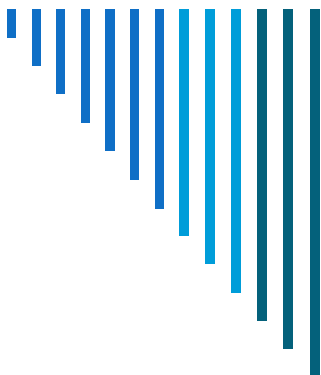




Growing our businesses together with the highest standards of
business ethics and dealings.

SBEA Newsletter

August 12, 2025

Volume 53, Issue 27

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Upcoming SBEA Events

August 19, 2025

Classification Talk by Logan Lewis, Red River Revel

August 26, 2025

Classification Talk by Kyle Hand, Hand Construction
SBEA Board Meeting

September 2, 2025

NO SBEA MEETING DUE TO THE LABOR DAY HOLIDAY

Our Meeting Today

Attendance was pretty good today, I can tell summer is about over. 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 **58** members at our meeting with the '9' tables listed below 100% !

Table #1—**Mark Sealy**, Sealy Real Estate

Table #3—**Bryan Roppolo**, Roppolo's Insulation

Table #4—**Erin Smith-McConnico**, University Veterinary Hospital

Table #5—**Randi Hroch**, Sid Potts, Inc.

Table #6—**Chris Hamm**, Harrison Paint Company

Table #9—**Kevin Poston**, Caddo Signs

Table #10—**John Albin**, American Child Preschool & Child care

Table #12—**Steve Kinel**, Corporate Roofing

Table #14—**Michael Smith**, Pioneer Comfort Systems

Please, if you are ill, STAY HOME!

Classification Talk



Charles Roe,
General Manager
of Jones Brothers
Company, Inc.
married his high
school sweetheart.
Charles and Kerry
have been married
39 years. They
have 2 daughters
and 4 grandchildren.

Jones Brothers Company, Inc. (JBC) is a family-owned, 3rd-generation firm. They are located in Bossier City. They are the oldest family-owned pump and tank company in Louisiana. Jones Brothers Company, Inc. was founded in 1937 by Fred and W. D. Jones. They have 59 employees and 3 shared employees with Jones Environmental.

JBC is a single-source solution. They can design, build and maintain your petroleum equipment needs. This includes tank installations and closures, installation of new equipment i.e. gas pumps, POS, tanks, and fuel monitoring equipment (sales and servicing). They can start at an empty lot and build your fueling system. They will manage the entire process. They can take care of all repairs of your fueling system after it is complete. They have service 24 hours a day, 7 days a week and 365 days a year.

Their coverage area is Louisiana, East Texas, South Arkansas, and Central and South Mississippi. Their clients include industrial, municipal, retail, marinas, military and commercial sectors. When there is a disaster i.e. tornados, hurricanes, snowstorms, and floods, JBC is one of the first called when the all clear is given. They go in and turn gas on or off, perform essential repairs to restore safety and services at fueling facilities, order and install new equipment when damaged equipment cannot be repaired. Their repair services cover bulk plants, aviation fueling systems and alternative fuel facilities. They handle repairs of all sizes.

JBC requires all of their employees to complete extensive training. They have team members that are certified in fuel and fuel tank handling. The training includes multi-level safety programs. They also require ongoing education and re-certification. Their focus is on safety, compliance and professionalism. Good leads for Charles are job leads and referrals. They are always looking for new contractors to partner with and like everyone else, they need good employees.

Charles is planning on an open house later, so be looking for your invitation.

Construction Leads

Pilgrim's Pride, Mt. Pleasant bids August 20, 2025
Steve Kinel

Browning Elementary, Minden, bids August 28, 2025
Steve Kinel

Leads Program

Gerald Adams led our Leads Program this morning. Leads were a little slim today. All the leads for this month will be put into a drawing for tickets to the Red River Revel, donated by Logan Lewis. Thank you Logan!

Leads are 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.

Leads Primer



1. A good lead supplies information before it becomes common knowledge in the business community.
2. If something is going to happen — we want to know about it first!
3. The best leads come equipped with your name as a referral or with a personal introduction.
4. Almost every piece of information the business community provides Leads material.
5. Your social/recreational activities provide just as many Leads as business contacts do.
6. When in doubt, call the SBEA office — your Executive Director is your “in house” expert on what constitutes a Lead and what type of Lead your information is (i.e. direct business, general, etc.)
7. Becoming a LEAD-er in the SBEA community is easy, but it will mean a little effort on your part...the energy it takes to write information on a Leads form and to lug that heavy little form to a SBEA breakfast!

The Leads well is full; start pumping it today and see results as early as tomorrow!!



August 12 - Michael Smith
August 14 - Roland Toups, II
August 23 - Linda Biernacki
September 2 - Bill Haynie
September 5 - Charles Roe
September 10 - Debbie Barras
 David Bushnell
September 27 - Zemeron Vance
September 28 - Bryan Roppolo

SPLIT THE POT DRAWINGS

As of today, the pot is \$1,337.00.

Today birthday boy **Michael Smith** was the lucky winner of \$10.00. He drew an ace, but it was the Ace of Diamonds.

Keep bringing money to build up this pot. You may be the lucky winner one day, All you have to do is draw the Ace of Spades!

Robert Poindexter Insurance Office (318) 564-2494

Life Insurance: Term, Whole, Guaranteed Universal

Annuities: Guaranteed Income and Fixed Deferred

Health insurance: Individual and Group (Medical, Dental, Life, Accident)

Looking for New Members



We currently have 68 member firms and 13 associate members. There are several 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.

SBEA Breakfast Sponsorships

If you are interested in sponsoring a breakfast meeting, please contact the SBEA office. As of right now, we have a breakfast sponsor through November. The cost is \$1,000.00 and you can invite 6 people from your firm to visit that day.

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.

Shreveport Bossier Executive Association

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E-mail: debbie@sbea.biz

**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!



Please furnish clear, concise and legible information on Leads:

WHO is the person to contact?

WHAT specific product or service is required?

WHEN is the need? Today, next week, or next month?

WHERE can the person in charge be contacted?

LEADS ARE EVERYWHERE!!!!

If you know of a new business opening....	GIVE THE LEAD!
If you know of people or firms moving to the area....	GIVE THE LEAD!
If you know of changes in management....	GIVE THE LEAD!
If you know of remodelings or expansions....	GIVE THE LEAD!
If you know of new construction of any kind....	GIVE THE LEAD!
If you know of people changing occupation....	GIVE THE LEAD!
If you know of anything anyone wants to purchase....	GIVE THE LEAD!
If you know of anything of interest....	GIVE THE LEAD!