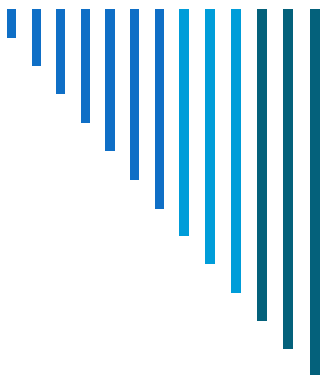




Growing our businesses together with the highest standards of  
business ethics and dealings.

# SBEA Newsletter

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## Upcoming SBEA Events

September 2, 2025

**NO SBEA MEETING DUE TO THE LABOR DAY HOLIDAY**

September 9, 2025

Round Table Discussions—Breakfast Sponsored by Heard McElroy & Vestal  
Open House at University Veterinary Hospital

September 16, 2025

Classification Talk by Thomas Sanders, EMA Engineering & Consulting

## Our Meeting Today

Attendance was pretty 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 **57** members at our meeting with the '**10**' tables listed below 100% !

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

Table #2—**Debra Williams**, The Glen Retirement Systems

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 #13—**Leanne Churchman**, Worrell Bros. Promotional Products

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

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

## Classification Talk



**Kyle Hand**, Vice President of Hand Construction, told us he is married to Caroline, and they have 2 precious

daughters, Muriel and Frances.

Hand Construction was established in 1980 by Cayce Hand, Kyle's father. They are a General Contractor and work with many subcontractors. Their first project was a 3-story office building on Knight St. With Hand Construction's SBEA connection, they were able to get the opportunity to work for many years with Christus Schumpert on many projects.

Hand Construction has experience including commercial, industrial, institutional, hospital and healthcare, federal and multi-family residential construction. They have dealt with local, state, and federal agencies and can provide a total package for any construction project.

Hand Construction is one of the largest general contractor firms in the southern region. They have completed projects all over the Southern United States and as far North as Williston, North Dakota. They are licensed in 13 states,

Louisiana, Texas, Oklahoma, Kansas, North Dakota, Missouri, Arkansas, Mississippi, Tennessee, Alabama, Georgia, Florida, and North Carolina. Satisfying their customers is a priority at Hand Construction.

At Hand Construction they lay the groundwork for your project. Their team collaborates with owners, architects, and stakeholders to control costs, optimize schedules and align designs with long-term operational needs. By addressing potential challenges, they can reduce risks and enhance project efficiency. They do all this through proactive communication and transparent processes.

They do all types of jobs, from small offices to large medical campuses. This morning, Kyle showed us a power-point of some of the projects they have completed and some that they are currently working on. Some of the current projects are Shreveport Regional Airport – Gate Expansion, Eagle Distributing – new cold storage warehouse, Ochsner ER Renovation – Monroe, Red Ball Oxygen – 1,000 SF office buildout, Louisiana Association of the Blind – ongoing projects and IPS Warehouse Improvements – crane, electrical, rooftop units, ramp, doors.

A good lead for Kyle and Adam is any news of someone needing a general contractor – the earlier the better for them to get in on the ground floor.

## Construction Leads

Radiance Technologies is building a 40K SF, \$370 million microchip plant in Ruston in coordination with Louisiana Tech.

Linda Biernacki & George Fritze

## General Leads

We have several Equinox EV's and a Silverado EV that qualify for the \$7,500 Federal Tax Credit. It will expire September 30.

George Fritze

Matt McKay from Baton Rouge is selling all of his All Star Auto Dealerships for \$700 million to a company from South Carolina. It will be the largest dealership sale in history for Louisiana.

George Fritze

Indy Bowl has a major announcement today at 4:00.

Bryan Roppolo

## Leads Program

**Gerald Adams** is lead us this morning in our Leads Program. Leads were fair today. All the leads for August were put into a drawing for entry tickets to the Red River Revel—thank you Logan Lewis! Steve Kinel and Randy Miller were the lucky winners of the tickets

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. You have 2 weeks before we meet again, so be on the lookout for leads to share with the members.

**WHAT IS A LEAD?** It is an opportunity to do business BEFORE the other fellow even suspects that there is business to be done!

**WHAT IS A GOOD LEAD?** Any type of business information that may help a member. Information on anyone who is in the market to buy, build, sell, barter, or exchange any commodity or service offered by a member.

**WHEN IS A LEAD A GOOD LEAD?** Only when it is ADVANCE information brought to light before it becomes public knowledge.

**WHERE ARE GOOD LEADS FOUND?** In conversations with friends, employees, neighbors, family and any outside business or social contact. In conducting your own business, you frequently hear bits of information of no value to you, BUT this information, if passed along to other members could be very valuable to them.



September 2 - Bill Haynie  
September 5 - Charles Roe  
September 10 - Debbie Barras  
                    David Bushnell  
September 27 - Zemeron Vance  
September 28 - Bryan Roppolo  
October 1 - Moss Duvall  
October 3 - Mark Porter  
October 4 - Ben Whalen  
October 7 - Kevin Poston  
October 14 - Kevin Pesnell  
October 18 - Shane McPherson  
October 19 - Robert Dean  
October 29 - Wayne Nissen

### **SPLIT THE POT DRAWINGS**

As of today, the pot is \$1,470.00.  
Also, as of today there are 34 cards  
left in the group you draw from.

Today **Gerald Adams** was the lucky  
winner of \$7.00.

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!

### **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.

## 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.

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## 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](http://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](mailto:debbie@sbea.biz) and you can get the same free advertising.

## Shreveport Bossier Executive Association

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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!*



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! |