Authorization for Credit Card Transactions

Department of Homeland Security

Form G-1450

How To Fill Out Form G-1450

1. Type or print legibly in black ink.
2. Complete the "**Applicant's/Petitioner's/Requester's Information**," "**Credit Card Billing Information**," and "**Credit Card Information**" sections and sign the authorization. **NOTE:** The credit card must be issued by a U.S. bank.
3. Place your Form G-1450 ON TOP of your application, petition, or request package.

NOTE: Failure to provide the requested information may result in DHS and your financial institution not accepting the payment. DHS cannot process credit card payments without an authorized signature.

NOTE: Please see the USCIS Form G-1450 website for additional information.

We recommend that you print or save a copy of your completed Form G-1450 to review in the future and for your records.

By completing this transaction, you agree that you have paid for a government service and that the filing fee, biometric services fee and all related financial transactions are final and not refundable, regardless of any action DHS takes on an application, petition, or request. You must submit all fees in the exact amounts. DHS will charge your credit card up to the amount you authorize below.

Please refer to the form(s) you are filing for additional information, or you may call the USCIS Customer Contact number at **1-800-375-5283**. For TTY (deaf or hard of hearing) call: **1-800-767-1833**.

Applicant's/Petitioner's/Requester's Information (Full Legal Name)		
Given Name (First Name) Julio Cesar	Middle Name (if any)	Family Name (Last Name) DE FREITAS
Credit Card Billing Information (Credit Card Holder's Name as it Appears on the Card)		
Given Name (First Name) Guilherme	Middle Name (if any) Castilho	Family Name (Last Name) Zaia
Credit Card Holder's Billing Address:		
Street Number and Name 11810 Grand Park Ave	Apt. ☐ Ste. ☒ Flr. ☐	Number 500
City or Town Rockville	State MD	ZIP Code 20852
Credit Card Holder's Signature and Contact Information:		
Credit Card Holder's Signature		
Credit Card Holder's Daytime Telephone Number 9709228820	Credit Card Holder's Email Address admin@yousalaw.com	
Credit Card Information		
Credit Card Number	**Credit Card Type:** ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover	Authorized Payment Amount $ 715.00
Credit Card Expiration Date (mm/yyyy) CVV Code		

Authorization for Credit Card Transactions

Department of Homeland Security

Form G-1450

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Applicant's/Petitioner's/Requester's Information (Full Legal Name)		
Given Name (First Name) Julio Cesar	Middle Name (if any)	Family Name (Last Name) DE FREITAS
Credit Card Billing Information (Credit Card Holder's Name as it Appears on the Card)		
Given Name (First Name) Guilherme	Middle Name (if any) Castilho	Family Name (Last Name) Zaia
Credit Card Holder's Billing Address:		
Street Number and Name 11810 Grand Park Ave	Apt. Ste. Flr. ☐ ☒ ☐	Number 500
City or Town Rockville	State MD	ZIP Code 20852
Credit Card Holder's Signature and Contact Information:		
Credit Card Holder's Signature		
Credit Card Holder's Daytime Telephone Number 9709228820	Credit Card Holder's Email Address admin@yousalaw.com	
Credit Card Information		
Credit Card Number	**Credit Card Type:** ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover	Authorized Payment Amount $ 300.00
Credit Card Expiration Date (mm/yyyy) CVV Code		

YOUSA
Law Firm

EB-2 IMMIGRANT PETITION
WITH REQUEST FOR A NATIONAL INTEREST WAIVER

Petitioner: FREITAS, Julio Cesar de

HS Law Corp
P.O Box 90487
San Diego - CA - United States

YOUSA Law Firm

TABLE OF CONTENTS

Petitioner: **FREITAS, Julio Cesar de**
Type of Petition: **I-140, EB-2 National Interest Waiver**
Classification Sought: **Immigration and Nationality Act 203(b)(2)(B)**

Forms	• Form G-1450 in the amount of $715 towards I-140 form filling fee • Form G-1450 in the amount of $300 towards Asylum Program Fee • Form G-1145 • Form G-28 • Form I-140 • ETA-9089
Petition Cover Letter	• Summary of Cover Letter • Petition Cover Letter • Exhibit List
Exhibit A	Resume
Exhibit B **ELIGIBILITY CRITERIA**	**Exceptional Ability:** **I. Official academic record showing that you have a degree, diploma, certificate, or similar award from a college, university, school, or other institution of learning relating to your area of exceptional ability** • All the courses **II. Letters from current or former employers documenting at least 10 years of full-time experience in your occupation** • Proof of own company • Accountant letter – Proof of Own Company • Photos in your field of work **III. A license to practice your profession or certification for your profession or occupation** • Certification in automotive painting (by Portal IDEA, 2024) **IV. Evidence that you have commanded a salary or other remuneration for services t demonstrates your exceptional ability** • Accountant Letter – high salary • Statements of amounts received • Average comparison Indeed **V. Membership in a professional association(s)** • Membership in a professional association – AMA • About AMA membership **VI. Recognition for your achievements and significant contributions to your industry or field by your peers, government entities, professional or business organization**

	• Letters of support: - Mr. Edvaldo Pereira Goulart - Mr. Marcos Felipe Santos - Mr. Turibio Torres - Mr. Francisco Ramos da silva - Mr. Lucas Mazzocato • Letter of intention to hire/invest: - Mr. Muroh Aoy Thongsythavong - Mr. Basilio Encarnacion - Mr. Alberto do Vale Jara
Exhibit C **NATIONAL INTEREST WAIVER**	**C.I – First Prong – Substantial Merit and National Importance:** • Kalajus Car Body Shop LLC's Business Plan • Research and Government Initiatives Supporting the Business **C.II – Second Prong – Well-Positioned to Advance the Proposed Endeavor:** • All the documents from Exhibit B • Financial Feasibility - Bank Statements Mr. Freitas - Letter and bank statements from Silvana Keler Mondardo
Exhibit D **PERSONAL DOCUMENTS**	• Passport Biometrics • US Visa page • Birth Certificate and Corresponding Translation • I-94 • Applicant's F-2 and I-20 • Marriage Certificate and corresponding translation • Derivatives' Passport Biometrics • Derivatives' US Visa Page • Derivatives' Birth Certificate and corresponding translation • Derivatives' I-94 • Derivatives' F-1, F-2 and I-20

e-Notification of Application/Petition Acceptance

Department of Homeland Security
U.S. Citizenship and Immigration Services

USCIS
Form G-1145

What Is the Purpose of This Form?

Use this form to request an electronic notification (e-Notification) when U.S. Citizenship and Immigration Services accepts your immigration application. This service is available for applications filed at a USCIS Lockbox facility.

General Information

Complete the information below and clip this form to the first page of your application package. You will receive one e-mail and/or text message for each form you are filing.

We will send the e-Notification within 24 hours after we accept your application. Domestic customers will receive an e-mail and/or text message; overseas customers will only receive an e-mail. Undeliverable e-Notifications cannot be resent.

The e-mail or text message will display your receipt number and tell you how to get updated case status information. It will not include any personal information. The e-Notification does not grant any type of status or benefit; rather it is provided as a convenience to customers.

USCIS will also mail you a receipt notice (I-797C), which you will receive within 10 days after your application has been accepted; use this notice as proof of your pending application or petition.

USCIS Privacy Act Statement

AUTHORITIES: The information requested on this form is collected pursuant to section 103(a) of the Immigration and Nationality Act, as amended INA section 101, et seq.

PURPOSE: The primary purpose for providing the information on this form is to request an electronic notification when USCIS accepts immigration form. The information you provide will be used to send you a text and/or email message.

DISCLOSURE: The information you provide is voluntary. However, failure to provide the requested information may prevent USCIS from providing you a text and/or email message receipting your immigration form.

ROUTINE USES: The information provided on this form will be used by and disclosed to DHS personnel and contractors in accordance with approved routine uses, as described in the associated published system of records notices [**DHS/USCIS-007 - Benefits Information System and DHS/USCIS-001 - Alien File (A-File) and Central Index System (CIS)**, which can be found at **www.dhs.gov/privacy**]. The information may also be made available, as appropriate for law enforcement purposes or in the interest of national security.

Complete this form and clip it on top of the first page of your immigration form(s).

Applicant/Petitioner Full Last Name	Applicant/Petitioner Full First Name	Applicant/Petitioner Full Middle Name
DE FREITAS	**Julio Cesar**	**N/A**

Email Address	Mobile Phone Number (Text Message)
Sil.jkl@hotmail.com	**3214662824**

Notice of Entry of Appearance as Attorney or Accredited Representative

Department of Homeland Security

DHS Form G-28
OMB No. 1615-0105
Expires 05/31/2021

Part 1. Information About Attorney or Accredited Representative

1. USCIS Online Account Number (if any)

► 0 6 9 0 1 5 9 2 4 6 1 6

Name of Attorney or Accredited Representative

2.a. Family Name (Last Name): CASTILHO ZAIA

2.b. Given Name (First Name): Guilherme

2.c. Middle Name: N/A

Address of Attorney or Accredited Representative

3.a. Street Number and Name: 11810 Grand Park Ave

3.b. ☐ Apt. ☒ Ste. ☐ Flr. 500

3.c. City or Town: North Bethesda

3.d. State: MD **3.e.** ZIP Code: 20852 (USPS ZIP Code Lookup)

3.f. Province: N/A

3.g. Postal Code: N/A

3.h. Country: USA

Contact Information of Attorney or Accredited Representative

4. Daytime Telephone Number: 2676376123

5. Mobile Telephone Number (if any): 2676376123

6. Email Address (if any): guilherme@zaialaw.com

7. Fax Number (if any): N/A

Part 2. Eligibility Information for Attorney or Accredited Representative

Select **all applicable** items.

1.a. ☒ I am an attorney eligible to practice law in, and a member in good standing of, the bar of the highest courts of the following states, possessions, territories, commonwealths, or the District of Columbia. If you need extra space to complete this section, use the space provided in **Part 6. Additional Information**.

Licensing Authority: Pennsylvania

1.b. Bar Number (if applicable): 334469

1.c. I (select **only one** box) ☒ am not ☐ am subject to any order suspending, enjoining, restraining, disbarring, or otherwise restricting me in the practice of law. If you are subject to any orders, use the space provided in **Part 6. Additional Information** to provide an explanation.

1.d. Name of Law Firm or Organization (if applicable): Zaia Law LLC

2.a. ☐ I am an accredited representative of the following qualified nonprofit religious, charitable, social service, or similar organization established in the United States and recognized by the Department of Justice in accordance with 8 CFR part 1292.

2.b. Name of Recognized Organization: N/A

2.c. Date of Accreditation (mm/dd/yyyy): N/A

3. ☐ I am associated with N/A, the attorney or accredited representative of record who previously filed Form G-28 in this case, and my appearance as an attorney or accredited representative for a limited purpose is at his or her request.

4.a. ☐ I am a law student or law graduate working under the direct supervision of the attorney or accredited representative of record on this form in accordance with the requirements in 8 CFR 292.1(a)(2).

4.b. Name of Law Student or Law Graduate: N/A

Part 3. Notice of Appearance as Attorney or Accredited Representative

If you need extra space to complete this section, use the space provided in **Part 6. Additional Information**.

This appearance relates to immigration matters before (select **only one** box):

1.a. ☒ U.S. Citizenship and Immigration Services (USCIS)

1.b. List the form numbers or specific matter in which appearance is entered.

I-140, ETA 9089

2.a. ☐ U.S. Immigration and Customs Enforcement (ICE)

2.b. List the specific matter in which appearance is entered.

N/A

3.a. ☐ U.S. Customs and Border Protection (CBP)

3.b. List the specific matter in which appearance is entered.

N/A

4. Receipt Number (if any)

► N/A

5. I enter my appearance as an attorney or accredited representative at the request of the (select **only one** box):

☐ Applicant ☒ Petitioner ☐ Requestor
☐ Beneficiary/Derivative ☐ Respondent (ICE, CBP)

Information About Client (Applicant, Petitioner, Requestor, Beneficiary or Derivative, Respondent, or Authorized Signatory for an Entity)

6.a. Family Name (Last Name): DE FREITAS

6.b. Given Name (First Name): Julio Cesar

6.c. Middle Name: N/A

7.a. Name of Entity (if applicable)

N/A

7.b. Title of Authorized Signatory for Entity (if applicable)

N/A

8. Client's USCIS Online Account Number (if any)

► N/A

9. Client's Alien Registration Number (A-Number) (if any)

► A- N/A

Client's Contact Information

10. Daytime Telephone Number

3214662824

11. Mobile Telephone Number (if any)

3214662824

12. Email Address (if any)

Sil.jkl@hotmail.com

Mailing Address of Client

NOTE: Provide the client's mailing address. **Do not** provide the business mailing address of the attorney or accredited representative **unless** it serves as the safe mailing address on the application or petition being filed with this Form G-28.

13.a. Street Number and Name: 11810 Grand Park Ave

13.b. ☐ Apt. ☒ Ste. ☐ Flr. 500

13.c. City or Town: North Bethesda

13.d. State: MD **13.e.** ZIP Code: 20852

13.f. Province: N/A

13.g. Postal Code: N/A

13.h. Country

USA

Part 4. Client's Consent to Representation and Signature

Consent to Representation and Release of Information

I have requested the representation of and consented to being represented by the attorney or accredited representative named in **Part 1.** of this form. According to the Privacy Act of 1974 and U.S. Department of Homeland Security (DHS) policy, I also consent to the disclosure to the named attorney or accredited representative of any records pertaining to me that appear in any system of records of USCIS, ICE, or CBP.

Part 4. Client's Consent to Representation and Signature (continued)

Options Regarding Receipt of USCIS Notices and Documents

USCIS will send notices to both a represented party (the client) and his, her, or its attorney or accredited representative either through mail or electronic delivery. USCIS will send all secure identity documents and Travel Documents to the client's U.S. mailing address.

If you want to have notices and/or secure identity documents sent to your attorney or accredited representative of record rather than to you, please select **all applicable** items below. You may change these elections through written notice to USCIS.

1.a. ☒ I request that USCIS send original notices on an application or petition to the business address of my attorney or accredited representative as listed in this form.

1.b. ☒ I request that USCIS send any secure identity document (Permanent Resident Card, Employment Authorization Document, or Travel Document) that I receive to the U.S. business address of my attorney or accredited representative (or to a designated military or diplomatic address in a foreign country (if permitted)).

NOTE: If your notice contains Form I-94, Arrival-Departure Record, USCIS will send the notice to the U.S. business address of your attorney or accredited representative. If you would rather have your Form I-94 sent directly to you, select **Item Number 1.c.**

1.c. ☐ I request that USCIS send my notice containing Form I-94 to me at my U.S. mailing address.

Signature of Client or Authorized Signatory for an Entity

2.a. Signature of Client or Authorized Signatory for an Entity

➡ Julio Cesar de Freitas

2.b. Date of Signature (mm/dd/yyyy) 03/09/2026

Part 5. Signature of Attorney or Accredited Representative

I have read and understand the regulations and conditions contained in 8 CFR 103.2 and 292 governing appearances and representation before DHS. I declare under penalty of perjury under the laws of the United States that the information I have provided on this form is true and correct.

1. a. Signature of Attorney or Accredited Representative

1.b. Date of Signature (mm/dd/yyyy) 03/09/2026

2.a. Signature of Law Student or Law Graduate

N/A

2.b. Date of Signature (mm/dd/yyyy) N/A

Part 6. Additional Information

If you need extra space to provide any additional information within this form, use the space below. If you need more space than what is provided, you may make copies of this page to complete and file with this form or attach a separate sheet of paper. Type or print your name at the top of each sheet; indicate the **Page Number**, **Part Number**, and **Item Number** to which your answer refers; and sign and date each sheet.

1.a Family Name (Last Name): DE FREITAS

1.b. Given Name (First Name): Julio Cesar

1.c. Middle Name: N/A

2.a. Page Number: N/A **2.b.** Part Number: N/A **2.c.** Item Number: N/A

2.d.

N/A

3.a. Page Number: N/A **3.b.** Part Number: N/A **3.c.** Item Number: N/A

3.d.

N/A

4.a. Page Number: N/A **4.b.** Part Number: N/A **4.c.** Item Number: N/A

4.d.

N/A

5.a. Page Number: N/A **5.b.** Part Number: N/A **5.c.** Item Number: N/A

5.d.

N/A

6.a. Page Number: N/A **6.b.** Part Number: N/A **6.c.** Item Number: N/A

6.d.

N/A

Immigrant Petition for Alien Workers

Department of Homeland Security
U.S. Citizenship and Immigration Services

USCIS Form I-140
OMB No. 1615-0015
Expires 02/28/2027

For USCIS Use Only	Fee Stamp	Priority Date	Consulate	Action Block

Classification

- ☐ 203(b)(1)(A) Alien of Extraordinary Ability
- ☐ 203(b)(1)(B) Outstanding Professor or Researcher
- ☐ 203(b)(1)(C) Multinational Executive or Manager
- ☐ 203(b)(2) Member of Professions with Advanced Degree/Exceptional Ability
- ☐ 203(b)(3)(A)(i) Skilled Worker
- ☐ 203(b)(3)(A)(ii) Professional
- ☐ 203(b)(3)(A)(iii) Other Worker

Certification

- ☐ National Interest Waiver (NIW)
- ☐ Schedule A, Group I
- ☐ Schedule A, Group II

Remarks

To be completed by an Attorney or Accredited Representative (if any).	☒ Select this box if Form G-28 or Form G-28I is attached.	Attorney State Bar Number (if applicable)	Attorney or Accredited Representative USCIS Online Account Number (if any)
		334469	0 6 9 0 1 5 9 2 4 6 1 6

► **START HERE - Type or print in black ink.**

Part 1. Information About the Person or Organization Filing This Petition

If an individual is filing this petition, answer **Item Numbers 1.a. - 1.c.** If a company or organization is filing this petition, answer **Item Number 2.**

1.a. Family Name (Last Name): DE FREITAS

1.b. Given Name (First Name): Julio Cesar

1.c. Middle Name: N/A

2. Company or Organization Name: N/A

Mailing Address

(USCIS ZIP Code Lookup)

3.a. In Care Of Name: Guilherme Castilho Zaia

3.b. Street Number and Name: 11810 Grand Park Ave

3.c. ☐ Apt. ☒ Ste. ☐ Flr. 500

3.d. City or Town: North Bethesda

3.e. State: MD **3.f.** ZIP Code: 20852

3.g. Province: N/A

3.h. Postal Code: N/A

3.i. Country: USA

Other Information

4. IRS Employer Identification Number (EIN) ► N/A

5. Are you a nonprofit organized as tax exempt or a governmental research organization? ☐ Yes ☒ No

6. Do you currently employ a total of 25 or fewer full-time equivalent employees in the United States, including all affiliates or subsidiaries of this company/organization? ☒ Yes ☐ No

7. U.S. Social Security Number (SSN) (if any) ► N/A

8. USCIS Online Account Number (if any) ► N/A

Part 2. Petition Type

This petition is being filed for (select **only one** box):

1.a. ☐ An alien of extraordinary ability.

1.b. ☐ An outstanding professor or researcher.

1.c. ☐ A multinational executive or manager.

1.d. ☐ A member of the professions holding an advanced degree or an alien of exceptional ability (who is **NOT** seeking a National Interest Waiver (NIW)).

1.e. ☐ A professional (at a minimum, possessing a bachelor's degree or a foreign degree equivalent to a U.S. bachelor's degree).

Part 2. Petition Type (continued)

1.f. ☐ A skilled worker (requiring at least two years of specialized training or experience).

1.g. ☐ Any other worker (requiring less than two years of training or experience).

1.h. ☒ An alien applying for an NIW (who **IS** a member of the professions holding an advanced degree or an alien of exceptional ability).

This petition is being filed (select **only one** box):

2.a. ☐ To amend a previously filed petition.

Previous Petition Receipt Number

► N/A

2.b. ☐ For the Schedule A, Group I or II designation.

Part 3. Information About the Person for Whom You Are Filing

1.a. Family Name (Last Name): DE FREITAS

1.b. Given Name (First Name): Julio Cesar

1.c. Middle Name: N/A

Mailing Address

2.a. In Care Of Name: Guilherme Castilho Zaia

2.b. Street Number and Name: 11810 Grand Park Ave

2.c. ☐ Apt. ☒ Ste. ☐ Flr. 500

2.d. City or Town: North Bethesda

2.e. State: MD **2.f.** ZIP Code: 20852

2.g. Province: N/A

2.h. Postal Code: N/A

2.i. Country: USA

Other Information

3. Date of Birth (mm/dd/yyyy): 04/28/1975

4. City/Town/Village of Birth: Paranavai

5. State or Province of Birth: Parana

6. Country of Birth: Brazil

7. Country of Citizenship or Nationality: Brazil

8. Alien Registration Number (A-Number) (if any)

► A- N/A

9. U.S. SSN (if any) ► N/A

Information About His or Her Last Arrival in the United States

If the person for whom you are filing is in the United States, provide the following information.

10. Date of Last Arrival (mm/dd/yyyy): 10/24/2023

11.a. Form I-94 Arrival-Departure Record Number

► 6 0 4 8 6 1 0 4 3 A 3

11.b. Expiration Date of Authorized Stay Shown on Form I-94 (mm/dd/yyyy): 04/23/2024

11.c. Status on Form I-94 (for example, class of admission, or paroled, if paroled): B2

12. Passport Number: GF633228

13. Travel Document Number: GF633228

14. Country of Issuance for Passport or Travel Document: Brazil

15. Expiration Date for Passport or Travel Document (mm/dd/yyyy): 11/23/2032

Part 4. Processing Information

Provide the following information for the person named in **Part 3.** (select **only one** box):

1.a. ☐ Alien will apply for a visa abroad at a U.S. Embassy or U.S. Consulate at:

1.b. City or Town:

1.c. Country:

2.a. ☒ Alien is in the United States and will apply for adjustment of status to that of lawful permanent resident.

Part 4. Processing Information (continued)

2.b. Alien's current country of residence or, if now in the United States, last country of permanent residence abroad.

Brazil

If you provided a United States address in **Part 3.**, provide the person's foreign address in **Item Numbers 3.a. - 3.f.**:

3.a. Street Number and Name: 275 Cora Coralina

3.b. ☐ Apt. ☐ Ste. ☐ Flr.

3.c. City or Town: Joinville

3.d. Province: Santa Catarina

3.e. Postal Code: 89235440

3.f. Country: Brazil

If the person's native alphabet is other than Roman letters, type or print the person's foreign name and address in the native alphabet in **Item Numbers 4.a. - 4.c.**:

4.a. Family Name (Last Name): N/A

4.b. Given Name (First Name): N/A

4.c. Middle Name: N/A

Mailing Address

5.a. In Care Of Name: N/A

5.b. Street Number and Name: N/A

5.c. ☐ Apt. ☐ Ste. ☐ Flr. N/A

5.d. City or Town: N/A

5.e. Province: N/A

5.f. Postal Code: N/A

5.g. Country: N/A

If you answer "Yes" to **Item Numbers 6.a. - 10.**, provide the case number, office location, date of decision, and disposition of the decision in the space provided in **Part 11. Additional Information**.

6.a. Are you filing any other petitions or applications with this Form I-140? ☒ Yes ☐ No

6.b. If you answered "Yes" **to Item Number 6.a.**, select all applicable boxes:

- ☒ Form I-485
- ☐ Form I-131
- ☒ Form I-765
- ☐ Other (Provide an explanation in **Part 11. Additional Information**.)

7. Is the person for whom you are filing in removal proceedings? ☐ Yes ☒ No

8. Has any immigrant visa petition ever been filed by or on behalf of this person? ☒ Yes ☐ No

9. Are you filing this petition without an original labor certification because the original labor certification was previously submitted in support of another Form I-140? ☐ Yes ☒ No

10. If you are filing this petition without an original labor certification, are you requesting that U.S. Citizenship and Immigration Services (USCIS) request a duplicate labor certification from the Department of Labor (DOL)? ☐ Yes ☒ No

Part 5. Additional Information About the Petitioner

Type of petitioner (select **only one** box):

1.a. ☐ Employer

1.b. ☒ Self

1.c. ☐ Other (For example, Lawful Permanent Resident, U.S. citizen or any other person filing on behalf of the alien)

N/A

If a company or an organization is filing this petition, provide the following information:

2. Type of Business: N/A

3. Date Established (mm/dd/yyyy): N/A

4. Current Number of U.S. Employees: N/A

5. Gross Annual Income $ N/A

6. Net Annual Income $ N/A

7. NAICS Code ▶ N/A

8. Labor Certification DOL Case Number: N/A

Part 5. Additional Information About the Petitioner (continued)

9. Labor Certification DOL Filing Date (mm/dd/yyyy)

N/A

10. Labor Certification Expiration Date (mm/dd/yyyy)

N/A

If an individual is filing this petition, provide the following information.

11. Occupation

Partner and Founder

12. Annual Income $ N/A

Part 6. Basic Information About the Proposed Employment

1. Job Title

Chief Executives

2. SOC Code ▶ 11 - 1011

3. Nontechnical Job Description

See page 8.

4. Is this a full-time position? ☒ Yes ☐ No

5. If the answer to **Item Number 4.** is "No," how many hours per week for the position?

N/A

6. Is this a permanent position? ☒ Yes ☐ No

7. Is this a new position? ☒ Yes ☐ No

8. Wages (Specify hour, week, month, or year):

$ 84,000.00 per year

Worksite Location

For **Item Numbers 9.a. - 9.e.**, provide the address where the person will work if different from the address provided in **Part 1.**

9.a. Street Number and Name: To be determined

9.b. ☐ Apt. ☐ Ste. ☐ Flr. To be determined

9.c. City or Town: Malden

9.d. State: MA **9.e.** ZIP Code: To be determined

Part 7. Information About the Spouse and All Children of the Person for Whom You Are Filing

For **Part 7.**, provide information on the spouse and all children related to the individual for whom you are filing this petition. Also, note if the individual will apply for a visa abroad or adjustment of status as the dependent of the individual for whom the petition is filed. If you need extra space to provide information about additional family members, use the space provided in **Part 11. Additional Information**.

