MAVEC GROUP · VETERAN-OWNED STAFFING

10X the Crew, Half the Wait

How a service-disabled veteran-owned contractor on Long Island cut its cash conversion cycle in half, put 40 people on a contract instead of four, and grew without giving up equity with Klear's Capital Intelligence™.

COMPANY	LOCATION	INDUSTRY	ON KLEAR SINCE
Mavec Group	Wading River, NY	Staffing	October 2025

> “We wouldn't be putting 40 people on a contract. We'd be putting four people on a contract. The growth that we're achieving in 12 to 18 months with Klear would have taken us five years.”



Buddy Gengler, Founder & CEO, Mavec Group

3×
faster growth: five years of growth in about 18 months

10×
crew size per contract, from 4 people to 40

100%
non-dilutive growth, with no outside equity raised

$1.6M
in invoice advances on Klear across 17 invoices

ABOUT MAVEC GROUP

A veteran-owned shop built for public infrastructure

Mavec Group was founded by Buddy Gengler, a West Point graduate and Army veteran who spent years in institutional finance before building his own company. Based in Wading River on Long Island, Mavec is a New York State and federally certified service-disabled veteran-owned business (SDVOSB).

Mavec staffs union trades and performs construction and refrigeration work on high-visibility public projects.

THE CHALLENGE

More demand than capital to deliver it

Public contracts pay net 30 at best, and payroll starts on day one. Mavec had more work than it could take on because its capital sat in receivables.

- **Payroll first, payment later.** Staffing a new contract could leave Mavec eight weeks out of pocket before the first client dollar.
- **Banks said no.** Five banks couldn't offer a fit for project-to-project government contracting.
- **Costly alternatives.** Non-bank options were priced to consume most of the profit on a job.
- **Paper payments.** Dozens of large general contractors still pay by check, slowing cash further.

> "I went to five banks asking for the solution that Klear ended up giving me."
>
>  Buddy Gengler, Founder & CEO

THE SOLUTION

Capital Intelligence™ at the contract level

Klear started by mapping how Mavec gets paid, from the government to the prime to the subcontractor. Capital follows each contract, drawn as work is won and invoiced.

- **Contract-level capital.** Each contract is funded on its own, matching lumpy project schedules that change week to week.
- **Fast onboarding.** Accounts were set up in 48 hours, and Mavec was drawing on capital in under a week.
- **Digital from end to end.** Mavec sees what clients owe and when capital is available, without waiting on the mail.
- **A partner on the pipeline.** Klear joins pipeline calls, so capital is ready before the contract starts.

> "My historical experience with financing companies has been that we have to fit into their box. That's been the opposite experience with Klear."
>
>  Buddy Gengler, Founder & CEO

THE RESULTS

Bigger crews, faster cash, non-dilutive growth

CREW PER CONTRACT	WAIT FOR FIRST DOLLAR	GROWTH TIMELINE
~~4 people~~	~~8 weeks~~	~~5 years~~
40 people	**4** weeks	**12–18** months

- **Faster cash.** Cash conversion cycle compressed by half
- **$1.6M** in invoice advances across 17 invoices, up 4× from Q1 to Q3
- **New scope.** From end-of-job millwork into framing, carpentry and ceilings at the start of the job
- **Non-dilutive.** Every step funded with no outside equity raised

> “All the growth that Mavec has experienced since being with Klear has been non-dilutive. That is a monumental victory for my family.”



Buddy Gengler, Founder & CEO

Proven delivery on public work has earned Mavec bigger contracts, earlier on the job, in new markets.

WHERE MAVEC WORKS NOW

New York · Chicago · Texas · New Mexico · St. Louis

LOOKING AHEAD

> “When I think about Klear's options and solutions for us, and the ability for them to compress our cash conversion cycle by half, that is actually a hunting license for us. That allows us to pursue big game, large infrastructure contracts across New York State that were a dream 12 months ago. They're now reality for us.”



Buddy Gengler, Founder & CEO

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klear.capital