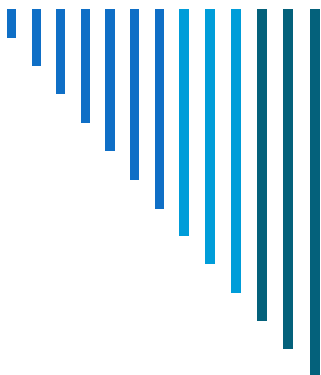




Growing our businesses together with the highest standards of business ethics and dealings.

# SBEA Newsletter

September 16, 2025

Volume 53, Issue 31

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## Upcoming SBEA Events

September 23, 2025

Classification Talk by John Albin, American Child Preschool & Child Care

September 25, 2025

Open House by Logan Lewis, Red River Revel

September 30, 2025

Classification Talk by Mike Young and Kelly Killian, Red River Sanitors  
SBEA Board Meeting

## 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 **59** members at our meeting with the '**10**' tables listed below 100% !

Table #1—**Robert McKinnon**, EppraisalNetwork.com

Table #2—**Wayne Nissen**, Nissen Unlimited

Table #5—**Cole Smith**, Colvin, Smith, McKay & Bays

Table #6—**Matt Snyder**, Pinpoint Events

Table #7—**Gerald Adams**, AAA Insulators & Sales

Table #9—**Charlie Pippin**, Glass Services

Table #10—**George Fritze**, Red River Chevrolet

Table #11—**Doug Rountree**, ASAP Delivery

Table #13—**Martee Reeg**, Professional Sitter Services

Table #14—**Carolyn Moore**, Carolyn Moore Coaching & Consulting

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

## Classification Talk



**Thomas Sanders** of EMA Engineering & Consulting told us this morning he was born and raised in Camden, Arkansas. He attended the University of Arkansas and Graduate School at the University of Texas. He and his wife Stephanie have

been married for 29 years and have two children, William and Mary.

Thomas started his engineering career working at a firm in Little Rock in 1995. An opportunity presented itself in 1999 and Thomas moved to the Shreveport area to work for Purtle & Associates. He became a licensed professional mechanical engineer in 1999 and a licensed electrical engineer in 2002. In 2003 he became a principal and part owner of Purtle & Associates. When Homer Purtle retired, Thomas became the senior principal and partner with Jim Bowman.

In October of 2020, Purtle & Associates was acquired by EMA Engineering & Consulting out of Tyler, Texas. Thomas stayed on as a principal and Director of Engineering of their Shreveport office. EMA has grown from 150 employees in 2020 to over 230 employees in 2025 and has offices in Tyler, Austin, Dallas, Houston, El Paso, San Antonio and Shreveport. EMA has recently acquired another small firm in Fayetteville, Arkansas to expand their reach into Northwest Arkansas, which

is one of the fastest growing areas in the country.

The primary service that EMA provides is the design of mechanical, electrical and plumbing systems for commercial and institutional buildings. Their primary clients are architects, but they also do direct work for contractors, school districts, hospitals and healthcare groups, and state and local governments. They also do some retail and restaurant design and the occasional private home. They are built and set up to handle larger scale projects, but due to working in a relatively small market in NW LA, they have gained a broad amount of experience and expertise on a wide variety of projects of all sizes and use that to their advantage.

A rapidly growing part of their company right now is their consulting group. This group works directly with school districts, hospitals and facility owners to help them assess their facilities for improved operation, better energy efficiency and for long term master planning. They can provide energy audits, master planning, electrical service and emergency power assessments. Another service they provide is Commissioning, which helps to ensure that a building and its systems are fully operational and ready for occupancy at the end of construction. EMA's long term goals are for continued growth and expansion into the healthcare, data center and power generation markets, and to provide more direct consulting work.

## Construction Leads

A proposed 1 million SF data center in West Shreveport and a 104,000 SF office building.

George Fritze

Removing tanks at Tony's—entrance to East Ridge Country Club  
Chris Hamm

## General Leads

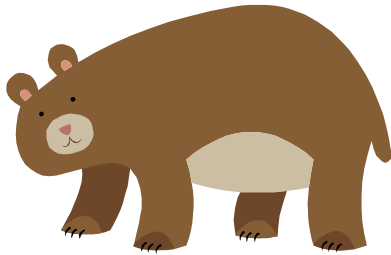
Last Friday at NLCOG meeting the Secretary of DOTD, Glenn Ledet updated the Board that they have made a decision on the preferred i49-ICC route, Alternate #1—goal is to have the official Record of Decision by the 3rd quarter of 2025. Once received they can send out for bids and start construction.

Linda Biernacki

## Leads Program

**Jarrold Horton** is leading our September Leads Program. Leads were fair today. All the leads for this month will be put into a drawing for a \$200 gift certificate to Building B, Harrison Paint's interior design showroom. **Chris Hamm** donated this great prize!! Thank you Chris!!!

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.



## THE BARE FACTS

When you are absent from breakfast—  
YOUR FIRM IS NOT REPRESENTED

When you fail to attend an Open House -  
YOUR FIRM IS NOT REPRESENTED.

When you fail to follow up on a Lead -  
YOUR FIRM IS NOT REPRESENTED

When you fail to give a Classification Presentation—  
YOUR FIRM IS NOT REPRESENTED.

When your fellow members are ready to recommend or refer -  
YOUR FIRM IS REPRESENTED!!

**Please make SBEA a priority in your business schedule!!!**



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 \$1,608.00. Also, as of today there are 32 cards left in the group you draw from.

Today **Tim Keeley** was the lucky winner of \$6.00, but he left it in the pot.

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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business ethics and dealings.**

### 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!*

### It Takes Cooperation

SBEA is structured to be a business networking vehicle for EACH member. But EACH member will only be as successful as his or her efforts. Networking means:

- Making friends. People like to do business with people they like.
- Turning rejection into winning opportunities.
- Taking people risks -- be the one to reach out.
- Stepping out of your comfort zone.
- Asking yourself if your goals are being supported.
- Building and nurturing positive long-term relationships.
- Creating your own visibility.
- Sharing power and building your own safety net.
- Making appropriate decisions at the right time.
- Meeting as many new people as you can.

**NETWORKING WILL CARRY YOU TO THE GOALS YOU  
WANT TO ACHIEVE!**