Person 1

1.a. Family Name (Last Name): KELLER MONDARDO

1.b. Given Name (First Name): Silvana

1.c. Middle Name: N/A

2. Date of Birth (mm/dd/yyyy): 02/06/1979

3. Country of Birth: Brazil

4. Relationship: Spouse

5. Is he or she applying for adjustment of status? ☒ Yes ☐ No

6. Is he or she applying for a visa abroad? ☐ Yes ☒ No

Person 2

7.a. Family Name (Last Name): MONDARDO DE FREITAS

7.b. Given Name (First Name): Laura

7.c. Middle Name: N/A

8. Date of Birth (mm/dd/yyyy): 10/08/2008

9. Country of Birth: Brazil

10. Relationship: Daughter

11. Is he or she applying for adjustment of status? ☒ Yes ☐ No

12. Is he or she applying for a visa abroad? ☐ Yes ☒ No

Part 7. Information About Spouse and All Children of the Person for Whom You Are Filing (continued)

Person 3

13.a. Family Name (Last Name): MONDARDO DE FREITAS

13.b. Given Name (First Name): Kauan

13.c. Middle Name: N/A

14. Date of Birth (mm/dd/yyyy): 04/23/2007

15. Country of Birth: Brazil

16. Relationship: Son

17. Is he or she applying for adjustment of status? ☒ Yes ☐ No

18. Is he or she applying for a visa abroad? ☐ Yes ☒ No

Person 4

19.a. Family Name (Last Name): N/A

19.b. Given Name (First Name): N/A

19.c. Middle Name: N/A

20. Date of Birth (mm/dd/yyyy): N/A

21. Country of Birth: N/A

22. Relationship: N/A

23. Is he or she applying for adjustment of status? ☐ Yes ☐ No

24. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Person 5

25.a. Family Name (Last Name): N/A

25.b. Given Name (First Name): N/A

25.c. Middle Name: N/A

26. Date of Birth (mm/dd/yyyy): N/A

27. Country of Birth: N/A

28. Relationship: N/A

29. Is he or she applying for adjustment of status? ☐ Yes ☐ No

30. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Person 6

31.a. Family Name (Last Name): N/A

31.b. Given Name (First Name): N/A

31.c. Middle Name: N/A

32. Date of Birth (mm/dd/yyyy): N/A

33. Country of Birth: N/A

34. Relationship: N/A

35. Is he or she applying for adjustment of status? ☐ Yes ☐ No

36. Is he or she applying for a visa abroad? ☐ Yes ☐ No

Part 8. Contact Information, Certification, and Signature of the Petitioner or Authorized Signatory

Petitioner or Authorized Signatory's Contact Information

1.a. Petitioner's or Authorized Signatory's Family Name (Last Name)

DE FREITAS

1.b. Petitioner's or Authorized Signatory's Given Name (First Name)

Julio Cesar

2. Petitioner's or Authorized Signatory's Title

N/A

3. Petitioner's or Authorized Signatory's Daytime Telephone Number

3214662824

4. Petitioner's or Authorized Signatory's Mobile Telephone Number (if any)

3214662824

5. Petitioner's or Authorized Signatory's Email Address (if any)

Sil.jkl@hotmail.com

Petitioner's or Authorized Signatory's Certification and Signature

If filing this petition on behalf of an organization, I certify that I am authorized to do so by the organization:

a. I reviewed and provided or authorized all of the responses and information in my petition;

b. I understood all of the responses and information contained in, and submitted with, my petition; and

c. All of the responses and information were complete, true, and correct at the time of filing

Furthermore, I authorize the release of any information from any and all of my records as authorized signatory and the petitioner's records that USCIS may need to determine the petitioner's eligibility for an immigration request and to other entities and persons where necessary for the administration and enforcement of U.S. immigration law.

6.a. Petitioner's or Authorized Signatory's Signature

Julio Cesar de Freitas

6.b. Date of Signature (mm/dd/yyyy) 03/09/2026

Part 9. Interpreter's Contact Information, Certification, and Signature

Interpreter's Full Name

1.a. Interpreter's Family Name (Last Name)

N/A

1.b. Interpreter's Given Name (First Name)

N/A

2. Interpreter's Business or Organization Name

N/A

Interpreter's Contact Information

3. Interpreter's Daytime Telephone Number

N/A

4. Interpreter's Mobile Telephone Number (if any)

N/A

5. Interpreter's Email Address (if any)

N/A

Interpreter's Certification and Signature

I certify, under penalty of perjury, that I am fluent in English and N/A, and I have interpreted every question on the petition and Instructions and interpreted the petitioner's or authorized signatory's answers to the questions in that language, and the petitioner or authorized signatory informed me that they understood every instruction, question, and answer on the petition.

6.a. Interpreter's Signature

N/A

6.b. Date of Signature (mm/dd/yyyy) N/A

Part 10. Contact Information, Certification, and Signature of the Person Preparing this Petition, if Other Than the Petitioner or Authorized Signatory

Preparer's Full Name

1. Preparer's Family Name (Last Name)

CASTILHO ZAIA

Preparer's Given Name (First Name)

Guilherme

2. Preparer's Business or Organization Name

Zaia Law LLC

Preparer's Contact Information

3. Preparer's Daytime Telephone Number

2676376123

4. Preparer's Mobile Telephone Number (if any)

2676376123

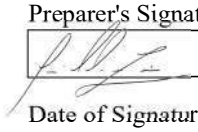
5. Preparer's Email Address (if any)

guilherme@zaialaw.com

Preparer's Certification and Signature

I certify, under penalty of perjury, that I prepared this petition for the petitioner or authorized signatory at their request and with express consent and that all of the responses and information contained in and submitted with the petition are complete, true, and correct and reflects only information provided by the petitioner or authorized signatory. The petitioner or authorized signatory reviewed the responses and information and informed me that they understand the responses and information in or submitted with the petition.

6. Preparer's Signature



Date of Signature (mm/dd/yyyy) 03/09/2026

Part 11. Additional Information

If you need extra space to provide any additional information within this petition, use the space below. If you need more space than what is provided, you may make copies of this page to complete and file with this petition or attach a separate sheet of paper. Type or print your name and A-Number (if any) at the top of each sheet; indicate the **Page Number**, **Part Number**, and **Item Number** to which your answer refers; and sign and date each sheet.

1. Family Name (Last Name): DE FREITAS

Given Name (First Name): Julio Cesar

Middle Name: N/A

2. IRS EIN ► N/A

3.

Page Number	Part Number	Item Number
4	6	3

Oversees daily operations and finances, leads the team, maintains client and partner relationships, ensures regulatory compliance, identifies growth opportunities, monitors industry trends, and represents the company at business events.

4.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

5.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

6.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

7.

Page Number	Part Number	Item Number
N/A	N/A	N/A

N/A

Employment OMB Approval: 1205-0451
Expiration Date: 02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Final Determination: Permanent Employment Certification Approval
U.S. Department of Labor

PERMANENT EMPLOYMENT CERTIFICATION APPROVAL

A. U.S. Government Agency Use Only

Pursuant to the provisions of Sections 212(a)(5)(A) of the Immigration and Nationality Act, as amended, the Department hereby certifies that there are not sufficient workers who are able, willing, and qualified, and who will be available at the time of application for a visa and admission into the United States and place needed to fill the job opportunities for which certification is sought, and the permanent employment of the foreign worker will not adversely affect the wages and working conditions of workers in the United States similarly employed.

Therefore, by virtue of the signature below, the Department hereby acknowledges granting certification for the following *Application for Permanent Employment Certification* (Form ETA-9089):

1. DOL Case Number		2. Case Status
3. Employer Legal Business Name		4. Employer FEIN
5. Foreign Worker's Last (family) Name		
6. Foreign Worker's First (given) Name		
7. Foreign Worker's Middle Name(s)		
8. Job Title		
9. SOC Code	10. SOC Occupational Title	
Labor Certification Validity Information		
11. Filing Date	12. Determination Date	13. Expiration Date
14. Department of Labor Office of Foreign Labor Certification *(electronic signature)*		

Pursuant to 20 CFR 656, the aforementioned permanent labor certification is valid only for the job opportunity, the foreign worker, and the area of intended employment specified on the approved Form ETA-9089, including all appendices and any modifications approved by the Department. The aforementioned filing date on this approved *Application for Permanent Employment Certification*, established under 20 CFR 656.17(c), may be used as a priority date by the Department of Homeland Security and the Department of State, as appropriate. This approved *Application for Permanent Employment Certification* will expire if not filed in support of *Immigrant Petition for Alien Workers* (Form I-140) with the Department of Homeland Security by the aforementioned expiration date.

The foreign worker covered by this approved *Application for Permanent Employment Certification* has declared under Section B below, under penalty of perjury, that the foreign worker has read and reviewed every page of Appendix A for this approved Form ETA-9089, takes full responsibility for the accuracy of all information contained therein, and intends to accept permanent employment in the job opportunity specified on the approved Form ETA-9089, including all appendices, offered by the employer if granted a visa or an adjustment of status based on this permanent labor certification.

The employer covered by this approved *Application for Permanent Employment Certification* has declared under Section D below under penalty of perjury that it has read and reviewed every page of this approved Form ETA-9089, including all appendices, and takes full responsibility for the accuracy of all information contained therein and all documentation supporting this approved *Application for Permanent Employment Certification*, including any representations made by the employer's authorized preparer, agent or attorney, as applicable.

OMB Approval: 1205-0451
Expiration Date:02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Final Determination: Permanent Labor Certification Approval
U.S. Department of Labor

B. Foreign Worker Declaration

I declare under penalty of perjury that I have read and reviewed all information contained in Appendix A of this approved Form ETA-9089, and that to the best of my knowledge the information contained therein is true and accurate. *I understand that to knowingly and/or willfully furnish materially false information in the preparation of this form and any supplement thereto or to aid, abet, or counsel another to do so is a federal offense punishable by fines, imprisonment, or both (18 U.S.C. 2, 1001, 1546, 1621).*

I **further declare** that I am the person identified under Section A, Fields 5, 6, and 7 above. I did not participate in any activities involving the interviewing or consideration of U.S. workers and intend to accept permanent employment in the job opportunity specified on this approved Form ETA-9089, including all appendices, offered by the employer if granted a visa or an adjustment of status based on this permanent labor certification.

1. Signature *	2. Date Signed *
* Julio Cesar de Freitas	03/09/2026

C. Attorney or Agent Declaration

I declare under penalty of perjury that I am an attorney for the employer, or that I am an employee of, or hired by, the employer listed in Section C of the Form ETA-9089, and that I have been designated by that employer in accordance with 20 CFR 656.10(b) to act on its behalf in connection with this application.

I hereby certify that I have provided to the employer the entire Form ETA-9089, appendices, and all supporting documentation for review and to the best of my knowledge the information contained herein is true and accurate, including the employer's declaration regarding activities that I have undertaken on the employer's behalf in connection with this application. *I understand that to knowingly and/or willfully furnish materially false information in the preparation of this form and any supplement hereto or to aid, abet, or counsel another to do so is a federal offense punishable by fines, imprisonment, or both (18 U.S.C. 2, 1001, 1546, 1621).*

1. Attorney or Agent's Last (family) Name *	2. First (given) Name *	3. Middle Initial §
CASTILHO ZAIA	Guilherme	N/A
4. Firm/Business Name §		
Zaia Law LLC		
5. Signature *		6. Date Signed *
		03/09/2026

D. Employer Declaration

I hereby designate the agent or attorney identified in Section C (if any) of the Form ETA-9089 to represent me for the purpose of labor certification and, by virtue of my signature in Field 5 below, **I take full responsibility** for the accuracy of any representations made by my agent or attorney, and my designated preparer identified in Section C above, on every page of the Form ETA-9089, including all appendices, and documentation supporting this application.

I declare under penalty of perjury that I have read and reviewed this application, including every page of the Form ETA-9089, appendices, and supporting documentation, and that to the best of my knowledge the information contained therein is true and accurate. *I understand that to knowingly and/or willfully furnish materially false information in the preparation of this form and any supplement thereto or to aid, abet, or counsel another to do so is a federal offense punishable by fines, imprisonment, or both (18 U.S.C. 2, 1001, 1546, 1621).*

1. Last (family) Name *	2. First (given) Name *	3. Middle Initial §
4. Title *		
5. Signature *		6. Date Signed *

For Public Burden Statement, see the Instructions for Form ETA-9089.

PERM Case Number: _____ Case Status: _____ Determination Date: _____ Expiration Date: _____

OMB Approval: 1205-0451
Expiration Date:02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Appendix A: Foreign Worker Information
U.S. Department of Labor

FOREIGN WORKER INFORMATION

A. Foreign Worker Contact Information

1. Foreign Worker's Last (family) Name * DE FREITAS		
2. Foreign Worker's First (given) Name * Julio Cesar		
3. Foreign Worker's Middle Name(s) * N/A		
4. Address 1 *(current)* * 500 Broadway		
5. Address 2 *(apartment/suite/floor and number)* **§** Apt 5111		
6. City * Malden	7. State * Massachusetts	8. Postal Code * 02148
9. Country * USA	10. Province **§**	
11. Date of Birth *(mm/dd/yyyy)* * 04/28/1975	12. Class of Admission * F2	13. Alien Registration Number (A#) (if applicable) * N/A
14. Country of Birth * Brazil		
15. Country of Citizenship or Nationality * Brazil		

B. Foreign Worker Education §

a. Educational Attainment Information 1

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field)	
1c. Name of Institution that issued the degree/diploma	
1d. Name of Country of institution identified in question 1c	1e. Month/year attained (*mm/yyyy*)

b. Educational Attainment Information 2

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field)	
1c. Name of Institution that issued the degree/diploma	
1d. Name of Country of Institution identified in question 1c	1e. Month/year attained (*mm/yyyy*)

PERM Case Number: _____ Case Status: _____ Determination Date: _____ Expiration Date: _____

***B. Foreign Worker Education** (continued)*

c. Educational Attainment Information 3

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field)	
1c. Name of Institution that issued the degree/diploma	
1d. Name of Country of Institution identified in question 1c	1e. Month/year attained (*mm/yyyy*)

d. Educational Attainment Information 4

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate's ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field)	
1c. Name of Institution that issued the degree/diploma	
1d. Name of Country of Institution identified in question 1c	1e. Month/year attained (*mm/yyyy*)

e. Educational Attainment Information 5

1. Education: U.S. Diploma/Degree attained relevant to the job opportunity ■ None ☐ High School/GED ☐ Associate's ☐ Bachelor's ☐ Master's ☐ Doctorate (PhD) ☐ Other Degree (JD, MD, etc.)	
1a. If "Other Degree" in question 1, specify the diploma/degree attained	
1b. Specify major(s) and/or field(s) of study (may list more than one related major and more than one field)	
1c. Name of Institution that issued the degree/diploma	
1d. Name of Country of Institution identified in question 1c	1e. Month/year attained (*mm/yyyy*)

C. Foreign Worker Training Qualifications §

a. Training, Certification(s), and/or License(s) Information 1

1. Name of Institution/School/Training provider National School of Public Administration (ENAP)
1a. Name of training, coursework, experience received People Management

1b. Training/Certifications/licenses attained (if applicable) (Class OCT/2025)		
1c. Start date of training (*mm/yyyy*) 09/2025	1d. End date of training (*mm/yyyy*) 10/2025	1e. Month/year awarded (*mm/yyyy*) 10/2025

b. Training, Certification(s), and/or License(s) Information 2

1. Name of Institution/School/Training provider Unova Cursos		
1a. Name of training, coursework, experience received Training and Development		
1b. Training/Certifications/Licenses attained (if applicable)		
1c. Start date of training (*mm/yyyy*)	1d. End date of training (*mm/yyyy*)	1e. Month/year awarded (*mm/yyyy*) 12/2025

c. Training, Certification(s), and/or License(s) Information 3

1. Name of Institution/School/Training provider Unova Cursos		
1a. Name of training, coursework, experience received Welding		
1b. Training/certifications/licenses attained (if applicable)		
1c. Start date of training (*mm/yyyy*)	1d. End date of training (*mm/yyyy*)	1e. Month/year awarded (*mm/yyyy*) 12/2025

D. Foreign Worker Training Qualifications §

a. Skills, Abilities, and Proficiencies 1

1. Name of Employer/Institution/School/Training Provider	
1a. Country	1b. State, Territory, or Province
1c. Description of specific skills, abilities, and/or proficiencies the foreign worker possesses or attained, which help establish whether the foreign worker meets the requirements identified for the job opportunity *(up to 1,500 characters)*	

b. Skills, Abilities, and Proficiencies 2

1. Name of Employer/Institution/School/Training Provider	
1a. Country	1b. State, Territory, or Province
1c. Description of specific skills, abilities, and/or proficiencies the foreign worker possesses or attained, which help establish whether the foreign worker meets the requirements identified for the job opportunity *(up to 1,500 characters)*	

E. Foreign Worker Work Experience §

a. Work Experience 1

1. Employer Name			
Kalajus Automoveis			
1a. Address 1			
2138 Paulo Schroeder Ave			
1b. Address 2			
N/A			
1c. City or Town			1d. Postal Code
Joinville			89208751
1e. Country		1f. State, Territory, or Province	
Brazil		Santa Catarina	
1g. Job Title			
Partner and Founder			
1h. Start Date *(mm/yyyy)*	1i. End Date *(mm/yyyy)*	1j. Present	1k. Hours Worked Per Week
03/2019	Current	■ Yes ☐ No	40

1l. Job Duties: Specify details of the job (work tasks performed, use of tools/equipment, supervision, etc.) (*up to 3,500 characters*)

Founded and established Kalajus Automóveis in 2019, specializing in the used vehicle trade;

Developed and leveraged an extensive client base to build brand trust and market prestige;

Structured company operations, including securing a prime business location and recruiting and training a team focused on secure and effective negotiations;

Managed a robust private vehicle inventory, ensuring autonomy and competitiveness in sales negotiations;

Established and maintained strategic partnerships with financial institutions to facilitate customer financing solutions;

Expanded business operations nationwide through the strategic use of technology and participation in major industry events;

Oversaw retail operations for automobiles and utility vehicles;

Diversified company offerings to include financial services, insurance products, and health plans, strengthening overall market presence.

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: National School of Public Administration – Enap
Name of training: Team management for heads of execution Units of the PGD
Month/year attained: 10/2025

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: Anglo Cursos
Name of training: Training and Development
Month/year attained: 12/2025

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: SEBRAE (Brazilian Micro and Small Business Support Service)
Name of training: People Management
Month/year attained: 11/2025

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: SEBRAE (Brazilian Micro and Small Business Support Service)
Name of training: Sustainable Bodywork Workshops
Month/year attained: 11/2025

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: Portal Idea
Name of training: Vehicle Polishing
Month/year attained: 03/2024

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: Portal Idea
Name of training: Automative Painting
Month/year attained: 03/2024

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: Portal Idea
Name of training: Automobile Repainting
Month/year attained: 04/2024

B. Supplemental Information 2 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: Portal Idea
Name of training: Automative Sealing
Month/year attained: 02/2024

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Appendix C: Supplemental Information
U.S. Department of Labor

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	C	1a. Section Name or Category of Supplemental Information	**Foreign Worker Training Qualifications**

1b. Supplemental Information. *(up to 1,500 characters)*

Training, Certification(s), and/or Licensed Information
Name of institution: Santa Catarina Motorcicle Federation
Name of training: 3rd place classification in the national VX3 category of the Copa Contestado de Velocross of 2014
Month/year attained: 12/2014

B. Supplemental Information 2 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience
Employer name: Kalajus Auto Peças
Address of Employer: Floresta – Joinville, Santa Catarina/Brazil
Job title: Partner and Founder
Start date – End date: 09/2012 – 08/2019
Job duties: Founded and developed a business focused on the used auto parts trade, scaling it from a small operation to a nationally recognized company.Designed and implemented an innovative reverse-logistics model, including purchasing entire vehicles for dismantling, cataloging components, and selling individual parts;
Managed vehicle acquisition, inventory control, and systematic cataloging of dismantled components;
Directed nationwide sales operations through e-commerce platforms, expanding market reach;
Pioneered the implementation of the reverse-logistics auto parts model in Joinville, influencing the development and application of local industry legislation;
Oversaw business growth and operational expansion, increasing the team from 3 to 7 direct employees;
Led recruitment, training, and supervision of staff, contributing to regional economic development and job creation.

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Appendix C: Supplemental Information
U.S. Department of Labor

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience
Employer name: Kalajus Body and Paint Shop
Address of Employer: Joinville, Santa Catarina/Brazil
Job title: Partner and Founder
Start date – End date: 05/2004 – 07/2012
Job duties: Founded and managed an automotive workshop specializing in refurbishing damaged vehicles for resale;
Directed the expansion and modernization of operations over an eight-year period, including three strategic relocations to accommodate growth and increased demand;
Supervised and led a team of seven permanent employees, overseeing daily operations and service quality.Provided and oversaw complex bodywork and automotive painting services for domestic and imported vehicles;
Applied advanced expertise in colorimetry and precision color matching to ensure high-quality refinishing results.Maintained high technical standards, strengthening the workshop's reputation for excellence in vehicle restoration and finishing services.

B. Supplemental Information 2 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience
Employer name: JB MotoCenter
Address of Employer: Paranavai – Parana/Brazil
Job title: Partner and Founder
Start date – End date: 02/1998 – 02/2004
Job duties: Founded and managed an automotive motorcycle repair company established in 1998;
Diagnosed and resolved complex mechanical issues using advanced technical expertise and creative problem-solving methods.Repaired and restored mechanical components when replacement parts were unavailable, optimizing operational efficiency during supply shortages;
Built a strong regional reputation for technical excellence and reliability in motorcycle maintenance and repair.Expanded the business model from a repair workshop into a centralized motorcycle parts store;
Managed sales and distribution of parts to customers across multiple neighboring cities;
Contributed to regional economic activity by strengthening local trade and supply chains.

For Public Burden Statement, see the Instructions for Form ETA-9089.

OMB Approval: 1205-0451
Expiration Date: 02/28/2029

Application for Permanent Employment Certification
Form ETA-9089 – Appendix C: Supplemental Information
U.S. Department of Labor

SUPPLEMENTAL INFORMATION

A. Supplemental Information 1 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience
Employer name: Motorama
Address of Employer: 1056 Distrito Federal Ave. Paranavai, Parana/Brazil
Job title: Mechanical Manager
Start date – End date: 05/1995 – 11/1996
Job duties: Managed overall dealership operations in a high-turnover and performance-driven environment;
Supervised and led a large multidisciplinary team, ensuring operational efficiency and service quality;
Oversaw individual service processes to ensure compliance with technical standards and customer satisfaction;
Monitored and evaluated after-sales service performance, implementing improvements when necessary;
Promoted the technical development and continuous training of team members;
Implemented assertive management strategies that contributed to the rapid growth of the dealership's after-sales department.

B. Supplemental Information 2 §

1. Section and Item Number	E	1a. Section Name or Category of Supplemental Information	**Foreign Worker Work Experience**

1b. Supplemental Information. *(up to 1,500 characters)*

Work Experience
Employer name: Cavalo Bravo
Address of Employer: Paranavai, Parana/Brazil
Job title: Store manager
Start date – End date: 03/1993 – 05/1995
Job duties: Began in an operational role and was promoted to managerial position based on performance and leadership capabilities;
Led and supervised a team of eight professionals, overseeing daily operations and workflow coordination;
Implemented structural and operational improvements to optimize the use of materials and equipment;
Increased operational efficiency, directly contributing to higher profitability;
Strengthened the company's market presence and visibility within the new motorcycle trade sector.

For Public Burden Statement, see the Instructions for Form ETA-9089.

YOUSA
Law Firm

SUMMARY OF COVER LETTER
Petitioner: **FREITAS, Julio Cesar de**
Type of Petition: **I-140, EB-2 National Interest Waiver**
Classification Sought: **Immigration and Nationality Act 203(b)(2)(B)**

This petition is submitted on behalf of Mr. Julio Cesar de Freitas, an automotive professional with over thirty years of experience in automotive body repair, refinishing, structural restoration, and operational management. Mr. Freitas possesses extensive hands-on expertise in bodywork, welding, repainting, part restoration, and paintless dent repair, combined with long-standing leadership in the automotive services sector. Mr. Freitas proposes to establish Kalajus Car Body Shop LLC in Massachusetts, a company dedicated to providing high-quality automotive body repair and refinishing services within a nationally significant industry.

Mr. Freitas' petition seeks exemption from the labor certification requirement under *Matter of Dhanasar*, 26 I&N Dec. 884 (AAO 2016), as his qualifications and proposed endeavor fulfill the three-prong test for a National Interest Waiver:

1. **Substantial Merit and National Importance:** The proposed endeavor operates within the U.S. automotive body repair and refinishing services sector, a nationally significant industry. Through Kalajus Car Body Shop LLC, Mr. Freitas will provide structured repair and refinishing services while implementing standardized operational systems and a Workforce Training and Apprenticeship Program. The company's projected job creation, tax contributions, and engagement with domestic suppliers demonstrate substantial merit and national importance under *Dhanasar*.
2. **Well-Positioned to Advance the Proposed Endeavor**: With more than thirty years of experience in automotive body repair, refinishing, and operational management, Mr. Freitas possesses the technical expertise and leadership necessary to successfully establish and expand the proposed enterprise. His documented experience and supporting evidence confirm that he is well-positioned to advance the endeavor in the United States.
3. **Balancing of Benefits to the United States:** The nature of Mr. Freitas' efforts creates new jobs in the automotive industry, benefiting the national economy and addressing the shortage of successful entrepreneurs. His independent role as founder of Kalajus Car Body Shop LLC circumvents the need for labor certification because he is creating positions rather than competing for them, thus promoting economic growth in a struggling area.

