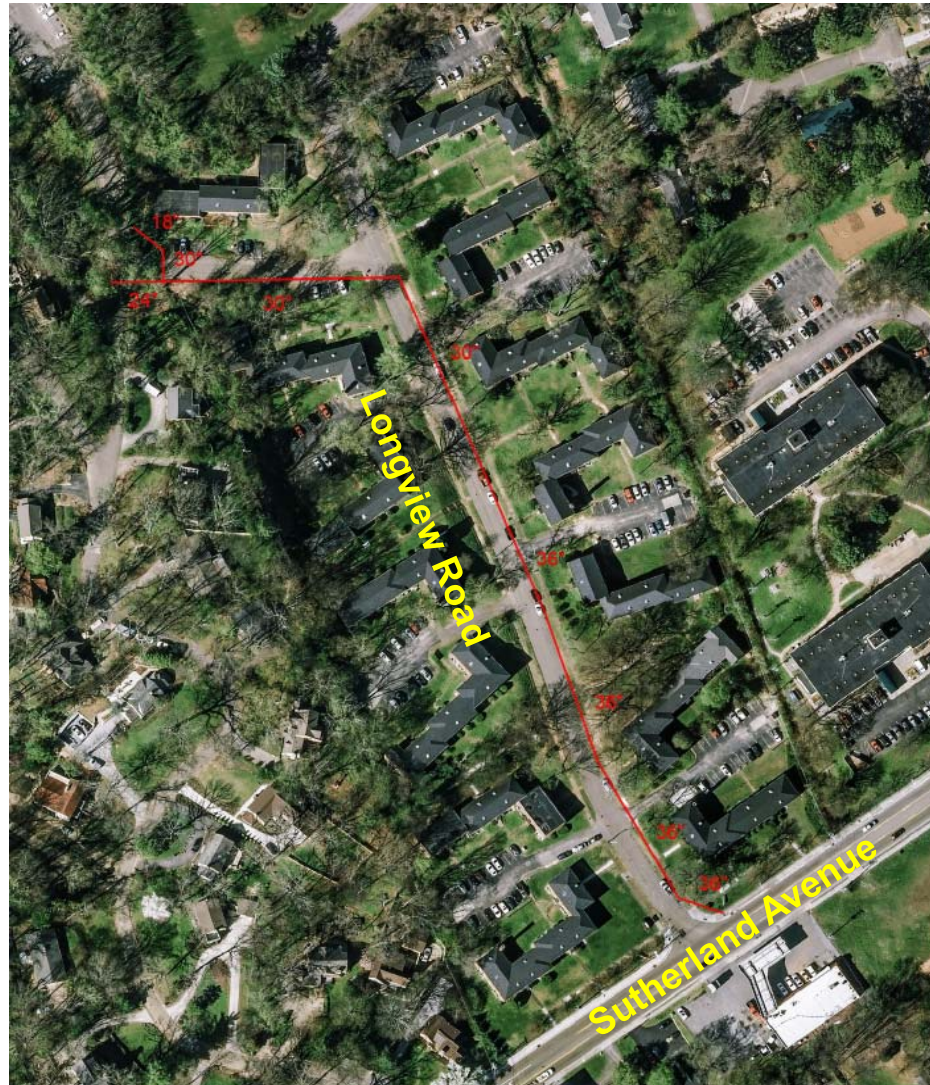
CITY OF KNOXVILLE
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2017 Large-Diameter Cured-in-Place-Pipe Project

Designer:
Littlejohn, an S&ME Company

Bid & Award Phase:
Summer 2017

Construction Phase:
Summer - Fall 2017



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8" Mainline Crawler with Camera Head

Bid & Award Phase:
Fiscal Year July 2017 – June 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:
Fiscal Year July 2017 – June 2018

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





Future Water Quality Projects

Designer: TBD

Design Phase: July 2017 – December 2017

Bid & Award Phase: Summer 2017

Construction Phase: July 2017 - Summer 2018





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S Castle Street Sidewalk Project

Designer: KHA FRA
Engineering Consultants

R-O-W Phase:
January – April 2017

Bid & Award Phase:
June – August 2017

Construction Phase:
September – December
2017



S Castle Street from Claude Walker Park ~ Looking North



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Neighborhood Drainage Phase II Project

Designer: McGill Associates

R-O-W Phase: January – June 2017

Bid & Award Phase: July - September 2017

Construction Phase: October 2017 – February 2018





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2017 Sidewalk Replacement Phase II Project

Designer: City of Knoxville

Design Phase:
May – July 2017

Bid & Award Phase:
August – September 2017

Construction Phase:
October 2017 – June 2018



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Fire Headquarters Roof Project

Designer: Sanders Pace Architecture LLC

Design Phase: June – July 2017 Bid & Award Phase: August – September 2017

Construction Phase: October 2017



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Fort Dickerson Parking Lot Improvements

Designer: Sanders Pace Architecture LLC

Design Phase: January – July 2017

Bid & Award Phase: August – September 2017

Construction Phase: October 2017 – April 2018



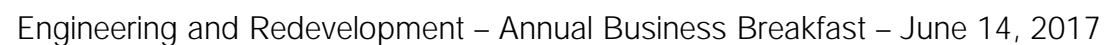
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Designer: CDM Smith

Bid & Award Phase: August – September 2017

Construction Phase: October - November 2017





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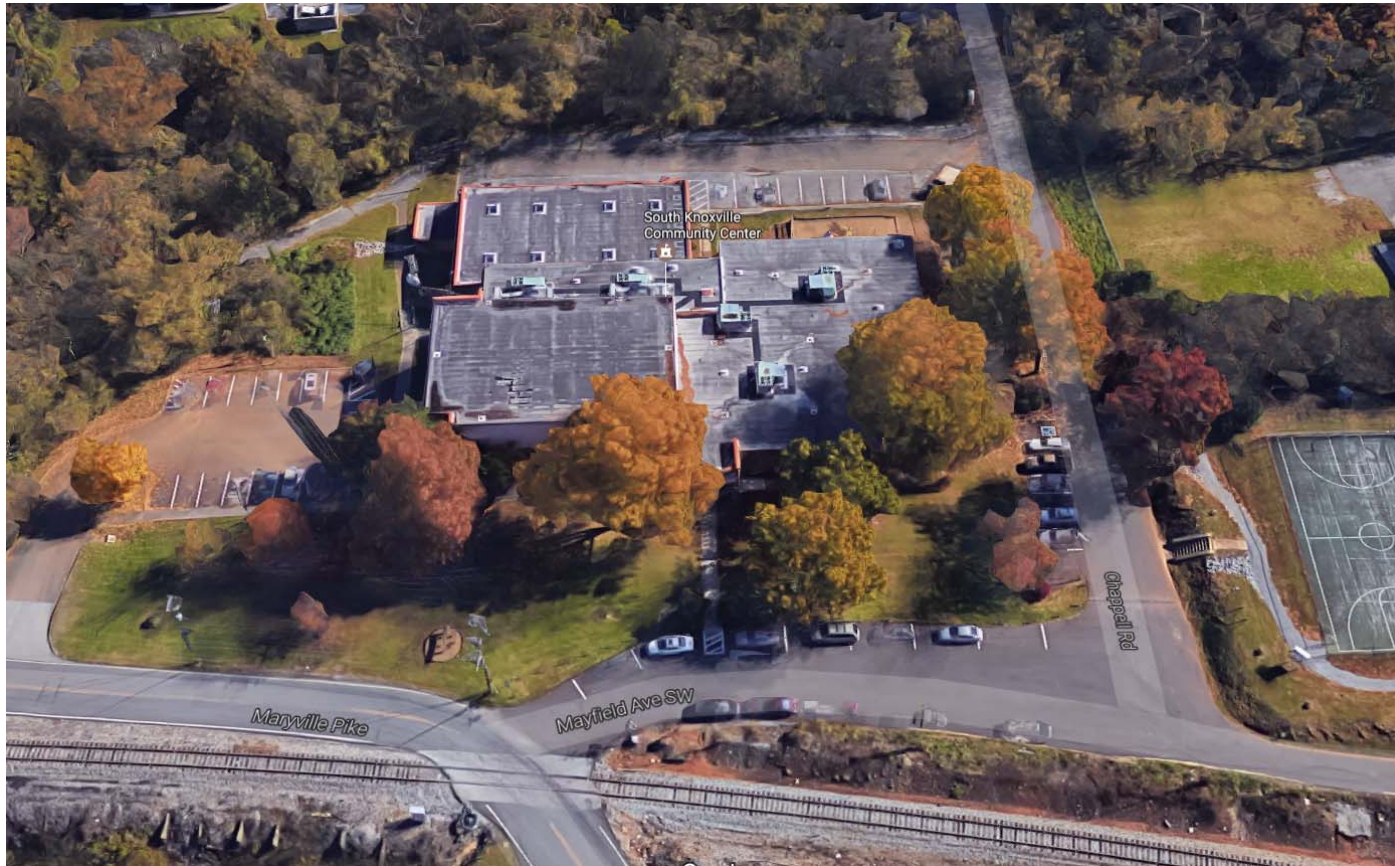
South Knoxville Community Center Roof Project

Designer: TBD

Design Phase: June – July 2017

Bid & Award Phase: August – September 2017

Construction Phase: October 2017



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2018 Curb Cuts Project

Designer: City of Knoxville

Design Phase: June – August 2017

Bid & Award Phase: September – November 2017

Construction Phase: December 2017 – September 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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Chapman Highway at Stone Road Intersection Improvements Project

Designer: City of Knoxville

R-O-W Phase:
July – September 2017

Bid & Award Phase:
October - November 2017

Construction Phase:
December 2017 – April 2018



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Prosser Road Impound Building Project

Designer: Thomas Caldwell, Architect

Design Phase: January – August 2017 Bid & Award Phase: September – November 2017

Construction Phase: December 2017 – July 2018



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Jackson Avenue Ramps Project

Designer: : Vaughn & Melton Consulting Engineers, Inc.

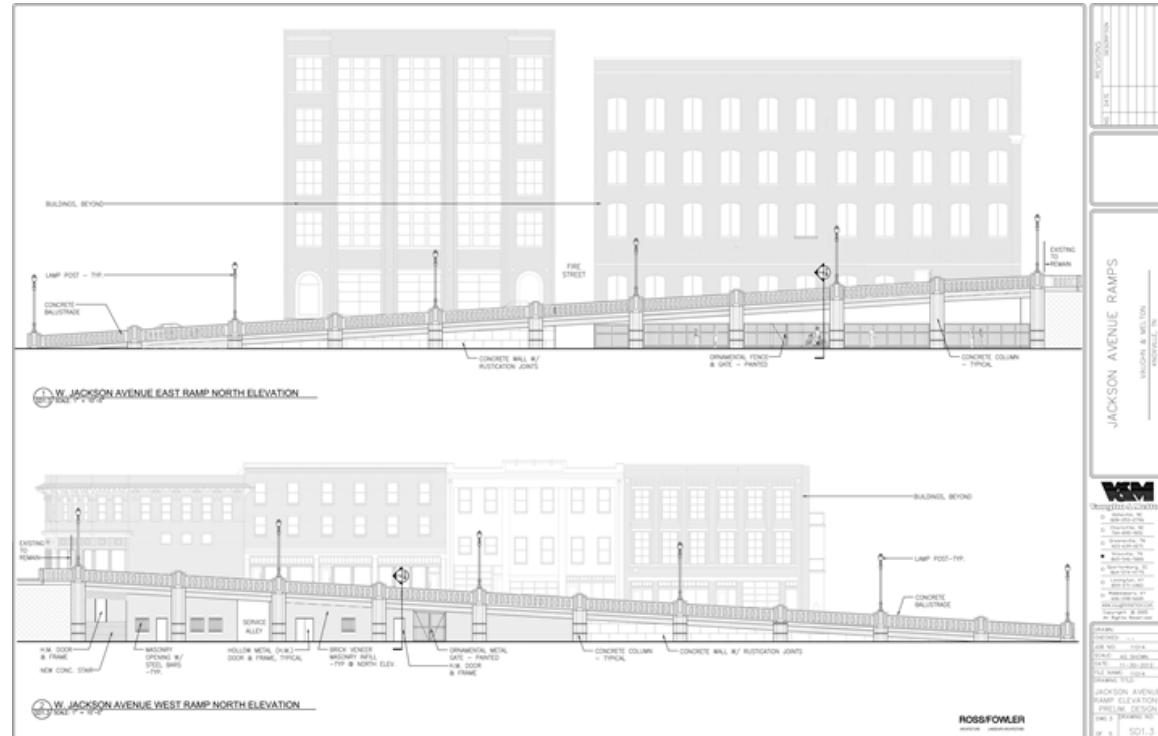
R-O-W Phase: January – September 2017

Bid & Award Phase: October – December 2017

Construction Phase: January – December 2018



Existing Ramps



Jackson Avenue Ramps Concept



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Kingston Pike Complete Connections Project

