

## AMAZON

In May, Amazon announced plans to open its first robotics fulfillment center in Shreveport. This fulfillment center will create more than 1,000 new, full-time jobs and is expected to open in 2022. The Office of Fair Share is working with Amazon to ensure procurement opportunities are available for Fair Share clients.



**“It doesn’t matter how slow you go as long as you don’t stop.”**  
Confucius



## NETWORKING OPPORTUNITY

We encourage you to look for bids using our website [[www.shreveportla.gov/138/fair share](http://www.shreveportla.gov/138/fair%20share)] or purchasing’s website [[www.shreveportla.gov/140/Bids/RFPs](http://www.shreveportla.gov/140/Bids/RFPs)].

If you bid on a project and do not receive an award notice, please contact the prime to introduce yourself, identify your services, and explain how your company can collaborate/subcontract on the current and future projects.

**“Success doesn’t come from what you do occasionally. It comes from what you do consistently.”**  
Marie Forleo

## ON-DEMAND CONTRACT SERVICES WATER AND SEWER

The Mayor and the Office of Fair Share have been working to empower contractors that are certified as Fair Share (FSC), Disadvantaged Business Enterprise (DBE), Small Business Enterprise (SBE), Minority Business Enterprise (MBE), or Women-Owned Business Enterprise (WBE) to build their organizations, expand their capabilities, and compete for larger prime contracts with the City of Shreveport. Through the Department of Water and Sewerage, three companies were awarded On-Demand Water and Sewer contracts with an initial value estimated to be approximately \$500,000.

The contractors will support the city by performing repairs to the City’s water and sewer systems. Contractors will also participate in workshops facilitated by the city and the Clean Water Shreveport Program. Congratulations to the contract awardees.

*William Daniel*  
Director of Water and Sewer

## NORTHWEST LOUISIANA PROCUREMENT TECHNICAL ASSISTANCE CENTER (PTAC)

The Northwest Louisiana Procurement Technical Assistance Center offers FREE counseling services to businesses interested in selling their products or services to all government agencies. We regularly offer opportunities to help organizations increase professional knowledge and align with other agencies. Join us for a webinar on How to Do Business with Barksdale AFB and Other Federal Agencies on October 21, 2021 at 11:30am. For more information and to register, please visit [www.nwlaplac.org/](http://www.nwlaplac.org/) events. For more information on how the PTAC can assist you, please visit [www.nwlaplac.org](http://www.nwlaplac.org) or call 318-677-2530.

**“It always seems impossible until it is done.”**  
Nelson Mandela



Volume One

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*Adrian Perkins*  
Mayor Adrian Perkins  
City of Shreveport

### NOTE FROM THE MAYOR

I’m proud to see how far our Department of Fair Share has come under our administration. Prior to my arrival in office, Fair Share participation never exceeded 13 percent. That number quickly grew to 19 percent in year one and we set a record of more than 30 percent during our second year.

Our work on Economic Development projects and attracting Amazon to Shreveport, will provide more opportunities for Disadvantaged Business Enterprises (DBEs) and we’re working alongside our private partners to ensure that.

We will continue our commitment to DBEs and increasing minority participation is a critical part of our Economic Development vision. Putting more resources into our neglected neighborhoods creates not only opportunities for the individual but also opens more opportunities for the city.

We want the public to know that the City of Shreveport is open for business, and we are working tirelessly to provide the tools that are needed for business growth and expansion.

### NOTE FROM THE DIRECTOR

Welcome to the first issue of “Fair Share Matters”. We appreciate you for your reading attention. Our focus is to level the playing field for underutilized businesses. This newsletter will be provided quarterly with “DID YOU KNOW” topics that will continue our commitment to maximize participation in procurement opportunities, provide resources to assist in eliminating barriers, and outline information to keep you connected to training opportunities. We are here to encourage you to pursue your purpose and equip you to believe in the possibilities. Thank you for your support and if you are not a client—JOIN US.