Considering these factors, Mr. Freitas meets all the qualifications for a National Interest Waiver. We respectfully request a thorough review of the attached cover letter and supporting documentation, as they provide comprehensive evidence of his qualifications and the projected impact of his effort. We request favorable adjudication of this I-140 petition, recognizing Mr. Freitas' critical contributions to U.S. business and the broader national interest.

Thank you for your attention to this matter.

Sincerely,

Guilherme Castilho Zaia, Esq.
Bar N. 344469

February 10, 2026.

VIA USPS

USCIS
Attn: I-140
P.O. Box 88774
Chicago, IL 60680-1774

Ref: I-140 Immigrant Visa Self-Petition of Mr. Julio Cesar de Freitas, as a Person Holding an Exceptional Ability with a request for a National Interest Waiver.

Dear Immigration Officer,

We hereby inform you that our office represents Mr. Julio Cesar de Freitas ("Mr. Freitas") in his I-140 immigrant visa petition in the EB-2 category, as a professional of exceptional entrepreneurial ability, particularly in Automotive Collision Repair, Technical Operations Management, and Workforce Development, requesting a National Interest Waiver.

Mr. Freitas has over three decades of progressive experience in the automotive repair and dealership sectors, having founded and led several automotive companies in Brazil, including body shops and paint shops, auto parts operations, and vehicle dealerships. His career reflects advanced technical expertise in structural repair, welding, repainting, paintless dent repair (PDR), and operational management, combined with entrepreneurial leadership and team supervision. Mr. Freitas' recent professional certifications in Automotive Painting, Vehicle Polishing, Automotive Repainting, and Automotive Sealing further demonstrate his ongoing commitment to technical improvement and professional excellence.

Through his proposed endeavor, Kalajus Car Body Shop LLC, based in Malden, Massachusetts, Mr. Freitas intends to establish an integrated automotive collision repair and workforce training initiative, designed not only to provide high-quality repair services but also to address the recognized national shortage of qualified automotive technicians. His project incorporates a Structured Workforce Training and Learning Program, aligned with industry-recognized certifications such as automotive painting (by Portal IDEA, 2024), thus contributing to the modernization of the U.S. automotive repair industry and strengthening the national workforce infrastructure in the transportation sector.

This initiative will generate direct and indirect jobs, contribute to substantial federal and state tax revenue, enhance vehicle safety standards, and support the development of small businesses in the automotive service sector. By integrating technical services with formal workforce development, Mr. Freitas' venture aligns with the priorities of the U.S. Department of Labor regarding expanding learning, enhancing workforce skills, and mitigating the shortage of skilled labor in essential trades.

The evidence presented with this petition will demonstrate, by a preponderance of evidence, that Mr. Freitas' proposal meets all the requirements of the EB-2 NIW program and serves the national interest of the United States (Matter of Dhanasar, 26 I&N Dec. 884 (AAO 2016), because:

- His proposed endeavor has substantial merit and national importance, particularly in strengthening the U.S. automotive repair infrastructure, addressing the supporting transportation safety, and contributing to workforce development in a critical sector of skilled trades – **Section 3.1;**
- He is exceptionally well-positioned to lead this endeavor, based on more than thirty years of technical and managerial experience in automotive operations, the successful establishment and management of previous automotive businesses, practical experience in advanced repair techniques, and a proven ability to train and supervise technical personnel – **Section 3.2;**
- In short, it is clearly in the interest of the United States to waive the job offer and labor certification requirements, as Mr. Freitas' initiative will create jobs, generate tax revenue, expand learning opportunities, and reduce dependence on an already overburdened domestic automotive labor market – **Section 3.3.**

1. LEGAL STANDARD

Preponderance of the Evidence

The standard of proof, commonly used in federal matters, known as the "preponderance of the evidence standard" , comes into play when the plaintiff satisfies the burden of proof by offering evidence that demonstrates their claims have a greater than 50% chance of being true. In other words, if a piece of evidence can be more likely to be true than false, the burden of proof is met.

If evidence falls short of the 51% standard, examiners should resolve their doubts by requesting clarifying evidence to allow the petitioner to explain and document its eligibility. The preponderance standard is "rock bottom at the fact-finding level of Electrical litigation." (*Matter of E-M*, 20 I. & N. Dec. 77 (BIA 1989), at 83 citing Charlton v. FTC, 543 F.2d 903, 907 (D.C.Cir.1976)).

BIA member Lory Rosenberg, In re M-B-A-, 23 I&N Dec. 474 at 484 (BIA 2002), notes that preponderance "requires evidence of a greater than 50% chance that an event will occur," citing INS v. Cardoza-Fonseca, 480 U.S. 421, 431 (1987). He adds that preponderance "simply requires the trier of fact to believe that the existence of a fact is more probable than its nonexistence before [he] may find in favor of the party who has the burden to persuade the [judge] of the fact's existence," citing In re Winship, 397 U.S. 358, 371–72 (1970) (Harlan, J., concurring). He concludes that "(un)like other standards of proof such as reasonable doubt or clear and convincing evidence, the preponderance standard 'allows both parties to share the risk of error in roughly equal fashion" citing Metropolitan Stevedore Co. v. Rambo, 521 U.S. 121, 137 (1997).

The evidence presented herein strongly suggests that it is more likely than not or probably true that Mr. Freitas meets the criteria of the EB-2 category as an individual of exceptional ability in his field of endeavor. Additionally, based on the evidence provided and evaluated under the "preponderance of the evidence" standard, it is highly probable that Mr. Freitas qualifies for a waiver of the labor certification requirement under the EB-2 NIW category.

2. THE EB-2 CLASSIFICATION

Exceptional Ability

To qualify under the EB-2 category, an individual must demonstrate eligibility as either a member of the profession with an advanced degree or as a person of exceptional ability in the sciences, arts, or business. In cases involving exceptional ability, the petitioner must satisfy at least three (3) of the criteria specified under the Immigration and Nationality Act (INA) and 8 C.F.R. § 204.5(k)(3)(ii).

Using the preponderance of the evidence standard, this petition will demonstrate that Mr. Freitas meets at least three (3) of these qualifying criteria, thereby establishing his exceptional ability in the field of the business sector, especially in the automotive sector.

2.1 Official Academic Record:

Official academic record showing that the self-petitioner has a degree, diploma, certificate, or similar award from a college, university, school, or other institution of learning relating to the area of exceptional ability

Under 8 C.F.R. § 204.5(k)(3)(ii)(A), an individual may establish exceptional ability by providing an official academic record showing that they have received a degree, diploma, certificate, or similar award from a college, university, school, or other institution of learning related to the area of exceptional ability.

Mr.Freitas meets this criterion. He holds several formal academic qualifications directly related to his exceptional skill in car painting and refinishing, vehicle polishing, and car sealing fields, including **(Exhibit A and B.I)**:

- **People Management – Enap[1] - 09/2025**. ENAP is a major Brazilian institution dedicated to professional education, research, and training programs focused on leadership, management, and innovation in the public sector. The institution offers hundreds of professional development courses and has a significant educational reach, having issued over 1.5 million certificates in 2024 alone and offered more than 900 training programs. Through this course, Mr. Freitas improved his leadership and people management skills, essential competencies for supervising teams and managing operations in business environments.
- **Training and Development – Unova C ursos – 11/2025**
- **Welding Unova cursos[2] – 11/2025,** Unova Cursos is a Brazilian online education platform dedicated to expanding access to professional training and continuing education across multiple areas of knowledge. Through its distance-learning model, the institution provides flexible training programs designed to support professional development and workforce qualification. The platform offers numerous courses aimed at enhancing technical and practical skills, allowing professionals to strengthen their competencies in their respective fields. By completing this training, Mr. Freitas further developed technical knowledge relevant to welding and metalwork processes, competencies that are applicable within the automotive repair and bodywork industry

- **Team Management for Heads of Execution Units of the PGD – 11/2025**
- **Training and development – Anglo Cursos – 12/2025**

[1] https://www.enap.gov.br/
[2] https://www.unovacursos.com.br/

- **People management – Sebrae[3] – 11/2025.** The SEBRAE (Brazilian Service for Support to Micro and Small Businesses), one of the most recognized institutions in Brazil dedicated to supporting entrepreneurship and small business development. Established in 1972, SEBRAE is a nationwide non-profit organization that promotes the competitiveness and sustainable growth of micro and small enterprises through training programs, consulting services, and business development initiatives. The institution operates throughout Brazil and plays a central role in strengthening entrepreneurship, innovation, and business management skills. Through training provided by SEBRAE, Mr. Freitas further developed his entrepreneurial and business management capabilities relevant to the operation and growth of automotive service enterprises.
- **Sustainable bodywork workshops – Sebrae – 11/2025**
- **Car Repainting, certified by Portal Idea – ABED (Brazilian Association for Distance Learning) – 04/2024;** The Brazilian Distance Education Association (ABED), founded on June 21, 1995, is a non-profit scientific association whose mission is to stimulate and promote reflection, research, debate and innovation in distance education in basic, higher and continuing education; formal, non-formal and informal; public and private; together with society, the State, academia, educational institutions and companies.
- **Vehicle Polishing, certified by Portal Idea - ABED (Brazilian Association for Distance Learning) - 03/2024;**
- **Car Painting, certified by Portal Idea - ABED (Brazilian Association for Distance Learning) - 03/2024;**
- **Car Sealing, certified by Portal Idea - ABED (Brazilian Association for Distance Learning) - 02/2024.**

In conclusion, Mr. Freitas' academic background demonstrates a thorough expertise in vehicle repair, maintenance, and training, directly aligned with his area of exceptional skill. His certifications from reputable Brazilian institutions affirm his depth of knowledge and skill.

In conclusion, the official records of his certificates and professional training, presented in **Exhibit B.I**, confirm that he possesses academic training directly related to his area of exceptional ability, thus meeting the academic background criterion according to 8 C.F.R. § 204.5(k)(3)(ii)(A).

2.2 <u>10 Years of Full-Time Experience:</u>
Letters documenting at least 10 years of full-time experience in the self-petitioner's occupation

Attached as Exhibit B.II, please find proof of self-employment and Mr. Freitas' resume, documenting over 30 years of full-time experience in specialized roles in the automotive industry, including general manager, owner, and leader. This substantial experience underscores his exceptional ability, as evidenced by his consistent contributions and leadership . Below is a summary of his past and present work experiences: **(Exhibit A, B.II)**

- **Since March 2019 to Present as Partner and Founder at Kalajuss Automó veis in Santa Catarina, Brazil:** Mr. Freitas founded Kalajuss Automóveis, a company specializing in the sale of used vehicles. Leveraging his vast experience and a large customer base in the automotive sector, he quickly established the company's reputation for reliability and

[3] https://sebrae.com.br/sites/PortalSebrae/canais_adicionais/conheca_quemsomos

prestige. Kalajuss Automóveis operates nationwide, using technology to expand its sales and maintain its competitiveness by participating in major industry events.

- **From September 2012 to August 2019, as Partner and Founder at Kalajuss Auto Peç as in Santa Catarina, Brazil:** Mr. Freitas transformed a small business into a remarkable enterprise using innovative methods to obtain high-quality products. The project involved acquiring entire vehicles, disassembling, cataloging, and selling each item. This approach not only expanded the business but also set a logistics standard in the industry, promoting economic growth and creating jobs.

- **From May 2004 to July 2012, as Partner and founder at Kalajuss Body Shop at Santa Catarina, Brazil:** Mr. Freitas ran his own body shop and paint shop, refurbishing damaged vehicles for resale. The shop quickly gained visibility and expanded its clientele, requiring several relocations to accommodate the modernization and increased demand. The shop offered comprehensive services, including troubleshooting, repair, painting, and polishing, all with a focus on high quality and customer satisfaction.

- **From February 1998 to February 2004, as Partner and Founder at JB MotoCenter, in Paraná , Brazil:** At this company, Mr. Freitas provided fast and efficient solutions. His business evolved from a simple repair shop to a parts store, contributing to the local economy and establishing a benchmark for quality service in the region.

- **From May 1995 to November 1996, as Mechanical Manager at Motorama in Paraná , Brazil:** Mr. Freitas joined Motorama as a manager, where he oversaw daily operations, coordinated a large team, guided automotive service activities, and ensured service quality and operational efficiency within the dealership.

- **From March 1993 to May 1995 as Store manager at Cavalo Bravo in Paraná , Brazil:** Mr. Freitas managed the store in a leadership role that led to significant improvements in the company's operations, resulting in increased workload and profits, and solidifying his reputation as a capable and effective manager.

The documentation provided in **Exhibit B.II** confirms that Mr. Freitas has accumulated significantly more than the required ten years of full-time experience, fully satisfying the criteria outlined in 8 C.F.R. § 204.5(k)(3)(ii)(B).

2.3 <u>License/Certification:</u>

A license to practice the self-petitioner's profession or certification for the self-petitioner's profession or occupation

Mr. Freitas holds a relevant vehicle painting certification that further validates his exceptional skill in his field **(Exhibit B):**

The certification in automotive painting by Portal IDEA, 2024, is essential for Mr. Freitas, Portal IDEA is an educational institution dedicated to online professional training. Founded in 2018 in São Lourenço, Brazil, Portal IDEA offers thousands of online courses in various professional areas and is committed to expanding access to high-quality professional education. The platform has received national recognition for educational excellence, including the American Eagle Master Seal and the Gold Seal – Excellence and Quality Brazil, awards given to institutions that demonstrate quality and credibility in education. Through this certification, Mr. Freitas enhanced his technical expertise in automotive painting techniques, safety procedures, and material

application, strengthening his ability to provide high-quality automotive repair services in accordance with industry standards.

In conclusion, this certification ensures that Mr. Freitas meets the rigorous regulatory requirements to practice his profession, further highlighting his professional qualifications and exceptional ability.

These certifications reflect formal, industry-recognized training that strengthens your qualifications in culinary arts and hospitality, thus meeting the requirement of 8 C.F.R. § 204.5(k)(3)(ii)(C).

2.4 Membership in a professional association(s)

Under 8 C.F.R. § 204.5(k)(3)(ii)(E), an individual may demonstrate exceptional ability through membership in a professional association that requires exceptional achievement.

Mr. Freitas is a member of the American Management Association (AMA)[4], a renowned non-profit professional association that is a global leadership and management development reference. His membership in this institution not only qualifies his skills and knowledge in management but also positions him ahead of other professionals in the market, giving him a strategic advantage in the management and administration of his business in the United States. The AMA provides access to exclusive resources, high-level networking, and continuing education programs, essential elements for success in competitive corporate environments. **(Exhibit B.VI):**

> *"The American Management Association (AMA) has been at the forefront of redefining how business professionals think and work for over 100 years, providing unparalleled development solutions that empower professionals to confidently meet business challenges and achieve exceptional performance".*

In conclusion, Mr. Freitas successfully met the membership criteria by becoming a member of the AMA, a globally recognized professional association. This membership demonstrates Mr. Freitas' professional standing and active engagement in the business sector field, consistent with the requirement of 8 C.F.R. § 204.5(k)(3)(ii)(E).

2.5 Professional Recognition:

Recognition for achievements and significant contributions to the industry or field by his/her peers, government entities, professional or business organizations

Mr. Freitas has earned consistent and independent professional recognition throughout his more than three decades of experience in the automotive repair, vehicle resale, and related service sectors. The letters of recommendation submitted in **Exhibit B.V** provide detailed, firsthand accounts from established business owners and technical professionals who have directly observed the impact of his methodologies, structured processes, and technical innovations.

[4] https://www.amanet.org/about/

These testimonials do not merely praise his work; rather, they document replicable systems, structured operational models, advanced technical repair methodologies, and measurable business improvements influenced by his practices.

Mr. Edvaldo Pereira Goulart, owner of Torres Auto Parts, describes Mr. Freitas' development of a structured "Parts Package" system, a phased vehicle assessment and anticipatory component planning model designed to streamline repair logistics and parts sourcing. Notably, Mr. Goulart personally replicated this system within his own company after observing its operational effectiveness, reporting improved organization and customer service efficiency. The independent adoption of Mr. Freitas' model by a separate company demonstrates that his innovations extend beyond isolated service delivery and have influenced broader business practices within the automotive sector.

> *"One of the most remarkable aspects of Mr. Freitas's work is his capacity to innovate and create promising business initiatives. A clear example of this is the "Parts Package" system that he developed. This system was originally created and implemented by Mr. Freitas in his own operations at Kalajus Automobiles. Only after I personally observed the concrete results of this innovation in his business did I decide to adopt the same model in my company, Torres Auto Parts, replicating the approach that he had designed. The system is extremely valuable for customers who purchase vehicles at auction and are unsure which parts will be necessary for repairs".*

Mr. Turíbio Torres, proprietor of Infinity Vehicles with over thirty years of experience in dealership operations, confirms that Mr. Freitas developed a technically advanced restoration methodology centered on detailed structural diagnostics, geometric correction, controlled micro-adjustments, and preservation of parts typically deemed irrecoverable by other workshops. According to Mr. Torres, these structured practices were later shared among other regional repair shops, influencing repair standards and promoting cost-efficient and environmentally responsible restoration strategies. This reflects the dissemination of professional techniques rather than routine craftsmanship.

> *"Mr. Freitas shared his methods, recommended specific procedures and materials, and helped colleagues adopt similar practices focused on preserving parts and achieving precise color matching. As a result, his practical approach to complex repairs and reuse of parts has been disseminated among other workshops, contributing to a broader shift toward higher quality and more cost-efficient standards in our regional automotive repair sector".*

Mr. Marcos Felipe Santos, a certified electrical technician with over thirty years of experience and supervisory responsibilities in municipal infrastructure projects, provides a detailed technical account of Mr. Freitas' advanced diagnostic and color-matching methodology. His testimony describes controlled testing under varying lighting conditions, manual paint formula adjustments, and systematic surface preparation to resolve complex metallic finishes where multiple prior providers had failed. This account demonstrates technical rigor and structured problem-solving exceeding common market practices.

> *"From a technical point of view, what impressed me most was the path he followed to reach the final result. In electrical installations, I know that precise outcomes depend on correct diagnosis, respect for procedure, and attention to details that many people ignore.*

I recognized the same attitude in the way Mr. Freitas handled that repair. He treated color matching and surface preparation as a problem that required analysis, controlled testing, and fine-tuning, not quick fixes. This mindset is not common in the broader market, where many workshops accept visible differences in tone and finish as acceptable results".

Similarly, **Mr. Francisco Ramos da Silva**, managing partner of Chico Auto Elétrica, confirms that Mr. Freitas implemented standardized documentation procedures, structured diagnostic protocols, and transparent assessment models that improved coordination between structural repair and electrical systems. His testimony highlights improvements in traceability, reduction of rework, and operational efficiency, demonstrating systemic improvements rather than isolated repair outcomes.

"As a result, his approach has had a concrete impact on our segment of the automotive repair sector, where his shop became a reference that other providers look to when seeking more reliable and coordinated structural services. In my view, his model addresses some of the most common weaknesses in the automotive repair sector, which include fragmented processes, lack of transparency, and poor coordination between different specialists".

Mr. Lucas Mazzocato, owner of Mazzocato Automóveis, reports that Mr. Freitas structured his workshop operations in alignment with formalized standards inspired by regulatory models, creating organized repair stages and quality control checkpoints. Mr. Mazzocato observed measurable improvements in turnaround time, customer trust, and business predictability, further validating the operational impact of Mr. Freitas' methodologies.

"In my experience as a business owner, this is not a trivial improvement. Mr. Freitas introduced a disciplined and replicable approach to automotive repair that influenced how we manage our entire operation. For example, our sales strategy for used vehicles began to highlight the fact that bodywork and painting were carried out under standardized procedures aligned with national quality benchmarks. This helped us differentiate Mazzocato Automóveis in a competitive market, reduce post-sale complaints, and strengthen trust with customers who rely on our judgment regarding vehicle safety and durability.

Moreover, Mr. Freitas gradually became a reference in our professional network. After observing our positive results, other companies in the region started to consult us about reliable body shops, and we consistently directed them to Kalajus. Over time, I witnessed several of these businesses adopt higher expectations for documentation, repair traceability, and inspection routines, inspired by the model implemented by Mr. Freitas. In a market that is traditionally fragmented and dominated by informal practices, his example promoted a more professional and accountable standard of service".

Additional professional testimonials further reinforce this recognition.

Mr. Alberto do Vale Jara, owner of Pike Cars in Massachusetts, confirms his intention to establish a service partnership with Kalajus Car Body Shop LLC, recognizing Mr. Freitas' operational capabilities and structured approach as aligned with fleet management efficiency and quality standards in the U.S. automotive rental sector.

> *"Mr. Freitas presented us with a detailed business plan for his company, KALAJUS Car Body Shop. We affirm our interest in entering into a service-oriented and operationally integrated partnership with his company".*

Mr. Basílio Encarnacion, owner of Brasilio Multiservice LLC in Massachusetts, similarly expresses intent to utilize Kalajus as a regular collision and refinishing service provider, citing the need for reliable and structured fleet repair services in the region.

> *"We plan to engage Kalajus Car Body Shop LLC as a regular service provider, establishing a stable and mutually beneficial business relationship that meets a real need in the Massachusetts service sector. Mr. Freitas's expertise aligns with our requirements, and we intend to proceed with this partnership once Kalajus Car Body Shop LLC begins operations".*

Mr. Murph Aoy Thongsiythavong, founder of Zone Kar, acknowledges Mr. Freitas' professional achievements and confirms his interest in collaborative service agreements, noting that his own company does not provide bodywork services and sees value in structured partnerships with a provider operating under elevated quality standards.

> *"It is my understanding that Mr. Freitas's previous professional achievements are outstanding. and he would be an excellent addition to our network of service providers, especially because Zone Kar does not offer bodywork services in-house. Having a reliable specialist to whom we can refer clients in need of these repairs would be highly beneficial, and it could also create opportunities for an eventual partnership. His business plan for Kalajus Car Body Shop LLC aligns with our objective of expanding and improving the quality of services offered in this sector".*

Taken together, these independent statements demonstrate that Mr. Freitas is widely regarded by his peers and industry operators as a professional whose structured methodologies, technical precision, and operational innovations surpass common industry practices. His work has influenced other companies, been independently replicated, and generated measurable improvements in repair efficiency, quality control, and organizational structure, and is still sought after by specialists who wish to have him as a partner in their companies.

Consequently, the evidence establishes that Mr. Freitas has achieved significant professional recognition in the automotive repair industry, supporting his qualification under the EB-2 classification and reinforcing his ability to promote a nationally relevant enterprise.

2.6 <u>Evidence that you have commanded a salary or other remuneration for services that demonstrate your exceptional ability</u>

Furthermore, throughout his distinguished career, Mr. Freitas has been consistently rewarded with high salaries, highlighting his exceptional skills. Most recently, **Mr. Freitas earned an annual salary of R$683,903.66** for his work as a Proprietor/Business Owner **(Exhibit B.VI).**

In comparison, the average salary for a similar role, as a Proprietor/Business Owner, in Brazil is currently **R$35,665.00** per year, according to the specialized website Indeed.com.br.[5]. This contrast demonstrates that Mr. Freitas' earnings exceed the industry average **by more than 19 times**, indicating his recognized experience and exceptional skills in his field. .

In conclusion, Mr. Freitas' above-average earnings further confirm his exceptional skills and standing within his profession, providing additional support for his eligibility under the EB-2 National Interest Waiver.

Final Merits Determination

Meeting the minimum requirement by providing at least three types of initial evidence does not, by itself, establish that the beneficiary meets the requirements for a classification of exceptional ability. The officers must also consider the quality of the evidence. In the second part of the analysis, the officers must evaluate the evidence in conjunction when considering the petition in its entirety for the final determination of the merits. The officer must determine whether the petitioner, by a preponderance of the evidence, has demonstrated that the beneficiary has a degree of expertise significantly above that typically found in the sciences, arts, or business. In Mr. Freitas' case, the evidence provided clearly establishes that he possesses a unique and exceptional skill set in the field of business. His formal academic achievements, combined with his specialized technical certifications, membership, and high salary, prove that he is not only well-qualified but also recognized for his exceptional ability in his field. The testimonials and letters of recommendation provided by respected industry professionals further support the conclusion that Mr. Freitas' contributions to his industry are of significant importance. Notably, these professionals attest to his leadership, problem-solving, cost-cutting, and profitability-enhancing skills. His consistent ability to transform struggling businesses into profitable ventures, which equips him to guide companies through complex challenges and drive sustainable growth, has earned him recognition far beyond the average professional in his field.

In addition, Mr. Freitas' extensive professional experience, exceeding 30 (thirty) years in full-time management and administrative roles, underscores his sustained and progressive development. His work in this field reflects a versatile and deeply skilled professional who continually delivers impactful results.

Taking into account the totality of the evidence presented, Mr. Freitas' exceptional ability is beyond dispute. His credentials, practical experience, professional certifications, and numerous endorsements show, by a preponderance of the evidence, that he possesses a degree of expertise significantly above the average professional in his field. Accordingly, Mr. Freitas is well qualified for the EB-2 immigrant preference category as a professional of exceptional ability, which makes him worthy of the national interest waiver to contribute to the automotive industries of the United States.