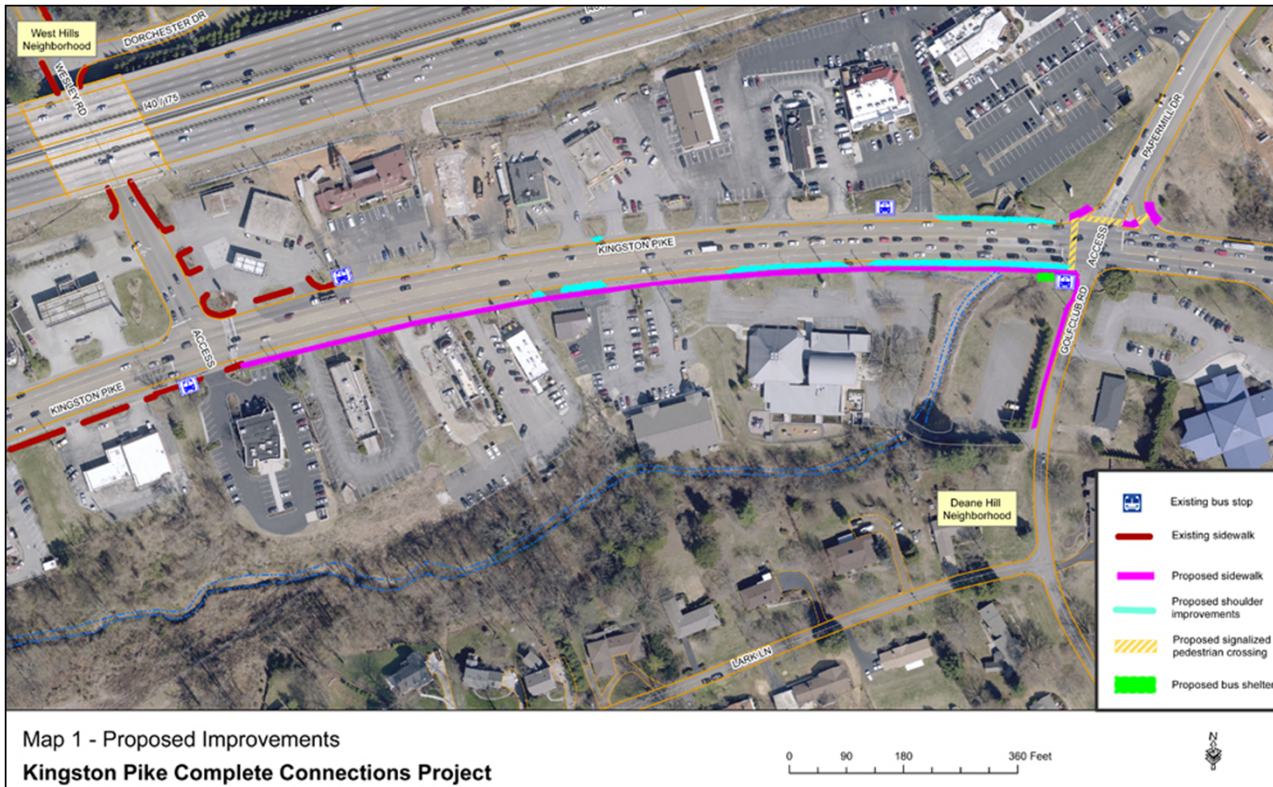
Designer: CDM Smith

Design Phase:
January – May 2017

R-O-W Phase:
June – September 2017

Bid & Award Phase:
October – December 2017

Construction Phase:
January - August 2018



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600 Block of Market Street Project

Designer: City of Knoxville

Design Phase:
January – June 2017

R-O-W Phase:
July – October 2017

Bid & Award Phase:
November 2017 – January
2018

Construction Phase:
February – May 2018



600 Block of Market Street – Looking South



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Mineral Springs Bridge Replacement Project

Designer: : Alfred Benesch & Company

R-O-W Phase: February – November 2017

Bid & Award Phase: December 2017 – January 2018

Construction Phase: February – September 2018



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Cal Johnson Recreation Center Renovation Project

Designer:
McCarty Holsaple McCarty, Inc.

Design Phase:
July – December 2017

Bid & Award Phase:
January – February 2018

Construction Phase:
March – October 2018



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2018 Resurfacing Project

Designer: City of Knoxville

Design Phase: June – November 2017

Bid & Award Phase: December 2017 – February 2018

Construction Phase: March – October 2018



New Pavement Along Baxter Avenue



Milling Along Cherokee Boulevard





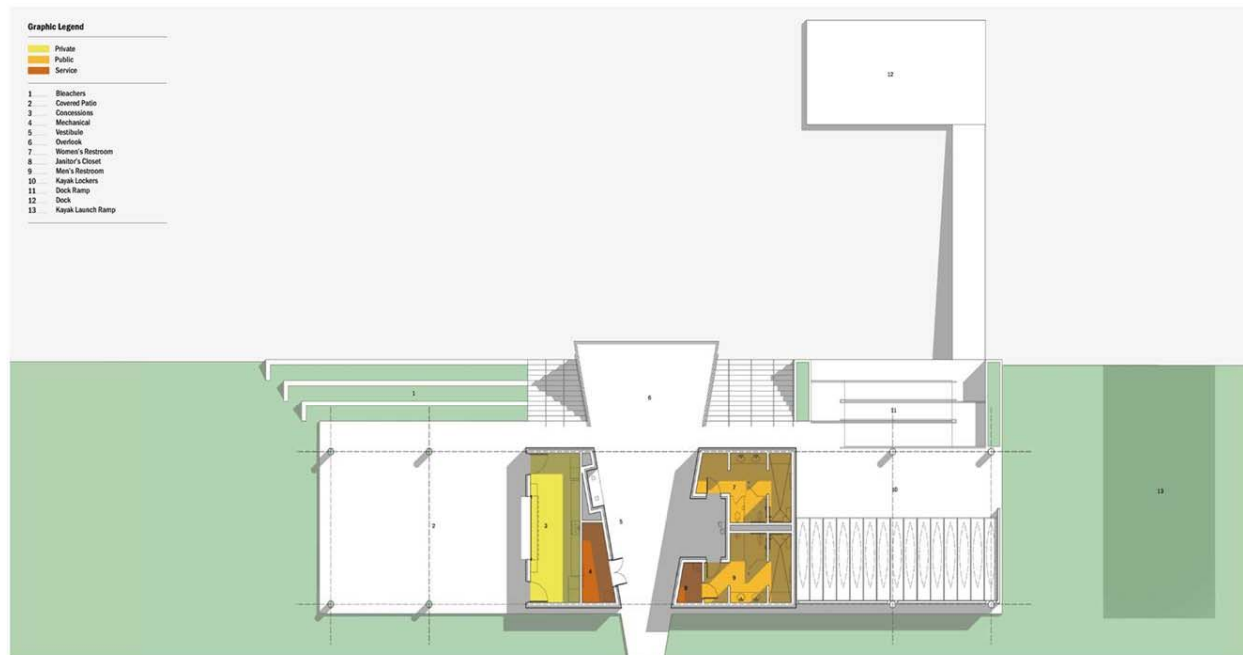
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Suttree Landing Park - Boathouse/Pavilion

Designer: Studio Four Design

Bid & Award Phase: Fall/Winter 2017

Construction Phase: Spring 2018



Pavilion & Boathouse at Suttree Park
Knoxville, Tennessee

These drawings are for communication of design intent only
and are not intended for construction or fabrication.

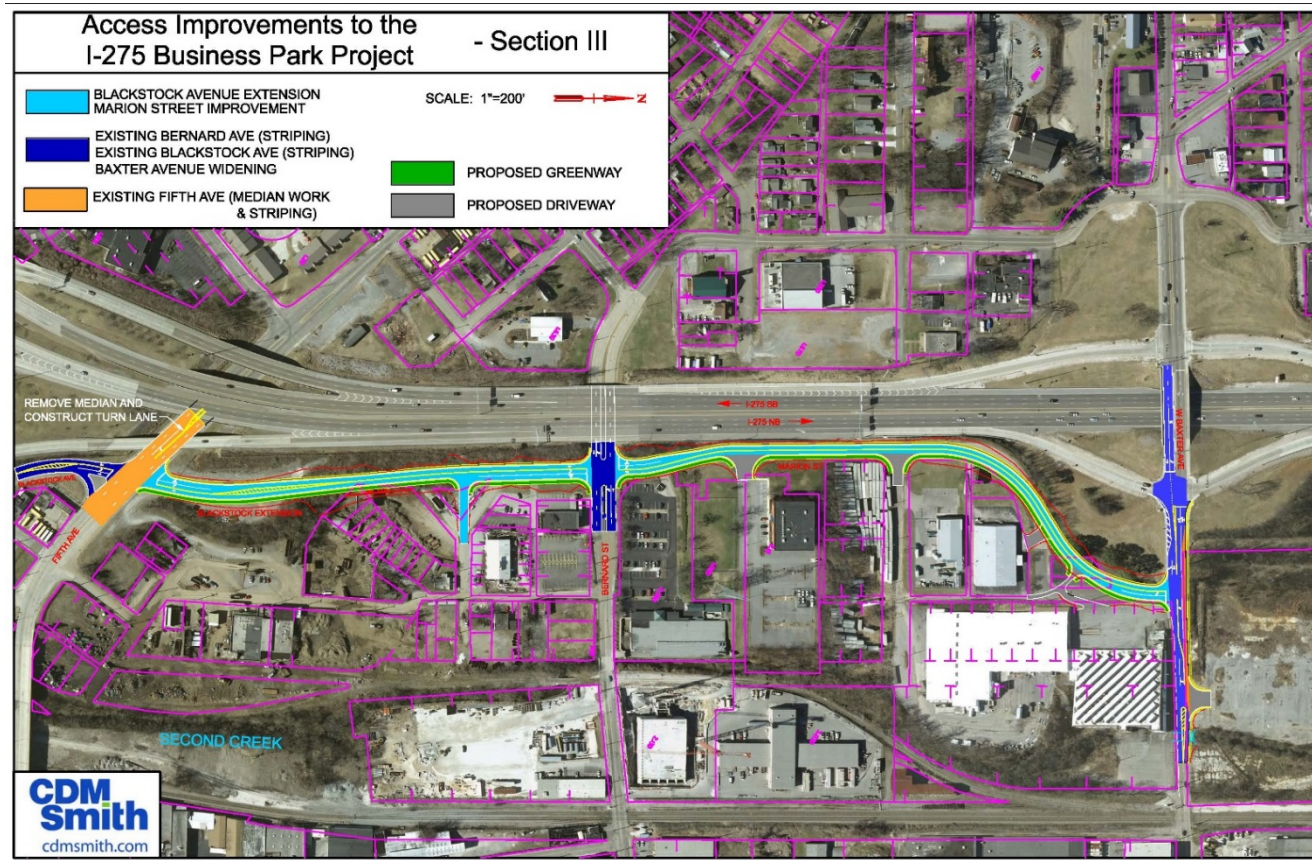
**STUDIO
FOUR
DESIGN** INC.



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I-275 Business Park Access Improvements Project

Designer: CDM Smith

R-O-W Phase: January – December 2017

Bid & Award Phase: January – March 2018 Construction Phase: April 2018 – April 2019