Remember: “It is our attitude at the beginning of a difficult task which, more than anything else, will affect its successful outcome”.  
William James



*Leon Wheeler*  
Fair Share Director

### MISSION

Advocate for small, disadvantaged, women and minority-owned businesses to achieve greater access to procurement opportunities, as well as provide resources for business empowerment and growth.

### VISION

Provide an accessible system to strengthen the disadvantaged business network and level the playing field for underutilized businesses through engagement and inclusion.

### GOAL

To eliminate barriers and enhance economic development in the area through business growth and expansion.

“Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.”  
Thomas A. Edison

## HOW TO BECOME FAIR SHARE CERTIFIED

All businesses interested in becoming Fair Share certified are required to complete an application, provide all supporting documentation (resume, driver’s license, permits, license to do business in the state and city, copy of last three years tax returns, articles of incorporation, balance and income statement, bank signatory letter), details of business residency, and equipment.

Request application in-person/mail:  
Fair Share Department 505 Travis St. Ste. 260  
Shreveport, LA 71101 or online: [www.shreveportla.gov](http://www.shreveportla.gov)  
click Government, Department, Office of Fair Share.

## WHEN TO APPLY FOR RECERTIFICATION

All Fair Share clients are required to recertify every three years on or before their anniversary date.  
Request application in-person/mail:  
Fair Share Department 505 Travis Ste. 260  
Shreveport, LA 71101  
or online: [www.shreveportla.gov](http://www.shreveportla.gov)  
click Government, Department, Office of Fair Share.

For more information, visit the Office of Fair Share at Government Plaza or call 318.673.5017.

## FAIR SHARE SPOTLIGHT

Submitted by  
The Department of Engineering

2R Construction has done several capital projects for the City of Shreveport. All the projects have been completed within the contract time, budget, and safety standards.

The latest project completed by 2R Construction was the Linwood Avenue Reconstruction Phase II project. This project was a major improvement to the roadway, and we have received several calls from citizens praising the workmanship of this roadway.



“The Three C’s of Life—Choice, Chance and Change—You must make the Choice to take the Chance if you want anything in Life to Change.”  
Unknown

## GRIGGS ENTERPRISES FUND

The Office of Fair Share has partnered with Griggs Enterprises to provide immediate funds to Fair Share clients that have been awarded a contract. Loans range from \$250.00 to \$500.00 for a period of 30-60 days with a 6% interest rate. The funds must be used for insurance and/or bonding purchase requirements. Clients must be Fair Share certified, complete a loan application, provide driver’s license, and a major credit card.

Repayment must be paid in full on or before the due date to avoid default terms. This business venture will solve immediate demands for funds to secure and finalize contractual terms. Funds are provided solely from Griggs Enterprise. Inc.

**THE CITY OF SHREVEPORT ASSUMES NO RISK OR LIABILITY REGARDING THE ISSUANCE AND REPAYMENT OF FUNDS.**



## SHORTCUTS

*Fair Share Application*  
[Shreveportla.gov/138](http://Shreveportla.gov/138)

*On-line Directory*  
[Shreveportla.gov/141](http://Shreveportla.gov/141)

*Bids/RFPs*  
[Shreveportla.gov/140](http://Shreveportla.gov/140)

*Vendor Application*  
[Shreveportla.gov/780](http://Shreveportla.gov/780)

“If I cannot do great things, I can do small things in a great way.”  
Martin Luther King Jr.

## DISPARITY STUDY

The Parish, City, and Port Commission engaged Keen Independent Research, LLC to perform a disparity study seeking to level the playing field for minority and women owned firms in public procurement. The process will include data collection, comparisons, and interviews with businesses/trade associations to quantify and evaluate the impact of contracting and procurement practices on small, minority, and women owned businesses.

The disparity study will help each entity assess their current equity efforts, and identify any new measures needed to encourage participation of diverse businesses in their contracts.

## BUSINESS DEVELOPMENT

The Office of Fair Share has a contractual agreement with JA Consulting and Tax Services to assist Fair Share clients only in skills training, setting progressive goals for growth, and identifying different measures used to assess the competitive procurement gap. This 12-step online business development program is provided to ensure all Fair Share clients are provided a holistic approach to training, capacity building, capital formation, and technology.

