

Business Opportunities



CITY OF KNOXVILLE



Engineering Department



Community Development Department

Business Opportunities Event

06/16/2011

6



Overview of Opportunities

1. Vestal Commercial Redevelopment
2. Access Improvements to parks
3. Homemakers Program
4. Blighted Properties Redevelopment Program (BPRP)
5. My Front Yard (rehab under \$5,000)
6. Owner Occupied Rehab
7. Commercial Façade Program
8. Small Business Loan Program - KAUL

Vestal Commercial Redevelopment

- Periodically, KCDC releases a RFP for development of properties within redevelopment areas.
- We anticipate releasing a RFP in the near future for a commercial lot at Ogle St. and Martin Mill Pike that was acquired through the Vestal Redevelopment Plan.
- Opportunity: For developers interested in developing retail, office, or mixed use space.
- Must be consistent with the Vestal Master Plan:
www.cityofknoxville.org/development/ez/Vestal_Plan.pdf
www.cityofknoxville.org/development/ez/Vestal_Site_Map.pdf
- For info on this and other development opportunities, contact: Rogers Doughty, Project Manager, Community Development Dept, 865-215-2120
- For info on the RFP process and for current KCDC listings, contact: Terry McKee, KCDC Purchasing Manager, 865-403-1107, e-mail: purchasing@kcdc.org

Access Improvements (Parks)

- Design and install accessible paths of travel between amenities such as parking, picnic shelters, playgrounds and restrooms.
- Park restrooms renovated to provide better accessibility to people with disabilities.
- Construction bid: in Winter 2011 (estimated)
- For information contact: Stephanie Cook, Disability Services Coordinator, at 865-215-2120 or Joe Walsh, Director of Parks & Recreation, 8655-215-2090.

Homemakers Program

- City-owned properties acquired through Codes Enforcement or Redevelopment Programs are sold through the Homemakers Program.
- Opportunity: Purchase property to rehab or construct new housing.
- For a list of properties and an application, visit: <http://www.cityofknoxville.org/development/homemakers/>
- Contact: Kathy Ellis, Sr. Project Specialist, at 865-215-2120.

Blighted Property Redevelopment Program

- Development financing (not permanent) through loans and grants to redevelop and renovate vacant, blighted dwelling units, or construct new dwelling units on vacant, blighted properties.
- Opportunity: Redevelopment loans and grants for developers / contractors with short term financing at 0%.
- To apply: Call Gwen Winfrey, Sr. Project Specialist, at 865-215-2120 or visit www.cityofknoxville.org/development



My Front Yard Program

- Assistance to homeowners and landlords to make exterior repairs and landscaping improvements (under \$5,000).
- Opportunity: small residential rehab and landscaping jobs for Home Improvement & Landscaping Contractors
- To apply to be on the “qualified contractors list,” call: Todd Kennedy at 865-215-2120.
- Note: Contract is between Homeowner and Contractor.

Owner-Occupied Rehab Program

- Low-interest loans, grants, and technical assistance to help low-to-moderate income homeowners make major repairs that meet the Neighborhood Housing Standards.
- Opportunities: Comprehensive residential rehab & lead based paint abatement contracts
- To apply to be on the “qualified contractor list,” call Cicely Haynes, Housing Finance Technician, at 865-215-2120.
- Note: Contract is between Homeowner and Contractor.

Commercial Façade 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 John Huff, Sr. Project Specialist, at 865-215-2120 or visit www.cityofknoxville.org/development/facade

Small Business Loan Program

- Opportunity: Provides loans to start-up or young businesses that meet established criteria.
- Administered by the Knoxville Area Urban League.
- Provides applicants with access to business consulting services, credit counseling, business training, and financial management.
- Loans for equipment, working capital, and operating costs for new/start-up businesses and expansion of existing businesses.
- For more information, contact the Urban League at 865-524-5511 or visit <http://www.thekaul.org/empowerment.shtml>



KCDC™

**Knoxville's Community
Development Corporation**



KCDC

Major Business Opportunities Fiscal Year 12

Introduction to KCDC

- To fulfill the promise for safe, decent and affordable housing for Knoxville, the City of Knoxville established the Knoxville Housing Authority, known today as Knoxville's Community Development Corporation (KCDC) in 1936.
- Since that time, KCDC has grown from administering two housing developments to overseeing seventeen and has expanded its role as a public housing authority to become the redevelopment agency for the City of Knoxville and Knox County.



