



DYNAMIC
GLASS

NEWSLETTER
WINTER 2021



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A LETTER FROM OUR CFO

SCOTT COULTER



Good riddance, 2020. What a year it has been. I will not waste time on what you already know, Covid has been hard individually and for the Company. What was inconceivable one year ago is now the norm. All group events have been cancelled. Living rooms and bedrooms are now offices. What bothers me most is this now seems normal. My hope for this year is that we get back to our old way of life. I look forward to high fives, handshakes, and hugs again. We NEED to live in community to be the best version of ourselves.

Now for a high-level update on Dynamic Glass. All things considered, 2020 was a solid year for the Company. Revenue was similar to the prior year, but profits were down due to Covid and a couple challenging projects that went over budget. All divisions were profitable in 2020, a first since the Company launched new divisions over four years ago. The Lease Division in Houston was the shining star delivering a huge increase in revenue with strong execution and margins.

Looking forward, 2021 is going to be another challenging year. Covid will continue to be around through at least the first half of the year. In addition, we anticipate slight revenue and profit declines due to a tough bid environment during 2020. The commercial real estate market hit the pause button due to Covid, which led to a decline in backlog for the Company. Despite all of that, we expect that all five divisions will again deliver positive profit margins. We are also seeing an uptick in bid activity and we are optimistic that backlog will begin to grow again by the back half of 2021. So what can you do to help the cause? Be proactive by playing offense to get ahead of potential problems. Communicate early and often between departments and work together. Focus on things within your control and make sure your job is done to the best of your ability. Finally, with everything you do, have a plan and execute.

I want to end this letter by saying how proud I am to be a part of this Company. We have great people who work hard together and take care of each other. This team is what gives me high confidence in our future.



LET'S TALK SAFETY

SEAN MCGEE - SAFETY DIRECTOR



Safety is one of our core values at Dynamic Glass. At Dynamic, our greatest responsibility has been the health and well-being of our employees and we are committed to providing a safe work environment at our fabrication facilities and in the field. 2020 has been the most challenging year we have faced in our lives. At work, working safely has been especially challenging during Covid-19 because many of our crews must work near each other to complete their task. Safety is and always will be a team effort. It only takes one reckless decision out of thousands of good decisions to affect the safety and well-being of those around us.

Despite the challenges from Covid-19, 2020 was a busy year for the Company with an over 20% increase in the hours worked compared to 2019. Despite the extra hours, Dynamic Glass was able to maintain zero recordable injuries during the past year. We also had very few first aid injuries. This is a great accomplishment and a big deal in the industry. I thank you all for working safely and ask that you keep it up.

I'll end with a reminder on how three critical steps to take to stop the spread of Covid-19 according to the CDC:

1. Wear a mask to protect yourself and others
2. Avoid crowds – the more people you are in contact with, the more likely you are to be exposed to Covid-19
3. Wash your hands often with soap and water for at least 20 seconds especially after you have been in a public place, or after blowing your nose, coughing, or sneezing

Always remember: if you see something say something.

Let's make 2021 a safe and prosperous year.



PROJECT SPOTLIGHT

EASTLAKE AT TILLERY



Eastlake at Tillery consists of two, three story office buildings in Austin, TX. Dynamic Glass is partnered with Harvey Cleary Builders as the General Contractor. The project is located in the growing and eclectic east Austin area. This project features 34,000 sqft of storefront glass, 1,300 sqft of curtain wall, and 500 sqft of heavy glass entrance.



PROJECT SPOTLIGHT

Q&A WITH JERRY ROBERTS PROJECT MANAGER - AUSTIN



What did you find most challenging about executing a project of this size? The most challenging aspect of this project was the pandemic. Due to the project kicking off in the middle of the pandemic, it has created a lot of changes on the fly. Our team has done a fantastic job coordinating with the other trades, making necessary changes, and providing information to other trades to make sure the project comes together as a whole.

What did you like most about being a part of the project? The exciting part of this project is being able to watch our new Austin division come together, working through each challenge we were handed and overcome and succeed. The teamwork and dedication of our office, shop and field staff members have allowed us to grow and learn from this project. I am excited to see the future projects benefit from this.

What takeaways do you have from this project to apply to future large projects? Open communication with the field team, making sure all of the sundries are there as they are needed but not in an overwhelming amount for them to stock and keep up with it. Working with them as glass is delivered to the site to make sure we know what we received.

