



Growing our businesses together with the highest standards of business ethics and dealings.

SBEA Newsletter

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Do You Remember WHY You Joined SBEA? Let's examine that question...

Upcoming SBEA Events

March 5, 2024

Round Table Discussions

March 12, 2024

Classification Talk by Ashley Owens, Hardware Resources

March 19, 2024

Classification Talk by Mark Sealy, Sealy Real Estate Services

March 28, 2024

SBEA Orientation (11:30 A.M. at East Ridge Country Club)

Our Meeting Today

Attendance was good today. Please continue to make SBEA a weekly commitment. When someone gives their Classification Talk it is better to see a room full rather than a bunch of empty seats! Remember if you will be out, please let the SBEA office know.

This morning we had **59** members at our meeting with the '**10**' tables listed below 100%!

Table #2—**Michael Smith**, Pioneer Comfort Systems

Table #3—**Sid Potts**, Sid Potts, Inc.

Table #4—**Charlie Pippin**, Glass Services

Table #5—**Kyle Hand**, Hand Construction

Table #6—**Mark Sealy**, Sealy Real Estate Services

Table #8—**David Bushnell**, Sound Minds

Table #9—**Robert Peterson, Jr.**, Keith D. Peterson Insurance

Table #10—**Shane McPherson**, General Dentistry

Table #11—**Jonathan Scoggin**, Avis & Budget Rent-A-Car

Table #14—**Bryan Roppolo**, Roppolo's Insulation

Please, if you are ill, **STAY HOME!**

Classification Talk



Adam Rimmer is the Owner of Rimmer Electric. He is married to Rachel, and they have 2 children, Cole (18)

and Claire (15). Adam is from Shreveport and graduated from Kingston Christian Academy in 1996. He attended LSUS for 1 year and BPC for a semester and realized this was not what he wanted to do. In 1999 he enrolled in the Electrical Apprenticeship Program.

Adam received his electrical training from the Shreveport Area Joint Apprenticeship Training Program in Bossier City. During the apprenticeship Adam tested for and received his journeyman and master electrician licenses for the City of Shreveport. During his second year in business he tested for and received his State of Louisiana Master Electrical and Contractors Licenses. This allows the firm to bid and contract projects over \$50,000 in value. Adam currently holds Contractor's Licenses for Louisiana, Texas and Arkansas.

In 2004 Adam started Rimmer Electric as a side business wiring small spec homes for a builder. He was in his 5th year of apprenticeship and working full-time for Camus Electric. The side work started stacking up so Adam had to choose

between working for Camus or going out on his own, and of course he chose Rimmer Electric. In 2005 he partnered with another electrician, David Hall, and they operated as Rimmer Hall Electric for 5 years. During this time they acquired Bossier Electric Company. They operated both companies together until 2010, when they decided to dissolve the partnership. David kept Bossier Electric and Adam continued operations as Rimmer Electric.

Rimmer Electric is family owned and operated. Adam handles project estimating and management, Rachel handles their national account customers, service department, and the associated invoicing. Adam's mother, Karen, is the office manager, she handles payroll along with Rachel, and accounts payable and receivable for their construction projects. Dale, Adam's father, is a machinist by trade and is the warehouse, equipment, tools, and job-related materials manager. They have two project supervisors, and both have been with them for 15 years or more. They currently have 11 Journeyman electricians and 14 apprentices/helpers in the field.

There are two sides of Rimmer Electric, Construction and Service. In construction they act as a sub-contractor. They bid on the electrical systems installation for commercial and industrial new construction and renovation

Classification Talk, cont.

projects with General Contractors. Project sizes range from \$10k to \$2,000,000, but usually somewhere in the middle. The scope of their work usually includes furnishing and installing electrical service equipment, light fixtures, power circuits, fire alarms systems, generators, and lightning protection systems.

Their service department handles electrical outages that are not SWEPCO related. They troubleshoot and repair lighting issues, isolated circuit outages, or damage to electrical systems in general, rebuild or upgrade electrical services, install wiring for any type of equipment that requires electrical power, (HVAC units, water heaters, air compressors, paint booths, milling machines, lathes, overhead cranes, laser cutters) and install wiring for building automation systems with Storer Equipment, and fire alarm systems with Fire Tech.

If you have electrical issues give Adam a call and he will be glad to see if he can help you.

Leads Program

George Fritze led us in our Leads Program this morning. As you can see leads were slim. **Tim Keeley** won the Good Granoly gift basket for his lead.

Please bring leads to share with the membership. That is what SBEA is all about! Even if you are unable to attend the SBEA meetings, email or text your leads to the SBEA office so they can be published in the newsletters.

