



Volume One

January 2022

Issue Two

## NOTE FROM THE MAYOR

Our Office of Fair Share continues making tremendous strides in creating opportunities for local businesses to grow and thrive in our community. A new report shows a record number of entrepreneurs are calling Shreveport home and the city ranks third in the nation for new business applications. Fair Share is strategically positioned to help these businesses advance their goals and objectives in 2022.

Fair Share has remained true to its mission of providing meaningful resources and assistance to small businesses and is implementing innovative training courses for clients. In 2021, a 12-step online program was developed that provided a holistic approach to capacity building, capital formation, and technology capabilities.

In the new year, we will continue working with private partners to ensure that our Fair Share clients are prepared to do business. Our work on several Economic Development projects will bring new companies and hundreds of jobs to Shreveport that will create even more possibilities for Disadvantaged Business Enterprises (DBEs).



*Adrian Perkins*  
Mayor Adrian Perkins  
City of Shreveport

## NOTE FROM THE DIRECTOR

**FAIR SHARE MATTERS – GOALS MATTER.** In 2021, the Fair Share program achieved the following milestones:

- The highest participation percentage in the program history
- Instituted the first the Business Development Entrepreneur Program
- Orchestrated client relationship building and networking events
- Modernized the Fair Share Website
- Updated and purged the Fair Share database
- Developed the first quarterly newsletter
- Implemented the first collaborative loan fund for contract awardees

The success of the Fair Share program is a reflection of our leadership and a dedicated support team. Thank you for your commitment and continued support. We will continue to be the voice of our clients and provide services that will enhance intellectual and business growth.



*Dean Wheeler*  
Fair Share Director

**"Success is where preparation and opportunity meet." Bobby Unser**

## Fair Share Corner

### 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.

## Website



### 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)

## 2022 Goals

- Roy Griggs Enterprise Fund—implement the process of funds distribution to Fair Share Clients that have been awarded a contract.
- Lunch & Learn Workshops—provide training workshops to Fair Share Clients.
- Second Quarterly Fair Share Business Development Entrepreneur Program— a 12-step online business development program providing a holistic approach to business development.
- Small business networking events—focused on building relationships and effective communication.

## Remember

Owning a business offers a unique career path that allows for creative flexibility and the ability to be your own boss. All business owners need to create a business plan and a budget--overestimate expenses and underestimate income in order to be prepared for unexpected costs. Always prioritize and be persistent. First are urgent items that require immediate attention and are necessary to keep your business up and running. Next are the important tasks that are vital to the business' long-term success but may not need to get done right away. Look at the big picture—the overall success instead of the minor pitfalls—that's what will keep you moving forward. (WiXBlog)

*"A small business is an amazing way to serve and leave an impact on the world you live in." Nicole Snow*

## Griggs Enterprise Fund Established to provide loans to Fair Share clients

The Office of Fair Share has partnered with Griggs Enterprise, Incorporated to establish a loan program for Fair Share clients that have been awarded contracts with the City of Shreveport. A check presentation for the Griggs Enterprise Fund took place at 1 p.m. on Thursday, January 13 at Carter Federal Credit Union located at 8988 Ellerbe Road.

Griggs Enterprise, Inc. is contributing \$30,000 to the program. Loans for eligible participants will range from \$250 - \$500 for a period of 30 - 60 days. The funds must be used for insurance and/or bonding purchases and participants must be certified with the Office of Fair Share. A second phase of the program will begin this summer and applicants will be eligible to receive loans of up to \$15,000 with a payback period of 180 days. Interested applicants can call Carter Federal Credit Union at (318) 382-8400.

### Thank You

Griggs Enterprise, Inc., Carter Federal Credit Union, and the news media for your support.

**"Stop chasing the money and start chasing the passion." Tony Hsieh**



**"Don't sit down and wait for the opportunities to come. Get up and make them."  
Madam C. J. Walker.**

## 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.

## FAIR SHARE SPOTLIGHT

### *C. Edwards Concepts, LLC*

In 2021, Charlette Edwards (Owner/CEO), Fair Share client, made history obtaining the largest five-year recycling contract in the City of Shreveport.



“Success is a journey, not a destination.” Arthur Ashe

## FAIR SHARE SPOTLIGHT

### **Guardian CPP**

Providing security services for Water & Sewerage since 2016. “Mr. and Mrs. Donny Pitts are always professional and address issues with no interruption in protective services.”

Submitted by  
Department of Public Works

## Fair Share Corner

### Fair Share Tips

- ✓ In order to be responsible and/or responsive, a contractor and /or subcontractor, and service providers, must make good-faith efforts to meet the 25 percent goal. The Fair Share directory must be utilized, and contacts must be documented on the Fair Share Form 3 (Contact Sheet).
- ✓ Submit FSC Form 2 (Utilization) showing all subcontractors and sub-subcontractors to be used on the contract and for any changes also.
- ✓ FSC Form 4 (Letter of Intent) must be provided and signed by each Fair Share Client along with the scope of work to be performed and price/cost of goods or services to be performed.
- ✓ The Letter of Intent (FSC Form 4) must be submitted within 72 hours of the bidder being designated as the apparent lowest provider bidder or his/her bid will be declared non-responsive.
- ✓ Failure to submit these documents shall make a bid non-responsive and rendered ineligible to receive an award of the contract.

“Quality means doing it right when no one is looking.”  
Henry Ford

#### 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), and details of business residency and equipment.

Request Application  
In-person/Mail:  
Office of Fair Share  
505 Travis St. Ste. 260  
Shreveport, LA 71101  
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:  
Office of Fair Share  
505 Travis Ste. 260  
Shreveport, LA 71101  
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.

“The way to get started is to quit talking and begin doing.”  
Walt Disney

# Mix & Mingle--December 9, 2021

Thanks to all that made this event a Success.

State Representative Tammy Phelps, Shreveport Chamber of Commerce, PTAC, Samstown, Wieland, HVAC, Clear Water, JA Consulting, Fair Share Liaisons and Clients



# Mix & Mingle--December 9, 2021



## The First Graduating Class Fair Share Business Development Entrepreneur Program

**CONGRATULATIONS**  
**Algernon Williams--Still Bigg, LLC**  
 &  
**Mr. Jeron Macon**  
**Jay & Fat Lawn Services, LLC**

“The Office of Fair Share is a rare gem that all business owners in the city of Shreveport should be tapped into. The City of Shreveport has done what most metropolitan cities have yet to do.” JA Consulting and Corporate Tax Solutions, LLC is contracted to be the business developer in offering a 12-step program providing contract, bidding and entrepreneurship online training.

During the 4th Quarter of 2021, we had 15 clients registered and 2 who completed the program. This is a rigorous program with the intent of providing information that will assist in knowledge, capacity building and personal growth. A strong work ethic and class participation is required to graduate from the program.

The first quarter 2022 on-line class began on January 7. Remember that the program is all about **TAKING ACTION**. Therefore, you will need to complete tasks in your business and show proof of that completion of tasks in order to be approved to matriculate to the next lesson. *Dr. Tyra Jones*