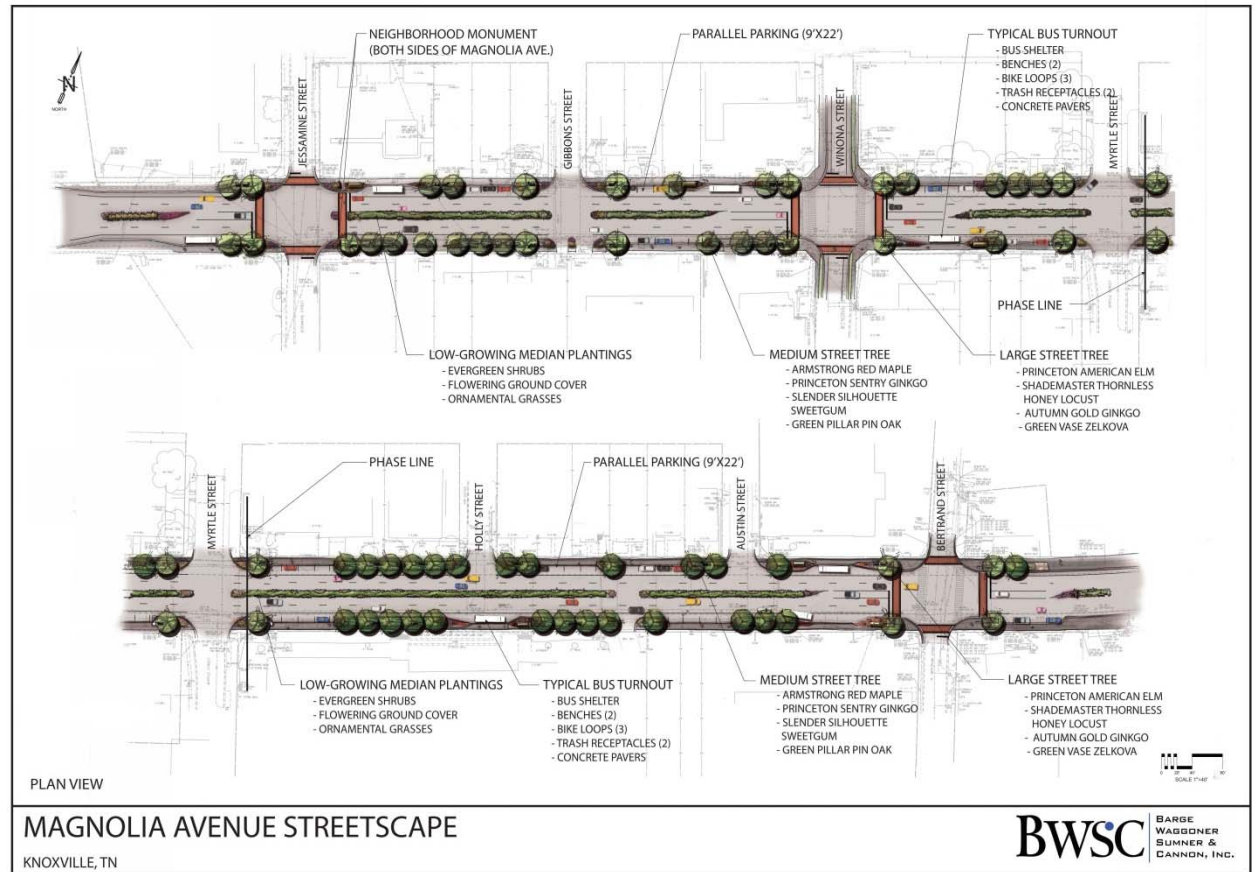
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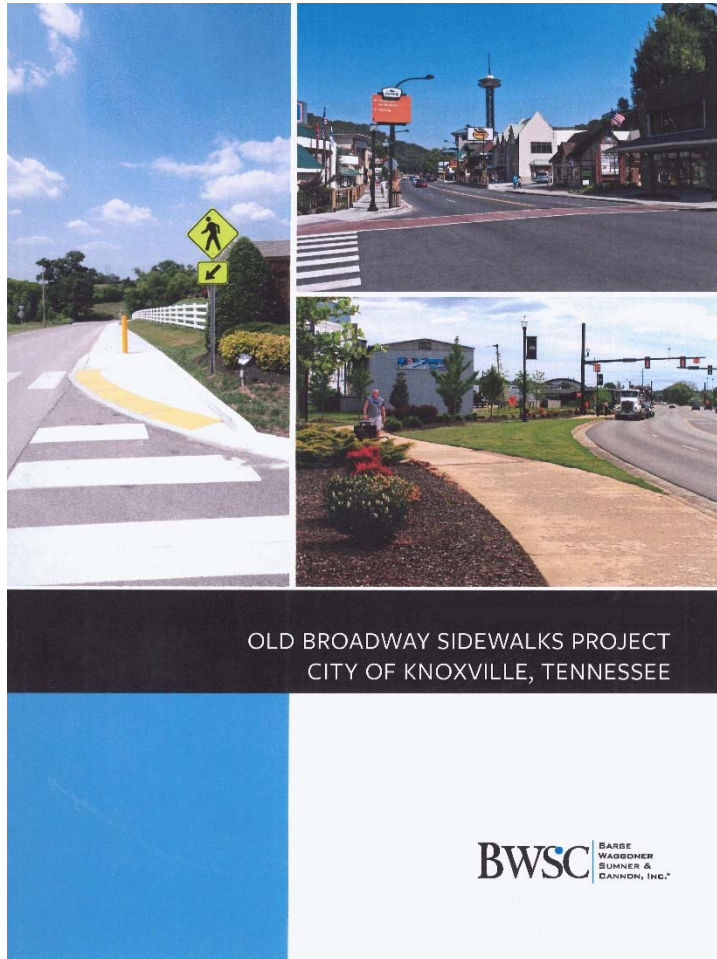


Designer: Barge Wagoner
Sumner & Cannon Inc.

Bid & Award Phase:
Winter 2018

Construction Phase:
Spring 2018





Old Broadway Sidewalks Project

Designer: Barge Waggoner Sumner and Cannon, Inc.

Design Phase: January – June 2017

R-O-W Phase: July – December 2017

Bid & Award Phase: January – March 2018

Construction Phase: April – December 2018





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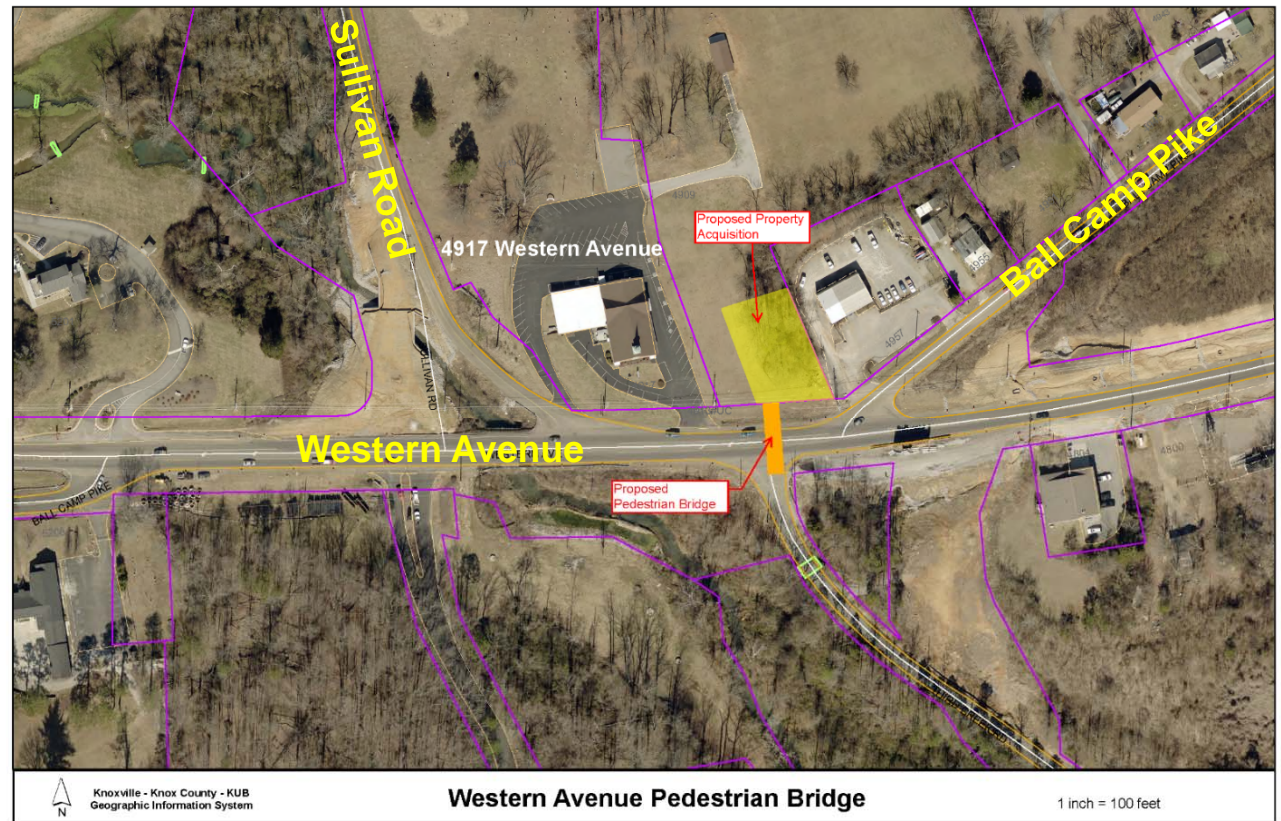
Western Avenue Pedestrian Bridge Project

Designer: Burchart Horn

Design Phase:
January – December 2017

Bid & Award Phase:
January – March 2018

Construction Phase:
April – May 2018



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Amherst Road Slope Stabilization Project

Designer: Foundation
Systems Engineering, P.C.

Design Phase:
January – December 2017

R-O-W Phase:
January – April 2018

Bid & Award Phase:
May – July 2018

Construction Phase:
August – November 2018



South Edge of Amherst Road – Looking West





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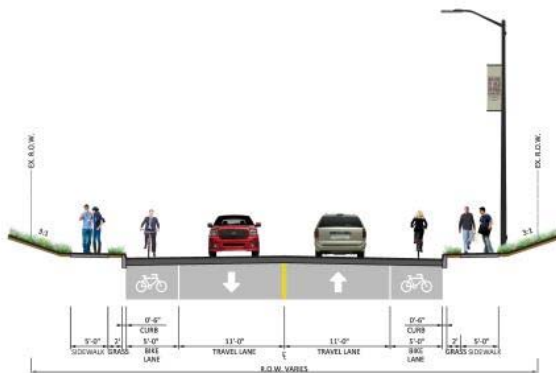
Sevier Avenue Streetscapes (Davenport Road to Island Home Avenue)

Designer: Vaughn & Melton Consulting
Engineers, Inc.

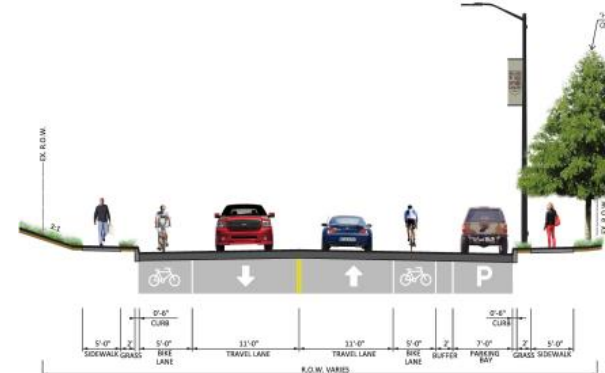
Right-of-Way Phase: Summer 2017 – Fall 2018

Bid & Award Phase: Winter 2018

Construction Phase: Spring 2019



SEVIER AVENUE EAST/WEST LOOKING EAST
FROM DAVENPORT ROAD TO DIXIE STREET



SEVIER AVENUE EAST/WEST LOOKING EAST
FROM DIXIE STREET TO FOGGY BOTTOM STREET



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Broadway Streetscapes Project

Designer: TBD

Design Phase: October 2017 – December 2019

R-O-W Phase: January – June 2020 Bid & Award Phase: July – September 2020

Construction Phase: October 2020 – April 2021



Engineering and Redevelopment – Annual Business Breakfast – June 14, 2017



Engineering Department Tool and Supplies To Be Purchased

Fiscal Year July 2017 – June 2018

- **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





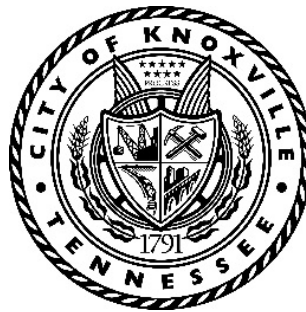
CITY OF KNOXVILLE

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

www.knoxvilletn.gov/engineering

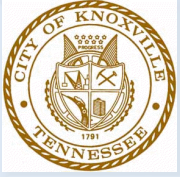


Dawn Michelle Foster

Redevelopment Director

www.knoxvilletn.gov/redevelopment

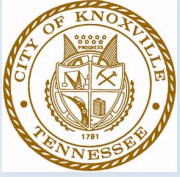
Police & Fire Departments



Knoxville Police Department Projects 2017/2018



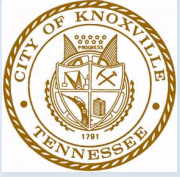
Date	Project	Cost
2018	Police K9 Facility	



Knoxville Police Department Contracts 2017/2018



Date	Contract
July 2017	Janitorial Services for KPD Training Academy /Safety City/5th Ave.
Aug 2017	Pest Control for 7 police facilities
Sept 2017	Janitorial services for East District precinct and Safety Education offices
Nov 2017	Safety Building Janitorial
March 2018	Mowing/Landscape services for Safety City
April 2018	<ul style="list-style-type: none">• Elevator Service for Safety Building• Mowing Service for KPD Training Facility
June 2018	<ul style="list-style-type: none">• Water Treatment for Safety Building



Knoxville Police Department Projects 2017/2018



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 2017& February 2018	



Knoxville Fire Department

Stan Sharp, Chief

BUSINESS BREAKFAST

June 14, 2017

Purchasing Opportunities-July 2017 thru June 2018



KFD Locations

- 19 Fire Stations throughout the city
- Administrative Office
- EMS Office
- Training Academy
- Fire Investigations Division
- Fire Prevention Bureau



Station Supplies

- Janitorial Supplies (cleaners, mops, brooms, paper products, soap, trash bags, etc.)
- Vehicle Cleaning Supplies (soap, wax, polish, tire dressing, etc.)



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
- Zoll Cardiac Monitor accessories (pads, batteries, electrodes, etc.)