Can you name an example of the DG team working together to succeed? Eastlake Tillery was



PROJECT SPOTLIGHT

EASTLAKE AT TILLERY

the first project that we fabricated out of our new shop. Fabrication was starting as the shop was still being set up. There were a lot of new employees learning how to work together for a project of this size. We had field employees helping in the shop and working hand in hand with the shop employees to help with the process as the fabrication positions were still being filled.

What is your favorite feature of the project?

My favorite part of this project is yet to be completed. I am looking forward to the interior stackable wall. This is a new aspect for me to install and manage. We will see this part come together with the coordination of the steel guy onsite, drywall and creating pockets for the door. I am looking forward to seeing this project to come together.

Is there something most don't know about the project that you would like to share? We have a similar project next to this one that shares a property line with Harvey Cleary Builders as the GC again.



RING THE BELL!

RECENTLY AWARDED PROJECTS



PARKER SOUTH

LOCATION: DALLAS, TX

CONTRACTOR: SKILES

ARCHITECT: PERKINS & WILL



RING THE BELL!

RECENTLY AWARDED PROJECTS

URBY

LOCATION: DALLAS, TX

CONTRACTOR: MOSS

ARCHITECT: 5G STUDIO



RING THE BELL!

RECENTLY AWARDED PROJECTS



U OF H LAW CENTER

LOCATION: HOUSTON, TX

CONTRACTOR: AUSTIN COMMERCIAL

ARCHITECT: SHEPLEY BULFINCH



OUR DYNAMIC TEAM

THE NEW HIRES

JOSE ALVARADO Glazer - Contract

FORTINO CANALES Glazer - Austin

JAMIE PEREZ RENDON JR Glazer - Austin

DANIEL DALBERG Fabrication - Contract

SEBASTIAN VALERO Glazer - Metal Panels

DAVID DELEON JR Fabrication - Contract

DANIEL NAVARRO Fabrication - Austin

ADAM SCOTT Accounting

JOSE JUAN SAAVEDRA Glazer - Austin

JOSE HERNANDEZ TROMPIZ Glazer - Metal Panels

JUAN HERNANDEZ Fabrication - Contract

CATRINA JOHNSON Accounting

CHRISTOPHER AYALA Glazer - Austin

WILFREDO IRIZARRY-CANCEL Glazer - Metal Panels

JAIME HERNANDEZ Fabrication - Contract

DIEGO BONILLA Glazer - Austin

GUADALUPE RODRIGUEZ Fabrication - Contract

MACARIO JR VIVEROS Glazer - Contract

JAVIER HERNANDEZ Glazer - Metal Panels

JOSE GONZALEZ Glazer - Contract

ROBERTO GARCIA Fabrication - Contract

CHRISTIAN TREJO Glazer - Austin

EDGAR CONTRERAS-ORTIZ Glazer - Austin

YVAN CASTILLO ALIZO Fabrication - Metal Panels

LUIS BRIONES III Glazer - Austin

NATHANIEL CONTRERAS Fabrication - Contract

EDWARD CARTER-SANDERS Fabrication - Contract

ORESTES ALEMAN Glazer - Contract

JHON BARAHONA CLEVEL Glazer - Contract

BRAYNER RINCON GAMBOA Glazer - Contract

JAMES MCCLURE JR Glazer - Contract

FREDERICK PRENGER Fabrication - Contract

HOMERO PACHECO JR Glazer - Contract

JUNIOR CUAURO CHIRINO Glazer - Metal Panels

YESSEL HERNANDEZ Glazer - Contract

YORDAN SALGADO ALONSO Glazer - Contract

CHRISTIAN GARCIA CRUZ Glazer - Metal Panels

ALYSSA WYATT Administration - Austin

JOSE BELTRANENA ORELLANA Glazer - Metal Panels

KEYLA VERA GUTIERREZ Fabrication - Metal Panels

ZANETH MONTGOMERY Glazer - Austin

DAVID ROJAS Fabrication - Metal Panels

FRANCISCO SOLIS JR Fabrication - Contract

HUGO CASTRO Fabrication - Contract

CONGRATS ON YOUR PROMOTION!

JOE CANALES WAS PROMOTED TO QA/QC COORDINATOR!

HABDYEL SARMIENTO WAS PROMOTED TO CONTRACT SUPERINTENDENT!



