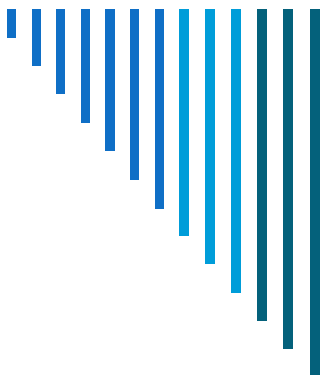




Growing our businesses together with the highest standards of
business ethics and dealings.

SBEA Newsletter

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Upcoming SBEA Events

October 7, 2025
Round Table Discussions

October 14, 2025
Classification Talk and Open House by Sid Potts and Randi Hroch, Sid Potts Inc.

October 21, 2025
Outside Speaker—Kevin Nolte, Cyber Innovation

Our Meeting Today

Attendance was really 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 **60** members at our meeting with the '**13**' tables listed below 100% !

Table #2—**Wayne Nissen**, Nissen Unlimited
Table #3—**Moss Duvall**, Pelican Tents & Events
Table #4—**Kyle Hand**, Hand Construction
Table #5—**Cole Smith**, Colvin, Smith, McKay & Bays
Table #6—**Matt Snyder**, Pinpoint Events
Table #7—**Gerald Adams**, AAA Insulators & Sales
Table #8—**Bill Haynie**, Advanced Cardiovascular Specialists
Table #9—**Charlie Pippin**, Glass Services
Table #10—**George Fritze**, Red River Chevrolet
Table #11—**Doug Rountree**, ASAP Delivery
Table #12—**Mark Porter**, Porter's Cleaners
Table #13—**Martee Reeg**, Professional Sitter Services
Table #14—**Carolyn Moore**, Carolyn Moore Coaching & Consulting

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

Classification Talk



Mike Young, Red River Sanitors, began working with his dad, Claude, in 1983. Red River Sanitors was founded by Mike's father in 1963. In 1992 Mike was named President.



Mike is married to Renee, and they have 2 children. Claude was Red River Sanitors' original SBEA representative, but Mike took over this in 1988. Mike's career with Red River Sanitors began with him picking up trash and scrubbing

toilets. He bought the business from Claude in 2000. In March 2023 Mike sold the business to The Facilities Group. He told us this morning that this was his last SBEA meeting. He has new adventures to look forward to. Mike told the members this morning how much SBEA has meant to him, both personally and in business. He hopes that all SBEA members will appreciate this great opportunity they have and never take it for granted.

Kelly Killian, told us she began her career with Red River Sanitors in 2013 as a Quality Control Manager. She is currently serving as the Chief Operating Officer. Kelly is married to Kaleb, and they have 2 children, Kate and Konley, a daughter-in-law, Faith, and their first grandchild, Dawson Kole.

Kelly told us about the firm, The Facilities Group (TFG), this morning. TFG was founded by Bryson Raver in 2020. Since 2020, Bryson has purchased 18

companies making it one of the fastest growing national janitorial service providers in the industry. The Executive Leadership Team at TFG brings a wealth of experience in the facilities management industry. With decades of hands-on service and leadership, they have successfully overseen and supported janitorial programs across the United States. Their deep industry knowledge and commitment to excellence continues to drive high-quality facility solutions nationwide. TFG currently has 47 offices, with coverage in 50 States, 16,000 employees, 625 million SF cleaned daily, weekly, monthly, in 85,000 locations.

TFG's company's corporate office is in Tampa, Florida. This national footprint allows them to share the resources needed when building facilities programs for their clients such as you. Not only does TFG provide services in all 50 States, but they have clients in Canada, Guam and Puerto Rico. This shows their organization's expansive reach and operational capabilities.

TFG offers a comprehensive range of specialized services to commercial clients, including but not limited to: crime scene cleanup, biohazard and bodily fluid remediation, water extraction, tile floor restoration, post-construction cleanup, and day porter services. Their team is equipped to handle jobs of all sizes with professionalism, discretion, and efficiency.

Red River Sanitors thanks each of their SBEA customers for their continued support over the years. If you are in need of janitorial services, regardless of the size or scope of the job, please give Kelly a call.

Construction Leads

Donnie Bickham is adding a new wing to its campus—bids on October 14, 2025.
Gerald Adams

General Leads

Louisiana Impact Fund created to invest in Louisiana companies and keep control in Louisiana.
Kevin Cook

Will Broyles bought the old Mid-South Press Facility to relocate the Hayride Music Venture from the Old Women's Club.
George Fritze

LSU Health Sciences has been awarded a major research grant \$7.5 million up to 22.5 million.
George Fritze

Although the Federal \$7,500 EV Tax Credit ends today—we have contracted with GM Financial to lease 3 Equinox EV's before 12/31/2025 and take the credit.
George Fritze

Leads Program

Jarrold Horton led our Leads Program today. Leads were fair today. All the leads for this month were put into a drawing for a \$200.00 gift certificate to Building B, a part of Harrison Paint Company. George Fritze was the lucky winner of the gift certificate today. Thank you Chris Hamm for donating the gift certificate!!

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.

SBEA Board Recommendation

The SBEA Board recommends the following new member proposal for membership:

Run Wild, Representative—
Katherine Rowell, Owner,
Classification—Sportswear and shoes, proposed by Wayne Nissen

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



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 \$1,731.00. Also, as of today there are 30 cards left in the group you draw from.

Today **Chris Hamm** was the lucky winner of \$5.00, but he left it for 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 66 member firms and 10 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.

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!

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!**