Public Education

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





Other Items

- Zoll Cardiac Monitors
- Fire Station Remodeling (materials & labor)
- Paving at Headquarters
- Sprinkler Systems At Fire Stations

Parks and Recreation
&
Public Service Departments



CITY OF KNOXVILLE
PARKS AND RECREATION

Joe Walsh, 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: 7.3 Million

PARKS & GREENWAYS BY THE NUMBERS

As of 5/26/2017

61 
Parks with Play Structures

2,315
Acres of City Parks

46.7
Miles of
Greenways

66.2
Miles of Trails

94
City
Parks

5 
Swimming Pools
3 Indoor / 2 Outdoor


3,100
Acres of Public
Space in the City



Golf **3** 
Courses

11 Community Centers
2 Senior Centers

15 Rentable
Facilities/Buildings

11 
Rentable
Shelters

4 Dog Parks 

4 
Play Fountains/
Splash Pads

**Dynamic Recreation
Program**

11 
Fishing Areas



After School Program &
Summer Program


10 
sites
*...a fun place to
play and learn!*

9 
River Access Points

 **KNOXVILLE'S
URBAN WILDERNESS**

Playing Fields

65 
Diamonds

 **18**
Rectangles

3 Open fields with
backstops

2 

22 
Outdoor
Basketball
Courts

3 Courses

Golf

 **46**
Tennis Courts

10 Outdoor
21 Indoor 

Community Band




<https://www.facebook.com/KnoxvilleRecreation>

<https://www.twitter.com/KnoxvilleParks>

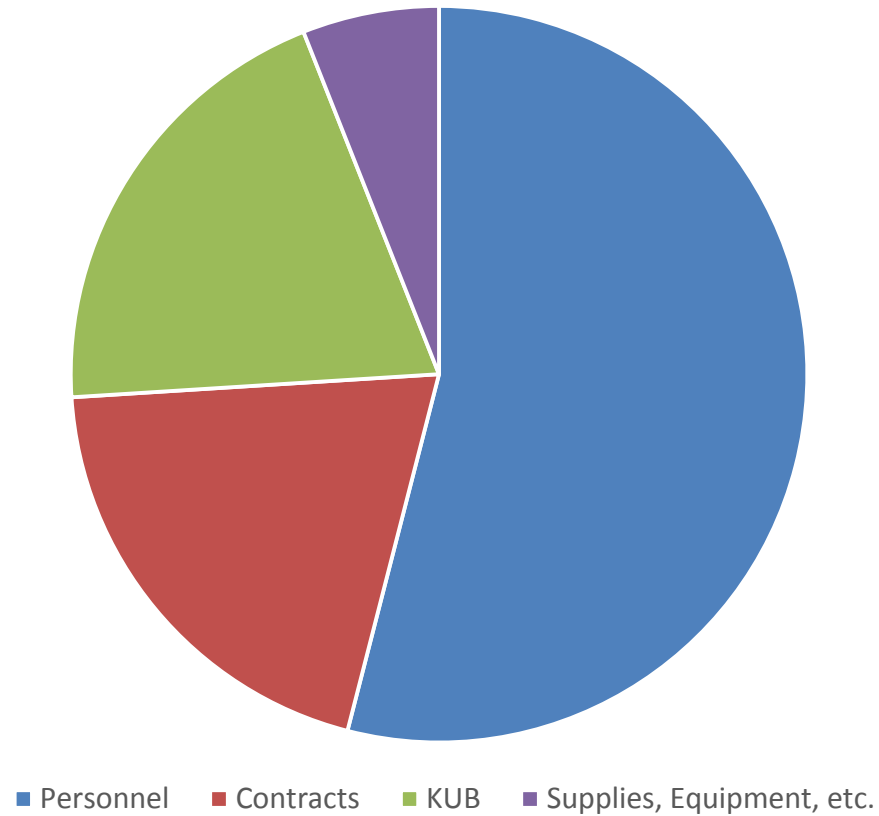
<https://instagram.com/KnoxvilleRecreation>

www.knoxvilletn.gov/recreation



Budget Overview

Percentage



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

2017-2018 Capital Projects Funded

- \$1,000,000 for Greenways
- \$200,000 for ballfields, playgrounds, tennis/pickleball courts
 - Court resurfacing, crack repairs, lighting, fences, etc
- \$1,700,000 for Urban Wilderness
- \$275,000 for security cameras at facilities (with other Public Works Departments)

2017-2018 Potential Purchases

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

Questions & Answers

Contact Information:

Aaron Browning

(865) 215-1700

abrowning@knoxvilletn.gov

CITY OF KNOXVILLE

PUBLIC SERVICE DEPARTMENT

Mayor Madeline Rogero

Christi Branscom, COO & Deputy to the Mayor

David Brace, Public Works Director

Chad Weth, Director

Sheryl Ely, 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 2017/2018

- ▶ Project: **Roof/HVAC Program**
- ▶ Schedule: Multi-Year Program = \$200,000
- ▶ Needs: Often smaller projects requiring:
 - Parts suppliers
 - Contractors to complete the work or portions of a job
- ▶ Three re-roofing projects are tentatively scheduled for 17/18: LT Ross Building, Fire Station Headquarters, and South Knoxville Community Center

CAPITAL PROJECTS 2017/2018

- ▶ 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 #12 and 18 are an example of recently upgraded facilities.

CAPITAL PROJECTS

2017/2018

- ▶ **Project: Public Works Complex and Other Sites for Security/Surveillance**
- ▶ **\$275,000**
- ▶ **Needs: Security/Surveillance System for Public Works Complex and other scattered locations of City owned buildings and property.**

CAPITAL PROJECTS 2017/2018

- ▶ Project: **Fleet Additions**
- ▶ Transportation Truck for Construction (\$135,000)
- ▶ 4 pick-up trucks and trailers for mowing equipment (\$130,000)
- ▶ Recycling Truck for Downtown (\$90,000)
- ▶ Concrete Grinder for Construction (\$56,000)

GRANT AWARD

- ▶ Project: **Household Hazardous Waste Facility Upgrades**
- ▶ Needs:
 - HHW mobile collection vehicle; Similar to a box truck
 - Facility renovations to include: plumbing, electric, flooring, venting, roofing, etc.

PSD CONTRACTS

- ▶ While these are not up in 2017/18, 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 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
Dept.

&

Knoxville's Community
Development Corporation



CITY OF KNOXVILLE
MADELINE ROGERO, MAYOR

Community Development Department
Becky Wade, Director

Business Opportunities Event

June 14, 2017

Overview of Opportunities

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

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.

ADA Facility Upgrades

- Making City facilities accessible per ADA
- \$1M
- Renovations include:
 - Parking access, entrances, rest room upgrades, connecting amenities in parks via accessible pathways
- For more information, contact **Stephanie Cook**, ADA Coordinator, at 865-215-2034.

Thank You for Attending!

www.knoxvilletn.gov/development

City of Knoxville
Community Development Department
865-215-2120

KCDC

Business Opportunities

Fiscal Year 18

(July 1, 2017 through June 30, 2018)



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 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 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 3,551 apartments
- KCDC has 4,030 vouchers (Section 8 program)
- KCDC has 150 employees
- KCDC contracts out most services
- KCDC buys most items to maintain its apartments and to run 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 federal “Davis Bacon” wage requirements if 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 Opportunities in FY18

Title	Timeline
Brick Sealing at Western Heights	Fall
Forklift (used) at Cagle Terrace	July
Kitchen Cabinet Re-Facing at Cagle Terrace	Fall
Painting of Hallways at Cagle Terrace	Fall
Porch Post Replacement at Western Heights	Fall
Renovation Services at Passport Homes & Residences	Spring
Renovations Services at The Verandas	Spring
Vacant Apartment Make Ready Services	Fall

Anticipated Opportunities in FY18

Title	Timeline
Construction of Five Points Phase 3	Fall
Demolition of the Lee Williams Complex	Summer
Phase 3 Infrastructure Work at Five Points	Summer
Project Based Vouchers	Summer
Renovation Services at Montgomery Village	Spring

Anticipated Opportunities in FY18

Indefinite Quantity/Indefinite Delivery Opportunities

Title	Timeline
Appliance Parts and Supplies	October
Biometric Screening & Health Coaching Services	October
Custodial Services for KCDC's Main Office	June/July
Fire Extinguisher Services	February
HVAC Services	October
Industrial Supplies	September
Plumbing Parts & Supplies	August
Printing Services	November
Signage	October
Vacant Apartment Painting Services	October

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!
- 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"

ETPA's ANNUAL BUSINESS MATCHING & TRADESHOW EVENT

Join us on July 20, 2017 for the 12th Annual ETPA Business Matching and Tradeshow Event at Rothchild's Catering and Conference Center in Knoxville. This premier event is for all East Tennessee businesses, especially small firms, to meet local government purchasing officials and learn about the business opportunities available in east Tennessee. Approximately 25 government agencies will participate and up to 300 vendors will attend the event! This is one of the best opportunities for businesses to meet governmental agencies (all in one place), create relationships to build future business opportunities, learn about "doing business" with the entities and to meet with private sector vendors. Get registered today!!

WAYS TO PARTICIPATE:



FREE Business Attendee

Register, attend and see the Government Reps and Tradeshow Vendors. The show packet includes the contact list & a list of anticipated bid opportunities for the fiscal year.

Optional: Lunch with government purchasing agents and trade show vendors for \$30



PROUDLY ENDORSING NIGP'S PRACTICES AND PRINCIPLES OF PUBLIC PROCUREMENT

Meet-N-Greet Breakfast

Register for a limited number of spots to meet with the key Government Procurement officials in a quick breakfast to start the day. The cost is \$25 per person.



Sponsorships

Sponsor a meal, session or the event in general - see the registration page for more information



Tradeshow Vendor

Register for a booth in the Tradeshow to display your goods & services plus attend an exclusive lunch with the Governmental Agencies. Standard Booth \$325, Double Booth \$650, Premier Booth \$950. Register by May 15th for a \$25 discount.



DON'T MISS THIS EXCITING OPPORTUNITY

REGISTER TODAY AT WWW.ETPANews.ORG



Knoxville Utilities Board

City of Knoxville Business Breakfast

June 14, 2017



Agenda

- KUB background, doing business with KUB, and KUB Procurement
- Professional services, upcoming projects and purchases
- Questions and open discussion

Overview: KUB Background & Doing Business

- KUB Blueprint and service areas
- General procedures
- Contractor prequalification
- KUB website
- Outreach services
- Purchasing and Contract Services staff



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

Electric System

Customers: 203,000

Service Territory:
688 square miles

Service Lines: 5,329 miles

Infeed Substations: 9

Substations: 63

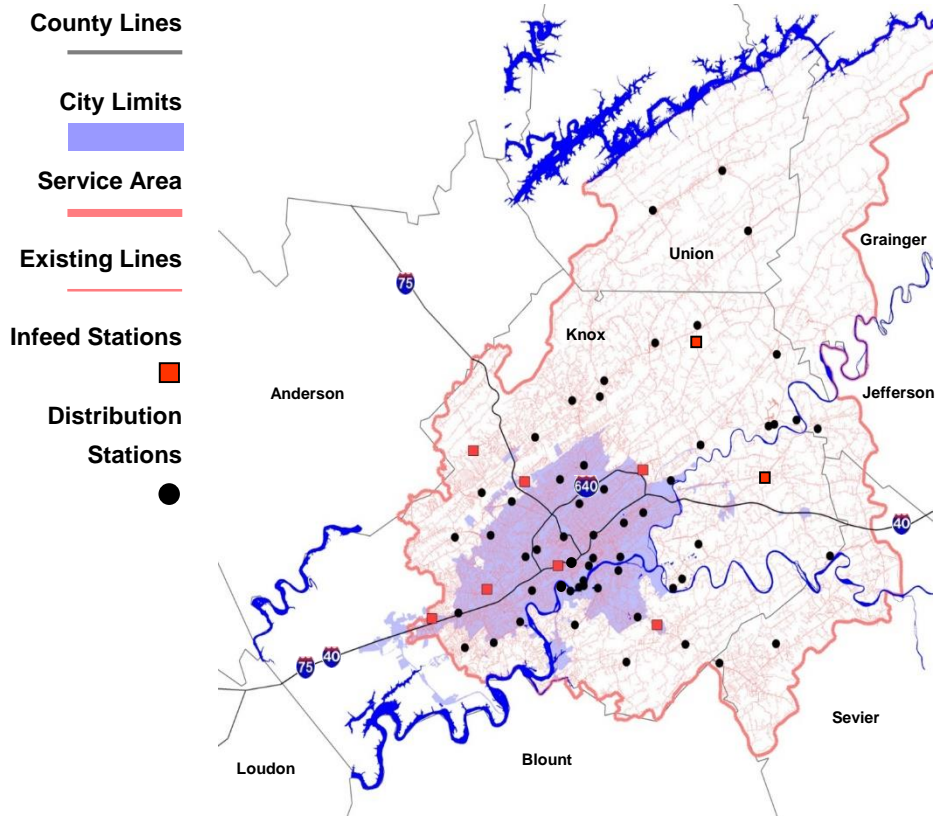
Peak Capacity: 2,600 MVA

Peak Day Demand:

1,332 MW (Feb. 2015)