The Connection Between Mr. Freitas' Exceptional Ability and His Proposed Endeavor

As described in the USCIS Policy Alert of January 15, 2025, a National Interest Waiver (NIW) requires the petitioner to demonstrate that their proposed venture has substantial merit and national importance, and that they are well-positioned to bring it to fruition. Furthermore, the petitioner's

[5] https://br.indeed.com/career/proprietario/salaries

qualifications must be directly aligned with the venture's objectives to justify a waiver of the employment offer and labor certification requirements.

The evidence demonstrates that Mr. Freitas' exceptional capabilities in automotive collision repair, structured diagnostic processes, and operational management are directly aligned with the objectives of Kalajus Car Body Shop LLC. With over thirty years of experience, he has developed advanced restoration methodologies, structured repair protocols, and operational systems that enhance quality control, efficiency, and technical precision in automotive repair services.

His proposed venture builds directly on this expertise, integrating high-standard collision repair services with workforce training initiatives, aiming to strengthen the automotive skilled labor sector in the United States. His practical experience in technology and leadership uniquely positions him to oversee, train, and implement structured processes that meet the sector's needs while ensuring operational sustainability.

Therefore, Mr. Freitas' qualifications are not incidental to the undertaking but essential to its success. The clear convergence between his experience and the objectives of his proposed project reinforces his eligibility for classification under the EB-2 category, according to the National Interest Exemption program.

3. THE NATIONAL INTEREST WAIVER

Matter of Dhanasar

Those seeking a national interest waiver are requesting that the Labor Certification be waived because it is in the interest of the United States. Though the jobs that qualify for a national interest waiver are not defined by statute, federal interest waivers are usually granted to those with an advanced degree or exceptional ability in the field of endeavor (see above) and whose employment in the United States would benefit the nation.

Under subparagraph (B) of section 203(b)(2), the Secretary of Homeland Security may waive the requirement of a "job offer" (namely, that the beneficiary's services are sought by a U.S. employer) and, under the applicable regulations, of "a labor certification." 8 C.F.R. § 204.5(k)(4)(ii).

In the *Matter of Dhanasar*, 26 I&N Dec. 884 (AAO 2016), the USCIS Administrative Appeals Office (AAO) announced a new analytical framework for determining whether a foreign national pursuing employment-based permanent residence in the EB-2 category as a member of the professions holding an advanced degree or as an individual of exceptional ability in the sciences, arts, or business is eligible for a discretionary waiver of the job offer and labor certification requirements in the U.S. national interest – a "National Interest Waiver" (NIW), creating a new framework: the Dhanasar's new three-prong test looks at the facts holistically:

(i) The First Prong – endeavor has substantial merit and national importance – reviews the field.

(ii) The Second Prong– the individual is well positioned to advance the endeavor – reviews the beneficiary.

(iii) The Third Prong – beneficial to the U.S. to waive the job offer and labor certification requirement – reviews the national interest.

Mr. Freitas undoubtedly meets the criteria listed in the Dhanasar as a professional with exceptional skills, according to the standards. Given his experience in leadership, management, and operational efficiency, Mr. Freitas brings a unique combination of technical knowledge and innovative thinking. With over thirty years of experience in automotive collision repair and operational management,

Mr. Freitas proposes to establish Kalajus Car Body Shop LLC as a dual-purpose company, combining high-quality repair services with a structured professional training and learning program.

The initiative includes a formal training division led by a dedicated Training and Workforce Coordinator, responsible for curriculum development, alignment with certifications in automotive painting (by Portal IDEA, 2024), and institutional partnerships, ensuring scalability and alignment with national workforce priorities.

Through this integrated operation and training model, Mr. Freitas will raise repair standards, mentor new technicians, generate jobs, and contribute to economic growth and transportation safety. Their experience is directly linked to the success of the venture, and waiving the labor certification requirement serves the national interest.

3.1 First PRONG:
The Proposed Endeavor has Substantial Merit and National Importance

Matter of Dhanasar moved away from the purely geographical consideration of "national in scope", to a broader evaluation of the endeavor's "national importance" no longer considering whether the endeavor would benefit the entire geographic region of the country (national scope), but instead determines whether the endeavor seeks to solve a problem that affects the entire country, even if the immediate impact is focused on one local geographic area ("national importance"), as follows:

> *"Certain locally or regionally focused endeavors, however, may be of national importance despite being difficult to quantify with respect to geographic scope."*

Therefore, the first prong, substantial merit and national importance, focuses on the specific endeavor that the foreign national proposes to undertake. The endeavor's merit may be demonstrated in a range of areas such as business, entrepreneurialism, science, technology, culture, health, or education. To establish that an endeavor has substantial merit, the petitioner should provide a detailed description of the endeavor and why it is meritorious. ln determining whether the proposed endeavor has national importance, USCIS considers its potential prospective impact.

Likewise, the *Dhanasar* decision allowed for the consideration of a much broader and more diverse pool of petitioners in a wide range of areas such as business, entrepreneurship, science, technology, culture, health, or education.

3.1.1 BUSINESS PLAN
A detailed description of the proposed endeavor and why it is of substantial merit:

Kalajus Car Body Shop LLC, led by Mr. Freitas, is poised to set a new standard in the automotive industry. According to the business plan attached as Exhibit C, Kalajus Car Body Shop LLC is dedicated to providing specialized, high-quality consulting services to businesses and customers, serving as a key partner for Small and Medium-sized Enterprises (SMEs). **The company's mission is to provide vehicle repair, bodywork and painting services to a diverse range of customers, including insurance companies, car dealerships, rental agencies and the general public, including small businesses throughout the United States.**

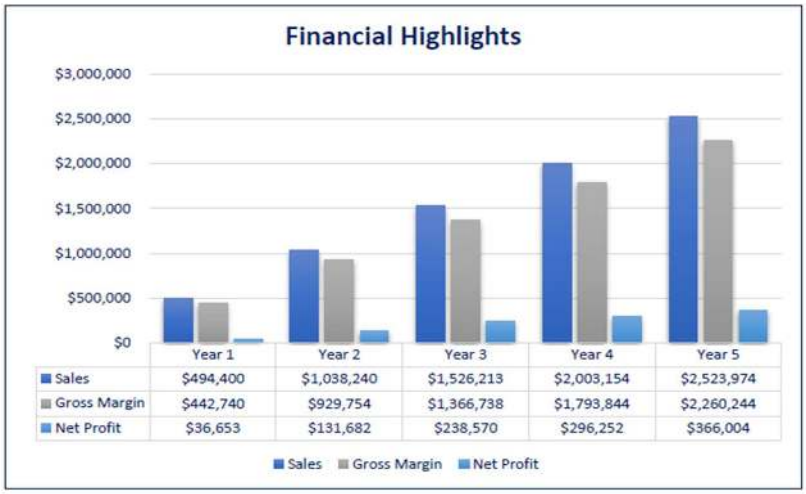
Kalajus Car Body Shop LLC will provide the following services:

- **Full Body Repair:** Comprehensive bodywork services including welding, parts replacement, and structural repairs to restore vehicles to their original condition.
- **Professional Painting:** High-quality automotive painting services, including color matching, repainting, and custom paint jobs using advanced techniques and materials.
- **Polishing and Detailing:** Exterior and interior vehicle detailing services, including polishing, waxing, and thorough cleaning to enhance the vehicle's appearance.
- **Martelinho de Ouro (Paintless Dent Repair):** Specialized dent repair service that removes minor dents and dings without affecting the original paintwork, preserving the vehicle's value.
- **Insurance Claim Repairs:** Collaboration with insurance companies to provide efficient and reliable repair services for vehicles involved in accidents, ensuring a seamless process for clients.
- **Workforce Training and Certification Program:** A structured internal training and learning initiative that develops new technicians, strengthens employee retention, and contributes to the advancement of the local workforce.

A central component of the business model is the creation of a structured training division, led by a dedicated Training and Workforce Coordinator, responsible for overseeing the curriculum, aligning with certifications and institutional partnerships, ensuring scalability and alignment with national workforce priorities.

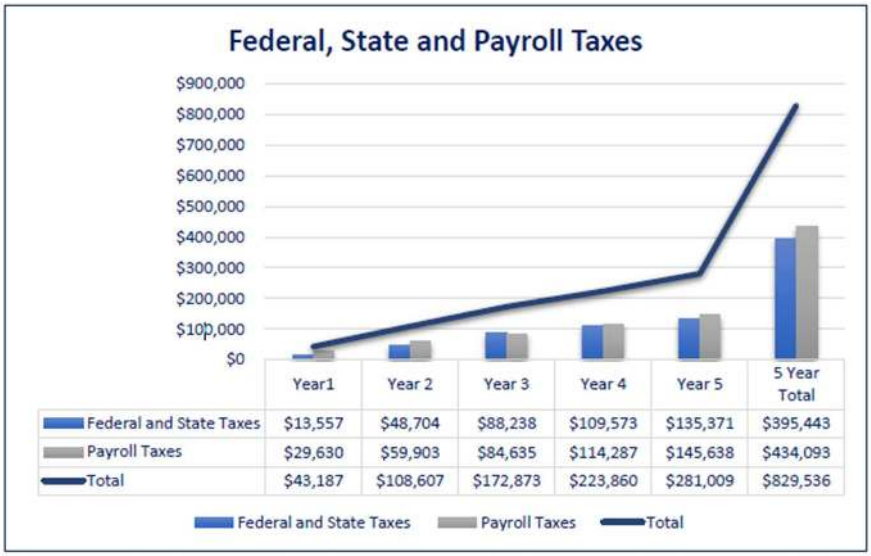
Under Mr. Freitas' leadership, the company will implement structured diagnostic and quality control systems developed over his thirty-year career, combining technical excellence with workforce training to raise industry standards, create jobs, generate tax revenue, and promote transportation safety.

Additionally, Kalajus Car Body Shop LLC's projected growth underscores its economic impact as it expands its operations to secure a leadership and management role. This expansion is designed to enhance the company's service offerings, broaden its customer base, and increase its influence in these critical industries. With sales expected to grow from $494,400 in year one to $2,523,97 in year five, and a substantial increase in gross margins and net income, the company is poised to become a significant contributor to the U.S. economy. The company's expansion strategy, which includes establishing operational centers across the country, further underscores its commitment to fostering regional and national economic development.



	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	$494,400	$1,038,240	$1,526,213	$2,003,154	$2,523,974
Gross Margin	$442,740	$929,754	$1,366,738	$1,793,844	$2,260,244
Net Profit	$36,653	$131,682	$238,570	$296,252	$366,004

The anticipated tax contributions further highlight the company's economic impact, reaching a significant total of $829,536 in federal, state, and payroll taxes over the next five years:



	Year1	Year 2	Year 3	Year 4	Year 5	5 Year Total
Federal and State Taxes	$13,557	$48,704	$88,238	$109,573	$135,371	$395,443
Payroll Taxes	$29,630	$59,903	$84,635	$114,287	$145,638	$434,093
Total	$43,187	$108,607	$172,873	$223,860	$281,009	$829,536

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Kalajus Car Body Shop LLC's business plan foresees significant job creation and economic benefits. The company's hiring plan includes increasing its workforce from six (6) professionals in the first year to twenty-three (22) in the fifth year. This growth, driven by increasing demand for Kalajus Car Body Shop LLC's services, is expected to contribute substantially to local and national employment.

Personnel Plan					
	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager - Mr. Julio Cesar de Freitas	1	1	1	1	1
Auto Body Technicians	1	2	2	3	3
Automotive Painters	1	1	2	2	3
Detailing Specialists	0	1	2	2	3
Paintless Dent Repair Technicians (Martelinho de Ouro)	0	1	1	2	3
Training and Workforce Coordinator	1	1	1	1	1
Insurance Claims Coordinators	1	1	1	2	3
Financial Analyst	0	0	1	1	1
Marketing and Sales Specialist	1	1	1	1	1
Administrative Manager	0	1	1	1	1
Customer Service Representatives	0	0	1	2	2
Total People	5	9	13	17	21
Total People	6	10	14	18	22

Kalajus Car Body Shop LLC's substantial merit is demonstrated by its performance in the U.S. automotive collision repair industry, an industry that generated approximately USD 37.1 billion in

revenue in 2024[6]. According to Grand View Research, there is projected to be continued growth in the coming years. **Operating in a nationally significant and economically robust market, collision repair and repainting services remain essential to vehicle safety, asset preservation, and transportation reliability in the United States.**

The proposed endeavor integrates high-quality collision repair services with a Structured Workforce Training and Learning Program, overseen by a dedicated Workforce Training Coordinator. This component promotes professional development, standardized technical practices, and alignment with recognized industry certifications, strengthening operational standards in the automotive repair industry.

As detailed in the Business Plan, the company projects sustained revenue growth, direct job creation, and significant tax contributions over five years, confirming both the economic viability and substantial merit of the proposed endeavor.



3.1.2 EVIDENCE OF THE ENDEAVOR'S MERIT
National or even global implications within a particular field:

By demonstrating the national importance of the endeavor proposed by Mr. Freitas, Kalajus Car Body Shop LLC seeks to establish its broader implications, which extend beyond immediate commercial operations. This is corroborated by documentary evidence, including industry data and market analyses referenced in Exhibit C.

6 https://www.grandviewresearch.com/horizon/outlook/automotive-collision-repair-market/united-states?

As detailed in the Business Plan (Exhibit C), Kalajus Car Body Shop LLC operates within the U.S. automotive body repair and refinishing services sector, a nationally significant industry that generated approximately USD 37.1 billion in revenue in 2024, according to Grand View Research.

Several key elements demonstrate why Mr. Freitas's venture is of national importance:

• **Economic Contribution and Job Creation:** Kalajus Car Body Shop LLC projects the creation of numerous full-time jobs during its first five years, including repair technicians, administrative staff, and a dedicated Training and Learning Coordinator. This structured expansion contributes to measurable economic activity through payroll, tax contributions, and business engagement in a nationally important sector.

National Importance: The creation of skilled jobs and sustained revenue generation in a multi-billion dollar national sector produces substantial positive economic effects, consistent with the framework established in the *Matter of Dhanasar*.

• **Raising Industry Standards and Technical Modernization:** Through structured diagnostic protocols, quality control systems, and advanced refinishing methodologies, the company promotes higher repair standards and operational efficiency in the automotive collision repair sector.

National Importance: Improving repair quality standards increases transportation safety, supports the preservation of vehicle assets, and strengthens operational reliability in a sector critical to the national economy.

• **Structured Workforce Development:** The integration of a formal training division, overseen by a Training and Workforce Coordinator, ensures professional development aligned with recognized industry certifications and standardized repair practices.

National Importance: Formalized training programs contribute to the long-term professionalization of the sector and support the sustainable development of the workforce in a nationally important commercial sector.

• **Local and Regional Economic Multiplier Effect:** The company's operations will involve suppliers of parts, paint materials, tools, safety equipment, insurance coordination services, and facility maintenance service providers based in the U.S., creating an indirect economic stimulus throughout the regional supply chain.

National Importance: This multiplier effect reinforces regional economic resilience and strengthens the automotive service ecosystem in the country.

The United States places great importance on maintaining robust transportation-related service sectors that ensure vehicle safety, operational reliability, and economic continuity. In this context, the automotive body repair and refinishing services sector plays a fundamental role in preserving vehicle integrity and supporting mobility across the country.

By integrating advanced repainting methodologies, structural restoration protocols, and a **Workforce Training and Apprenticeship Program** overseen by a Training and Workforce Coordinator, the proposed initiative contributes to the modernization of the sector, economic activity, and professional standardization.

The company's positioning within a multi-billion-dollar national sector reinforces its substantial merit. Through job creation, tax contributions, and engagement with domestic suppliers, Kalajus Car Body Shop LLC generates measurable economic impacts, consistent with the national interest considerations articulated in the *Matter of Dhanasar*.

Under the guidance of General Manager, Mr. Freitas, Kalajus Car Body Shop LLC is positioned to make a significant contribution to U.S. employment through direct and indirect job creation. As previously mentioned, by the end of its fifth year, Kalajus Car Body Shop LLC will have expanded to a diverse team of 22 highly skilled professionals. This expansion is driven by the strategic leadership of Mr. Freitas, who will play a critical role in guiding the company's growth and operational decisions.

Taken together, the scale of the industry in which Kalajus Car Body Shop LLC operates, its projected job creation and tax contributions, its structured professional training division, and its role in elevating technical and safety standards within the automotive body repair and refinishing services sector establish that the proposed endeavor extends beyond ordinary local business activity. Rather, it operates within a nationally significant industry and generates measurable economic and professional impact consistent with the national importance considerations outlined in *Matter of Dhanasar.* Accordingly, the record demonstrates that Mr. Freitas' proposed endeavor possesses substantial merit and national importance.

3.1.3 ENDEAVOR'S IMPACT

The proposed endeavor has significant potential to employ U.S. workers:

This factor is central to the analysis of national importance, as the *Matter of Dhanasar* case expressly recognizes the "significant potential to employ American workers" or "other substantial positive economic effects" as determining considerations.

Under Mr. Freitas' leadership, Kalajus Car Body Shop LLC projects creating approximately 22 full-time jobs within five years, including skilled automotive technicians, administrative staff, and a dedicated Workforce Training Coordinator responsible for the Workforce Training and Learning Program. This expansion reflects Mr. Freitas' extensive technical expertise and operational leadership in car body repair and repainting services.

In addition to generating direct jobs, the company will generate indirect economic benefits through interaction with domestic suppliers of parts, materials, and related services, reinforcing regional economic activity in a sector of national importance. Consequently, the proposed venture demonstrates substantial positive economic effects, consistent with the national importance framework established in the *Dhanasar* case.

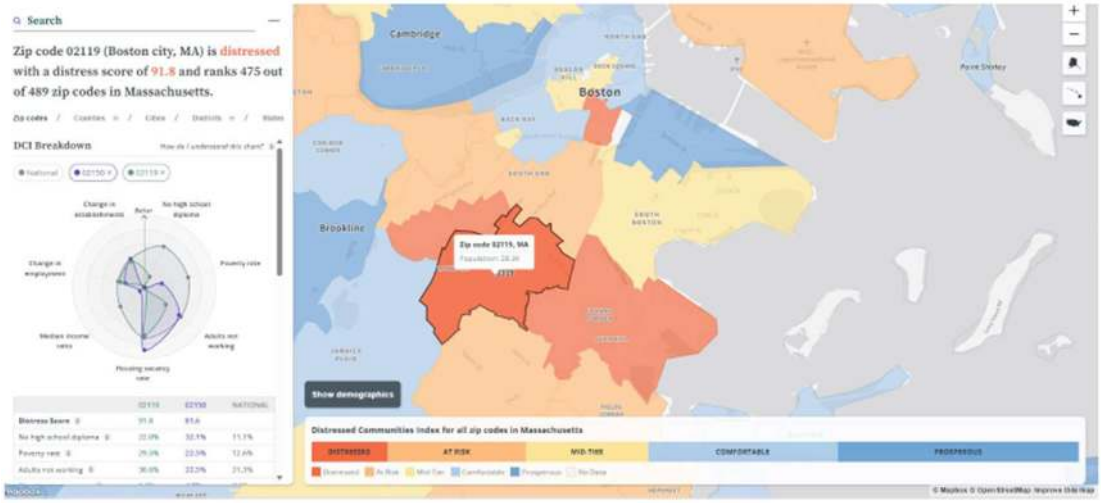
Furthermore, according to the Economic Policy Institute, every 100 direct jobs in the automotive repair and maintenance industry generate approximately 214.3 indirect jobs in other sectors. **Based on this multiplier, the creation of 22 direct jobs by the end of Year 5 at Kalajus Car Body Shop LLC would generate 45 additional indirect jobs.**

Employment multipliers per 100 direct jobs, all private-sector industries

	Industry	Direct jobs	Supplier jobs*	Induced jobs**	Total indirect jobs
169	Automotive repair and maintenance	100.0	125.5	88.8	214.3
170	Electronic and precision equipment repair and maintenance	100.0	281.2	166.5	447.7
171	Commercial and industrial machinery and equipment repair and maintenance	100.0	171.1	119.5	290.6
172	Personal and household goods repair and maintenance	100.0	200.7	115.1	315.8
173	Personal care services	100.0	30.6	47.4	77.9

This substantial job creation demonstrates the significant economic impact and merit of Kalajus Car Body Shop LLC's proposed endeavor, contributing positively to the local and broader economy while promoting industry growth and community development.

Additionally, as the company expands, it will contribute to the local Boston/Massachusetts economy, especially in struggling areas, such as the Massachusetts zip code 02119, which faces substantial economic challenges. Kalajus Car Body Shop LLC's presence and growth in these areas can help revitalize the local workforce and stimulate economic development.



The expansion of Kalajus Car Body Shop LLC will have a significant positive impact on the local and national economy, promoting job growth, generating income, and contributing to overall economic prosperity. The creation of direct and indirect employment opportunities under Mr. Freitas's leadership demonstrates the substantial economic effects of Kalajus Car Body Shop LLC's operations.

Please note that *Dhanasar* expressly states that one can prove national importance through the "significant potential to employ U.S. workers". That is NOT the same as "**potential to employ a significant number of U.S. workers**" as the "significance" is in the "potential" or "probability", not in the "number of jobs" the endeavor may create. This is a matter of semantics.

In conclusion, Kalajus Car Body Shop LLC's proposed endeavor under Mr. Freitas' leadership not only aligns with national economic goals by creating substantial employment opportunities but also stimulates broader economic growth through indirect job creation and the utilization of local resources and services. **By contributing to job creation, tax revenue, and economic prosperity, Kalajus Car Body Shop LLC aims to make a lasting and positive impact on both the local community and the broader U.S. economy.** These factors collectively underscore the significant potential of the proposed endeavor to employ U.S. workers, thereby supporting the case for a National Interest Waiver.

The endeavor impacts a matter that a government entity has described as having national importance or its subject of national importance:

The proposed endeavor by **Mr. Freitas through Kalajus Car Body Shop LLC's has significant alignment with several national priorities and U.S. government initiatives**, further solidifying its national importance.

Kalajus Car Body Shop LLC's work, focusing on automotive repair and maintenance, is aligned with the U.S. government's strategic goals of maintaining technological leadership and promoting sustainable economic growth.

Kalajus Car Body Shop LLC operates at the intersection of multiple national interests:

- **Small Businesses and Economic Growth[7]:** Small businesses remain a foundational driver of the U.S. economy. The U.S. Small Business Administration's Office of Advocacy reports that the United States has approximately 36.2 million small businesses, representing 99.9% of U.S. businesses, employing 62.3 million workers (approximately 45.9% of U.S. employees). Consistent with these economic priorities, Kalajus Car Body Shop LLC will generate direct employment, produce measurable tax contributions, and stimulate economic activity through upstream and downstream linkages with U.S.-based suppliers of parts, paint materials, tools, safety equipment, and related services.
- **Regulatory Reform and Private Sector Expansion:** Current federal policy[8] under the Trump presidency emphasizes reducing regulatory barriers that impede entrepreneurship and market entry, including initiatives aimed at eliminating anti-competitive regulatory barriers and expanding private sector growth through deregulation. By launching and expanding a professionally managed, standards-compliant automotive body repair and repainting business, Kalajus Car Body Shop LLC aligns with these goals, strengthening private sector business activity, increasing local economic participation, and expanding service capacity in a nationally important sector.

Additionally, an Executive Order issued in 2025, "**Preparing Americans for High-Paying Skilled Trade Jobs of the Future**,[9]" highlights federal emphasis on expanding workforce development, apprenticeships, and technical training, policies directly consistent with the training components of Kalajus Car Body Shop LLC's business model.

By contributing to job creation, professional standardization, and economic activity within a nationally significant sector, Mr. Freitas' endeavor aligns with these strategic federal priorities and thus supports its national importance under *Matter of Dhanasar.*

3.2 Second PRONG:
The Self-Petitioner is Well-Positioned to Advance the Proposed Endeavor in the United States

The second prong under *Matter of Dhanasar* requires demonstrating that the Petitioner is well-positioned to advance the proposed endeavor. This does not demand proof of guaranteed success but rather credible evidence of qualifications, experience, and progress made toward implementation. Mr. Freitas, a professional with over thirty years of experience in automotive body repair, refinishing, and operational management, has a demonstrated record of technical expertise

[7] https://advocacy.sba.gov/wp-content/uploads/2025/06/United_States_2025-State-Profile.pdf

[8] https://www.whitehouse.gov/fact-sheets/2025/01/fact-sheet-president-donald-j-trump-launches-massive-10-to-1-deregulation-initiative/

[9] https://nationalskillscoalition.org/blog/news/executive-order-on-skilled-trade-jobs/

and business leadership. His extensive hands-on experience, structured operational approach, and implementation of quality control systems clearly position him to successfully establish and expand Kalajus Car Body Shop LLC in the United States.

3.2.1 EDUCATION, SKILLS, KNOWLEDGE, AND RECORD OF SUCCESS:

Mr. Freitas is exceptionally well-positioned to propel his proposed venture in the United States . Based on his extensive practical experience in welding, refinishing, polishing, structural restoration, as well as the management record of three successful companies in the automotive industry, he pursues continuous professional development in areas directly relevant to the success of Kalajus Car Body Shop LLC.

His courses at renowned schools and his recent certifications in Welding (Unova Cursos, 2025) and Automotive Refinishing (Portal Idea – ABED, 2024) reinforce his technical expertise in refinishing methodologies and high standards of quality in body repair. Complementing his technical qualifications, Mr. Freitas has completed formal training in People Management (Enap and Sebrae, 2025) and Training and Development (Unova and Anglo Cursos, 2025), equipping him with structured leadership and team supervision skills essential for overseeing the projected expansion of his team and the Workforce Training and Learning Program. This combination of academic and advanced technical certifications and formal management training, supported by a long track record of operational leadership, clearly establishes Mr. Freitas's readiness to implement and expand his proposed endeavor in the United States.