Properties Owned by KCDC

- Austin Homes
- Bakertown Apartments
- Cagle Terrace
- Eastport Residences (2011)
- Isabella Towers
- Lee Williams Center
- Lonsdale Homes
- Love Towers
- Montgomery Village
- North Ridge Crossing
- Northgate Terrace
- Taylor Homes
- Valley Oaks (2010)
- Vista
- Verandas
- Virginia Walker Apartments
- Western Heights



Compete in the Procurement Process

- KCDC wants you to compete in the procurement process.
- Check the bid opportunities on our Web site at www.kcdc.org. Click on “Doing Business with KCDC” and then on “Open Solicitations.”



Quotations

- Expenditures over \$2,000 but under \$100,000 are considered quotes.
- Purchasing 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.



Formal Solicitations

- Over \$100,000 KCDC uses formal bids to meet the legal requirements imposed by State and Federal Governments.
- Purchasing 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.



Anticipated Opportunities in FY12

- Walter P. Taylor Homes-Demolition
 - Preliminary Cost Estimate: \$2,000,000



Anticipated Opportunities in FY12

- Five Points Affordable Housing
 - Preliminary Cost Estimate: \$3,200,000



Anticipated Opportunities in FY12

- Renovations at Bakertown & Virginia Walker Apartments
 - Preliminary Cost Estimate: \$750,000



Anticipated Opportunities in FY12

- Western Heights Porch Repairs/Painting
 - Preliminary Cost Estimate:



Anticipated Opportunities in FY12

- Fleet & Fuel Management Services
 - Preliminary Cost Estimate: \$110,000



Anticipated Opportunities in FY12

- Section 8 Inspection Services
 - Preliminary Cost Estimate: \$200,000 per year



Anticipated Opportunities in FY12

- Paint Supplies

- Preliminary Cost Estimate: \$45,000 per year



Anticipated Opportunities in FY12

- Uniform Rentals
 - Preliminary Cost Estimate: \$34,000 per year



Anticipated Opportunities in FY12

- Waste Collection Services
 - Preliminary Cost Estimate: \$210,000 per year



Anticipated Opportunities in FY12

- Welding Services
 - Preliminary Cost Estimate: \$70,000 per year



Want more information about KCDC?

Contact the KCDC Purchasing Division:

Street: 901 Broadway, N.E. Knoxville, TN 37917

Phone: (865) 403-1107

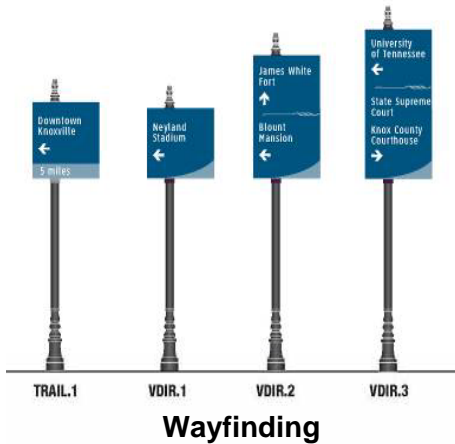
Fax: (865) 594.8858

Email: purchasing@kcdc.org

Web: www.kcdc.org

Click on “Doing Business”

City Redevelopment



Downtown
Downtown North
Magnolia Avenue
Cumberland Avenue

Standard Knitting Mill Site



***“From dis-
investment to
investment”***



300 North Gay St.

Revitalized Cumberland Ave.





