

Steven Bankler, CPA, Ltd.

Client Spotlight:

DMC Dynamic Mechanical Contracting, LLC

Matt Dunn settled into an HVAC career right out of high school. The San Antonio native found his stride at a local company and, nearing 27 years as an employee, had every intention of retiring with them. But life doesn't always follow a predictable path.

In the decades Dunn was an employee, the company grew from a small, family-run business to a mammoth million-dollar corporation. He and his colleagues David Felts (a fellow HVAC specialist) and Clint Dawson (a master plumber) realized that they were loyal to a company that no longer aligned with their goals and values.

"We knew it was time to move on. And let me tell you: At 48, there's nothing more frightening than starting over, on your own terms, when you never once considered running your own business before."

Dunn, Felts, and Dawson faced those fears head-on and founded DMC Dynamic Mechanical Contracting, LLC, in 2014. Dunn used resources from the Small Business Administration (SBA) to create a five-year business plan and secure capital.

"We hoped to get to 10 service trucks," Dunn recalls. To their surprise and relief, they hit that milestone within the first year. DMC hired an average of one employee a month for the next two years, strategically leveling out at about 45 employees. Since then, they helped



hospitals respond to the pandemic with isolation rooms and other HVAC solutions. Then the Texas winter storms brought a new

set of hurdles. Most recently they've brought on a specialist to support building automation projects.

Dunn credits DMC's success to a few key principles: "We stay true to ourselves. We take care of our clients, and our clients take care of us."

He also admits that asking for help and surrounding their business with smart people has worked in their favor, particularly in business areas outside their expertise.

Steven Bankler, CPA, Ltd. is among those resources. Dunn was struck by a 2019 *San Antonio Business Journal* article by Steven Bankler on how business owners can protect their family's assets. He decided to give the firm a call.

Right from that first meeting, Steven offered

ideas that resonated with Dunn, Felts, and Dawson. They set up a separate payroll account for employees, for example. Then, Steven helped them set up a tax structure to best serve them as they move from leasing to building and owning their own commercial space.

It all goes to

show you, it's never too late to start over again, especially when it's on your own terms.

Learn more about DMC at www.dmcmechanicalcontracting.com



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