He also has extensive experience of over 30 years in the sector. From March 1993 to November 1996, as a Manager, Mr. Freitas played leadership roles that led to significant improvements in the companies' operations, resulting in profitability.

From 1998 to the present, Mr. Freitas has worked in his own companies as a partner and founder, performing management and leadership functions, enhancing his bodywork and painting experience, refurbishing damaged vehicles for resale, including troubleshooting, repair, painting, and polishing, all with a focus on high quality and customer satisfaction.

Always using innovative methods to obtain high-quality products and setting a logistics standard in the industry, promoting economic growth, and creating jobs.

During this period, he also worked as a salesperson in his own company, specializing in the sale of used vehicles, using technology to expand his sales and maintain his competitiveness.

Mr. Freitas is well-positioned to enter the automotive industry in the United States, thanks to over 30 years of experience in the same sector in Brazil. His long professional career in the automotive market has equipped him with extensive technical and strategic knowledge, as well as a deep understanding of the dynamics and challenges of the industry. This expertise, combined with a global vision, places him in a privileged position to lead and expand his business in the competitive North American market, building on his successful track record and adapting to the new demands and opportunities of the industry.

These experiences, combined with his solid academic background, provide Mr. Freitas with the theoretical and practical knowledge necessary to lead automotive maintenance and repair service projects. His contributions to the business sector, together with his recognized industry leadership, confirm his ability to advance the proposed endeavor with Kalajus Car Body Shop LLC in the United States.

Additionally, Mr. Freitas is a member of AMA (American Management Association)[10] a renowned non-profit professional association that is a global reference in leadership and management development.

His membership in the American Management Association (AMA) not only qualifies his management skills and knowledge but also positions him in the marketplace, providing him with a significant strategic advantage in managing his business in the United States. With access to exclusive resources, a high-level network of contacts, and continuing education programs, Mr. Freitas is well prepared to face the challenges and seize the opportunities of the competitive North American corporate environment, distinguishing himself as a leader in the industry.

Furthermore, this professional association provides Mr. Freitas with a strong network and access to valuable resources, positioning him advantageously to advance his proposed endeavor in the U.S. With the support of experienced mentors and the exchange of knowledge with industry peers, he has gained insights into the local market, in addition to enhancing his management and leadership skills. This strategic preparation, combined with his previous experience, not only boosts his confidence but also strengthens his ability to make informed decisions, ensuring that he is well-equipped to face challenges and seize opportunities that arise in his entrepreneurial journey.

Additionally, Mr. Freitas' distinguished career has been consistently **recognized with high salaries**, reflecting his exceptional expertise and leadership in business and the automotive industry. Most recently, as a Proprietor/business owner, he earned an annual salary of R$683,903.66 per year, as documented on his Income Statement. For comparison, the average salary for a Proprietor/business owner in Brazil is currently R$35,665.00 per year, according to the specialized website Indeed.com.br. This demonstrates that Mr. Freitas' earnings significantly exceed the industry average, underscoring his status as a top professional in his field. His above-average compensation highlights his value to any organization and his ability to lead high-impact initiatives, such as those planned for Kalajus Car Body Shop LLC.

Taken together, Mr. Freitas' extensive professional background, advanced technical certifications, structured management training, entrepreneurial leadership, professional affiliations, and proven track record of financial success demonstrate that he possesses the expertise, operational capacity, and strategic preparedness necessary to successfully implement and expand Kalajus Car Body Shop LLC in the United States. Consequently, the evidence clearly establishes that he is exceptionally well-positioned to carry forward the proposed venture within the scope of the second point of the *Matter of Dhanasar*.

3.2.2. INDEPENDENT EXPERT TESTIMONIALS SUPPORTING THE PETITIONER'S QUALIFICATIONS AND IMPACT:

Additionally, letters of support from industry experts further validate Mr. Freitas' capabilities. These letters, written by respected professionals in their fields, highlight Mr. Freitas' expertise, business knowledge, and impactful contributions to the business sector (**Exhibit B.VI)**

As guided by the USCIS Policy Manual, these letters provide objective, third-party validation of his exceptional technical capabilities, professional reputation, and significant contributions to the field of technology applied to logistics and digital security. Taken together, these statements reinforce Mr. Freitas' unique position to successfully lead Kalajus Car Body Shop's growth in the United

[10] https://www.amanet.org/about/

States, fostering technological innovation and operational improvements that serve the country's strategic interests.

For example, **Mr. Edvaldo Pereira Goulart,** owner of Torres Auto Parts, confirms that, after observing the efficiency of Mr. Freitas' structured parts planning methodology, he independently implemented a similar operational model in his own company, reporting measurable improvements in the organization and coordination of services.

Mr. Turíbio Torres, owner of Infinity Vehicles, attests that Mr. Freitas' restoration methodologies, including structured diagnostics and controlled structural correction practices, have influenced repair standards beyond his own workshop and have been informally shared among regional suppliers.

Mr. Marcos Felipe Santos, a certified electrical technician with supervisory responsibilities in public infrastructure projects, provides technical validation of Mr. Freitas' disciplined diagnostic approach and controlled repainting procedures, emphasizing the level of precision applied to complex repairs.

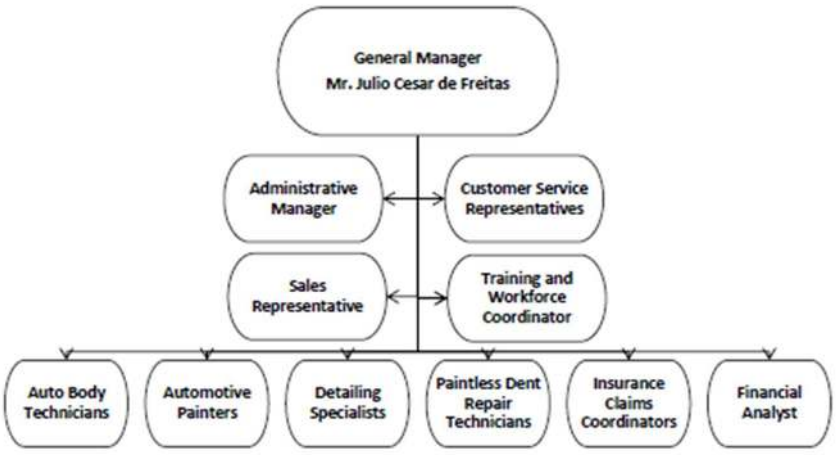
Mr. Francisco Ramos da Silva, managing partner of Chico Auto Elétrica, confirms that Mr. Freitas implemented structured documentation, coordinated the repair sequence, and adopted transparent evaluation procedures that improved traceability and reduced operational inefficiencies within the company.

Mr. Lucas Mazzocato, owner of Mazzocato Automóveis, reports that Mr. Freitas's structured workshop management model increased customer confidence, reduced post-sale complaints, and contributed to greater operational predictability at dealerships.

Taken together, these independent testimonials demonstrate consistent third-party recognition of Mr. Freitas' technical expertise, structured methodologies, and professional credibility in the automotive service industry.

3.2.3. PLAN FOR FUTURE ACTIVITIES AND FINANCIAL FEASIBILITY:

Mr. Freitas is expected to play an essential role in the leadership and operations of Kalajus Car Body Shop LLC, as described in the organizational structure presented in the business plan (**Exhibit C**):



Drawing on his extensive professional experience and leadership and management roles in the automotive industry, Mr. Freitas has the skills needed to address operational challenges and drive business success. His responsibilities as a Partner and Founder include his role as General Manager, overseeing the strategic direction and day-to-day operations of Kalajus Car Body Shop LLC, ensuring that the company's goals and objectives are consistently achieved. Under Mr. Freitas' leadership, Kalajus Car Body Shop LLC will develop and implement comprehensive leadership and management strategies in the automotive industry designed to improve business processes and foster innovation. He will manage and mentor a multidisciplinary team of professionals and consultants who are essential to the successful execution of the company's mission. Additionally, Mr. Freitas will play a key role in customer relations, maintaining strong relationships with industry stakeholders and partners to drive business growth and ensure customer satisfaction.

Additionally, Mr. Freitas's experience in business leadership and management will be instrumental in providing in-depth services in the automotive and business sectors. He will monitor industry trends and developments to ensure Kalajus Car Body Shop LLC remains at the forefront of sustainable innovation, thereby maintaining its competitive edge. His role will also include overseeing financial planning, budgeting, and resource allocation to optimize efficiency and profitability, while ensuring the company complies with industry regulations and best practices in the automotive industry. With years of professional experience in roles directly related to his proposed venture, Mr. Freitas has the skills needed to address operational challenges and drive business success.

In terms of financial viability, Mr. Freitas meticulously planned Kalajus Car Body Shop LLC's initial expenses and investments. A comprehensive investment plan was outlined, committing a total of $50,000 to cover initial expenses and assets required for a robust launch into the business sector and automotive.

Startup	
Requirements	
Startup Expenses	
Legal	$1,500
Insurance	$500
Marketing	$1,500
Rent/Deposit	$5,000
Website design	$2,000
Computers/Phones/Tablets	$2,500
Office furniture	$1,000
Stationery	$1,000
Equipment	$20,000
Total Startup Expenses	$35,000
Startup Assets	
Cash Required	$15,000
Startup Inventory	$0
Other Current Assets	$0
Long-term Assets	$0
Total Assets	$15,000
Total Requirements	$50,000

The financing of the proposed venture is backed by proven personal capital contributions. As demonstrated in the documents (Exhibit C.II), Mr. Freitas possesses personal financial resources

exceeding US$31,000, as shown by his bank statements. Furthermore, a formal letter of financial commitment from his wife confirms her intention to invest US$19,000 in Kalajus Car Body Shop LLC, corroborated by corresponding bank statements proving the availability of these funds.

Together, these proven resources total more than US$50,000 in committed initial capital, providing sufficient liquidity to cover the initial operating expenses described in the Business Plan. This financial basis demonstrates the viability of the proposed venture and confirms that the necessary capital is secured to execute and sustain the launch and initial operations of Kalajus Car Body Shop LLC in the United States.

Furthermore, professionals from the USA, including **Mr. Alberto do Vale Jara (Pike Cars, Massachusetts), Mr. Basílio Encarnacion (Brasilio Multiservice LLC, Massachusetts), and Mr. Murph Aoy Thongsiythavong (Zone Kar),** confirm their intention to establish professional partnerships with Kalajus Car Body Shop LLC after the start of operations, recognizing Mr. Freitas' structured operational approach and quality standards.

In light of the documented business structure, secured capital investment, projected workforce expansion, and confirmed expressions of interest in partnerships in Massachusetts, the records demonstrate that Mr. Freitas has taken concrete and measurable steps toward the implementation of his proposed venture. The detailed operational plan, committed financial resources, and established professional relationships collectively confirm the viability and sustainability of Kalajus Car Body Shop LLC. Consequently, the evidence proves that Mr. Freitas is fully prepared to execute and expand the proposed venture in the United States.

3.3 Third PRONG:
On Balance, It Would be Beneficial to the United States to Waive the Requirement of a Job Offer and Labor Certification

Congress established the national interest waiver to address the limitations of the labor certification process. When a foreign national brings significant and unique benefits to a particular field beyond what is expected from a typical job, they should not be denied permanent residence solely because another individual could p erform the job adequately.

Mr. Freitas clearly exemplifies this principle. As a professional with more than three decades of experience in automotive body repair, structural restoration, refinishing methodologies, and operational leadership, his proposed endeavor extends beyond traditional employment. Kalajus Car Body Shop LLC represents a structured entrepreneurial initiative that integrates technical excellence, workforce training, job creation, and measurable economic impact within a nationally significant sector. Requiring Mr. Freitas to undergo the labor certification process would disregard the distinct value of his technical mastery, proven operational systems, and capacity to implement a structured Workforce Training and Apprenticeship Program that advances industry standards and economic activity.

According to the third prong in the *Dhanasar* framework, adjudicators must conduct a balancing test by considering the national interest of requiring job offers and labor certifications against other factors that the foreign national brings to the table. This balancing act involves analyzing various factors, including:

- Whether it would be impractical for the foreign national to secure a job offer or for the petitioner to obtain a labor certification given the nature of the foreign national's qualifications or proposed endeavor.

- Whether the United States would still benefit from the foreign national's contributions even if qualified U.S. workers are available.

- Whether the national interest in the foreign national's contributions is urgent enough to justify bypassing the labor certification process.

The *Dhanasar* decision elucidates that while these factors are not stringent prerequisites, they serve as valuable considerations. When collectively assessed, they offer insight into the potential benefits of waiving the job offer and labor certification requirements for the United States.

The evidence furnished within this petition compellingly illustrates the imperative national interest in bypassing the arduous procedures associated with the job offer and labor certification process. Hence, a favorable decision is merited.

3.3.1 IMPRACTICABILITY OF A LABOR CERTIFICATION:

Given the self-petitioner's intended role as general and operations manager of the Kalajus Car Body Shop LLC, becoming involved in the labor certification process proves impractical. The labor certification process primarily serves to safeguard the interests of U.S. workers. However, the self-petitioner's initiative directly facilitates job creation, thereby benefiting American workers.

- **Job Creation:** The self-petitioner's initiative facilitates the company's expansion, resulting in the creation of new jobs. This is crucial for the American economy, which depends on job creation to maintain growth and reduce unemployment rates. Each new job not only benefits the individuals hired, but also stimulates local consumption and community development.

- **Nature of the Business endeavor**: As an independent entrepreneur, Mr. Freitas is structuring an innovative business that differs from conventional employment relationships. The labor certification process does not adequately address cases like his, where the applicant creates job opportunities instead of competing for them.

- **Boost to the Local Economy:** When Kalajus Car Body Shop LLC grows and hires more workers, it has a ripple effect on the local economy. New employees spend money on goods and services, supporting local businesses and contributing to the economic development of the region. This can result in a more dynamic and sustainable economic environment.

- **Attracting Investments:** Companies that demonstrate growth and innovation attract more investment, both national and international. This not only benefits the company, but also contributes to a more robust economic environment, which can result in more jobs and opportunities across a variety of sectors.

Mr. Freitas presented consistent evidence of his intention and ability to operate as a self-employed entrepreneur in the United States, highlighting the potential of the venture to generate jobs, increase tax revenue, and modernize distribution infrastructure. These factors make the labor certification requirement incompatible with the structure and objectives of his venture, which strongly justifies the request for a National Interest Exemption.

3.3.2 THE U.S. WOULD STILL BENEFIT FROM THE FOREIGN NATIONAL'S CONTRIBUTION EVEN IF QUALIFIED U.S. WORKERS ARE AVAILABLE:

Given Mr. Freitas's extensive experience, leadership and management acumen, and prosperous track record, he is poised to make significant strides in his endeavor in the United States. Even in scenarios where other skilled U.S. workers are available, the nation stands to gain substantially from Mr. Freitas's contributions

- **Unique qualifications and knowledge:** Mr. Freitas brings a unique combination of skills, experience, and knowledge that is difficult to replicate. His experience in successful corporate sector-oriented management and leadership positions him to offer specialized knowledge that would significantly benefit the U.S. market.
- **Letters of Support and Testimonials:** The letters of support are attached as **Exhibit B.VI** serves as a testimony to Mr. Freitas's profound impact on the area. These letters highlight his innovative approaches, leadership qualities, and the tangible benefits his contributions have brought to his previous endeavors.
- **Supplemental Contributions:** Even though there are similarly qualified U.S. workers available, Mr. Freitas's unique contributions, as evidenced by his past successes and endorsements from industry experts, underscore the additional value he brings, which will be beyond what typical job performance would entail.

In conclusion, while there may be qualified American workers available, Mr. Freitas's exceptional experience, unique perspective, and proven track record brings unparalleled benefits to the business sector. Their contributions, backed by strong support from industry professionals, demonstrate that their presence in the United States will significantly advance the industry, producing benefits that exceed the capabilities of other available workers. Therefore, it is in the national interest to prioritize their contributions, eliminating the labor certification process.

3.3.3 WHETHER THE NATIONAL INTEREST IN THE FOREIGN NATIONAL'S CONTRIBUTIONS IS URGENT ENOUGH TO JUSTIFY BYPASSING THE LABOR CERTIFICATION PROCESS:

The national interest in Mr. Freitas's contributions is urgent enough to justify bypassing the labor certification process. His vast and proven experience highlights the immediate benefits his endeavor would bring to the United States.

- **Opportunity for specialized knowledge:** The business sector, especially in the context of rapid transformation, urgently needs leaders who can drive growth, implement cutting-edge strategies and respond effectively to emerging challenges. Mr. Freitas's experience in boosting the economic growth of companies is urgently needed to meet these demands.
- **Immediate Economic Impact:** Mr. Freitas's endeavor promises immediate economic benefits, including job creation and increased tax revenue. Rapid implementation of his business plans can stimulate economic activity, particularly in the regions where his company will operate. Delaying his contributions by subjecting him to the labor certification process could result in lost opportunities for economic growth and innovation.
- **Industry Recommendations:** The letters of support attached as Exhibit B.V underline the urgent need for Mr. Freitas's expertise in the US market. These endorsements from industry experts highlight the immediate benefits his contributions will bring, reinforcing the need to bypass the traditional labor certification process.

- **Strategic Advantage:** Allowing Mr. Freitas to begin his efforts without delay provides a strategic advantage for the US business sector. Their ability to innovate and lead in the industry will increase the U.S. competitive advantage globally, which is particularly crucial in a fast-paced, competitive market.

In short, national interest in Mr. Freitas's contributions is urgent and compelling. His unique skills and immediate impact on the business sector, combined with the substantial economic benefits his endeavor promises, justify skipping the labor certification process. The rapid integration of their expertise will respond to critical industry needs and generate significant national benefits, providing a strong argument for renouncing the national interest.

4. FINAL CONSIDERATIONS

From all topics discussed above and the attached evidence, it is "more likely than not" that:

1. 1. The self-applicant, Mr. Julio Cesar de Freitas, is a professional of exceptional ability in the areas of business, leadership and management. His extensive credentials and certification, coupled with over thirty (30) years of corporate professional experience and professional association membership, as well as his track record of success, solidly position him as uniquely qualified to pursue his proposed endeavor
2. The petitioner's endeavor has substantial merit and national importance. Mr. Freitas' proposed endeavor, Kalajus Car Body Shop LLC, carries substantial merit and national importance. His work aligns with key national interests, including job creation, sustainable business practices, and economic development. The endeavor's potential to strengthen the U.S. economy, support small and medium-sized businesses, and contribute to public safety and transportation reliability further confirms its national significance, as defined by the *Matter of Dhanasar* criteria.
3. The self-petitioner is well-positioned to advance the proposed endeavor. Mr. Freitas' extensive experience, strategic business acumen, and strong support network position him well to succeed in the United States. His proven expertise in administration, leadership and management, coupled with a comprehensive business plan and endorsements from industry experts, underscore his capacity to advance Kalajus Car Body Shop LLC and its substantial positive impact on the U.S. economy.
4. On balance, it would be beneficial to the United States to waive the requirement of a job offer and labor certification. The labor certification process is impractical for self-employed entrepreneurs like Mr. Freitas, who is not pursuing a traditional employment role but is instead creating employment opportunities for others. His proposed endeavor is poised to deliver significant economic benefits, including job creation and enhanced tax contributions, reinforcing the national interest in waiving these requirements.

Accordingly, Mr. Julio Cesar de Freitas merits a favorable adjudication of this I-140 petition under the Employment-Based Second Preference category with a request for a waiver of the job offer and labor certification requirements, pursuant to INA §203(b)(2)(B).

His qualifications, extensive technical expertise, and decades of leadership in the automotive body repair and refinishing sector clearly align with the legislative intent of the National Interest Waiver provision. Mr. Freitas' proposed endeavor advances industry standards, workforce professionalization, job creation, and economic activity within a nationally significant sector,

directly contributing to transportation safety, private-sector growth, and sustained economic development in the United States.

We respectfully request USCIS to approve this petition in light of the overwhelming evidence of national benefit and professional excellence.

Should you require any further information or documentation, please do not hesitate to contact my office. Thank you in advance for your kind assistance with this matter.

Sincerely,

Guilherme Castilho Zaia, Esq.
Bar N. 334469

Exhibit list

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Exhibit C.I: First Prong – Substantial Merit and National Importance

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Exhibit C.II: Second Prong – Well-Positioned to Advance the Proposed Endeavor - Financial Feasibility

Bank Statements Mr. Freitas	323-332

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Exhibit A: Resume

JÚLIO CÉSAR DE FREITAS

Email | Juliocfreitasjulio@gmail.com

Telephone | +1321-466-2826

I am an experienced professional with a track record of continuous growth within the automotive industry. With years dedicated to vehicle repair, I consider myself a visionary thinker, always seeking new ideas and perspectives to innovate within the automotive world My journey began early, at the age of 9, in my father's bodywork, painting, and mechanical repair shop. I remain rigorously up to date on cutting-edge methods, tools, and technologies, ensuring that my work is always aligned with the highest industry standards.

Throughout my career, I delivered exceptional results and cultivated invaluable relationships. My ability to integrate technical expertise with an innovative vision has positioned me as a trusted authority in the field, enabling me to manage complex operations in administration, development, and execution. I am driven by proactivity and adaptability, fundamental qualities for leading significant changes in a constantly evolving automotive landscape.

EXPERIENCE

Partner and Founder - Kalajus Automóveis

Kalajus Automóveis | Joinville, Santa Catarina, Brazil

03/2019 - CURRENT

As an entrepreneur, I founded Kalajus Automóveis in 2019, focusing on the used vehicle trade. Leveraging my extensive client base and industry experience, I quickly established brand trust and prestige. I structured the company with a prime location and a team trained for secure negotiations. My competitive advantage lies in managing a robust private inventory, which grants me autonomy in negotiations, alongside solid partnerships with financial institutions. We expanded our operations nationwide through the strategic use of technology and presence at major industry events. In addition to automobile and utility retail, I diversified the portfolio to include financial services, insurance, and health plans, consolidating our market presence.

Partner and Founder - Kalajus Auto Peças

Kalajus Auto Peças | Joinville, Santa Catarina, Brazil

09/2012 – 08/2019

I launched this venture focused on the used auto parts trade, transforming a small operation into a nationally recognized business. I implemented an innovative reverse-logistics method: purchasing entire vehicles for dismantling, cataloging, and individual component sales. My management enabled sales to reach a nationwide audience through e-commerce. I was a pioneer in implementing this model in Joinville, which even influenced the application of local legislation for the sector.

Under my leadership, the team grew from 3 to 7 direct members, fostering regional economic growth and the creation of new jobs.

Partner and Founder Oficina de Lataria e Pintura Kalajus

Oficina de Lataria e Pintura Kalajus | Joinville, Santa Catarina, Brazil

05/2004– 07/2012

I founded this workshop initially focused on refurbishing damaged vehicles for resale. Over eight years, I significantly expanded the business, relocating three times to accommodate modernization and increased demand. I led a team of seven permanent employees, providing highly complex bodywork and painting services. My specialization in colorimetry and color matching became a competitive advantage in the market, enhancing the workshop's reputation for technical excellence in both domestic and imported vehicles.

Partner and Founder - JB MotoCenter

JB MotoCenter | Paranavaí, Paraná, Brazil

02/1998 – 02/2004

I founded my first official company in 1998, where I became a regional reference known as the "Doutor das Motos" (Motorcycle Doctor). My technical approach allowed me to identify and resolve complex mechanical problems creatively, often recovering components instead of simply replacing them, which was a vital solution at the time due to parts shortages. The business evolved from a workshop into a centralized parts store, serving several neighboring cities and boosting local trade.

Mechanical Manager - Motorama

Motorama | Paranavaí, Paraná, Brazil

05/1995 – 11/1996

I took on the management of this dealership, facing the challenge of leading a large team in a high-turnover environment. I was responsible for overseeing each service individually, ensuring customer satisfaction and the technical development of the team. My assertive management contributed to the rapid growth of the unit's after-sales department.

Store Manager - Cavalo Bravo

Cavalo Bravo | Paranavaí, Paraná, Brazil

03/1993 – 05/1995

I started in an operational role and was quickly promoted to manager, leading a team of 8 professionals. I implemented structural changes that optimized the use of materials and equipment, resulting in a direct increase in profits and the company's visibility in the new motorcycle trade sector.

CERTIFICATES:

MANAGEMENT AND LEADERSHIP

- Team Management for Heads of PGD Execution Units – ENAP (Escola Virtual.Gov) – 2025 (30h)
- People Management (Class OCT/2025) – ENAP (Escola Virtual.Gov) – 2025 (20h)
- Training and Development – Elevo By Anglo Cursos – 2025 (60h)
- Training and Development – Escola Web Unova Cursos – 2025 (60h)
- People Management – SEBRAE – 2025 (8h)

TECHNICAL AND OPERATIONAL

- Welding – Escola Web Unova Cursos – 2025 (20h)
- Sustainable Body Shops – SEBRAE – 2025 (3h)
- Automotive Painting – Portal IDEA – 2024
- Automotive Refinishing – Portal IDEA – 2024
- Vehicle Polishing – Portal IDEA – 2024
- Automotive Sealing – Portal IDEA – 2024

03/2026

I, André Vinícius Inacio Penna Mello, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: March 3, 2026.

