



**Dynamic Wallcovering, LLC**

946 Sunny Valley Lane  
Poplar Bluff, MO 63901

**Executive Summary**

Dynamic Wallcovering, LLC (“DW”) was created by Leonardo Acevedo; a second-generation wallcovering installer and the sole member manager of DW. Growing up in a construction family, fundamentals like work ethic, following instructions, respect for others, pride in completion, ability to adapt, learning systems, onsite safety, accountability, and timelines, come naturally to Leonardo. Additionally, the desire to learn, build, and work as a team comes with great passion and ease. DW first began operations under Leonardo after serving as an Active-Duty Soldier in the U.S. Army from January 2002 to January 2006. (E-5 OIF Veteran)

December of 2020 marked 15 years of successful operations providing services in several industries including hospitality, healthcare, and retail. DW installations exceeded 25,000 linear yards for 2019 within these commercial services; protecting and providing design to over 145,000 hospitality guests, patrons, patients and tenants per year. Over the last several years we have become better positioned to secure more quality projects and maintain a standard for growth. Communications, estimating, office management, recruiting, scheduling, marketing, and business development have become part of daily tasks. Performing as a Prime/Sub-contractor, DW can offer nationwide services to government agencies, specialty contractors, manufactures, printers, design firms, general contractors, and private owners.

Potential for contract award is more than exceptional, DW has four (4) state and two (2) federal certifications. Each qualify for set aside programs. The State of Missouri has an equal opportunity goal (3-13%) on every contract that has state or federal dollars funding. Both contractors and state agencies are soliciting certified minority, service disabled and other socio-economic designations to participation for new and ongoing projects. As an awarded certificate holder(s), DW can meet those goals as a general contractor or sub-contractor and can seek contract opportunities in its primary NAICS and in secondary NAICS codes.

DW’s goals are to use its construction experience combined with Local, State and Federal Set-Aside Certifications to develop into a Prime contractor offering general construction services in the Construction Sector (23). Our purpose as a Prime contractor is to bid, win and complete contracts with exceptional performance and quality while maintaining compliance and aiding in the maintenance and restoration of real estate, in private; Local, State and Federal marketplace. The Federal marketplace spend is approximately 500 Billion dollars per year, 23 cents of every dollar goes to set aside and sole procurement contracts for small business.

Below are some best-value attributes of DW:

- ❖ 22 years in the construction industry with zero accidents or insurance claims.
- ❖ Management of team members and opportunities through field and on-site experience.

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- ❖ Distinguished and active member of the Wallcovering Installers Association (the “WIA”). The WIA allows us to offer the collective experience of all its members, through discussion and shared field experience.
- ❖ Key partnerships and joint ventures with construction and business experts. These relationships are geared towards offering addition services in the government marketplace.

### **Certifications:**

- State of Missouri - Minority Owned Business Enterprise (MBE)
- State of Missouri - Service-Disabled Veteran Owned Enterprise (SDVE)
- State of Missouri - MODOT- Disadvantage Business Enterprise (DBE)
- State of Arkansas - ARDOT- Disadvantaged Business Enterprise (DBE)
- Small Business Administration (SBA) - 8(a) Business Development Program
- Dept. of Veterans Affairs - Service-Disabled Veteran Owned Small business (SDVOSB)

### **Company Development Outlook**

At the moment, we are working with C&M Contractors, Inc. of Doniphan MO. C&M Contractors Inc. recently graduated from the 9-year SBA 8(a) Business Development Program successfully. We are seeking them as a mentor to participate in the SBA 8(a) Business Development Mentor- Protégé Program (“8(a)MPP”). Implementing the 8(a)MPP would increase contract opportunities by increasing access to two (2) additional set-aside certifications; Woman-owned and HUBZone. Joint ventures will be bidding combined capabilities, as well as using combined bonding to secure contracts. C&M Contracting currently has stellar past performance with the federal government. Our team focus would be to approach and participate with the USACE Memphis District, DOD and other government agencies.

Currently seeking to build relationship to promote growth in the government marketplace. Providence Paint Company of Charlotte North Carolina and Slinkard Painting of Cape Girardeau Missouri are two companies that we are currently working with to grow. We are moving in the direction of marketing DW as a general contractor with a specialty trade in Painting and Wallcovering NAICS(238320).

We have been seeking guidance through PTAC and Score office, STL. Training online at Govolgy.com, Federal Access and in groups to prepare for growth. We would like to develop existing property or purchase/lease an office space. Currently working with Federal Access Consultant team to grow our knowledge base in the government space. DW would like to attract a team of knowledgeable and capable employees to include benefits.