

# Express Stucco & Wall Services, Inc.

*“Today I am very proud as I drive by the many different jobs we have completed and the SBDC helped us achieve this.”*

Wilson Wright, Owner  
Express Stucco & Wall  
Services, Inc.

Diversifying business through contracting opportunities. Expresso Stucco & Wall Service is a family owned business established in 2003. The company specializes in stucco, EIFS, concrete sidewalks and slabs.

Seeking to expand his business in 2008, owner Wilson Wright was referred by the Kissimmee Chamber of Commerce to the SBDC. In May 2008, Mr. Wright met with an SBDC certified business analyst to receive assistance in accessing new markets. The SBDC counseled and provided a number of recommendations to increase Wright’s business. While working with the SBDC, Mr. Wright began to seek opportunities in working with the local government. Many of his existing clients expressed interest in doing business with him and required that he become certified as a Minority Business Enterprise. The staff of the SBDC assisted Mr. Wright with the certification process with the City of Orlando and Orange County.

By October 2008, he was certified by both entities and more importantly began using his certification as a marketing tool which ended up being a value added benefit to several of his clients. “The SBDC was instrumental in helping us become certified to bid on contracts. From providing the application forms, to working with us to complete every phase, including numerous calls to answer our questions, the SBDC is the reason we can proudly say that we are now certified with both the City and the County.” Mr. Wright continues to utilize the services of the SBDC.