

# Inside KUB Procurement

Quarterly Newsletter  
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KUB serves more than 473,000 customers in Knox and parts of seven surrounding counties with safe and reliable electric, fiber, natural gas, wastewater, and water.

## Get to Know KUB Contract Specialist Zach Breeding



**How long have you been at KUB and where area did you start?** I started as a student in HR in 1998 and was hired full time in Procurement in March of 1999. I've been full time for 23 years.

**What are some of the challenges for new and small businesses and could they overcome those?** The biggest challenge I'd say, particularly for construction contractors, is gaining similar or relevant work experience, particularly for those wanting to perform work in one of the pre-qualified categories. (Electric, Water, Wastewater, Gas, Fiber, Vegetation Management and Paving). During my time, KUB has preferred for companies to have other relevant experience prior to trying to work for us. Also, new or small businesses may not be familiar with working for a public entity and all the bidding requirements that go with that (ex. Having a state contractor's license, bonding requirements, navigating the [Periscopeholdings.com/s2g](http://Periscopeholdings.com/s2g) bidding portal, etc.)

**What advice would you give vendors wanting to do business with KUB?** Ask questions and don't hesitate to start by being a subcontractor first before trying to be a prime contractor. Attending pre-bids is a good way to connect with prime contractors and figure out how to bid on construction projects. Also, if you're selling goods, provide one of the Procurement buyers details of your products and they can send that information to internal customers who may be interested in considering your product.

## About KUB's Small Business Program

It's simple for small businesses to work with KUB! Companies with 50 or fewer employees and less than \$10 million in annual revenue can participate in KUB's Small Business Program, making it easier to bid on opportunities that fall between \$10,000 and \$100,000. Reach out to [smallbiz@kub.org](mailto:smallbiz@kub.org) for additional information.

## Small Business Spotlight

KUB Spending: \$458,213.54

| Winning Bidder                | MBE | WBE | Local Company |
|-------------------------------|-----|-----|---------------|
| LH Global Resources, LLC      | ●   | ●   | ●             |
| Pueblo Hotel Supply           | ●   |     |               |
| Accurate Contracting Services | ●   |     | ●             |
| Ridge Roofing                 |     |     | ●             |
| Capital Energy Group          |     |     | ●             |
| EO Corporation                |     |     | ●             |
| HPI International             | ●   |     |               |
| SOS Computers/Tech Express    |     | ●   | ●             |

## How KUB Purchases

The Procurement Department is responsible for materials, supplies, services, construction, and maintenance purchases separated into these categories:

### Small Purchases:

- Purchases between \$0-\$4,999: No competition required

### Formal Competitive Process:

- Purchases between \$5,000-\$24,999: Three written quotes
- Purchases \$25,000+: Requires publicly advertised bids

# New Procurement Team Members



*Pictured left: Ryan Fuesting, Luke Eldridge, Parker Pewitt, and Kaci Julian.*

## Our Procurement Team

**Daniel Kembel**, Manager

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**Nikitia Thompson**, MBE/WBE

Program Coordinator

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**Ryan Fuesting**, Business Analyst

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### Contract Services:

**Zachary Breeding**, Contract Specialist

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**Luke Eldridge**, Contract Specialist

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**Kaci Julian**, Contract Specialist

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### Purchasing:

**Jermon Bishop**, Buyer

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**Daniel Parke**, Buyer

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**Marilee Metzger**, Buyer

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**Parker Pewitt**, Buyer

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## KUB Fiber Update

KUB was approved in 2021 to provide fiber internet services to customers within its electric service territory, which includes more than 210,000 households in Knox and parts of seven surrounding counties. KUB's municipal broadband will launch in fall 2022 and will be available to approximately 30,000 customers in its first phase. KUB Fiber will provide 100% symmetrical fiber, which means faster upload and download speeds, at an affordable price. Visit [www.kub.org/fiber](http://www.kub.org/fiber) to learn more, including when KUB Fiber will be available in your neighborhood.



*KUB President and CEO Gabriel J. Bolas visits a pilot participant to see KUB Fiber in action.*