OUR DYNAMIC TEAM

ANNIVERSARIES

AUGUST

CARLOS SUAREZ 1 YEAR!
AGUSTIN ROSALES 1 YEAR!
ITALO PIOVAN ANTIQUERA 1 YEAR!
MOISES GOMEZ 6 YEARS!
FRANSISCO GARCIA 1 YEARS!
LOUIS HERMIS 30 YEARS!
WILLIAM LLOYD 2 YEARS!

KYLE COLTON 15 YEARS!
NELSON BONILLA WILLENS 1 YEAR!
NICHOLAS STEPHENS 1 YEAR!
BRYAN BRUMFIELD 5 YEARS!
JESUS GAMEZ 5 YEARS!
SAUL ARCOS 1 YEAR!

SEPTEMBER

NOLVER RAMIREZ 1 YEAR!
JERRY ROBERTS 1 YEAR!
CHRISTIAN HERMOSILLO 6 YEARS!
JOSE GOMEZ 3 YEARS!
KEVIN CAREY 4 YEARS!
DYLAN TURNER 4 YEARS!
LOUIE URESTE JR 1 YEARS!
EUGENE HERMIS JR JR. 1 YEAR!
ROY TOVAR 1 YEAR!
BRIAN REYES 1 YEAR!
FRANCISCO ORTEGA CARRILLO 1 YEAR!
OSCAR REYES 1 YEAR!
DONALD HERMIS 10 YEARS!
JEFFREY KRAEMER 1 YEAR!

GIOVANI ZUNIGA 1 YEAR!
ROBERT GONZALES 1 YEAR!
JUVENTINO CANALES IV 1 YEAR!
CUAHEMOC CRUZ JR 1 YEAR!
EDUARDO RODRIGUEZ 1 YEAR!
ANDRES GOMEZ 7 YEARS!
ALFREDO SEVILLA 1 YEAR!
SEAN MCGEE 6 YEARS!
JASON GOLDEN 26 YEARS!
PETE LOPEZ 2 YEARS!
JORGE BANOS 3 YEARS!
CHRISTOPHER GIBEAU 2 YEARS!
DENNIS ARROYO 6 YEARS!

OCTOBER

DANIEL FARIAS 2 YEARS!
JOAQUIN LARA 10 YEARS!
UVALDO GARCIA 4 YEARS!
JOSE SAAVEDRA 12 YEARS!
RAMON ESCALONA GONZALEZ 1 YEARS!
ROGER CANTRELL 3 YEARS!
JOEL MUNOZ 4 YEARS!
GERARDO HERMOSILLO 3 YEARS!
JOE CANALES 1 YEAR!

JUVENTINO CANALES III 1 YEAR!
JOE CANALES JR 1 YEAR!
GONZALO CONTRERAS 4 YEARS!
NATHAN VARGAS 2 YEARS!
JOSE SALINAS RODRIGUEZ 1 YEAR!
ODANIEL BROOKS II II 6 YEARS!
JAVIER MORALES 1 YEAR!
MICAH PROULX 4 YEARS!
ANASTASIO GUZMAN 1 YEAR!



OUR DYNAMIC TEAM

ANNIVERSARIES

NOVEMBER

RICHARD VERACRUZ 5 YEARS!
SETH AVILA 1 YEARS!
URIEL GARCIA 3 YEARS!
LY CHHAY KIM 1 YEAR!
JUAN PERALES 1 YEAR!
PAUL PARADA 1 YEAR!

ALBERTO SOLIS-JIMENEZ 4 YEARS!
DANIEL CRUZ 5 YEARS!
VICTOR GONZALEZ 1 YEAR!
MARK PFEFFER 13 YEARS!
EDWIN OVIEDO 9 YEARS!

DECEMBER

LAWRENCE MADOJEMU 6 YEARS!
RICHARD GERMAN JR JR. 6 YEARS!
JUAN GONZALEZ 1 YEARS!
ANGEL BOUCHOT JR 1 YEAR!
JUAN FLORES 2 YEARS!
MICHAEL BOTELLO 1 YEAR!
ERIC SILCIO 1 YEAR!

ALBERT AYALA 2 YEARS!
DWIGHT STAGGS II 1 YEAR!
MARCO URIBE 2 YEARS!
EDGAR CARDENAS 2 YEARS!
BRANDON GLOVER 2 YEARS!
RODRIGO VALDES 1 YEAR!
ANDRES JUAREZ 2 YEARS!



