

# CAPABILITY STATEMENT

## Exact Match Masonry Staining,<sup>TM</sup> LLC

An Exact Match for America's Masonry

### CORE COMPETENCIES

- Matching dye lot issues, fill-in/repaired areas, matching masonry additions and masonry renovation projects flawlessly, protecting them with anti-graffiti coating.
- Color transformations, any custom color request imaginable (no limitations to color), stained areas are undetectable from unstained—an exact match; custom formulations matched to specific substrate needs and conditions, 100% success
- Historical or other restoration, renewing aging masonry, aging new masonry to blend, graffiti restoration, including cleaning, staining, and sealing masonry.

### COMPANY OVERVIEW

**Jennifer Gill, President and Managing Member:** **Matthew Gill, VP of Field Operations:**

- Winner of US SBA Award as Minority-Owned Business of the Year in 2016.
- Over 30 years of Marketing and Sales Management experience.
- 25 years of hands-on residential construction background.
- Nationally recognized masonry color expert since 1998.
- Known for perfect color acuity and creative problem-solving.
- Background in multi-generational successful artists, entrepreneurs, and builders.

**MILLIONS OF SQUARE FEET SUCCESSFULLY COMPLETED NATIONWIDE**

*Brick, Block, Mortar, Stone, Cast Stone, Precast, Concrete*

Trusted by thousands worldwide, we specialize in flawlessly resolving complex color issues for masonry projects. With experience across various sectors, including commercial, residential, and government, we guarantee exceptional results every time.

### DIFFERENTIATORS

- **EXMS 300 Series:** Water-based, low VOC, environmentally-friendly tint-base coloring agent, enabling a wide range of custom colors.
- **EXMS 400 Series DuraSealant and Anti-Graffiti Coat:** Custom formulated clear, non-yellowing protective sealant compatible with EXMS 300 Series, ensuring no compromise on custom color results.
- **EXMS 500 Series:** Expert epoxy floor finishing services, offering various systems tailored to different applications based on clients' needs.

### PAST PERFORMANCES

- **Customers and Projects:** Fort Meade, Enid Air Force Base, Fort Detrick, Homeland Security, Mount Weather VA, Fort Hamilton, Maryland DOT, Penn State University, United Masonry of Virginia, Liberty Utilities, Hanover Company, Westlake Royal Building Products, Advance Architectural Stone, Stewart & Tate Construction.
- **Professional Associations:** Pennsylvania Concrete Masonry Association, Cast Stone Institute, Mason Contractors Association of America, Mid-Atlantic Masonry Association.

### COMPANY DATA

DBE, PennDOT, WBENC and WOSB Certified  
NAICS: 238320, 238390  
CAGE: 63RG8  
DUNS: 010676316  
UEI: TS9MRE1UALB7  
UNSPSC CODE: 73181104, 238990

### COMPANY INFO

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