Construction Leads

Northwest Louisiana State Office building, Phase 2 bids on March 8, 2024.
Gerald Adams

Louisiana State Office Building job walk at 11:00 AM today—pre-construction meeting at 8:30.
Tim Keeley

Greek restaurant on Line under renovation.
Randy Miller

Looking for New Members



This morning, we highlighted a security company for a possible new member. We currently have 69 member firms and 10 associate members. We now don't have an Ear, Nose and Throat Physician. We need a florist and there are so many other open classifications. A good number of members for SBEA is 85-90. So please remember, we are always looking for new members. If you know of someone who would make a good member for SBEA, please contact the SBEA office.

I update an Excel Workbook whenever there are changes. This workbook has phone numbers, home and business addresses, classifications, and websites. This way you can check all of your information and make sure it is all correct, but you can also check on the classifications. If you aren't for sure if a classification is open, still submit any new members you may have on your mind and it will be checked to make sure the classification is not taken.

Please **DO NOT TELL People that you are going to propose them for membership!** The process takes 3-4 weeks in order to get the new member approved for publication. After a new member proposal is published to the membership and has passed the 15 working days of publication without any issues you will then be asked to invite them to a meeting. In case a person or firm does not pass all the steps this process helps prevent hurt feelings.

If you would like to propose someone, let the SBEA office know and a new member proposal form will be sent to you or you can go to the SBEA website and fill out the form. Also there are forms in the table books every Tuesday.



March 9 - Marc Price
March 18 - Doug Rountree
March 25 - Charlie Pippin
March 28 - David Clark
March 29 - Adam Rimmer
April 7 - Mark Eldredge
 Carolyn Moore
April 9 - Charlie Coyle
April 16 - Debbie Frey
April 19 - Gerald Adams
 Thomas Sanders
April 25 - Chris Fultz

SPLIT THE POT DRAWINGS

Remember to bring money each Tuesday for the Split-the-Pot drawing. The tickets are \$1.00 each or 6 tickets for \$5.00. The money collected is divided and the winner each week wins half the monies and the other half goes to pay for the beer and wine for the SBEA Christmas party. So bring money to help run the pot up each Tuesday!

This morning **Tracy Toups** was the lucky winner of \$14.00.

SBEA Board Recommendation

The SBEA Board recommends the following new member proposal:

Boyett Printing & Graphics—Janet Boyett, President;
Classification—Printing Company, proposed by Randy Miller

**MEMBERS HAVE 15 WORKING DAYS TO SEND ANY
COMMENTS TO THE SBEA OFFICE.**

Vacation Getaways

We would love to work directly with anyone in the group that is interested in a Gulf Shores vacation. We have 4 properties to choose from - 3 bed/3 bath across the street from beach, 4 bed/3 bath directly on beach, 6 bed/6 bath directly on beach and 9 bed/9 + bath directly on beach. All 4 houses have a pool. We manage our properties personally so there are no surprises.



To view the properties, visit our website www.portersmark.com

We have had numerous weddings and corporate retreats at Porter's Mark. Several of our SBEA members have either visited or stayed in one of our properties. Feel free to ask Debbie Frey, Ricky Rogers, Robert Poindexter or Bryan Roppolo for their feedback. We are very proud of these properties and feel confident that your beach experience and memories will exceed your expectations.

Kate & I look forward to hosting your next beach vacation.

Mark Porter

If you would like to put your vacation condo or home in the SBEA newsletter please send the information to debbie@sbea.biz and you can get the same free advertising.



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**Growing our businesses together
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SBEA is.....

A business service organization, operating for the individual benefit of its member firms, not for profit as an organization or for philanthropic pursuits.

An organization with one primary purpose... to produce business leads for its fellow members.

An organization that provides its members with dependable sources of supply. Members trust each other to provide the highest quality of products and services at a reasonable price. When a fellow member is satisfied with the service, they will recommend the member(s) to their other business and personal contacts.

Shreveport Bossier Executives should be thought of as an extension of your business, and part of your marketing plan! You have an extended "executive sales force" that you meet with each week. As with any sales force, they need to be educated and trained to maximize their potential for developing leads that turn into business for you! Use your SBEA membership to its full advantage!

Do You Remember WHY You Joined SBEA? Let's examine that question...

Most likely your primary reason was to develop an avenue to increase your business through networking with fellow members. The principle of networking is one of the most inexpensive and efficient marketing tools known today...providing you follow the rules! And just what are the rules?

- **ATTENDANCE:** If you don't attend meetings regularly, you can't expect to get your share of leads!
- **PARTICIPATION:** Taking an active role in ALL phases of SBEA activities is one of the most effective methods to become known within the Association ... whether it be a meeting, open house, social event, or networking program!
- **TRAINING MEMBERS:** Consider SBEA another "sales arm" for your business. Each week you have the potential of over 80 "sales people" to sell your products and services! Your only payment to your team of SBEA "sales people" is reciprocity!
- **PROMOTION:** The chance to promote your products and services through a Classification Talk comes around approximately every two years.... take advantage of it!!