



Darrel Saucedo, Founder & COO, ACS Group, Inc

Darrel Saucedo is founder, owner and chief operating officer of Associated Construction Services Group (ACS) a Los Angeles based, Latino, minority-owned, Tier 1 business established in 2005, where Saucedo has been the driving force behind the unprecedented growth of the company into multiple verticals.

For three consecutive years, ACS Group has been listed in Hispanic Business Magazine as one of the top 500 fastest growing Hispanic businesses nationwide. ACS holds certifications including SBA 8(a), CPUC, Metro SBE, Cal Trans DBE, including Wal-Mart corporation and Bovis-land lease preferred vendor status. Saucedo credits ACS Group's consistent growth, despite economic downturns, to a company and business philosophy steeped in excellence, quality, value and trust.

Widely recognized as a trusted industry leader, Saucedo's areas of expertise encompass ground up, design-build, tenant improvement, and turnkey construction including: value engineering, construction management, contract negotiations, purchasing, reduction of project costs and business development for municipalities and local markets. Under his leadership, ACS Group has been propelled from a small, residential interior remodeling company, into a thriving, commercial construction firm with government, utilities, and private sector clients. When asked about the company's success, Saucedo explains, "...as a business owner, you must embody an unrelenting work ethic, sheer determination, commitment to a *never-stop* attitude, passion and constant relationship-building as drivers for success. There are no shortcuts. Our attitude and company culture are the reasons why ACS Group has grown, prospered and continues to thrive" he concluded.

Earlier in his career, Saucedo served as president of Casa Blanca Construction, a family owned firm recognized as the 2nd largest home improvement company in Southern California at the time, and setting the pace for Saucedo's establishment into the construction business where the firm subbed for Alcoa for their manufactured prototypes business of high end glass enclosures, taking Saucedo from Texas, to Kentucky, to Ohio, to Hawaii and as far as New Zealand where he led trainings and installation processes for Alcoa as a subcontractor entity.

Before establishing ACS Group, Saucedo served in a senior capacity as General Manager of Construction and special projects for The East Los Angeles Community Union (TELACU), a \$100million dollar non-profit housing corporation, where he led a variety of affordable housing projects from concept to build out leveraging funding and relationships to execute a long term vision of increasing affordable housing assets including school construction projects throughout the state of California.

Under Saucedo, ACS continues to focus its business development efforts in the government contracting sector where they work closely with Federal, State and local municipalities to foster business growth and small minority owned business opportunities. ACS continues to work on various federally and state funded projects including completing the construction of the 5-mile Greenway Pedestrian & Bike Trail, Parnell Community Zoo, and the Parnell Senior Center in the City of Whittier, California, the US Army Corps of Engineers, Dept. of Defense, VA Hospitals, National Parks Services, National Guard, and various surrounding city governments in the Southern California area. As part of their commitment to education and conservation, ACS Group continues to serve surrounding communities by teaching energy conservation and under a contract with Southern California Gas Company in 2010, provided weatherization services to over five thousand families living below the national minimum income level per year.

As an established business leader and respected voice in industry circles, Saucedá's no nonsense advocacy on behalf of small business contracting opportunities is legendary. Currently serving on the Los Angeles County Workforce Development Board (WIOA) as Vice Chairman of the Board of Trustees; and the Montebello - Whittier Masonic Lodge 323, as President, Temple Board of Directors; and most recently elected as Chairman of the Board of the Los Angeles County Latino Chamber of Commerce (2020). Over the year's Saucedá has served on local chambers of commerce including chairing contracting committees on the California Hispanic Chamber, and in the 1990's he was instrumental at the LA Latin Business Association (LBA) under the direction of former SBA Administrator, Hector Barreto, then Chairman of the LBA, where Saucedá traveled the country as a volunteer membership and procurement advocate securing millions of corporate dollars to critical chamber small business programs.

Darrel Saucedá continues to be recognized as a generous community and business leader and has been presented with various accolades including the California Hispanic Chambers of Commerce 2014 statewide award, the *John Aguilar "Procurement Advocate of the Year"* in 2014. A devoted husband to Anna, a family man, volunteer and business icon, Darrel Saucedá describes himself as a 'simple guy' born and raised in a small farming community in Holtville, California in the Imperial Valley, the eldest of 8 children, who grew up knowing first-hand what long hours and hard work meant to achieve our dreams. This work ethic has carried Darrel Saucedá throughout his entire professional and entrepreneurial journey and as he is apt to say: "I believe that anything is possible with hard work, determination, opportunity, some luck and unwavering faith." His success and continued impact are testaments to these beliefs. -

For speaking engagements or business opportunities, Darrel Saucedá may be reached at Darrel@acsgroup-usa.com
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