JÚLIO CÉSAR DE FREITAS

E-mail | Juliocfreitasjulio@gmail.com

Telefone | +1321-466-2826

Sou um profissional experiente com um histórico de avanço contínuo na indústria automotiva. Com décadas dedicadas à reparação e ao comércio de veículos, considero-me um pensador visionário, sempre em busca de inovação e novas perspectivas para o setor. Minha jornada começou cedo, aos 9 anos, na oficina de funilaria, pintura e mecânica do meu pai. Mantenho-me rigorosamente atualizado sobre métodos, ferramentas e tecnologias de vanguarda, garantindo que minha atuação esteja sempre alinhada aos mais altos padrões da indústria.

Ao longo da minha carreira, entreguei resultados excepcionais e cultivei relacionamentos estratégicos. Minha habilidade em integrar experiência técnica com visão inovadora posicionou-me como uma autoridade confiável no campo, capacitando-me para gerenciar operações complexas em administração, criação e execução. Sou movido pela proatividade e adaptabilidade, qualidades fundamentais para liderar mudanças significativas em um cenário automotivo em constante evolução.

EXPERIÊNCIA

Sócio e Fundador - Kalajus Automóveis

Kalajus Automóveis | Joinville, Santa Catarina, Brasil

03/2019 - PRESENTE

Como empreendedor, fundei a Kalajus Automóveis em 2019, focada no comércio de veículos usados. Utilizando minha vasta carteira de clientes e experiência no setor, estabeleci rapidamente a confiança e o prestígio da marca. Estruturei a empresa com uma localização privilegiada e uma equipe treinada para negociações seguras. Meu diferencial reside na gestão de um estoque próprio robusto, que me confere autonomia nas negociações, além de parcerias sólidas com instituições financeiras. Expandimos nossa atuação para nível nacional através do uso estratégico da tecnologia e presença em grandes eventos do setor. Além do varejo de automóveis e utilitários, diversifiquei o portfólio para incluir serviços financeiros, seguros e planos de saúde, consolidando nossa presença no mercado.

Sócio e Fundador - Kalajus Auto Peças

Kalajus Auto Peças | Joinville, Santa Catarina, Brasil

09/2012 – 08/2019

Iniciei este empreendimento focado no comércio de peças usadas, transformando uma pequena operação em um negócio de destaque nacional. Implementei um método inovador de logística reversa: adquiria veículos inteiros para desmontagem, catalogação e venda individualizada de componentes. Minha gestão permitiu que as vendas atingissem alcance nacional via e-commerce. Fui pioneiro na implementação deste modelo em Joinville, o que inclusive influenciou a aplicação da legislação

local para o setor. Sob minha liderança, a equipe cresceu de 3 para 7 membros diretos, fomentando o crescimento econômico regional e a criação de novos empregos.

Sócio e Fundador Oficina de Lataria e Pintura Kalajus

Oficina de Lataria e Pintura Kalajus | Joinville, Santa Catarina, Brasil

05/2004– 07/2012

Fundei esta oficina inicialmente voltada para a reforma de veículos avariados para revenda. Em oito anos, expandi o negócio significativamente, realizando três mudanças de sede para acomodar a modernização e o aumento da demanda. Liderança de uma equipe de sete funcionários fixos, oferecendo serviços de alta complexidade em funilaria e pintura. Minha especialização em colorimetria e ajuste de cor tornou-se um diferencial competitivo no mercado, elevando a reputação da oficina pela excelência técnica em veículos nacionais e importados.

Sócio e Fundador - JB MotoCenter

JB MotoCenter | Paranavaí, Paraná, Brasil

02/1998 – 02/2004

Fundei minha primeira empresa oficial em 1998, onde me tornei referência regional como o "Doutor das Motos". Minha abordagem técnica permitia identificar e resolver problemas mecânicos complexos de forma criativa, muitas vezes recuperando componentes em vez de apenas substituí-los, uma solução vital na época devido à escassez de peças. O negócio evoluiu de uma oficina para uma loja centralizada de peças, atendendo diversas cidades vizinhas e impulsionando o comércio local.

Gerente Mecânico - Motorama

Motorama | Paranavaí, Paraná, Brasil

05/1995 – 11/1996

Assumi a gerência desta concessionária, enfrentando o desafio de gerir uma equipe numerosa em um ambiente de alta rotatividade. Fui responsável por administrar cada serviço de forma exclusiva, garantindo a satisfação dos clientes e o desenvolvimento técnico da equipe. Minha gestão assertiva contribuiu para o rápido crescimento do setor de pós-venda da unidade.

Gerente de Loja - Cavalo Bravo

Cavalo Bravo | Paranavaí, Paraná, Brasil

03/1993 – 05/1995

Iniciei em um cargo operacional e fui rapidamente promovido a gerente, liderando uma equipe de 8 profissionais. Implementei mudanças estruturais que otimizaram o uso de materiais e equipamentos, resultando em aumento direto nos lucros e na visibilidade da empresa no setor de comércio de motocicletas novas.

CERTIFICADOS:

GESTÃO E LIDERANÇA

- Gestão de Equipes para Chefes de Unidades de Execução do PGD – ENAP (Escola Virtual.Gov) – 2025 (30h)
- Gestão de Pessoas (Turma OUT/2025) – ENAP (Escola Virtual.Gov) – 2025 (20h)
- Treinamento e Desenvolvimento – Elevo By Anglo Cursos – 2025 (60h)
- Treinamento e Desenvolvimento – Escola Web Unova Cursos – 2025 (60h)
- Gestão de Pessoas – SEBRAE – 2025 (8h)

TÉCNICO E OPERACIONAL

- Soldagem – Escola Web Unova Cursos – 2025 (20h)
- Oficinas de Funilaria Sustentáveis – SEBRAE – 2025 (3h)
- Pintura Automotiva – Portal IDEA – 2024
- Repintura de Automóveis – Portal IDEA – 2024
- Polimento de Veículos – Portal IDEA – 2024
- Vedação Automotiva – Portal IDEA – 2024

03/2026

Exhibit B.I: Eligibility Criteria - Official academic record showing that you have a degree, diploma, certificate, or similar award from a college, university, school, or other institution of learning relating to your area of exceptional ability

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Centro de Formação e Desenvolvimento
CNPJ: 57.921.693/0001-72
www.anglocursos.com.br

ABED
BRAZILIAN ASSOCIATION
OF DISTANCE EDUCATION

CERTIFICATE OF COMPLETION

WE CERTIFY THAT

JULIO CESAR DE FREITAS

Holder of CPF **028.407.059-90**, successfully completed the online course in **Training and Development**.

Workload:	Completion Date:	Verification:
60 Hours	**December 15, 2025**	**EZWNR5D**

QRCODE

The courses are legally based on Presidential Decree No. 5,154 of July 23, 2004, Articles 1 and 3, and CNE Resolution No. 04/99, Article 11, Item II – National Council of Education.

Legal Basis: The courses offered by Elevo By Anglo Cursos – Ensino Elevado are legally grounded in Presidential Decree No. 5,154, and our methodology follows the standards established by the Ministry of Education (MEC) through CNE Resolution No. 04/99, Article 11.

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PROGRAM CONTENT

Module 1: Conceptual Differences Between Training and Human Resources Development
Module 2: Importance of Integrating Training Objectives with Organizational Objectives
Module 3: Objectives and Benefits of Training within the Organization
Module 4: The Role of Training in the Transmission and Application of Information
Module 5: Impact of Training on Attitude Change and Organizational Culture
Module 6: Challenges and Guidelines for Implementing Training Programs
Module 7: Types of Training Programs
Module 8: Identification and Analysis of Training Needs
Module 9: Strategies and Challenges in Compensation and Incentives
Module 10: Compensation Models
Module 11: Motivational Factors in the Workplace
Module 12: Strategies and Trends in Incentive Systems
Module 13: Management and Strategy of Employee Benefits
Module 14: Motivation and Teamwork
Module 15: The Hierarchy of Human Needs Model
Module 16: Herzberg's Two-Factor Theory
Module 17: McGregor's Theory X and Theory Y and Ouchi's Theory Z
Module 18: William Ouchi's Theory Z
Module 19: Vroom's Contingency Theory
Module 20: Phenomenological Approach of Viktor Frankl's Logotherapy
Module 21: Neuro-Linguistic Programming (NLP)
Module 22: Ferdinand Fournies' Coaching Methodology
Module 23: Byham's Empowerment
Module 24: Bibliographical References

Grade:
100,00

Course Name:
Training and Development

Issue Date:
December 15, 2025

Workload:
60 Hours

Completion Date:
December 15, 2025

Verification:
EZWNR5D

QRCODE

ELEVO BY ANGLO CURSOS
CNPJ: 57.9[illegible]/0001-72
ZIP CODE [illegible] - SP

Lilian P. S. Cama
General Director
Elevo By Anglo

Student Name:
Julio Cesar De Freitas
CPF: **028.407.059-90**

The courses are legally based on Presidential Decree No. 5,154 of July 23, 2004, Articles 1 and 3, and CNE Resolution No. 04/99, Article 11, Item II – National Council of Education.

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: January 29, 2026.

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CNPJ: 57.921.693/0001-72
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DE EDUCAÇÃO A DISTÂNCIA

CERTIFICADO DE CONCLUSÃO

CERTIFICAMOS QUE

JULIO CESAR DE FREITAS

Portador do CPF **028.407.059-90**, concluiu com sucesso o curso on-line de **Treinamento e Desenvolvimento**.

Carga horária:
60 Horas

Conclusão:
15 de Dezembro 2025

Verificação:
EZWNR5D

QRCODE

Os cursos tem como base legal o Decreto Presidencial nº 5.154 de 23 de julho de 2004, Art 1º e 3º e a resolução CNE nº 04/99, Art 11, Inciso II - Conselho Nacional de Educação.

Embasamento Legal: Os cursos oferecidos pela Elevo By Anglo Cursos - Ensino Elevado têm base legal constituída pelo Decreto Presidencial nº 5.154, e nossa metodologia segue as normas do MEC através da resolução CNE nº 04/99, Art 11.

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CONTEÚDO PROGRAMÁTICO

Módulo 1: Diferenças Conceituais Entre Treinamento e Desenvolvimento de Recursos Humanos
Módulo 2: Importância da Integração dos Objetivos do Treinamento com os Objetivos Organizacionais
Módulo 3: Objetivos e Benefícios do Treinamento na Organização
Módulo 4: O Papel do Treinamento na Transmissão e Aplicação de Informações
Módulo 5: Impacto do Treinamento na Modificação de Atitudes e Cultura Organizacional
Módulo 6: Desafios e Diretrizes para a Implementação de Programas de Treinamento
Módulo 7: Tipos de Programas de Treinamento
Módulo 8: Levantamento e Análise das Necessidades de Treinamento
Módulo 9: Estratégias e Desafios na Remuneração e Incentivos
Módulo 10: Modalidades de Remuneração
Módulo 11: Fatores de Motivação no Ambiente de Trabalho
Módulo 12: Estratégias e Tendências em Sistemas de Incentivos
Módulo 13: Gestão e Estratégia de Benefícios para Funcionários
Módulo 14: Motivação e Trabalho em Equipe
Módulo 15: O Modelo da Hierarquia das Necessidades Humanas
Módulo 16: Teoria dos Fatores de Herzberg
Módulo 17: Teoria X e Teoria Y de McGregor e a Teoria Z de Ouchi
Módulo 18: Teoria Z de William Ouchi
Módulo 19: Teoria Contingencial de Vroom
Módulo 20: Abordagem Fenomenológica da Logoterapia de Viktor Frankl
Módulo 21: Programação Neurolinguística (PNL)
Módulo 22: Metodologia do Coaching de Ferdinand Fournies
Módulo 23: Energização (Empowerment) de Byham
Módulo 24: Referências Bibliográficas

Nota:
100.00

Nome do curso:
Treinamento e Desenvolvimento

Data de Expedição:
São Paulo, 15 de Dezembro 2025

Carga horária:
60 Horas

Conclusão:
15 de Dezembro 2025

Verificação:
EZWNR5D

QRCODE

ELEVO BY ANGLO CURSOS
CNPJ: 57.9[illegible]/0001-72
[illegible] - SP
CEP: 0[illegible]

Diretora Geral
Elevo By Anglo

Nome do(a) aluno(a):
Julio Cesar De Freitas
CPF: **028.407.059-90**

The National School of Public Administration - Enap certifies that

JULIO CESAR DE FREITAS

completed the course **Team Management for Heads of Execution Units of the PGD (Class OCT/2025)**, *with workload of 30 hours, beginning in 29/09/2025, end in 16/10/2025 and final grade 100.*



Betânia Lemos
President

Historic

Name:
JULIO CESAR DE FREITAS

Course
Team Management for Heads of Execution Units of the PGD

Availability:
09/29/2025 to 10/29/2025

Workload:
30 hours

Final Grade:
100

Content

Module 1 – Principles of Team Management in the Context of PGD
Module 2 – Tools and Techniques for Team Management in PGD

Certificate registered at Escola Virtual.Gov - EV.G under code: EvwZ1907290949W9
This certificate was generated in 16/10/2025.
This certificate can have its validity proven by accessing the QRCode on the left, or, if you wish, by entering the code above in the option Document Validation at the address https://www.escolavirtual.gov.br.
The issue date may be earlier than the end date of the course in cases where the participant has met the minimum requirements for early approval.

National School of Public Administration

00.627.612/0001-09
Enap
National School of Public Administration

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: January 28, 2026.

The National School of Public Administration - Enap certifies that

JULIO CESAR DE FREITAS

completed the course **Gestão de Equipes para Chefes de Unidades de Execução do PGD (Turma OUT/2025)**, *with workload of 30 hours, beginning in 29/09/2025, end in 16/10/2025 and final grade 100.*



Betânia Lemos
Presidenta

Historic

Name:
JULIO CESAR DE FREITAS

Course
Gestão de Equipes para Chefes de Unidades de Execução do PGD

Availability:
29/09/2025 a 29/10/2025

Workload:
30 horas

Final Grade:
100

Content

Módulo 1 - Princípios da Gestão de Equipes no Contexto do PGD
Módulo 2 - Ferramentas e Técnicas para Gestão de Equipes no PGD

Certificate registered at Escola Virtual.Gov - EV.G under code: EvwZ1907290949W9
This certificate was generated in 16/10/2025.
This certificate can have its validity proven by accessing the QRCode on the left, or, if you wish, by entering the code above in the option Document Validation at the address https://www.escolavirtual.gov.br.
The issue date may be earlier than the end date of the course in cases where the participant has met the minimum requirements for early approval.

Escola Nacional de Administração Pública

00.627.612/0001-09
Enap
Escola Nacional de Administração Pública

CERTIFICATE

We certify, for all due purposes, that J**ULIO CESAR DE FREITAS**, holder of **CPF: 028.407.059-90**, has successfully completed the non-degree professional improvement course:

WELDING

On **11/12/2025**, with a workload of **20 HOURS**, in accordance with Presidential Decree No. 5,154 of July 23, 2004, Articles 1 and 3, and following the regulations of the Ministry of Education (MEC) under CNE *(National Education Council)* Resolution No. 04/99, Article 11.

Goiânia, December 14, 2025

This document has been registered under number **26372054448341146320251 2**, on page **2431** of book No. **39** of this educational institution, in accordance with the listing published in the electronic diary on the Unova Cursos website.

26372054448341146320251 2

FERNANDO BORGES VALE
Unova Cursos Director
CNPJ: 12.301.010/0001-46

JULIO CESAR DE FREITAS
CPF: 028.407.059-90

Certificate valid in accordance with Law No. 9,394/96 and Decree No. 5,154/2004

ESCOLA WEB UNOVA CURSOS
It is a Brazilian Company of Distance Education registered under CNPJ: 12.301.010/0001-46
Its headquarters are located in Nerópolis - Goiás, at Alameda Aimorés, Block 02, Lot 11, Room 01
Morumbi Neighborhood - ZIP Code: 75.460-000
Website: www.unovacursos.com.br

Course: Welding
Name: Julio Cesar de Freitas
Workload: 20 hours
Final Grade: **10**
Attendance: **100%**
Certificate Number: **26372054448341146320 2512**

***AUTHENTICATE AT: HTTPS://WWW.UNOVACURSOS.COM.BR/CERTIFICADOS/2637205443823395520 2512**

PROGRAM CONTENT

- Fundamental Concepts in Welding
- Welding Safety
- Basic Principles of Metallurgy
- Introduction to Welding Machine Types
- Types of Welding Processes
- Material Preparation
- Basic Welding Parameters
- Welding in Various Environments

12.301.010/0001-46
ESCOLA WEB UNOVA
CURSOS LTDA
ALAMEDA AIMORES, BLOCK 02,
LOT 11, ROOM 01
MORUMBI NEIGHBORHOOD
ZIP CODE: 75.460-000
NERÓPOLIS - GOIÁS

Goiânia, December 14, 2025

FERNANDO BORGES VALE
Unova Cursos Director
CNPJ: 12.301.010/0001-46

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.


_____ Date: January 29, 2026.

CERTIFICADO

Certificamos para os devidos fins, que **JULIO CESAR DE FREITAS** portador(a) do **CPF: 028.407.059-90** concluiu com êxito o curso livre de aperfeiçoamento:

SOLDAGEM

Em **12/11/2025** com carga horária de **20 HORAS**, nos termos do Decreto Presidencial nº 5.154, de 23 de julho de 2004, Art 1º e 3º e de acordo com as normas do Ministério da Educação (MEC) pela resolução CNE nº 04/99, Art 11.

Goiânia, 14 de dezembro de 2025

O presente documento foi registrado sob o número **26372054448341146320251 2**, em folha **2431** do livro nº **39** desta instituição de ensino conforme listagem publicada no diário eletrônico no site Unova Cursos

26372054448341146320251 2

FERNANDO BORGES VALE
Diretor Unova Cursos
CNPJ: 12.301.010/0001-46

JULIO CESAR DE FREITAS
CPF: 028.407.059-90

Certificado válido conforme Lei 9.394/96 e Decreto 5.154/2004

Curso: Soldagem
Nome: Julio Cesar de Freitas
Carga Horária: 20 horas
Nota da Avaliação: **10**
Frequência: **100 %**
Número: **26372054448341146320251 2**

***AUTENTIQUE EM: https://www.unovacursos.com.br/certificados/26372054448341146320251 2**

CONTEÚDO PROGRAMÁTICO

- Conceitos Fundamentais em Soldagem
- Segurança na Soldagem
- Princípios Básicos de Metalurgia
- Introdução aos tipos de máquinas de solda
- Tipos de Processos de Soldagem
- Preparação de Materiais
- Parâmetros Básicos de Soldagem
- Soldagem em Ambientes Diversos

12.301.010/0001-46
ESCOLA WEB UNOVA
CURSOS LTDA
ALAMEDA AIMORES, QD. 02
LT. 11, SALA 01
BAIRRO MORUMBI
CEP: 75.460-000
NERÓPOLIS - GO

Goiânia, 14 de dezembro de 2025

FERNANDO BORGES VALE
Diretor Unova Cursos
CNPJ: 12.301.010/0001-46

CERTIFICATE

We certify, for all due purposes, that **JULIO CESAR DE FREITAS**, holder of **CPF: 028.407.059-90**, has successfully completed the non-degree professional improvement course:

TRAINING AND DEVELOPMENT

On **11/12/2025**, with a workload of **60 HOURS**, in accordance with Presidential Decree No. 5,154 of July 23, 2004, Articles 1 and 3, and following the regulations of the Ministry of Education (MEC) under CNE *(National Education Council)* Resolution No. 04/99, Article 11.

Goiânia, December 14, 2025

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FERNANDO BORGES VALE
Unova Cursos Director
CNPJ: 12.301.010/0001-46

JULIO CESAR DE FREITAS
CPF: 028.407.059-90

Certificate valid in accordance with Law No. 9,394/96 and Decree No. 5,154/2004

ESCOLA WEB UNOVA CURSOS
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Morumbi Neighborhood - ZIP Code: 75.460-000
Website: www.unovacursos.com.br

Course: Training and Development
Name: Julio Cesar de Freitas
Workload: 60 hours
Final Grade: **10**
Attendance: **100%**
Certificate Number: **26372054438233955202512**

***AUTHENTICATE AT: HTTPS://WWW.UNOVACURSOS.COM.BR/CERTIFICADOS/26372054438233955202512**

PROGRAM CONTENT

- Concept of Training and Development
- Difference between Training and Development
- The Role of the T&D Professional
- Types of Training Content
- Teaching vs. Learning
- Organizational Learning
- Learning Cycle
- Competency-Based Management Applied to Training
- Corporate Education
- Corporate University
- Trends and Technologies in T&D
- PDCA Cycle and Training and Development Process
- Training Evaluation
- Defining Needs and Training Planning Model
- W2H Action Plan
- Training Needs Assessment
- Training Execution

12.301.010/0001-46
ESCOLA WEB UNOVA
CURSOS LTDA
ALAMEDA AIMORES, BLOCK 02,
LOT 11, ROOM 01
MORUMBI NEIGHBORHOOD
ZIP CODE: 75.460-000
NERÓPOLIS - GOIÁS

Goiânia, December 14, 2025

FERNANDO BORGES VALE
Unova Cursos Director
CNPJ: 12.301.010/0001-46

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.


_____ Date: January 29, 2026.

CERTIFICADO

Certificamos para os devidos fins, que **JULIO CESAR DE FREITAS** portador(a) do **CPF: 028.407.059-90** concluiu com êxito o curso livre de aperfeiçoamento:

TREINAMENTO E DESENVOLVIMENTO

Em **12/11/2025** com carga horária de **60 HORAS**, nos termos do Decreto Presidencial nº 5.154, de 23 de julho de 2004, Art 1º e 3º e de acordo com as normas do Ministério da Educação (MEC) pela resolução CNE nº 04/99, Art 11.

Goiânia, 14 de dezembro de 2025

O presente documento foi registrado sob o número **26372054438233955202512**, em folha **2431** do livro nº **39** desta instituição de ensino conforme listagem publicada no diário eletrônico no site Unova Cursos

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FERNANDO BORGES VALE
Diretor Unova Cursos
CNPJ: 12.301.010/0001-46

JULIO CESAR DE FREITAS
CPF: 028.407.059-90

Certificado válido conforme Lei 9.394/96 e Decreto 5.154/2004

Curso: Treinamento e Desenvolvimento
Nome: Julio Cesar de Freitas
Carga Horária: 60 horas
Nota da Avaliação: **10**
Frequência: **100 %**
Número: **2637205443823395520 2512**

***AUTENTIQUE EM: https://www.unovacursos.com.br/certificados/26372054438233955202512**

CONTEÚDO PROGRAMÁTICO

- Conceito de treinamento e desenvolvimento
- Diferença entre treinamento e desenvolvimento
- O papel do profissional de T&D
- Tipos de conteúdo de treinamento
- Ensino x aprendizagem
- Aprendizagem organizacional
- Ciclo de aprendizagem
- Gestão por competências aplicada ao treinamento
- Educação corporativa
- Universidade corporativa
- Tendências e Tecnologias em T&D
- Processo PDCA e Processo de treinamento e desenvolvimento
- Avaliação de treinamento
- Definindo as necessidades e Modelo de planejamento para treinamento
- Plano de ação w2h
- Diagnóstico de necessidade de treinamento
- Execução de treinamento

12.301.010/0001-46
ESCOLA WEB UNOVA
CURSOS LTDA
ALAMEDA AIMORES, QD. 02
LT. 11, SALA 01
BAIRRO MORUMBI
CEP: 75.460-000
NERÓPOLIS - GO

Goiânia, 14 de dezembro de 2025

FERNANDO BORGES VALE
Diretor Unova Cursos
CNPJ: 12.301.010/0001-46

The National School of Public Administration (ENAP) certifies that

JULIO CESAR DE FREITAS

has completed the course **People Management (Class OCT/2025)**, with a workload of 20 hours, starting on 09/27/2025, and completion on 10/16/2025, with a final grade of 87.5.



Betânia Lemos
President

Transcript

Name:
JULIO CESAR DE FREITAS

Course
People Management

Course Period:
09/27/2025 to 10/27/2025

Workload:
20 hours

Final Grade:
87.5

Subjects

Module 1 – The Evolution of People Management
Module 2 – The People Management Process: Attracting and Placing People
Module 3 – The People Management Process: Monitoring and Developing People
Module 4 – The People Management Process: Rewarding and Retaining People

Certificate registered with Escola Virtual.Gov – EV.G under the code: ckkE19065691KZAn
This certificate was issued on 10/16/2025.
The validity of this certificate can be verified by scanning the QR code on the left or, if preferred, by entering the code above in the "Document Validation" option at https://www.escolavirtual.gov.br.
The issue date may be earlier than the course end date in cases where the participant met the minimum requirements for completion in advance.

National School of Public Administration

00.627.612/0001-09
Enap
National School of Public Administration

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: January 29, 2026.

A Escola Nacional de Administração Pública - Enap certifica que

JULIO CESAR DE FREITAS

concluiu o curso **Gestão de Pessoas (Turma OUT/2025)**, *com carga-horária de 20 horas, início em 27/09/2025, término em 16/10/2025 e nota final 87.5.*



Betânia Lemos
Presidenta

Histórico

Nome:
JULIO CESAR DE FREITAS

Curso
Gestão de Pessoas

Disponibilidade:
27/09/2025 a 27/10/2025

Carga Horária:
20 horas

Nota Final:
87.5

Conteúdo

Módulo 1 - A evolução da gestão de pessoas
Módulo 2 - O processo de gestão de pessoas: agregar e aplicar pessoas
Módulo 3 - O processo de gestão de pessoas: monitorar e desenvolver pessoas
Módulo 4 - O processo de gestão de pessoas: recompensar e manter pessoas

Certificado registrado na Escola Virtual.Gov - EV.G sob o código: `ckkE19065691KZAn`
Este certificado foi gerado em 16/10/2025.
O presente certificado pode ter a sua validade comprovada acessando o QRCode à esquerda, ou, caso desejar, informando o código acima na opção Validação de Documentos no endereço https://www.escolavirtual.gov.br.
A data de emissão pode ser anterior à data final do curso nos casos em que o participante alcançou os requisitos mínimos para aprovação antecipadamente.

