

## Client Spotlight: Concepts Construction

San Antonio native Mark Lopez can't recall a time he didn't envision himself following the footsteps of his father, a project manager, into the construction business. He remembers visiting his dad on construction sites as often as he could. So, when he got the chance to be a surveyor for his father's employer, he jumped right in.

A few years later, after moving into project management, Lopez began working alongside Efrain Perez Jr. The two just clicked.

"We were young and both trying to make a name for ourselves," Lopez recalls. They then started Concepts Construction in 2009. It was a rough economic time to start a business, but they persevered.

"We had formed strong relationships with vendors who wanted to see us succeed. And, well, we just plugged away. No one was building; no one was loaning money. I was knocking on doors to find work. We were fortunate enough to land some city work and went from there," Lopez adds.

A relationship with asphalt paving company Clark Construction, which continues to this day, propelled them even further. By 2013, direct general contracting work started pouring in.



At that point, Lopez and Perez determined that their now multimillion-dollar company's books were more than an office manager could realistically handle. Their bonding agent introduced them to the Bankler team, and the rest, Lopez says, is history.

"Steven is the most likable human on Earth, and the Bankler team has been 100% great with us. They're

professional in every manner," he smiles. "I've been able to sit in a room with other clients at their events over the years, and it's just remarkable what a warm community and giving team they've built."

Lopez adds that building Concepts Construction from the ground up has been a "great ride," but it's far from over.

"We're in the process of opening our second business, Greyrock Materials, and will be selling construction materials for your everyday concrete projects," he says.

He and Perez called the Bankler team early on to share their expansion plans. In return, they received a wealth of advice on how to take advantage of tax codes and deductions.

"I just love working with the Bankler team," Lopez adds. "It's a good feeling to have them on our side."

Learn more about Concepts Construction at [conceptsconstruction.com](http://conceptsconstruction.com)



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