Purchased Power Cost: \$403 million

Power Cost/Percentage Sales: 79%



Natural Gas System

Customers; 100,000

Service Territory:
284 square miles

Distribution Mains:
2,425 miles

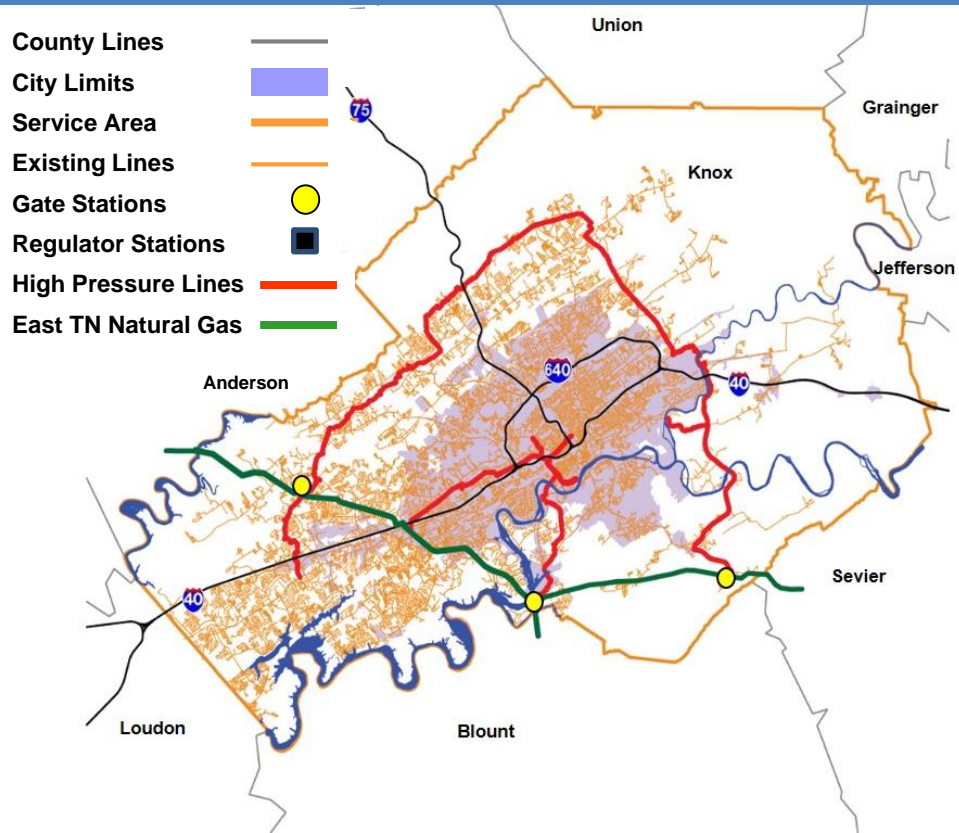
Peak Capacity: 157,381 dth

Peak Demand

136,356 dth (February 2015)

Purchased Natural Gas Cost:
\$41 million

Cost as Percentage of Sales: 47%



Water System

Customers: 79,000

Service Territory:
186 square miles

Treatment Plant: 1

Pump Stations: 25

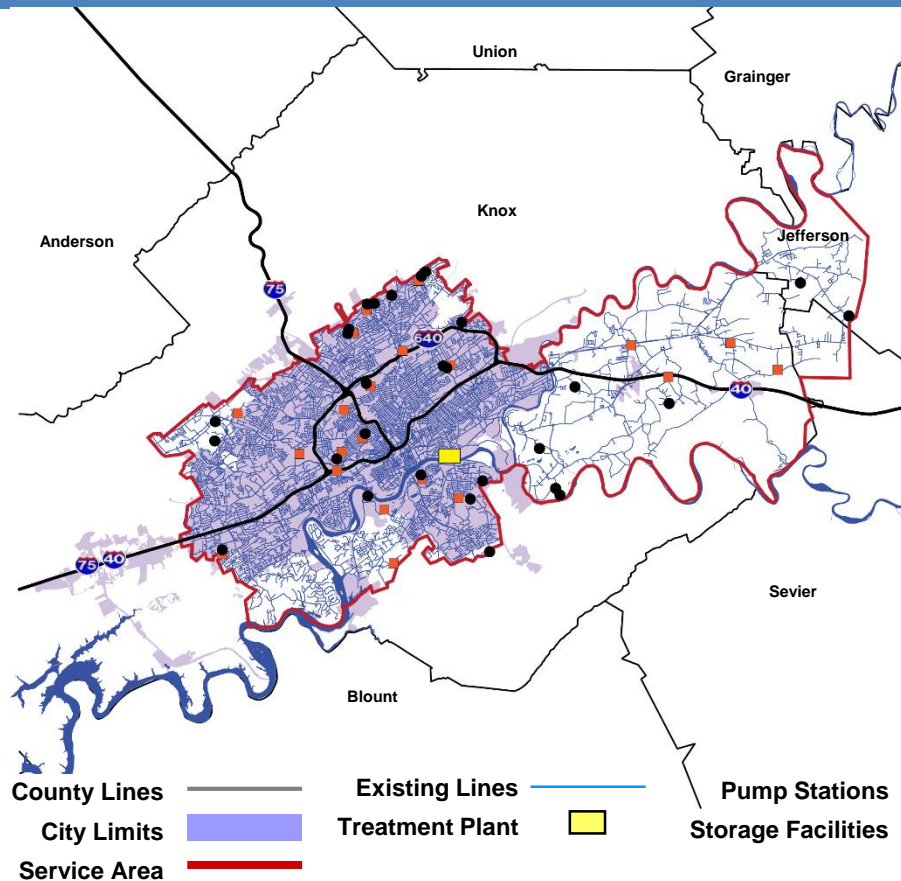
Storage Facilities: 28

Distribution Mains: 1,408 miles

Plant Rated Capacity:
61.2 million gallons/day (MGD)

Reservoir Capacity: 36.91 MG

Treated Water: 12.4 billion gallons



Wastewater System

Customers: 70,000

Service Territory:
243 square miles

Treatment Plants: 4

Pump Stations: 69

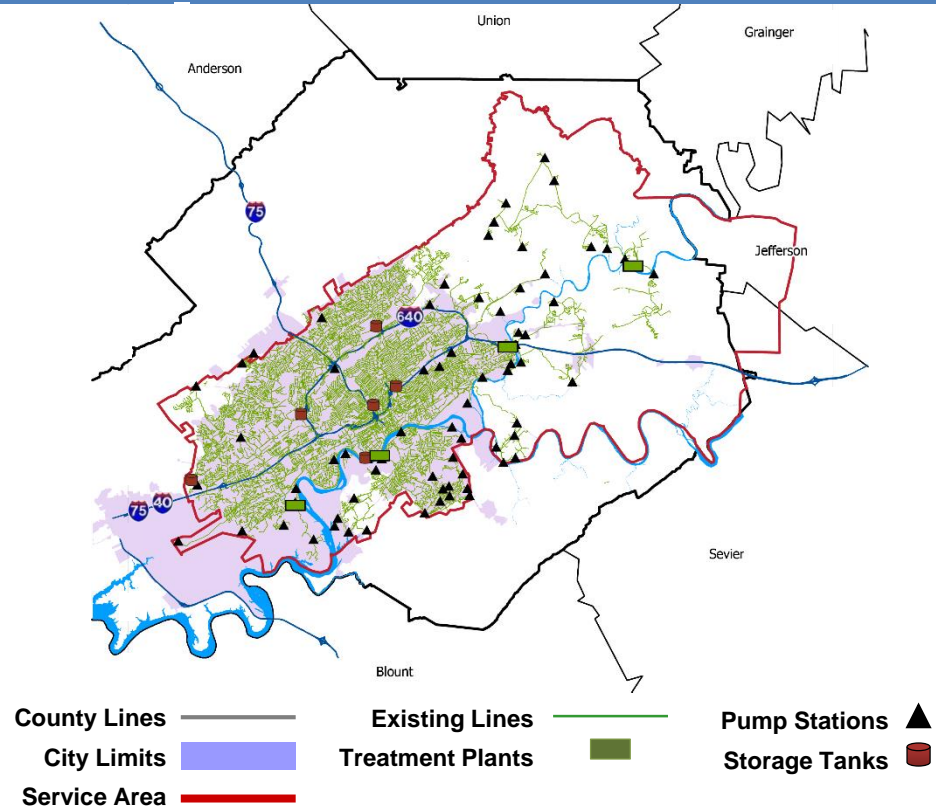
Collection Mains: 1,311 miles

Storage Capacity: 34 MG

Plant Rated Capacity: 64.4 MGD

Average Flow: 43.3 MGD

Consent Decree: 2005 – 2021



General Procedures

- 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

General Procedures

- 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


General Procedures

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

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

KUB Website Bid Advertising (www.kub.org)



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

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



Log into My Account


USERNAME OR EMAIL


PASSWORD


LOGIN


[Forgot Username or Password](#)[Create Login](#)


What can we help you do?


[PAY MY BILL](#)


[START/STOP SERVICE](#)

[MANAGE MY ACCOUNT](#)

[REPORT OUTAGE](#)

[GO PAPERLESS](#)


[SAVE MONEY](#)



CALL 811 BEFORE YOU DIG

Know what's below. Always call before you dig. One easy phone call [call 811](#) gets the approximate location of underground utility lines marked for free.


[LEARN MORE >](#)



WATER QUALITY REPORT

KUB encourages you to view our Water Quality Report. It contains important information on the source and quality of your drinking water. For a paper copy, call 524-2911. (Excludes Ramsey residents at numbers 2.)

[LEARN MORE >](#)




MAKE MOVING EASIER

When you sign up for LRP, KUB recalculates your payment each month based on your latest 12 months of history. That rolling average means that better cold weather in January (for example) is somewhat offset by milder weather (with lower bills) in the fall and spring.

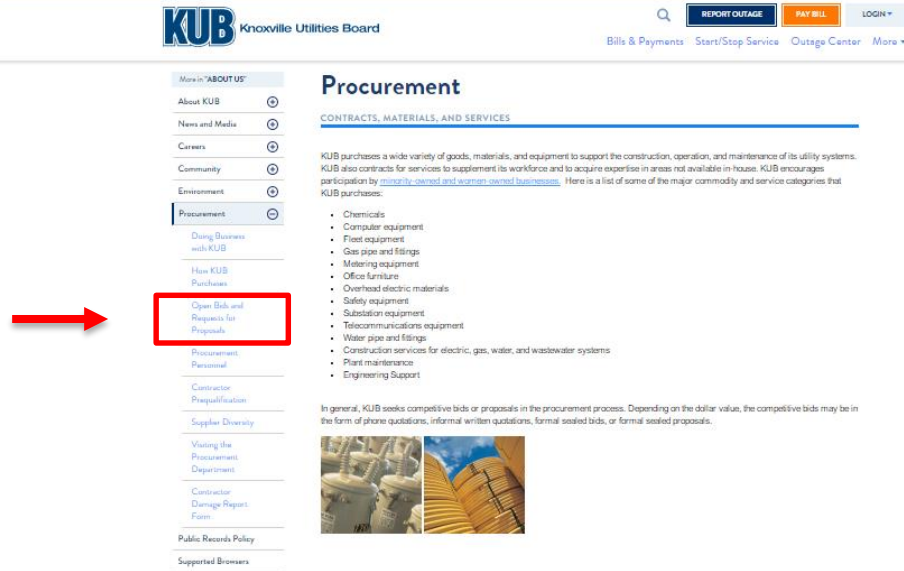
ABOUT US

[About KUB](#)
[News and Media](#)
[Careers](#)
[Community](#)
[Equipment](#)
[Procurement](#)
[Public Records Policy](#)
[Supported Browsers](#)

CONTACT US

[\(865\) 524-2911](#)
[E-mail Contact Form](#)


KUB Website Bid Advertising



The screenshot shows the KUB (Knoxville Utilities Board) website. A red arrow points to the 'Open Bid and Requests for Proposals' link in the left sidebar. The main content area is titled 'Procurement' and lists various categories of goods and services that KUB purchases. The sidebar also includes links to 'About KUB', 'News and Media', 'Careers', 'Community', 'Environment', and 'Procurement'.

KUB Knoxville Utilities Board

REPORT OUTAGE PAY BILL LOGIN

Bills & Payments Start/Stop Service Outage Center More

More in 'ABOUT US'

- About KUB
- News and Media
- Careers
- Community
- Environment
- Procurement

Doing Business with KUB

How KUB Purchases

Open Bid and Requests for Proposals

Procurement Personnel

Contractor Prequalification

Supplier Diversity

Visiting the Procurement Department

Contractor Damage Report Form

Public Records Policy

Supported Browsers


Procurement

CONTRACTS, MATERIALS, AND SERVICES

KUB purchases a wide variety of goods, materials, and equipment to support the construction, operation, and maintenance of its utility systems. KUB also contracts for services to supplement its workforce and to acquire expertise in areas not available in-house. KUB encourages participation by [minority-owned and woman-owned businesses](#). Here is a list of some of the major commodity and service categories that KUB purchases:

- Chemicals
- Computer equipment
- Fleet equipment
- Gas pipe and fittings
- Metering equipment
- Office furniture
- Overhead electric materials
- Safety equipment
- Substation equipment
- Telecommunications equipment
- Water pipe and fittings
- Construction services for electric, gas, water, and wastewater systems
- Plant maintenance
- Engineering Support

In general, KUB seeks competitive bids or proposals in the procurement process. Depending on the dollar value, the competitive bids may be in the form of phone quotations, informal written quotations, formal sealed bids, or formal sealed proposals.