Escola Nacional de Administração Pública

00.627.612/0001-09
Enap
Escola Nacional de Administração Pública

CERTIFICATE

OF COURSE COMPLETION

The **Portal IDEA** grants

Julio Cesar de Freitas

Holder of the CPF **028.407.059-90**
the certificate referring to the completion of the course **Automotive Sealing** completed from **01/13/2024** to **02/09/2024**, with a workload of **280 hours** and a final grade of **80 points.**

STUDENT

-----// signature //-----

SORAYA JOSÉ MURAD
(DIRECTOR)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

SYLLABUS

- Introduction - 47 hours
- Drawings of seals and components - 47 hours
- Materials used in components - 47 hours
- Surface finish and tolerances of the shaft and housing - 47 hours
- Basic classification of seals according to their applications - 46 hours
- Types of profiles - dimensional of the housing - 46 hours

Final grade: 80 points.

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/000-37

CERTIFICATE VALID THROUGHOUT THE NATIONAL TERRITORY

The non-formal courses offered by our educational institution are based on the legal framework of Article 205 of the Federal Constitution, Article 3, §1 of Decree No. 5.154 of 2004, and Resolution CEE No. 449/2002 issued by the State Council of Education of Minas Gerais.

Non-formal course certificates are not valid as higher education courses (Undergraduate, Extension, Postgraduate).

Validate your certificate by accessing:
portalidea.com.br/validar-certificado
or via the QR Code below

and enter the code below

VALIDATION CODE

2264835692

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 16, 2024.**

CERTIFICADO

DE CONCLUSÃO DE CURSO

O **Portal IDEA** confere a

Julio Cesar de Freitas

Portador do CPF **028.407.059-90**
o certificado referente a conclusão do curso de **Vedação Automotiva**
concluído no período de **13/01/2024** até **09/02/2024**, com a carga horária de **280 horas**
e nota final de **80 pontos.**

ALUNO (A)

Soraya José Murad

SORAYA JOSÉ MURAD
(DIRETORA)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

CONTEÚDO PROGRAMÁTICO

- Introdução - 47 horas
- Desenhos de vedadores e peças em geral - 47 horas
- Materiais utilizados nas peças - 47 horas
- Acabamento superficial e tolerâncias do eixo e alojamento - 47 horas
- Classificação básica dos vedadores segundo suas aplicações - 46 horas
- Tipos de perfis - dimensionais dos alojamentos - 46 horas

Nota final: 80 pontos

Portal IDEA .com.br

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/0001-37

CERTIFICADO VÁLIDO EM TODO TERRITÓRIO NACIONAL

Os cursos livres oferecidos por nossa instituição de ensino tem como base legal Artigo 205 da Constituição Federal Artigo 3°, §1° do Decreto n° 5.154 de 2004 Resolução CEE n° 449/2002 expedida pelo Conselho Estadual de Educação de Minas Gerais

Certificado de Cursos Livres não são válidos como cursos de nível superior (Graduação, Extensão, Pós-graduação)

Valide seu certificado acessando: portalidea.com.br/validar-certificado ou pelo QR Code abaixo

e digite o código abaixo

CÓDIGO DE VALIDAÇÃO

2264835692

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

CERTIFICATE

OF COURSE COMPLETION

The **Portal IDEA** grants

Julio Cesar de Freitas

Identified with RG: and CPF **028.407.059-90**
the certificate referring to the completion of the course **Automobile Repainting**
completed from **03/27/2024** to **04/23/2024**, with a workload of **280 hours**
and a final grade of **60 points.**

STUDENT

-----// signature //-----

SORAYA JOSÉ MURAD
(DIRECTOR)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

SYLLABUS

- Introduction - 47 hours
- Bodywork - 47 hours
- Safety and care - 47 hours
- Painting process - 47 hours
- Metal surface repainting - 46 hours
- Smooth plastic repainting - 46 hours

Final grade: 60 points.

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/000-37

CERTIFICATE VALID THROUGHOUT THE NATIONAL TERRITORY

The non-formal courses offered by our educational institution are based on the legal framework of Article 205 of the Federal Constitution, Article 3, §1 of Decree No. 5.154 of 2004, and Resolution CEE No. 449/2002 issued by the State Council of Education of Minas Gerais.

Non-formal course certificates are not valid as higher education courses (Undergraduate, Extension, Postgraduate).

Validate your certificate by accessing: portalidea.com.br/validar-certificado or via the QR Code below

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VALIDATION CODE

22648352063

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 16, 2024.**

CERTIFICADO

DE CONCLUSÃO DE CURSO

O **Portal IDEA** confere a

Julio Cesar de Freitas

Identificado(a) com o RG: e CPF **028.407.059-90**
o certificado referente a conclusão do curso de **Repintura de Automóveis**
concluído no período de **27/03/2024** até **23/04/2024**, com a carga horária de **280 horas**
e nota final de **60 pontos.**

ALUNO (A)

Soraya José Murad

SORAYA JOSÉ MURAD
(DIRETORA)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

CONTEÚDO PROGRAMÁTICO

- Introdução - 47 horas
- Funilaria - 47 horas
- Segurança e cuidados - 47 horas
- Processo de pintura - 47 horas
- Repintura de superfícies metálica - 46 horas
- Repintura de plástico liso - 46 horas

Nota final: 60 pontos

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

Portal IDEA .com.br

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/0001-37

CERTIFICADO VÁLIDO EM TODO TERRITÓRIO NACIONAL

Os cursos livres oferecidos por nossa instituição de ensino tem como base legal Artigo 205 da Constituição Federal Artigo 3°, §1° do Decreto n° 5.154 de 2004 Resolução CEE n° 449/2002 expedida pelo Conselho Estadual de Educação de Minas Gerais

Certificado de Cursos Livres não são válidos como cursos de nível superior (Graduação, Extensão, Pós-graduação)

Valide seu certificado acessando: portalidea.com.br/validar-certificado ou pelo QR Code abaixo

e digite o código abaixo

CÓDIGO DE VALIDAÇÃO

22648352063

CERTIFICATE

OF COURSE COMPLETION

The **Portal IDEA** grants

Julio Cesar de Freitas

Holder of the CPF **028.407.059-90**
the certificate referring to the completion of the course **Vehicle Polishing**
completed from **03/09/2024** to **03/26/2024**, with a workload of **180 hours**
and a final grade of **100 points.**

STUDENT

-----// signature //-----

SORAYA JOSÉ MURAD
(DIRECTOR)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

SYLLABUS

- Introduction - 18 hours
- How to polish a car using a polishing machine - 18 hours
- Attachable pad - 18 hours
- Polishing - 18 hours
- Polishing techniques - 18 hours
- Automotive washing - 18 hours
- Paint analysis - 18 hours
- Polishing processes - 18 hours
- Protection and maintenance - 18 hours
- Necessary materials - 18 hours

Final grade: 100 points.

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA CNPJ:30.363.776/0001-37

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/000-37

CERTIFICATE VALID THROUGHOUT THE NATIONAL TERRITORY

The non-formal courses offered by our educational institution are based on the legal framework of Article 205 of the Federal Constitution, Article 3, §1 of Decree No. 5.154 of 2004, and Resolution CEE No. 449/2002 issued by the State Council of Education of Minas Gerais.

Non-formal course certificates are not valid as higher education courses (Undergraduate, Extension, Postgraduate).

Validate your certificate by accessing: portalidea.com.br/validar-certificado or via the QR Code below

and enter the code below

VALIDATION CODE

22648351885

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 16, 2024.**

CERTIFICADO

DE CONCLUSÃO DE CURSO

O **Portal IDEA** confere a

Julio Cesar de Freitas

Portador do CPF **028.407.059-90**
o certificado referente a conclusão do curso de **Polimento de Veículos**
concluído no período de **09/03/2024** até **26/03/2024**, com a carga horária de **180 horas**
e nota final de **100 pontos.**

ALUNO (A)

Soraya José Murad

SORAYA JOSÉ MURAD
(DIRETORA)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

CONTEÚDO PROGRAMÁTICO

- Introdução - 18 horas
- Como polir um carro usando um politriz - 18 horas
- Almofada acoplável - 18 horas
- Polimento - 18 horas
- Técnicas de polimento - 18 horas
- Lavagem automotiva - 18 horas
- Análise da pintura - 18 horas
- Quais os processos do polimento - 18 horas
- Proteção e manutenção - 18 horas
- Material necessário - 18 horas

Nota final: 100 pontos

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

Portal IDEA .com.br

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/0001-37

CERTIFICADO VÁLIDO EM TODO TERRITÓRIO NACIONAL

Os cursos livres oferecidos por nossa instituição de ensino tem como base legal Artigo 205 da Constituição Federal Artigo 3°, §1° do Decreto n° 5.154 de 2004 Resolução CEE n° 449/2002 expedida pelo Conselho Estadual de Educação de Minas Gerais

Certificado de Cursos Livres não são válidos como cursos de nível superior (Graduação, Extensão, Pós-graduação)

Valide seu certificado acessando: portalidea.com.br/validar-certificado ou pelo QR Code abaixo

e digite o código abaixo

CÓDIGO DE VALIDAÇÃO

22648351885

SANTA CATARINA MOTORCYCLE FEDERATION

Governing Body of Sports in the State

Certificate

Affiliated with

The organization of the Copa Contestado de Velocross grants

JULIO C. FREITAS

this certificate for his **1st place** classification
in the **Trail Riders** category of the Copa Contestado de Velocross 2014.
Joinville, December 12, 2014.

BRASIL

-----// signature //-----

_____

Ivan de Oliveira Tomaz
Director

Sponsors:

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 17, 2024.**

FEDERAÇÃO CATARINENSE DE MOTOCICLISMO

Entidade Dirigente do Desporto no Estado

Certificado

Filiada a

A organização da Copa Contestado de Velocross, confere a

JULIO C. FREITAS

o presente certificado por sua classificação em 1° lugar
na categoria *Trilheiros,* da Copa Contestado de Velocross 2014.
Joinville, 12 de Dezembro de 2014

Ivan de Oliveira Tomaz
Diretor

BRASIL

Patrocínio:

SANTA CATARINA MOTORCYCLE FEDERATION

Governing Body of Sports in the State

Certificate

Affiliated with

The organization of the Copa Contestado de Velocross grants

JULIO FREITAS

this certificate for his **3rd place** classification
in the **National VX3** category of the Copa Contestado de Velocross 2014.
Joinville, December 12, 2014.

BRASIL

-----// signature //-----

_____

Ivan de Oliveira Tomaz
Director

Sponsors:

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 17, 2024.**

FEDERAÇÃO CATARINENSE DE MOTOCICLISMO

Entidade Dirigente do Desporto no Estado

Certificado

Filiada a

A organização da Copa Contestado de Velocross, confere a

JULIO FREITAS

o presente certificado por sua classificação em 3° lugar
na categoria *Nacional VX3*, da Copa Contestado de Velocross 2014.
Joinville, 12 de Dezembro de 2014

Ivan de Oliveira Tomaz
Diretor

Patrocínio: PRO TORK Mobil PeNoEstribo.com FÁCIL COMUNICAÇÃO VISUAL biogas

SEBRAE
(Brazilian Micro and Small Business Support Service)

Certificate

Sebrae certifies that **JULIO CESAR DE FREITAS**, CPF No. 028.***.***-90, successfully completed the course **SUSTAINABLE BODYWORK WORKSHOPS**, on **11/13/2025**, with a workload of **3 hours**.

Verify the authenticity of the certificate at the link below or scan the QR Code:
https://certificados.sebrae.com.br
Authentication Code: 69156b2447e7333bfc9c434c

Program Content

01. Module 1: Introduction
02. Module 2: Environmental Impacts
03. Module 3: Environmental Management
04. Module 4: Social Impacts
05. Module 5: Occupational Health and Safety System
06. Module 6: Implementing an Environmental Management System...
07. Module 7: Closing

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: January 29, 2026.

Certificado

O Sebrae Certifica que **JULIO CESAR DE FREITAS,** CPF nº 028.***.***-90, completou com sucesso o curso **OFICINAS DE FUNILARIA SUSTENTÁVEIS,** no dia **13/11/2025,** com duração de **3 horas**.

Verifique a autenticidade do certificado no link abaixo ou leia o Qr Code:
https://certificados.sebrae.com.br
Código de autenticação: 69156b2447e7333bfc9c434c

Conteúdo programático

01. Módulo 1: Introduçao
02. Módulo 2: Impactos ambientais
03. Módulo 3: Gestão ambiental
04. Módulo 4: Impactos sociais
05. Módulo 5: Sistema de saude e segurança ocupacionais
06. Módulo 6: Colocando em prática um sistema de gestão ambie...
07. Módulo 7: Encerramento

SEBRAE
(Brazilian Micro and Small Business Support Service)

Certificate

Sebrae certifies that **JULIO CESAR DE FREITAS**, CPF No. 028.***.***-90,
successfully completed the course **PEOPLE MANAGEMENT**,
on **11/13/2025**, with a workload of **8 hours**.

Verify the authenticity of the certificate at the link below or scan the QR Code:
https://certificados.sebrae.com.br

Authentication Code: 691563d047e7333bfc9c432e

Program Content

01. Opening
02. Module 1: Build a Team Aligned with the Business
03. Module 2: Hire the Right Way and Avoid Legal Issues
04. Module 3: Effective Communication and a Productive Work Environment...
05. Closing

SEBRAE

I, Carolina Favero da Silva, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: January 29, 2026.

SEBRAE

Certificado

O Sebrae Certifica que **JULIO CESAR DE FREITAS,** CPF nº 028.***.***-90,
completou com sucesso o curso **GESTÃO DE PESSOAS,**
no dia **13/11/2025,** com duração de **8 horas**.

Verifique a autenticidade do certificado no link abaixo ou leia o Qr Code:
https://certificados.sebrae.com.br
Código de autenticação: 691563d047e7333bfc9c432e

Conteúdo programático

01. Abertura
02. Módulo 1: Monte uma equipe alinhada ao negócio
03. Módulo 2: Contrate certo e evite problemas legais
04. Módulo 3: Comunicação eficiente e ambiente produtivo no d...
05. Encerramento

Exhibit B.II: Eligibility Criteria - Documenting at least 10 years of full-time experience in your occupation

Ministry of Development, Industry, and Foreign Trade
Department of Commerce and Services
National Department of Business Registration

BUSINESS APPLICATION

BUSINESS REGISTRATION IDENTIFICATION NUMBER (NIRE) - HEAD OFFICE	NIRE OF THE BRANCH (to be completed only if the act refers to a branch)
XXXXXXXXXXXXX	XXXXXXXXXXXXX

FULL NAME OF THE SOLE PROPRIETOR (no abbreviations)
JULIO CESAR DE FREITAS

NATIONALITY	MARITAL STATUS
BRAZILIAN	SINGLE

SEX	PROPERTY REGIME (if married)
☑ M ☐ F	XXXXXXXXXXXXX

SON OF (father)	(mother)
FRANCISCO DE FREITAS	CELINA DE BARROS FREITAS

DATE OF BIRTH	IDENTITY NUMBER	ISSUING AUTHORITY	STATE	CPF
04/28/1975	03330471698	DETRAN	SC	028.407.059-90

EMANCIPATED BY (method of emancipation - only in the case of a minor):
XXXXXXXXXXXXX

ADDRESS (Street, Avenue, etc.)	NUMBER
RUA OSVALDO ARLINDO DA ROCHA	90

ADDITIONAL DETAILS	NEIGHBORHOOD/DISTRICT	ZIP CODE	CITY CODE (Commercial Registry Use)
XXXXXXXXXXXXX	ITAUM	89.232-392	8521

CITY	STATE
JOINVILLE	SC

Declares, under penalty of law, that they are not prohibited from exercising business activities, do not have another sole proprietorship registration, and request the COMMERCIAL REGISTRY OF THE STATE OF SANTA CATARINA

ACT CODE	DESCRIPTION OF THE ACT	EVENT CODE	EVENT DESCRIPTION
080	REGISTRATION	XXXXXXXXXXXX	XXXXXXXXXXXX

EVENT CODE	DESCRIPTION OF THE EVENT	EVENT CODE	DESCRIPTION OF THE EVENT
XXXXXXXXXXXXX	XXXXXXXXXXXXX	XXXXXXXXXXXXX	XXXXXXXXXXXXX

TRADE NAME
JULIO CESAR DE FREITAS ME

ADDRESS (Street, Avenue, etc.)	NUMBER
RUA ALFREDO WAGNER	610

ADDITIONAL DETAILS	NEIGHBORHOOD/DISTRICT	ZIP CODE	CITY CODE (Commercial Registry Use)
XXXXXXXXXXXXX	PETRÓPOLIS	89.208-500	8521

CITY	STATE	COUNTRY	EMAIL ADDRESS
JOINVILLE	SC	BRAZIL	XXXXXXXXXXXXX

SHARE CAPITAL (in R$)	SHARE CAPITAL (in words)
20,000.00	TWENTY THOUSAND REAIS

ECONOMIC ACTIVITY CODE (CNAE)	DESCRIPTION OF PURPOSE
Primary Activity 4530704 Secondary Activity 4530703 XXXXXXX XXXXXXX XXXXXXX XXXXXXX XXXXXXX	Retail trade of new and used parts and accessories for vehicles. XXXXXXXXXXXXX

Start Date of Activities	CNPJ REGISTRATION NUMBER	TRANSFER OF HEADQUARTERS OR BRANCH FROM ANOTHER STATE Previous NIRE	STATE	FOR COMMERCIAL REGISTRY USE
10/08/2012	XXXXXXXXXXXXX	XXXXXXXXXXXXX	XX	DEPENDENT ON GOVERNMENT AUTHORIZATION ☐ 1 - Yes 3 - No

SIGNATURE OF THE BUSINESS BY THE SOLE PROPRIETOR
(or by the representative/assistant/manager)

Julio Cesar de Freitas ME

DATE OF SIGNATURE	SIGNATURE OF THE BUSINESSMAN
08/31/2012	------//signature//-----

FOR EXCLUSIVE USE OF THE COMMERCIAL REGISTRY

APPROVED
PUBLISH AND FILE

Alexander da Silva / Registration No. 387114-2
Technical Analyst in Business Registration Management
Regional Office of JUCESC in Joinville
SET/10/2012

AUTHENTICATION

COMMERCIAL REGISTRY OF THE STATE OF SANTA CATARINA
I CERTIFY THE REGISTRATION ON: 11/09/2012 UNDER NO.: 42104214893
Protocol: 12/271419-9, OF 06/09/2012

JULIO CESAR DE FREITAS ME

BLASCO BORGES BARCELLOS
SECRETARY-GENERAL

I, Marina Viana Silva, certify that I, a qualified translator fluent in both languages, have performed the professional translation of this document from Portuguese to English and that the following is an accurate and complete translation of the document.

Marina Viana

Date: December 19, 2024.

Ministério do Desenvolvimento, Indústria e Comércio Exterior
Secretaria de Comércio e Serviços
Departamento Nacional de Registro do Comércio

REQUERIMENTO DE EMPRESÁRIO

Folhas 1/ 1

NÚMERO DE IDENTIFICAÇÃO DO REGISTRO DE EMPRESA - NIRE DA SEDE	NIRE DA FILIAL (preencher somente se ato referente a filial)
XXXXXXXXXXXX	XXXXXXXXXXXX

NOME DO EMPRESÁRIO (completo, sem abreviaturas): JULIO CESAR DE FREITAS

NACIONALIDADE	ESTADO CIVIL
BRASILEIRA	SOLTEIRO

SEXO	REGIME DE BENS(se casado)
M [X] F [ ]	XXXXXXXXXXXX

FILHO DE (pai)	(mãe)
FRANCISCO DE FREITAS	CELINA DE BARROS FREITAS

NASCIDO EM (data de nascimento)	IDENTIDADE (número)	Órgão emissor	UF	CPF(número)
28/04/1975	03330471698	DETRAN	SC	028.407.059-90

EMANCIPADO POR (forma de emancipação - somente no caso de menor): XXXXXXXXXXXX

DOMICILIADO NA (LOGRADOURO - rua, av, etc)	NÚMERO
RUA OSVALDO ARLINDO DA ROCHA	90

COMPLEMENTO	BAIRRO/DISTRITO	CEP	CÓDIGO DO MUNICÍPIO (Uso da junta Comercial)
XXXXXXXXXXXX	ITAUM	89.232-392	8521

MUNICIPIO	UF
JOINVILLE	SC

declara, sob as penas da lei, não estar impedido de exercer atividade empresária, que não possui outro registro de empresário e requer à JUNTA COMERCIAL DO ESTADO DE SANTA CATARINA

CÓDIGO DO ATO	DESCRIÇÃO DO ATO	CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO
080	INSCRIÇÃO	XXXXXXXXXXXX	XXXXXXXXXXXX
CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO	CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO
XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX

NOME EMPRESARIAL: JULIO CESAR DE FREITAS

LOGRADOURO (rua,ev, etc)	NÚMERO
RUA ALFREDO WAGNER	610

COMPLEMENTO	BAIRRO/DISTRITO	CEP	CÓDIGO DO MUNICÍPIO (Uso da junta Comercial)
XXXXXXXXXXXX	PETRÓPOLIS	89.208-500	8521

MUNICIPIO	UF	PAIS	CORREIO ELETRONICO (E-MAIL)
JOINVILLE	SC	BRASIL	XXXXXXXXXXXX

VALOR DO CAPITAL - R$	VALOR DO CAPITAL - (por extenso)
20.000,00	VINTE MIL REAIS

CÓDIGO DE ATIVIDADE ECONÔMICA (cnae)	DESCRIÇÃO DO OBJETO
Atividade Principal 4530704	COMÉRCIO VAREJISTA DE PEÇAS E ACESSÓRIOS USADOS E NOVOS PARA VEÍCULOS. XXXXXXXXXX
Atividade secundária 4530703	
XXXXXXX	
XXXXXXX	
XXXXXXX	
XXXXXXX	
XXXXXXX	

DATA DE INICIO DAS ATIVIDADES	NÚMERO DE INSCRIÇÃO NO CNPJ	TRANSFERÊNCIA DE SEDE OU DE FILIAL DE OUTRA UF NIRE ANTERIOR	UF	USO DA JUNTA COMERCIAL
08/10/2012	XXXXXXXXXXXX	XXXXXXXXXXXX	XX	DEPENDENTE DE AUTORIZAÇÃO GOVERNAMENTAL [ ] 1-sim 3-não

ASSINATURA DA FIRMA PELO EMPRESARIO (ou pelo representante/assistente/gerente): JULIO CESAR DE FREITAS

DATA DA ASSINATURA	ASSINATURA DO EMPRESARIO
31/08/2012	

PARA USO EXCLUSIVO DA JUNTA COMERCIAL

DEFERIDO,
PUBLIQUE-SE E ARQUIVE-SE

Alexander da Silva - Matr. 387114-2
Analista Tec. em Gestão de Registro Mercantil
Escritório Regional da JUCESC em Joinville
10 SET. 2012

AUTENTICAÇÃO

JUNTA COMERCIAL DO ESTADO DE SANTA CATARINA
CERTIFICO O REGISTRO EM: 11/09/2012 SOB Nº: 42104214893
Protocolo: 12/271419-9, DE 06/09/2012

JULIO CESAR DE FREITAS

BLASCO BORGES BARCELLOS
SECRETÁRIO GERAL

Presidency of the Republic
Micro and Small Business Secretariat
Rationalization and Simplification Secretariat
Business Registration and Integration Department

BUSINESS APPLICATION

BUSINESS REGISTRATION IDENTIFICATION NUMBER (NIRE) - HEAD OFFICE	NIRE OF THE BRANCH (to be completed only if the act refers to a branch)
42104752020	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

FULL NAME OF THE SOLE PROPRIETOR (no abbreviations)
JULIO CESAR DE FREITAS

NATIONALITY	MARITAL STATUS
BRAZILIAN	SINGLE

SEX	PROPERTY REGIME (if married)
MALE	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

SON OF (father)	(mother)
FRANCISCO DE FREITAS	CELINA DE BARROS FREITAS

DATE OF BIRTH	IDENTITY NUMBER	ISSUING AUTHORITY	STATE	CPF
04/28/1975	03330471698	DETRAN	SC	028.407.059-90

EMANCIPATED BY (method of emancipation - only in the case of a minor):
xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

ADDRESS (Street, Avenue, etc.)	NUMBER
RUA CORA CORALINA	275

ADDITIONAL DETAILS	NEIGHBORHOOD/DISTRICT	ZIP CODE	CITY CODE (Commercial Registry Use)
xxxxxxxxxxxxxxxxxxx	BOEHMERWALD	89235440	

CITY	STATE
JOINVILLE	SC

I declare, under penalty of law, including that all information provided in this instrument is true and as to the provisions of article 299 of the Penal Code, that I am not prevented from exercising business activity, that I do not have another business registration and that I request the Commercial Board of the State of Santa Catarina.