OUR DYNAMIC TEAM

BIRTHDAYS

1/2 ANDRE MBOUA OLINGA	2/3 STEVE NGUYEN	3/4 EDWARD SANDERS
1/7 JOSE SAAVEDRA	2/3 ADAM SCOTT	3/7 GERARDO HERMOSILLO
1/7 RUSSELL SLAY	2/4 CANDELARIO CISNEROS	3/8 JOSE GOMEZ
1/10 JESUS GAMEZ	2/4 AGUSTIN ALFARO JR	3/8 JOSE GONZALEZ
1/10 GONZALO CONTRERAS	2/4 JOSE ALVARADO	3/9 JOEL MUNOZ
1/11 ANTHONY MEDINA	2/6 MIGUEL RAMIREZ	3/9 RONALD CANO VILLASMIL
1/12 STEPHANIE CLAUSELL	2/7 HUGO SALDANA	3/11 DANIEL GARCIA
1/12 GUADALUPE AMARO	2/7 ALYSSA WYATT	3/11 BLAS GARZA
1/13 EDDY PARRA PINO	2/9 JUAN PEREZ	3/14 SERGIO CASTANEDA
1/14 CURTIS MURPHY	2/10 OSCAR DIAZ	3/14 DAVID HERRING
1/15 FRANCISCO ORTEGA CARRILLO	2/11 YORDAN SALGADO ALONSO	3/15 SHANNON MCCLURE
1/20 JOSE REYES MR	2/12 CHARLIE BARAHONA	3/15 BRUCE ROBINETT
1/21 SEAN MCGEE	2/14 HEDYL SARMIENTO	3/16 ROBERT MAGDALENO PENA
1/22 GARY HIX	2/14 RAMON ESCALONA GONZALEZ	3/19 MARK PFEFFER
1/22 IRVIN FLORES	2/15 FAUSTINO PEREZ	3/19 GUILLERMO HERNANDEZ
1/22 DANIEL CASTILLO JR	2/16 JARED KERR	3/20 JOE GUTIERREZ
1/23 JORGE SILVA ROMAIN	2/16 JUAN CABRALES	3/20 FRANCISCO MEDINA
1/24 KEVIN OBREGON	2/17 BIANCA GOLDEN	3/24 ALI GARCIA ANTEQUERA
1/26 SERGIO ROBLES	2/20 GARRETT PRICE	3/24 JUVENTINO CANALES IV
1/27 MANUEL BERNARDINO	2/20 DAVID SANTANA	3/24 LUIS BRIONES III
1/28 RODRIGO VALDES	2/21 JOE CANALES	3/24 BRAYNER RINCON GAMBOA
1/30 DAVID WILSON	2/22 ABEL CABRERA	3/25 JOSE TORRES
2/1 YUSMAY CORZO SUAREZ	2/23 DIEGO BONILLA	3/27 DANIEL FARIAS
2/1 GUADALUPE RODRIGUEZ	2/25 ALBERTO SOLIS-JIMENEZ	3/27 JHON BARAHONA CLEVEL
2/2 MOISES GOMEZ	2/25 ZANETH MONTGOMERY	3/29 NICHOLAS STEPHENS
2/2 NATHAN VARGAS	2/28 OSMAN GARRIDO-CARILLO	3/29 JAVIER MORALES
2/2 RAFAEL MELENDEZ-PRIETO	3/2 DANIEL CRUZ	3/29 RAQUEL REYES
2/2 JERRY ROBERTS	3/4 RICK CIESLEWICZ	3/31 WILLIAM LLOYD
2/2 PAUL PARADA	3/4 FABIAN GARCIA	
2/3 EUGENE HERMIS JR JR.	3/4 VICTOR MONTEMAYOR	



OUR DYNAMIC TEAM

FAMILY MATTERS



OUR DYNAMIC TEAM

FAMILY MATTERS



IN THE NEWS

THE LATEST AND GREATEST

UPCOMING EVENTS:

No upcoming events at this time due to COVID-19.
We hope you and your families are safe and well.



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[Post Houston](#)

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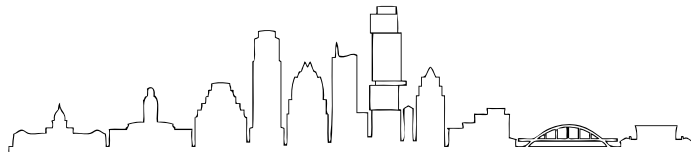
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