ABOUT US

[About KUB](#)
[News and Media](#)
[Careers](#)
[Community](#)
[Environment](#)
[Procurement](#)
[Public Records Policy](#)
[Supported Browsers](#)

CONTACT US

[\(865\) 524-2911](#)
[E-mail Contact Form](#)
[Facebook](#) [Twitter](#) [LinkedIn](#) [YouTube](#)



KUB Website Bid Advertising

[REPORT OUTAGE](#)[PAY BILL](#)[LOGIN](#)[Bills & Payments](#) [Start/Stop Service](#) [Outage Center](#) [More](#)

More in "ABOUT US"

[About KUB](#)[News and Media](#)[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](#)[Contractor
Damage Report
Form](#)[Public Records Policy](#)[Supported Browsers](#)

Open Bids and Requests for Proposals

OPEN BIDS AND REQUESTS FOR PROPOSALS

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.

RFP - Overhead Line Work and Related Services

The Knoxville Utilities Board ("KUB") is requesting Unit Rate pricing proposals for labor and equipment from interested firms and companies, for the engagement in services to construct, maintain, service, repair, or otherwise perform work on KUB's overhead and underground electrical utility distribution system. KUB intends to evaluate all proposals submitted and reserves the sole right to reject any or all proposals and reserves the sole right to enter into agreements with one or more firms based on the results of the evaluations of the proposals. As KUB may enter into agreements with multiple contractors and as KUB employs its own workforce in the same capacity, KUB reserves the sole right to assign work according to its best interests. Proposer acknowledges that entering into an agreement with KUB to perform electrical distribution system work at established unit rate prices does not obligate KUB to assign or guarantee any work to Proposer. KUB self performs to construct, maintain, expand, modify, and improve its electric utility infrastructure. As such, KUB maintains a core group of personnel, equipment, and supplies to perform all necessary functions to maintain its electric utility infrastructure. In order to balance workload over a wide range of conditions and provide efficient service to KUB's customer base, KUB regularly employs the services of Overhead Electrical Contractors to assist KUB in the maintenance and expansion of its electric utility infrastructure. This RFP does not guarantee that any specific amount of work will be available to any specific Proposer or Contractor.

EXPIRES ON	June 23, 2017
TYPE	Sealed
CONTROL NUMBER	847
CONTACT	Daniel Kembel daniel.kembel@kub.org
FILES	Advertisement of Schedule

KUB Website Bid Advertising (Bidder Registration Form)



Knoxville Utilities Board



REPORT OUTAGE

PAY BILL

LOGIN

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

More in "ABOUT US"

About KUB

News and Media

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

Contractor
Damage Report
Form

Public Records Policy

Supported Browsers

Doing Business with KUB

ELECTRIC, GAS, WATER, AND WASTEWATER OPERATIONS

KUB's Procurement Department is responsible for procuring all materials, supplies, services, construction, and maintenance work necessary for its utility operations, including electric, gas, water, and wastewater operations.

Follow these steps to become a successful supplier or contractor:

Understand KUB

Learn and understand the critical differences in how KUB purchases and how private businesses purchase.

Contractor Prequalification Process

KUB's Procurement Department has developed a [Contractor Prequalification Program](#) that will include all construction contractors (electric, gas, water, and wastewater). Any contractor that wishes to bid on and perform construction work for KUB will be required to participate in the new Prequalification Program. KUB is now accepting pre-qualification applications for contractors who would like to bid on KUB construction projects.

Compete in the Procurement Process

Compete in the bidding process. As a courtesy, KUB will forward bids to prospective bidders. If you do not receive a request for a quote, bid, or proposal, check the bid opportunities on our Web site at www.kub.org, call the KUB bid phone line at (865) 558-2567, or contact the Procurement Department at (865) 558-2567. To register as a prospective bidder, please fill out the [Bidder Registration Form](#).

Develop a Responsive Quote, Bid, or Proposal

Read solicitation documents carefully as they include standard forms and special provisions along with contract clauses. Assess the task, risk, costs, and potential profit. Be as complete and accurate as possible. Do not guess or overpromise in your bid. Allow adequate time to prepare your quote, bid, or proposal.

Follow Up

Even if your quote, bid, or proposal is not successful, it is important to know who was and why. KUB's Procurement Department will share the results with you upon request. You might receive valuable information for writing your next offer.

Outreach Services

- Provided by GWB Planning and Management
 - Assists KUB in developing MBE/WBE business
 - Available to assist any business with finding opportunities within KUB
 - Service Agreements
 - Contact Gwen Brown:
 - (865) 250-3034
 - Gwen_brown@charter.net

Areas of Responsibility

- Staff and areas of service
 - Contract Services
 - Utility Capital Construction
 - Service Agreements
 - Professional Service Agreements
 - Contractor Prequalification
 - Purchasing
 - Materials and Products
 - Service Agreements
 - Professional Service Agreements

Contract Services Staff

■ Daniel Kembel, Contract Services Team Lead

- Phone: (865) 558-2290
- Email: Daniel.Kembel@kub.org

■ Shari Hurst, Contract Specialist

- Phone: (865) 558-2461
- Email: Shari.Hurst@kub.org
- Capital Construction, Service Agreements, and Professional Service Agreements

■ Craig Bogan, Contract Specialist

- Phone: (865) 594-7431
- Email: Craig.Bogan@kub.org
- Capital Construction, Service Agreements, and Professional Service Agreements

■ Hubert Owens, Contract Specialist

- Phone: (865) 558-2407
- Email: Hubert.Owens@kub.org
- MBE/WBE Program & Contractor Prequalification

Purchasing Staff

■ **Doug Rees**, Purchasing Team Lead

- Phone: (865) 558-2691
- Email: Douglas.Rees@kub.org

■ **Jermion Bishop**, Buyer

- Phone: (865) 558-2546
- Email: Jermion.Bishop@kub.org
- Office Equipment, Safety Equipment, Transportation Equipment, and Professional Service Agreements

■ **Phillip Reed**, Buyer

- Phone: (865) 558-2512
- Email: Phillip.Reed@kub.org
- Utility Materials and Products, and Service Agreements

■ **Rebekah Taylor**, Buyer

- Phone: (865) 558-2307
- Email: Rebekah.Taylor@kub.org
- IT Hardware, Software, and Professional Service Agreements

Overview – Breakdown of Purchases

- Professional services
- Construction versus materials and services
- Materials and services by type
- Construction by utility
 - Electric
 - Natural Gas
 - Water
 - Wastewater
 - Other

Professional Services

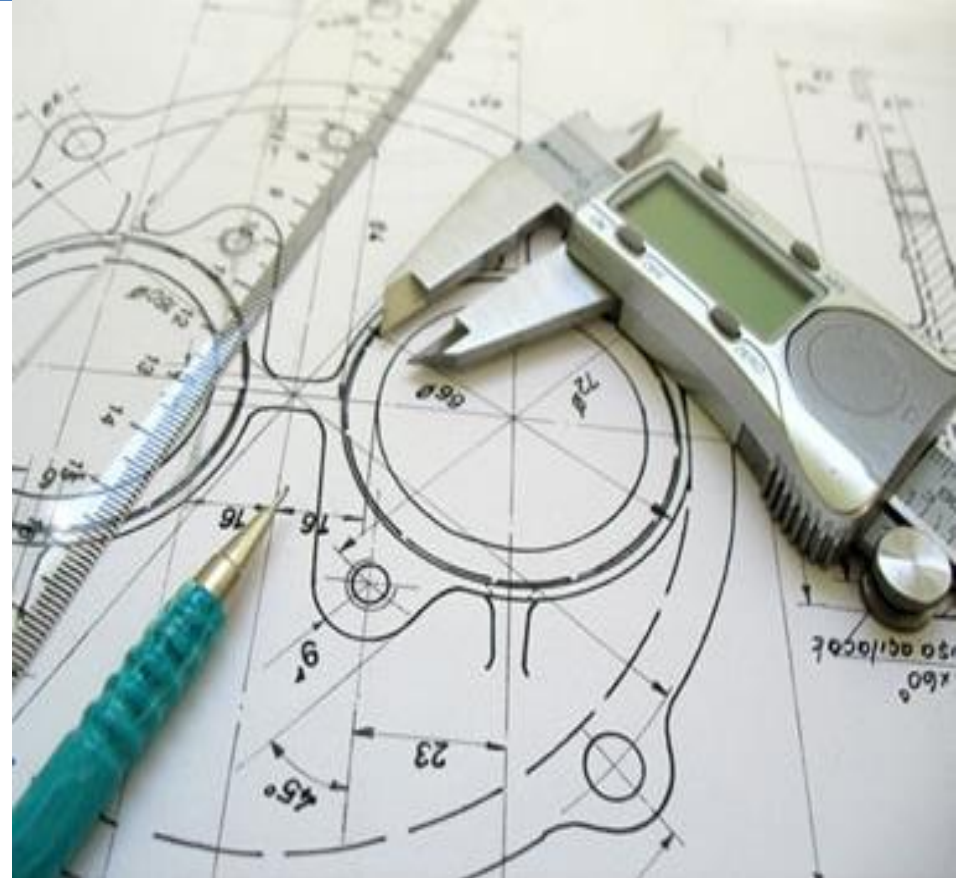
■ Design services

- Prepare construction drawings, contract documents, permitting, etc.
- Global Positioning System (GPS) Survey Data and As-built Creation
- Resident Project Representative
- Surveying

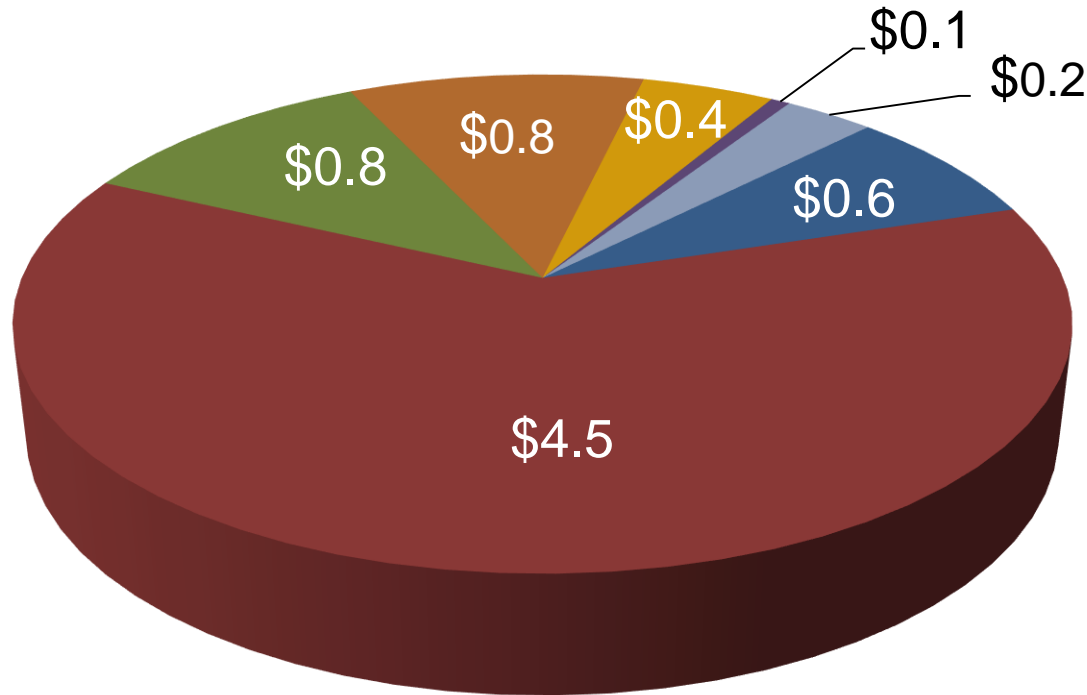
Professional Services

■ Consulting

- Auditing
- Training/HR
- Computer systems
- Engineering
- Architecture & design services
- Environmental services
- Legal services



