

The background of the slide is a close-up, slightly blurred image of numerous white baseballs with red stitching, arranged in a dense pattern.

2018 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

Kini Knudson

Assistant Director & City Engineer,
Street Transportation, City of Phoenix



2018 ADOT DBE & SMALL BUSINESS
TRANSPORTATION EXPO

Inside the Dug Out

with Coach Kini Knudson, Assistant
Director/City Engineer
City of Phoenix



2018 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

History of the Game (SBE Program)

- Since 1999, the City has administered the Small Business Enterprise (SBE) Program
 - ensure local small businesses have the opportunity to participate in procurement & contracting opportunities offered by the City of Phoenix.
- The SBE Program specifically applies to non-Disadvantaged Businesses
- Construction sub-contracting opportunities.



2018 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

Home Run Derby – FY 2017/2018

- City Required Goal: 7.23%
- Prime Proposed Goal: 7.64%
- Actual Goal Achieved: 11.54%
- Actual Cash to SBE Firms equals: \$28.6 M



2018 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

General Manager – Mayor and City Council



Since the 1990's, the Mayor and City Council has offered many opportunities for private contractors and subcontractors to do business with the city.



2018 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

Don't Strike Out – City Expectations

- Strike #1: You Don't Try to Bid City of Phoenix Work
- Strike #2: You Don't Meet with Procurement Staff to Obtain Feedback
- Strike #3: You Don't go the Extra Mile and Survey the Owner & Prime

You Are Out!



2018 ADOT DBE & SMALL BUSINESS TRANSPORTATION EXPO

Waiting in the Bullpen – How to Get that Job!

- Mark Escobedo, SBE Coordinator – Veteran Spit Baller
 - Amy Hartle, SBE Coordinator in the Helm – The Closer
 - Larry Smallwood, SBE Assistant Coordinator – Set-Up Man
 - Debra Russell, Contract Specialist – Curve Ball Specialist
 - Emeka Ekpe, Contract Specialist - The Starting Ace Pitcher
- For More information visit website: www.phoenix.gov/Streets/Procurement



2018 ADOT DBE & SMALL BUSINESS
TRANSPORTATION EXPO

Batter Up!