Public Service Department

David Brace
Deputy Director



About Public Service

- The City of Knoxville's Public Service Department has 305 employees and a total annual budget of approximately \$31 million. The department is broken up into 4 major divisions:
 - Administration
 - Operations (Service Areas, Construction, Horticulture, Facilities)
 - Solid Waste (Management Facility & Special Projects)
 - Neighborhood Codes Enforcement



Capital Projects

- Project: New Public Works Building/Complex
- Timeframe: Within the next 5 years
- Responsibilities: Full contractor/construction of a new building.
 - Finishing acquisition. If funds are available we will start some initial site design work this year.



Capital Projects

- Project: Roof/HVAC Work
- Timeframe: Ongoing
- Responsibilities: Typically smaller projects. Facility Services would need:
 - Parts supplier
 - Contractors to complete the work
- Facility Services will often buy units/parts for smaller jobs & perform the work in house or we contract out if project is beyond our scope of work.



Capital Projects

- Project: Downtown Christmas Light LED Conversion
- Timeframe: Fall 2011
- Responsibilities: Supply full conversion of our current Christmas lights utilized primarily in the Central Business District



Capital Projects

- Project: Blount Mansion Upgrades
- Timeframe: Fall 2011
- Responsibilities: Updates and beautification effort for the grounds of Blount Mansion, mainly the are off James White Parkway (replace fencing, landscape, tree plantings, etc.).



Capital Projects

- Project: Bucket Truck for Facility Services
- Timeframe: Fall 2011
- Responsibilities: The City of Knoxville will be purchasing a Bucket Truck as an addition to current fleet

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Capital Projects

- Project: Greenway Paving Machine for Construction
- Timeframe: Fall 2011
- Responsibilities: The City will be purchasing a greenway paving machine as an addition to current fleet.



Capital Projects

- Project: Fire Station Maintenance Program
- Timeframe: Fall 2011 (possibly multiple years)
- Responsibilities: Develop/implement a comprehensive fire station maintenance and renovation program designed. Renovations will include: structural repairs, painting, electrical upgrades, asbestos abatement, fixtures, bathroom, kitchen, & living space upgrades, concrete repairs, etc.



Contracts

- Contract: One mowing contract that will go out during 2011/12:
 - Victor Ashe Park
- Length: Varies (typically one year with possible 2 year option to extend).
- Responsibilities: Varies depending on site

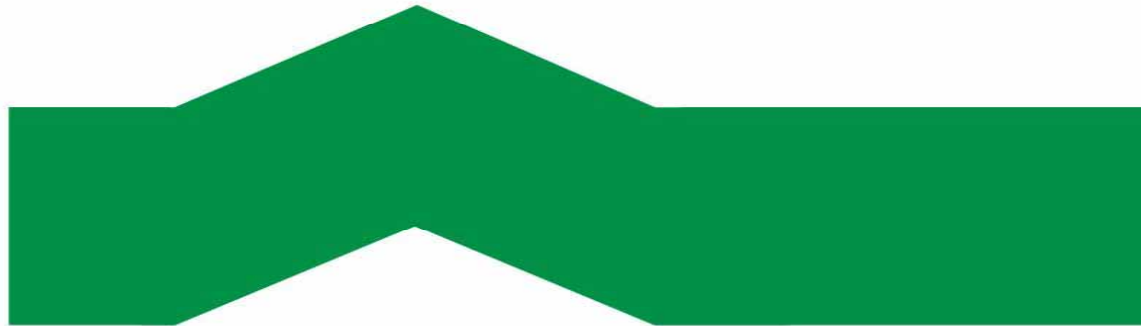


Other Items

- The Public Service Department purchases several items on an ongoing basis that fall below the \$5,000 amount for required bids/quotes.
- Items include: Eye protection, first aid supplies, rakes, shovels, gloves, confined space entry protection, T-Shirts, Gatorade, etc.
- If interested, please contact Winfield Whaley, Maintenance Warehouse Manager at 215-6040.



Thank You!