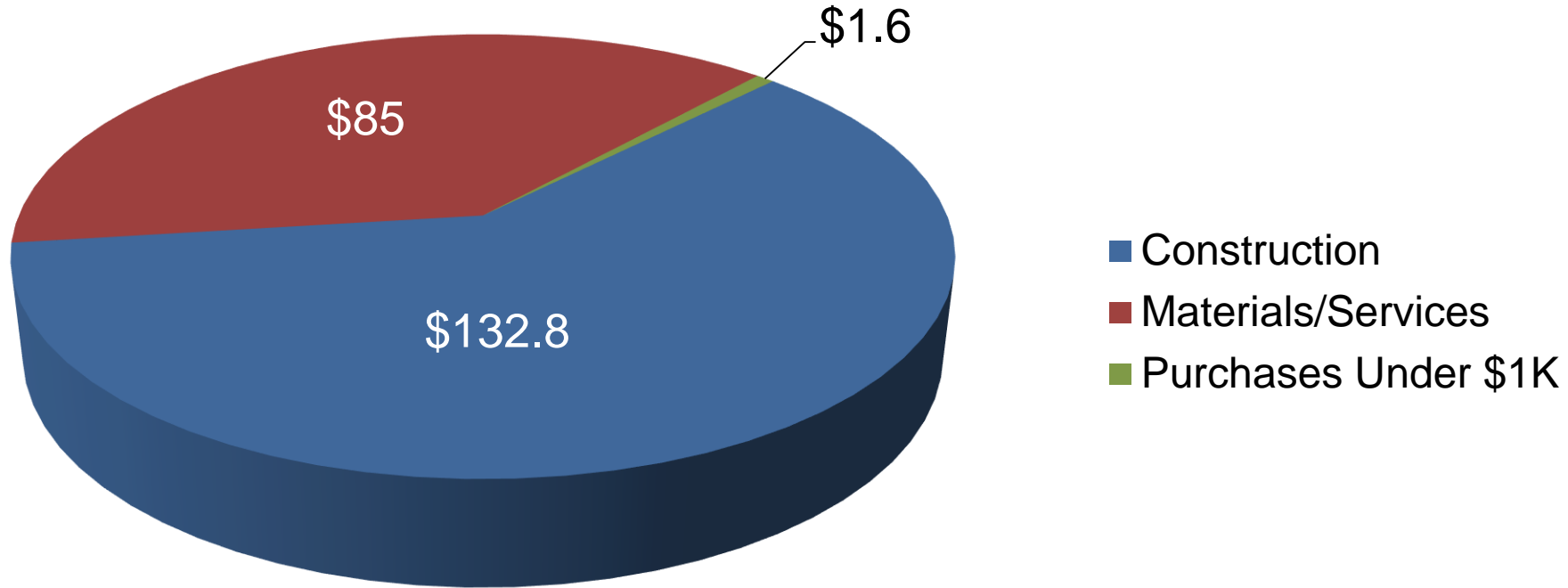
Professional Services Agreement Breakdown (CY2016)



- Architecture
- Engineering
- Legal Services
- Consulting
- IT Support
- Auditing
- Training

(In Millions)

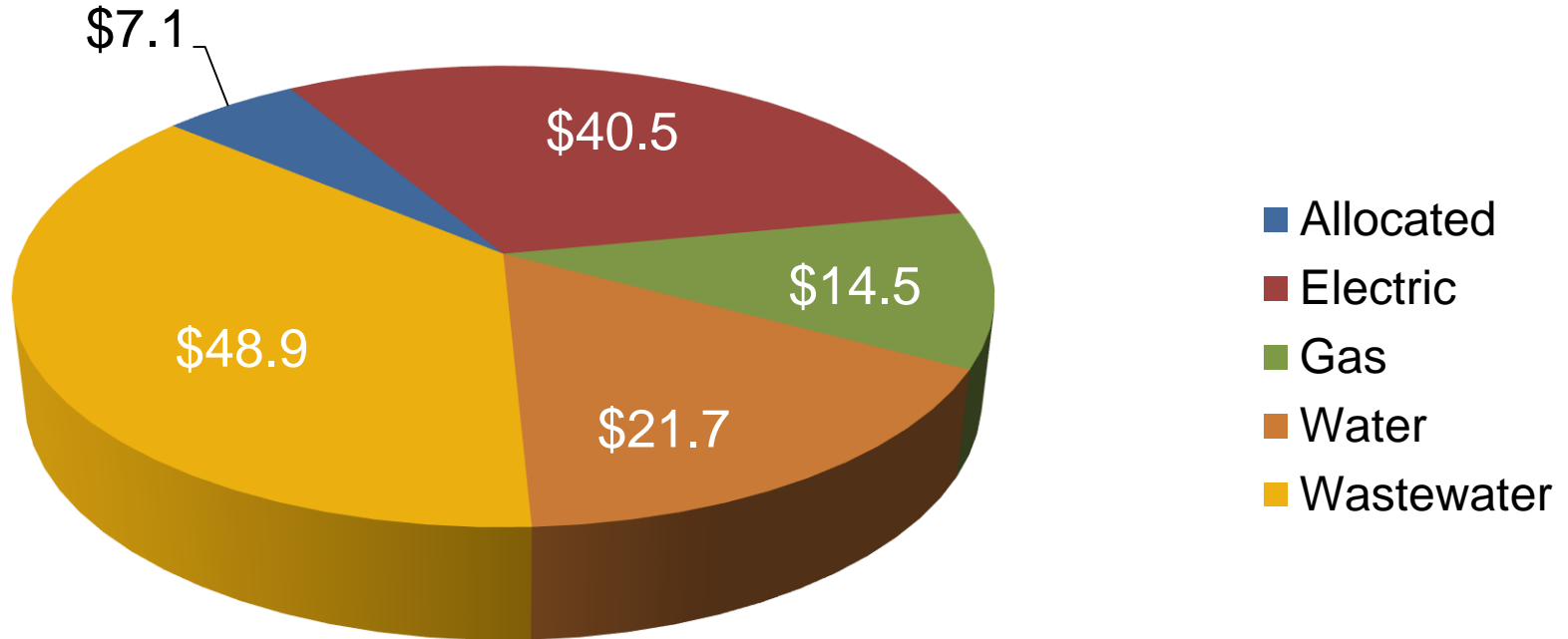
Approximate Annual Purchase Order Amounts (CY 2016)



(In Millions)

Contract Services CY2016

Purchase Orders Bid



(In millions)

Electric Capital Projects FY 2018

- 69kV improvements \$14.8 million
- Pole replacements \$6.2 million
- Substation upgrades \$3.1 million

Electric Capital Projects

- Hendron Chapel Substation (\$100K-\$1M)
 - Foundation and duct bank construction for transformer addition
- A new 69kV line from Trentville Substation to Strawberry Plains Substation (about 4 miles)



Electric Capital Projects

- Rebuild existing line from Knox Substation to Crippen Road Substation (approximately 5 miles)
- CN Line on Chapman Hwy (approximately 1 mile)



Electric Capital Projects

- DK line includes the relocation of roughly 1 mile of 69kV line through USA Aggregates Quarry to John Sevier Hwy. and Asbury Road
- Underground cable replacement (\$100K – 1M)
3 jobs totaling over 25,000' of cable

Gas Capital Projects

FY 2018

- Highway Relocation Projects \$10.9 million
- Steel Main Replacements \$1.5 Million

Gas Capital Projects

FY 2018

- S. Concord Rd – Turkey Creek to S. Northshore Dr.
 - Relocate/install approx. 3,000 LF of 8-inch MDPE
- Schaad Road Phase II
 - Install approx. 10,000 LF of 8-inch MDPE
 - Bid within Knox County Roadway Project

Gas Capital Projects

FY 2018

- Jamestown Blvd/N. Campbell Station Rd
 - Replace existing gas facilities with approximately
 - 4,000 L.F. of 8-inch MDPE
 - 1,300 L.F. of 2-inch MDPE
- Lovell Road Gas Relocation
 - Replace existing gas facilities with approximately 10,000 LF gas main

Gas Capital Projects

- South Knox Gate Station and Pipeline Project
 - Approx. 4,800 L.F. of 16-inch steel gas main
 - Approx. 2,500 L.F. of 8-inch gas main
 - Relocation of Simpson Road Gate Station
 - Relocation of Chapman Regulator Station
- New service extensions/subdivisions



Water Capital Projects FY 2018

- Plant improvements \$5.7 million
- System improvements \$3.4 million
- Relocation projects \$1.1 million



Water Capital Projects

- Wilson Road – Roaming Dr. to Gap Rd. (\$100K-1M)
 - Replace 2,500' of 6" water main
- Depot Ave. – Water Transmission Line (\$1M+Range)
 - Install 6,000' of 36" water main
- Knox Chapman Utility Interconnect (\$100K-1M)

Water Capital Projects

- Gap Road Water Line Replacement
 - Replace 8-inch water main
- Broadway Viaduct
 - Relocate/Replace approx. 1,770 LF of 8-inch water main
 - Install approx. 1,090 LF of new 12-inch water main
- Atchley Street water main replacement – (\$1M+)
 - Replace 22,000' LF of water main
 - Rehab 15,000' LF of sewer main

Water Capital Projects

- COK Magnolia Avenue Streetscapes Phase I
 - Replace/Relocate approx. 4,200 LF of 8-inch and 12-inch water main
- Galvanized main replacement program
 - Replace galvanized water mains in Sevier, Jefferson, and Knox counties

Water Plant Operations

- MBW Alternate Disinfection Project
 - Conversion from Chlorine gas to Sodium Hypochlorite
- Water Plant Redundancy
- Concrete Transmission Main Assessment
 - Scheduled Start: July 2017



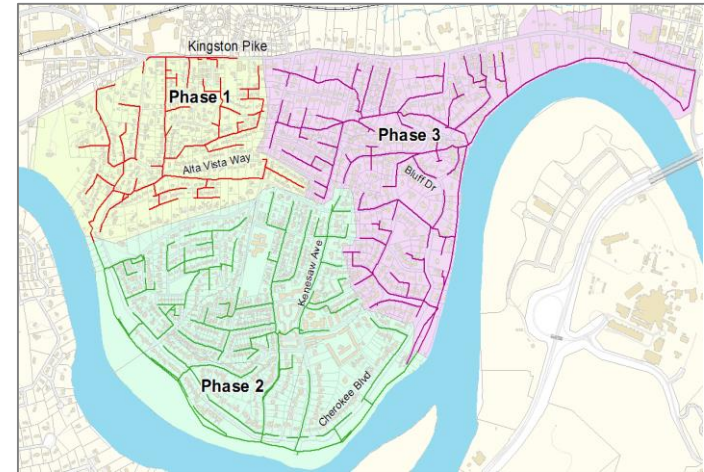
Wastewater Capital Projects FY 2018

- Plant improvements \$16.7 million
- Line rehab/replacement \$17.3 million

Wastewater Capital Projects

■ Sequoyah Hills Wastewater Improvements

- Assessment/Design in progress
- Pre-PACE 10 project separated stormwater/wastewater pipes
- Rehabilitation in 3 phases
- Total project: \$10.3M
- FY18 - 21



Wastewater Capital Projects

- Pelham Pump Station & Force main
- Jones St. Pump Station & Force main
- John Sevier Force main
- First Creek Mini-Basin 16C1 Rehab & Replacement
- Second Creek Mini-Basin 05A3 Rehab & Replacement
- Second Creek Mini-Basin 14C1 Phase 2 Rehabilitation

Wastewater Capital Projects

- Second Creek Mini-Basin 14B1 Rehab & Replacement
- Third Creek Mini-Basin 13A1
- Third Creek Mini-Basin 38
- South Knoxville South Haven Trunkline Phase 2
- Loves Creek Mini-Basin 20A5

Wastewater Plant Operations

- WWTP Clarifier Improvements
 - Clarifier #4 improvements
 - Gear boxes for remaining clarifiers
- Loves Creek – July 2018
 - Chlorination System Construction
- Kuwahee Plant Improvements

Wastewater Plant Operations

- Fourth Creek Plant Upgrades
- Neyland Drive Relief Trunk Sewer Rehab
 - Rehabilitation of approx. 2,300 L.F. of 48-inch sewer main
- Forks of the River Pump Station
 - Installation of new electrical components at the Forks of the River wastewater pump station

Wastewater O&M

■ Wastewater Flow Monitoring

- Temporary & Permanent
 - Equipment, monitoring and analysis of flow meters

Grid Modernization

■ Telecom/Distribution Automation

- Deploy Wireless Wide Area Network across service territory
- Construct 2 structures to support wireless initiatives (lattice towers and/or monopoles)
- Install ADSS fiber in various locations
- Implement Distribution Automation on various circuits throughout the system

Grid Modernization

- Upcoming bid opportunities
 - Meter center repairs in July 2017



Projected New Service Projects

■ Riverwalk Apartments

- 5 to 6 story apartment complex with 300+ units

■ Regas Square

- 6 story mixed use building with 100+ units

■ New Marriott Hotel (downtown)

- Approximately 9 stories with 200+ rooms

Projected New Service Projects

■ KCDC Five Points

- 10 duplex buildings with approximately 100 units

■ Farragut Building (530 Gay St.)

- Renovation of existing building

■ Mixed-use community (1830 Cumberland Ave.)

- 7 to 8 story mixed-use building with 100+ units

■ Riverfront Station

- Student housing with 100+ units

Systems Operations

■ Systems Maintenance Services

- Pump repairs
- Motor repairs
- Generator inspections & repairs
- Painting & surface restoration
- Fabrication & structural repairs
- Pump & haul

Systems Operations

- Vegetation Management
 - Lump Sum Circuit Tree Pruning
 - Unit Priced Circuit Tree Pruning and Removals
 - Hourly Contract
 - Emergency Storm Agreements
 - Work Planning and Inspection Services (August '18)

KUB Properties

- More than 1,000,000 sq ft of Building Space
- Primary Campus Sites – 8
- Landscape approximately 800 acres
- Areas of opportunity
 - Consultants – architects, designers, and engineers
 - General contractors
 - Subcontractors

KUB Properties

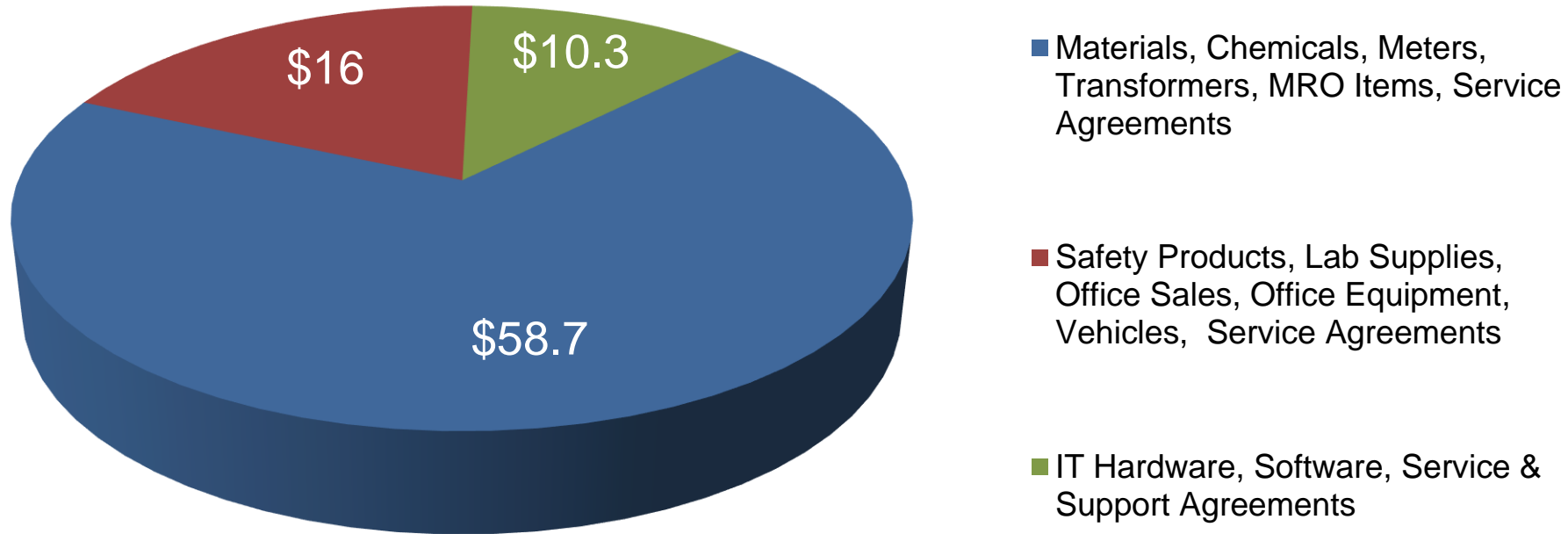
- FY18 projects
 - Remodel/Office renovations
 - Mechanical/HVAC replacements
 - Electrical (lighting, service, data, network)
 - Replace Fire Alarm System
 - Fleming Operations Center/Jackson Avenue
 - Redundant water line
 - Hoskins Center Campus

KUB Properties O&M

- Maintenance activities managed by Kimco Services
 - Contract expires 8/31/2018
 - Selected through the competitive bid process
 - Manage 20+ subcontractors
 - Alan Luttrell, Properties Manager
 - Alan.Luttrell@kub.org
 - Contact via email to open dialogue about possible opportunities

Approximate Annual Purchase Order Amounts Materials/Services (CY 2016)

(Does Not Include Construction)



(In Millions)

Service Agreements

- KUB relies on vendors to provide a variety of services to support our utilities' system maintenance staff
- Agreements may be utility specific or multiple utility for services such as general painting, machine shop, welding, or plant maintenance

Supply Agreements

- Supply Agreements cover materials bought frequently in small quantities such as:
 - Wire
 - Terminators
 - Disconnects
 - Wire Markers
 - Poles
 - Pipe
 - Meters
 - Valves
 - Fittings
 - Instrumentation

Upcoming Service & Supply Agreement Opportunities

Type of Agreement	Project to Market
Wood Distribution Poles	11/14/2018
Disposal Container Rental	9/13/2017
Concrete Purchase	6/30/2017
Equipment Rental	6/30/2017

Underground Construction

- FY18 budget (\$100K-1M)
 - End of life replacements
 - Combustible Gas Indicators
 - Fusion Machines
 - SDS 36V cordless gas drills
 - RMLD gas detector
 - Ethane detector



Underground Construction

- FY18 Budget (\$100K – 1M) Cont.'d
 - Concrete saws, pipe saws, etc.
 - Water tap machine $\frac{3}{4}$ " to 2"
 - Water main tapping equipment (Mueller)

Information Services

■ IT Infrastructure Projects

- Enterprise Application Extensions
 - Zasio Records Management Retention:
 - XC2 Software
 - Link to Data systems

■ Customer Focused Projects

- Customer Information System
 - Replace MV90

Information Services

■ Hardware Replacement Projects

- Storage Area Network Switch Replacement
- Unix Server & Storage

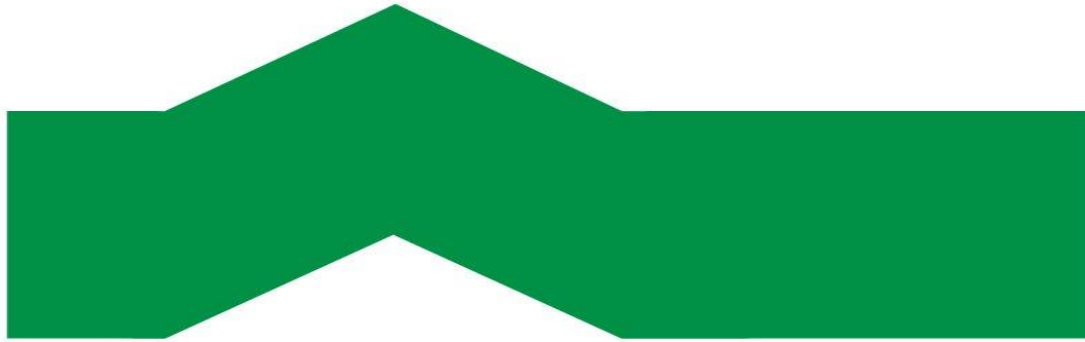
■ Operational Focused Projects

- Workforce Mobility
- ADMS/OMS Implementation
- WW Distribution System
- Materials Management

Questions?



Public Building Authority



PBA

Public Building Authority

CITY of KNOXVILLE



BUSINESS OPPORTUNITIES thru PBA

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 94 employees

- *\$13 million Operating Budget (Total PBA FY2018)

- *Approximately

 - 60 properties

 - 2 million Square Feet

 - 23 Acres of Parks

 - 6,000 Downtown Parking Spaces

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 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 to name a few
- *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



Accessibility Upgrades
\$25,000



Painting
\$50,000



Centralized Vending
\$25,000



Restroom
Renovations
\$40,000



Replacing Cast Iron
Pipes \$20,000



CITY COUNTY BUILDING (continued)



Carpet Replacement
\$125,000

Blinds/Window
Treatments
\$50,000

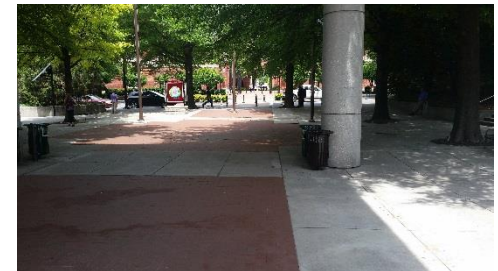


Bridge Flooring
\$75,000

Remove
Wallcovering/Skimcoat
\$134,000



Front Entry/
Concrete Slabs
\$100,000



CITY COUNTY BUILDING (continued)



LED Lighting in
Parking Garage
\$50,000



Access Control
Upgrade
\$80,000



Phase II Signage
\$50,000

Stairway Treads
\$12,650



Communications
Center Renovations
\$50,000



CITY COUNTY BUILDING (continued)



Exit Retaining Wall
Structural
\$100,000



Telecom Power Plant
Replacement
\$7,700

Oaisys Upgrade
\$17,700



Concrete
Structural Repairs
\$20,000

Upcoming RFPs

July 2017 – December 2018

Pest Control Services	7/31/17
Kitchen Equipment Repair	9/3/17
Painting Services & Finishes	9/7/17
Flooring & Installation Services	11/30/17
Pressure Washing	4/9/18
Window Washing	4/17/18
Elevator Maintenance Services	4/30/18
Security Equipment & Installation	4/30/18
Pumps & Installations	5/11/18
Interior Plant Maintenance	5/31/18
HVAC Maintenance Services	9/14/18
Plumbing Supplies	9/20/18
Waterproofing Services	10/14/18
Plumbing Services	11/30/18



Other Possible Bids

- Mowing
- General Construction
- Architects
- Engineering
- Uniforms

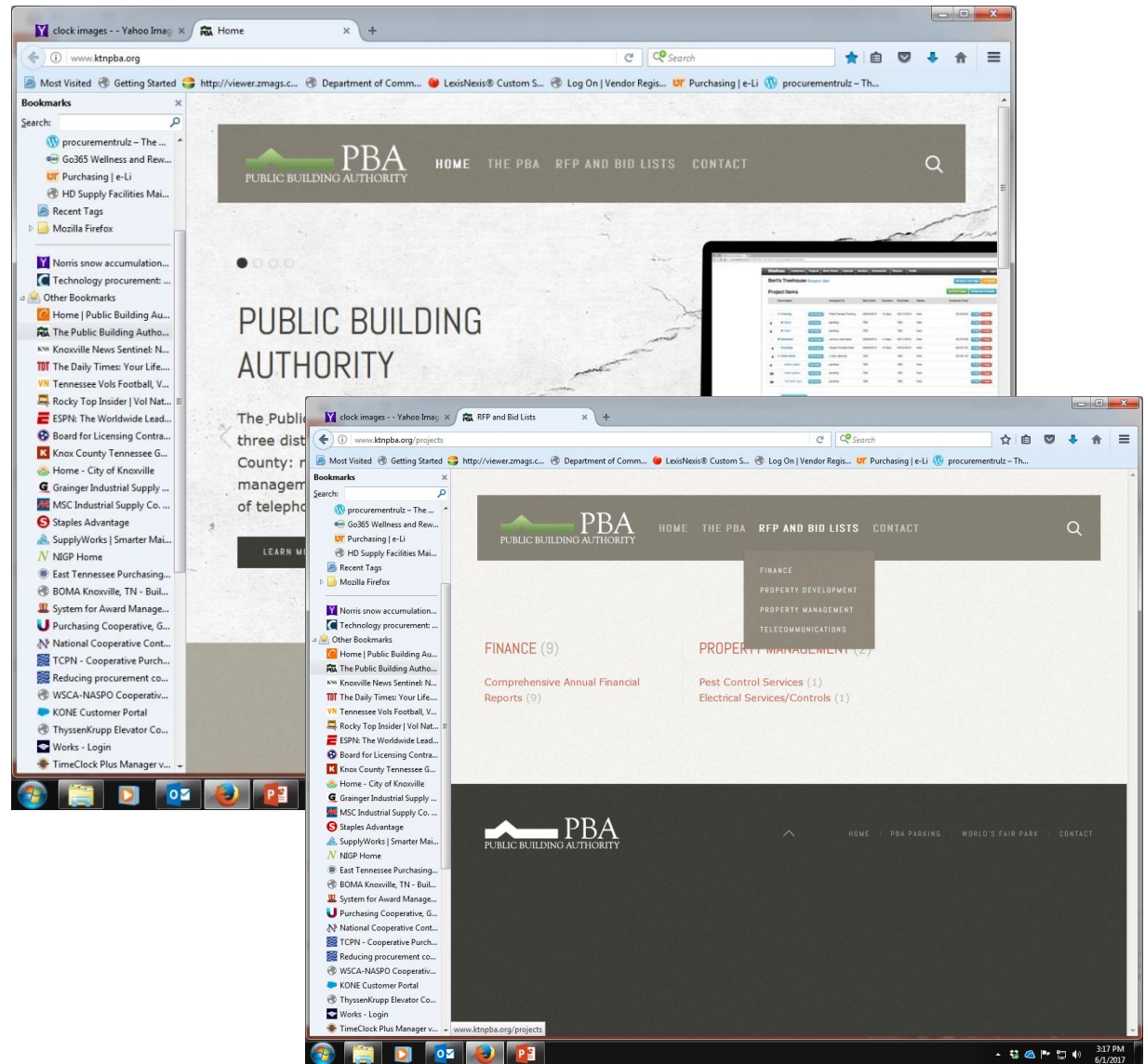
Other Projects

- REIMBURSABLE
- UNPLANNED REPAIRS
- ADDED RESPONSIBILITIES
- EMERGENCY



www.ktnpba.org

1. Click on the “RFP and Bid List” tab at the top of the page.
2. Move the cursor down till you reach the desired category.
3. Double click the desired project bid information.





David Griffin

Contract & Procurement Manager

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Fax: 865-215-4637

Email: dgriffin@ktnpba.org



Thank You

Have a great day!