PBBA

Public Building Authority

CITY BUSINESS



BUSINESS OPPORTUNITIES FOR YOUR
COMPANY

What is The PBA?

- 1971-Knox County and the City of Knoxville jointly created the Public Building Authority of the County of Knox and the City of Knoxville, Tennessee (PBA). Certificate of Incorporation of PBA filed with the State of Tennessee on July 20, 1971.
- The PBA has a Board of 11 members who oversee it. Board members are selected by Mayors of both the City (COK-5) and Knox County (KC-6).
- Dale Smith has been CEO of PBA since 2000.
- PBA has a Property Management and a Property Development Division.
- PBA receives funding from the COK and KC. PBA is non-profit and any funds not used are returned to the COK/KC 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.

PROPERTY MANAGEMENT

- Provides facility support services to City of Knoxville and Knox County properties 24 hours/7 days a week.
 - Custodial
 - Maintenance
 - Security & Life Safety
 - Grounds
 - Parking Management Services
- *With approximately 80 employees
- *\$9.1 million Operating Budget (FY2011)
- *Over 40 properties
- *1.6 million Square Feet
- *23 Acres of Parks
- *Approximately 6,000 Downtown Parking Spaces

**JOHN J. DUNCAN JR.
KNOXVILLE STATION TRANSIT CENTER**



JOHN J. DUNCAN JR. KNOXVILLE STATION TRANSIT CENTER

- 108,000 Square Foot Facility
- Most service items coming out of one-year construction warranty. (August 2011)
- Repair and replacement items out of Operations & Maintenance Budget.



KAT Maintenance & Operations Building (Pending City Council Approval)



- * Newly Remodeled
- * July 1, 2011 – Start Up Building Op.
- * Administrative Building – 10, 637 SF
- * Provide:
 - * Custodial
 - * Maintenance
 - * Grounds
 - * Security (limited)



GARAGES & PARKING LOTS



Parking Management Services recently awarded to Republic Parking
July 1, 2011

PAINTING & PROTECTIVE COATINGS



Services and Supplies – August 2011

FLOORING & INSTALLATION SERVICES

December 2011



05/14/2009
City/County Building West Elevator Landing – Water Damage

06/16/2011

56



OTHER BUSINESS OPPORTUNITIES

- Concrete & Asphalt Repair Services – June 2011
- Electrical Services & Controls – June 2011
- Window Coverings – July 2011
- Chemicals & Supplies – August 2011
- Pressure Washing – August 2011
- Signage and Accessories – Sept. 2011
- Pest Control Services – July 2012
- Heating/Air Services, Parts & Equip. – Sept. 2012
- Plumbing Services – Dec. 2012
- Various other facility support items & services throughout year.



Public Building Authority

Contract & Procurement Manager

David Griffin

610 Richards St., Knoxville, TN 37921

Office: 865-215-8415

Fax: 865-215-8416

Email: dgriffin@ktnpba.org

Thank you



PUBLIC BUILDING AUTHORITY

Jayne Burritt

Director of Property Management

610 Richards St.

Knoxville, TN 37921

Office: 865-215-8420

Fax: 865-215-8405

Email: jburritt@ktnpba.org



PBA WEBSITE

www.ktnpba.org

- *Click on the “Projects” tab at the top of the screen.
- *Move the cursor down till you reach the desired category.
- *Double click the desired project bid information.

Parks & Recreation Department

Joe Walsh, Director



Parks & Recreation Department



Parks & Recreation Department



Parks & Recreation Department



06/16/2011

64

Parks & Recreation Department



06/16/2011

65

Parks & Recreation Department



Parks & Recreation Department



06/16/2011

67



Joe Walsh, Director

Procurement Updates

- Procurement Thresholds
 - Below \$5,000: Small Purchase – City discretion
 - \$5,000 - \$25,000: Three Quotes
 - Above \$25,000: Competitive sealed bids
- Self Service Account
 - Vendor update
 - Automatic email notification of procurement opportunities
- Quote solicitations on website:
www.cityofknoxville.org/purchasing