ACT CODE	DESCRIPTION OF THE ACT	EVENT CODE	EVENT DESCRIPTION
002	AMENDMENT	021	DATA AMENDMENT (EXCEPT TRADE NAME)
EVENT CODE	DESCRIPTION OF THE EVENT	EVENT CODE	DESCRIPTION OF THE EVENT
xxxxxxxxxxxxxxxxxxx	xxxxxxxxxxxxxxxxxxxx	xxxxxxxxxxxxxxxxx	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

TRADE NAME
JULIO CESAR DE FREITAS

ADDRESS (Street, Avenue, etc.)	NUMBER
AVENIDA PAULO SCHROEDER	2138

ADDITIONAL DETAILS	NEIGHBORHOOD/DISTRICT	ZIP CODE	CITY CODE (Commercial Registry Use)
xxxxxxxxxxxxxxxxxxx	PETROPOLIS	89235060	

CITY	STATE	COUNTRY	EMAIL ADDRESS
JOINVILLE	SC	BRAZIL	wgs@wgsassessoria.com. br

SHARE CAPITAL (in R$)	SHARE CAPITAL (in words)
10,000.00	TEN THOUSAND REAIS

ECONOMIC ACTIVITY CODE (CNAE)	DESCRIPTION OF PURPOSE
Primary Activity 4511102 Secondary Activity 4511101 4512901 4512902 6399200 6499999 6622300 7490104 xxxxxxx xxxxxxx xxxxxxx	RETAIL TRADE OF USED AUTOMOBILES, RETAIL TRADE OF NEW AUTOMOBILES, PICKUP TRUCKS, AND UTILITY VEHICLES, COMMERCIAL REPRESENTATIVES AND AGENTS IN THE TRADE OF MOTOR VEHICLES, CONSIGNMENT TRADE OF MOTOR VEHICLES, INFORMATION-GATHERING SERVICES CONDUCTED BY CONTRACT OR COMMISSION, SERVICES FOR THE PURCHASE AND SALE OF PRECATORY BONDS, INSURANCE BROKERS AND AGENTS FOR COMPLEMENTARY INSURANCE, AND BROKERAGE, INTERMEDIATION, MEDIATION OF BUSINESS OR SERVICES, PROMOTING INTEGRATION BETWEEN PROFESSIONALS AND COMPANIES.

Start Date of Activities	CNPJ REGISTRATION NUMBER	TRANSFER OF HEADQUARTERS OR BRANCH FROM ANOTHER STATE – Previous NIRE	STATE	FOR COMMERCIAL REGISTRY USE – DEPENDENT ON GOVERNMENT AUTHORIZATION
03/01/2019	2931483000134	xxxx	xxxx	☐ 1 - Yes 3 - No

SIGNATURE OF THE BUSINESS BY THE SOLE PROPRIETOR (or by the representative/assistant/manager)

DATE OF SIGNATURE	SIGNATURE OF THE BUSINESSMAN
09/27/2019	

FOR EXCLUSIVE USE OF THE COMMERCIAL REGISTRY

APPROVED PUBLISH AND FILE	AUTHENTICATION
____________________ _____/_______/	

Electronic Application: 81900001260048

Commercial Registry of the State of Santa Catarina 09/27/2019
I certify the registration on 09/27/2019
Filing: 20195542070 Protocol: 195542070 of 09/27/2019 NIRE: 42104752020
Trade Name: JULIO CESAR DE FREITAS
This document can be verified at http://regin.jucesc.sc.gov.br/autenticacaoDocumentos/autenticacao.aspx
Seal: 436789917158286
This copy was digitally authenticated and signed on 09/27/2019 by Blasco Borges Barcellos - Secretary-General.

http://assinador.pscs.com.br/assinadorweb/autenticacao?chave1=[illegible]
DIGITALLY SIGNED BY: 02840705990-JULIO CESAR DE FREITAS

JUCESC
Commercial Registry of the State of
SANTA CATARINA

195542070

AUTHENTICATION TERM

Trade Name	**JULIO CESAR DE FREITAS**
Protocol	**195542070 - 09/27/2019**
Act	**002 - AMENDMENT**
Event	**021 - DATA AMENDMENT (TRADE NAME)**

HEAD OFFICE

NIRE: 42104752020
CNPJ: 32.931.483/0001-34
I CERTIFY THE REGISTRATION ON 09/27/2019
UNDER NO.: 20195542070

REPRESENTATIVES WHO SIGNED DIGITALLY

CPF: 02840705990 - JULIO CESAR DE FREITAS

Commercial Registry of the State of Santa Catarina 09/27/2019
I certify the registration on 09/27/2019
Filing: 20195542070 Protocol: 195542070 of 09/27/2019 NIRE: 42104752020
Trade Name: JULIO CESAR DE FREITAS
This document can be verified at http://regin.jucesc.sc.gov.br/autenticacaoDocumentos/autenticacao.aspx
Seal: 436789917158286
This copy was digitally authenticated and signed on 09/27/2019 by Blasco Borges Barcellos - Secretary-General.

I, Marina Viana Silva, certify that I, a qualified translator fluent in both languages, have performed the professional translation of this document from Portuguese to English and that the following is an accurate and complete translation of the document.

Marina Viana

Date: December 20, 2024.

Presidência da República
Secretaria da Micro e Pequena Empresa
Secretaria de Racionalização e Simplificação
Departamento de Registro Empresarial e Integração

REQUERIMENTO DE EMPRESÁRIO

NÚMERO DE IDENTIFICAÇÃO DO REGISTRO DE EMPRESA - NIRE DA SEDE 42104752020	NIRE DA FILIAL (preencher somente se ato referente a filial) XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX
NOME DO EMPRESÁRIO (completo sem abreviaturas) JULIO CESAR DE FREITAS	
NACIONALIDADE BRASILEIRA	ESTADO CIVIL SOLTEIRO
SEXO MASCULINO	REGIME DE BENS (se casado) xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
FILHO DE (pai) FRANCISCO DE FREITAS	(mãe) CELINA DE BARROS FREITAS

NASCIDO EM (data de nascimento)	IDENTIDADE número	Órgão emissor	UF	CPF (número)
28/04/1975	03330471698	DETRAN	SC	028.407.059-90

EMANCIPADO POR (forma de emancipação - somente em caso de menor)
xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

DOMICILIADO NA (LOGRADOURO - rua, av, etc)			NÚMERO
RUA CORA CORALINA			275
COMPLEMENTO	BAIRRO/DISTRITO	CEP	CÓDIGO DO MUNICÍPIO (Uso da Junta Comercial)
xxxxxxxxxxxxxxxxxxxxxxxxxxx	BOEHMERWALD	89235440	
MUNICÍPIO			UF
JOINVILLE			SC

Declaro, sob as penas da lei, inclusive que são verídicas todas as informações prestadas neste instrumento e quanto ao disposto no artigo 299 do Código Penal, não estar impedido de exercer atividade empresária, não possuir outro registro de empresário e requer à Junta Comercial do Estado de Santa Catarina.

CÓDIGO DO ATO	DESCRIÇÃO DO ATO	CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO
002	ALTERAÇÃO	021	Alteração de Dados (Exceto Nome Empresarial)
CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO	CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO
xxxxxxxxxxxxx	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx	xxxxxxxxxxxxx	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

NOME EMPRESARIAL
JULIO CESAR DE FREITAS

LOGRADOURO (rua, av, etc.)				NÚMERO
AVENIDA PAULO SCHROEDER				2138
COMPLEMENTO	BAIRRO/DISTRITO		CEP	CÓDIGO DO MUNICÍPIO (Uso da Junta Comercial)
xxxxxxxxxxxxxxxxxxxxxxxxxxx	PETROPOLIS		89235060	
MUNICÍPIO	UF	PAÍS	CORREIO ELETRÔNICO (e-mail)	
JOINVILLE	SC	BRASIL	wgs@wgsassessoria.com.br	

VALOR DO CAPITAL - R$	VALOR DO CAPITAL (por extenso)
10.000,00	DEZ MIL REAIS
CÓDIGO DA ATIVIDADE ECONÔMICA	DESCRIÇÃO DO OBJETO
(CNAE Fiscal) Atividade Principal 4511102 Atividades Secundárias 4511101 4512901 4512902 6399200 6499999 6622300 7490104 XXXXXXX XXXXXXX XXXXXXX	COMERCIO VAREJISTA DE AUTOMÓVEIS USADOS, COMÉRCIO A VAREJO DE AUTOMÓVEIS, CAMIONETAS E UTILITÁRIOS NOVOS, REPRESENTANTES COMERCIAIS E AGENTES DO COMÉRCIO DE VEÍCULOS AUTOMOTORES, COMÉRCIO SOB CONSIGNAÇÃO DE VEÍCULOS AUTOMOTORES, SERVIÇOS DE LEVANTAMENTO DE INFORMAÇÕES REALIZADOS POR CONTRATO OU POR COMISSÃO, SERVIÇO DE COMPRA E VENDA DE PRECATÓRIOS, CORRETORES E AGENTES DE SEGUROS COMPLEMENTAR E ATIVIDADES DE CORRETAGEM, INTERMEDIAÇÃO, MEDIAÇÃO DE NEGÓCIOS OU SERVIÇOS, PROMOVENDO A INTEGRAÇÃO ENTRE PROFISSIONAIS E EMPRESAS.

DATA DE INÍCIO DAS ATIVIDADES	NÚMERO DE INSCRIÇÃO NO CNPJ	TRANSFERÊNCIA DE SEDE OU FILIAL DE OUTRA UF		USO DA JUNTA COMERCIAL
01/03/2019	32931483000134	NIRE anterior XXXX	UF XXXX	DEPENDENTE DE AUTORIZAÇÃO GOVERNAMENTAL [ ] 1 - SIM 3 - NÃO

ASSINATURA DA FIRMA PELO EMPRESÁRIO (ou pelo representante/assistente/gerente)

DATA DA ASSINATURA	ASSINATURA DO EMPRESÁRIO
27/09/2019	
PARA USO EXCLUSIVO DA JUNTA	
DEFERIDO PUBLIQUE-SE E ARQUIVE-SE ________________ ____/____/______	AUTENTICAÇÃO

Requerimento Eletrônico: 81900001260048

Junta Comercial do Estado de Santa Catarina 27/09/2019
Certifico o Registro em 27/09/2019
Arquivamento 20195542070 Protocolo 195542070 de 27/09/2019 NIRE 42104752020
Nome da empresa JULIO CESAR DE FREITAS
Este documento pode ser verificado em http://regin.jucesc.sc.gov.br/autenticacaoDocumentos/autenticacao.aspx
Chancela 436789917158286
Esta cópia foi autenticada digitalmente e assinada em 27/09/2019 por Blasco Borges Barcellos - Secretario-geral;

http://assinador.pscs.com.br/assinadorweb/autenticacao?chave1=4BIXO78PLZKEWzA6LLNcyykCPDv1uEo2xE-1OR4G7oU
ASSINADO DIGITALMENTE POR: 02840705990-JULIO CESAR DE FREITAS

JUCESC
Junta Comercial do Estado de
SANTA CATARINA

195542070

TERMO DE AUTENTICACAO

NOME DA EMPRESA	**JULIO CESAR DE FREITAS**
PROTOCOLO	**195542070 - 27/09/2019**
ATO	**002 - ALTERACAO**
EVENTO	**021 - ALTERACAO DE DADOS (EXCETO NOME EMPRESARIAL)**

MATRIZ

NIRE 42104752020
CNPJ 32.931.483/0001-34
CERTIFICO O REGISTRO EM 27/09/2019
SOB N: 20195542070

REPRESENTANTES QUE ASSINARAM DIGITALMENTE

Cpf: 02840705990 - JULIO CESAR DE FREITAS

Junta Comercial do Estado de Santa Catarina 27/09/2019
Certifico o Registro em 27/09/2019
Arquivamento 20195542070 Protocolo 195542070 de 27/09/2019 NIRE 42104752020
Nome da empresa JULIO CESAR DE FREITAS
Este documento pode ser verificado em http://regin.jucesc.sc.gov.br/autenticacaoDocumentos/autenticacao.aspx
Chancela 436789917158286
Esta cópia foi autenticada digitalmente e assinada em 27/09/2019 por Blasco Borges Barcellos - Secretario-geral;

National System of Commercial Companies Registry - SINREM
STATE SECRETARY FOR SUSTAINABLE ECONOMIC DEVELOPMENT
COMMERCIAL REGISTRY OF THE STATE OF SANTA CATARINA - JUCESC

SIMPLIFIED CERTIFICATE

We certify that the information below is contained in the documents filed with this Commercial Registry and is valid as of the date of its issuance.

Business Name
JULIO CESAR DE FREITAS ME

Legal Nature BUSINESSMAN

Business Registration Identification Number - NIRE (Head Office)	CNPJ	Date of Filing of the Articles of Incorporation	Start Date of Activity
42 1 0421489-3	16.836.713/0001-20	09/11/2012	10/08/2012

Full Address (Street, No., Complement, Neighborhood, City, State, ZIP Code)
RUA SOROCABA, 213, FLORESTA, JOINVILLE, SC, 89.212-210

Corporate Purpose
RETAIL TRADE OF NEW AND USED PARTS AND ACCESSORIES FOR VEHICLES AND PROVISION OF MAINTENANCE AND MECHANICAL REPAIR SERVICES FOR MOTOR VEHICLES.

Share Capital: R$ 20,000.00
(TWENTY THOUSAND REAIS)

Microenterprise or Small Business (Law No. 123/2006)
Microenterprise

Last Filing
Date: 01/29/2013 Number: 20130344184
Act: AMENDMENT
Event(s):
DATA AMENDMENT (EXCEPT CORPORATE NAME)

Status:
ACTIVE REGISTRATION

Condition:
XXXXXXXXXXXXX

Name of the Business Owner
JULIO CESAR DE FREITAS

Identity Document: 03330471698, DETRAN/SC 028.407.059-90 **CPF:** 028.407.059-90

Marital Status: SINGLE **Property Regime:** Not Provided

Florianópolis - SC, Monday, March 31, 2014

I have reviewed and signed.

BLASCO BORGES BARCELLOS
SECRETARY-GENERAL

Certisign - Certification Authority
Certified by the National Institute of Information Technology

Presidency of the Republic
Civil House
Provisional Measure No. 2.200-2,
of August 24, 2001

Document Digitally Signed on 03/31/2014
Commercial Registry of Santa Catarina
CNPJ 83.565.648.0001-32

You must install the JUCESC certificate
www.jucesc.sc.gov.br/certificado

To verify authenticity, visit www.jucesc.sc.gov.br and enter the number 031872/2014-01 in the process consultation.

I, Marina Viana Silva, certify that I, a qualified translator fluent in both languages, have performed the professional translation of this document from Portuguese to English and that the following is an accurate and complete translation of the document.

Marina Viana

Date: December 20, 2024.

Sistema Nacional de Registro de Empresas Mercantis - SINREM
SECRETÁRIA DE ESTADO DO DESENV. ECONÔMICO SUSTENTÁVEL
JUNTA COMERCIAL DO ESTADO DE SANTA CATARINA - JUCESC

CERTIDÃO SIMPLIFICADA

Certificamos que as informações abaixo constam dos documentos arquivados nesta Junta Comercial e são vigentes na data da sua expedição.

Nome Empresarial
JULIO CESAR DE FREITAS ME
Natureza Jurídica: EMPRESÁRIO

Número de Identificação do Registro de Empresas - NIRE (Sede)	CNPJ	Data de Arquivamento do Ato Constitutivo	Data de Início de Atividade
42 1 0421489-3	16.836.713/0001-20	11/09/2012	08/10/2012

Endereço Completo (Logradouro, Nº e Complemento, Bairro, Cidade, UF, CEP)
RUA SOROCABA, 213, FLORESTA, JOINVILLE, SC, 89.212-210

Objeto Social
COMÉRCIO VAREJISTA DE PEÇAS E ACESSÓRIOS USADOS E NOVOS PARA VEÍCULOS E SERVICOS DE MANUTENCAO E REPARACAO MECANICA DE VEICULOS AUTOMOTORES.

Capital: R$ 20.000,00
(VINTE MIL REAIS)

Microempresa ou Empresa de Pequeno Porte (Lei nº 123/2006)
Microempresa

Último Arquivamento
Data: 29/01/2013 Número: 20130344184
Ato: ALTERAÇÃO
Evento(s):
ALTERACAO DE DADOS (EXCETO NOME EMPRESARIAL)

Situação
REGISTRO ATIVO

Status
XXXXXXXXXXXX

Nome do Empresário
JULIO CESAR DE FREITAS
Identidade: 03330471698,DETRAN/SC **CPF:** 028.407.059-90
Estado Civil: SOLTEIRO **Regime de Bens:** Não Informado

Florianópolis - SC, segunda-feira, 31 de março de 2014

Eu,
Conferi e assino.

BLASCO BORGES BARCELLOS

Certisign - Autoridade Certificadora
Certificado pelo Instituto Nacional de Tecnologia de Informática

Presidência da República
Casa Civil
Medida Provisória Nº 2.200-2,
de 24 de agosto de 2001.

Documento Assinado Digitalmente 31/03/2014
Junta Comercial de Santa Catarina
CNPJ: 83.565.648.0001-32

Você deve instalar o certificado da JUCESC
www.jucesc.sc.gov.br/certificado

Para verificar a autenticidade acesse www.jucesc.sc.gov.br
e informe o número 031872/2014-01 na consulta de processos.

FEDERAL REPUBLIC OF BRAZIL

NATIONAL REGISTER OF LEGAL ENTITIES

REGISTRATION NUMBER	CERTIFICATE OF ENROLLMENT AND REGISTRATION STATUS	DATE OF ESTABLISHMENT
32.931.483/0001-34 **HEAD OFFICE**		**03/01/2019**

BUSINESS NAME
JULIO CESAR DE FREITAS

TRADE NAME (DBA)	SIZE
KALAJUS AUTOMOVEIS	**ME (Microenterprise)**

CODE AND DESCRIPTION OF THE PRIMARY ECONOMIC ACTIVITY
45.11-1-02 - Retail sale of used automobiles, vans, and utility vehicles

CODE AND DESCRIPTION OF SECONDARY ECONOMIC ACTIVITIES
45.11-1-01 - Retail sale of new automobiles, vans, and utility vehicles
45.12-9-01 - Commercial representatives and agents in the trade of motor vehicles
45.12-9-02 - Consignment trade of motor vehicles
63.99-2-00 - Other information service activities not previously specified
64.99-9-99 - Other financial service activities not previously specified
66.22-3-00 - Insurance brokers and agents, as well as supplementary pension and health plan agents
74.90-1-04 - Intermediation and agency activities for general services and business, except real estate

CODE AND DESCRIPTION OF LEGAL NATURE
213-5 - Entrepreneur (Individual)

ADDRESS	NÚMBER	UNIT
AV PAULO SCHROEDER	**2138**	********

ZIP CODE	NEIGHBORHOOD/DISTRICT	CITY	STATE
89.235-060	**PETROPOLIS**	**JOINVILLE**	**SC**

EMAIL	TELEPHONE
	(47) 9915-3958

FEDERAL ENTITY RESPONSIBLE (EFR)
*****

REGISTRATION STATUS	DATE OF REGISTRATION STATUS
ACTIVE	**03/01/2019**

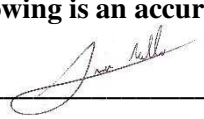
REASON FOR REGISTRATION STATUS

SPECIAL STATUS	DATE OF SPECIAL STATUS
********	********

Approved by Normative Instruction RFB No. 2.119, dated December 06, 2022.

Issued on **04/22/2024** at **12:27:06 PM** (Brasília date and time).

I, André Vinícius Inacio Penna Mello, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: December 20, 2024.

REPÚBLICA FEDERATIVA DO BRASIL

CADASTRO NACIONAL DA PESSOA JURÍDICA

NÚMERO DE INSCRIÇÃO	COMPROVANTE DE INSCRIÇÃO E DE SITUAÇÃO CADASTRAL	DATA DE ABERTURA
32.931.483/0001-34 **MATRIZ**		**01/03/2019**

NOME EMPRESARIAL
JULIO CESAR DE FREITAS

TÍTULO DO ESTABELECIMENTO (NOME DE FANTASIA)	PORTE
KALAJUS AUTOMOVEIS	**ME**

CÓDIGO E DESCRIÇÃO DA ATIVIDADE ECONÔMICA PRINCIPAL
45.11-1-02 - Comércio a varejo de automóveis, camionetas e utilitários usados

CÓDIGO E DESCRIÇÃO DAS ATIVIDADES ECONÔMICAS SECUNDÁRIAS
45.11-1-01 - Comércio a varejo de automóveis, camionetas e utilitários novos
45.12-9-01 - Representantes comerciais e agentes do comércio de veículos automotores
45.12-9-02 - Comércio sob consignação de veículos automotores
63.99-2-00 - Outras atividades de prestação de serviços de informação não especificadas anteriormente
64.99-9-99 - Outras atividades de serviços financeiros não especificadas anteriormente
66.22-3-00 - Corretores e agentes de seguros, de planos de previdência complementar e de saúde
74.90-1-04 - Atividades de intermediação e agenciamento de serviços e negócios em geral, exceto imobiliários

CÓDIGO E DESCRIÇÃO DA NATUREZA JURÍDICA
213-5 - Empresário (Individual)

LOGRADOURO	NÚMERO	COMPLEMENTO
AV PAULO SCHROEDER	**2138**	********

CEP	BAIRRO/DISTRITO	MUNICÍPIO	UF
89.235-060	**PETROPOLIS**	**JOINVILLE**	**SC**

ENDEREÇO ELETRÔNICO	TELEFONE
	(47) 9915-3958

ENTE FEDERATIVO RESPONSÁVEL (EFR)
*****

SITUAÇÃO CADASTRAL	DATA DA SITUAÇÃO CADASTRAL
ATIVA	**01/03/2019**

MOTIVO DE SITUAÇÃO CADASTRAL

SITUAÇÃO ESPECIAL	DATA DA SITUAÇÃO ESPECIAL
********	********

Aprovado pela Instrução Normativa RFB nº 2.119, de 06 de dezembro de 2022.

Emitido no dia **22/04/2024** às **12:27:06** (data e hora de Brasília). Página: **1/1**

Redesim - National Network for the Simplification of Company Registration and Legalization

Inquiry by CNPJ

Name	CNPJ	Registration Status	State
JULIO CESAR DE FREITAS	32.931.483/0001-34	Active	SC

I, André Vinícius Inacio Penna Mello, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

_____ **Date: December 20, 2024.**

Redesim - Rede Nacional para a Simplificação do Registro e da Legalização de Empresas e Negócios

Consulta por CNPJ

Nome	CNPJ	Situação Cadastral	UF
JULIO CESAR DE FREITAS	32.931.483/0001-34	Ativa	SC

Ministry of Development, Industry, and Foreign Trade
Department of Commerce and Services
National Department of Business Registration

BUSINESS APPLICATION

BUSINESS REGISTRATION IDENTIFICATION NUMBER (NIRE) - HEAD OFFICE	NIRE OF THE BRANCH (to be completed only if the act refers to a branch)
42104214893	XXXXXXXXXXXXX

FULL NAME OF THE SOLE PROPRIETOR (no abbreviations)
JULIO CESAR DE FREITAS

NATIONALITY	MARITAL STATUS
BRAZILIAN	SINGLE

SEX	PROPERTY REGIME (if married)
☑ M ☐ F	XXXXXXXXXXXXX

SON OF (father)	(mother)
FRANCISCO DE FREITAS	CELINA DE BARROS FREITAS

DATE OF BIRTH	IDENTITY NUMBER	ISSUING AUTHORITY	STATE	CPF
04/28/1975	03330471698	DETRAN	SC	028.407.059-90

EMANCIPATED BY (method of emancipation - only in the case of a minor):
XXXXXXXXXXXXX

ADDRESS (Street, Avenue, etc.)	NUMBER
RUA OSVALDO ARLINDO DA ROCHA	90

ADDITIONAL DETAILS	NEIGHBORHOOD/DISTRICT	ZIP CODE	CITY CODE (Commercial Registry Use)
XXXXXXXXXXXXX	ITAUM	89.232-392	8521

CITY	STATE
JOINVILLE	SC

Declares, under penalty of law, that they are not prohibited from exercising business activities, do not have another sole proprietorship registration, and request the COMMERCIAL REGISTRY OF THE STATE OF SANTA CATARINA

ACT CODE	DESCRIPTION OF THE ACT	EVENT CODE	EVENT DESCRIPTION
002	AMENDMENT	021	AMENDMENT CHANGE (EXCEPT TRADE NAME)
EVENT CODE	DESCRIPTION OF THE EVENT	EVENT CODE	DESCRIPTION OF THE EVENT
XXXXXXXXXXXXX	XXXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXXX

TRADE NAME
JULIO CESAR DE FREITAS ME

ADDRESS (Street, Avenue, etc.)	NUMBER
RUA SOROCABA	213

ADDITIONAL DETAILS	NEIGHBORHOOD/DISTRICT	ZIP CODE	CITY CODE (Commercial Registry Use)
XXXXXXXXXXXXX	FLORESTA	89.212-210	8521

CITY	STATE	COUNTRY	EMAIL ADDRESS
JOINVILLE	SC	BRAZIL	XXXXXXXXXXXXX

SHARE CAPITAL (in R$)	SHARE CAPITAL (in words)
20,000.00	TWENTY THOUSAND REAIS

ECONOMIC ACTIVITY CODE (CNAE)	DESCRIPTION OF PURPOSE
Primary Activity 4530704 Secondary Activity 4530703 4520001 XXXXXXX XXXXXXX XXXXXXX XXXXXXX	Retail trade of new and used parts and accessories for vehicles and services of mechanical maintenance and repair of motor vehicles. XXXXXXXXXXXXX

Start Date of Activities	CNPJ REGISTRATION NUMBER	TRANSFER OF HEADQUARTERS OR BRANCH FROM ANOTHER STATE Previous NIRE	STATE	FOR COMMERCIAL REGISTRY USE
10/08/2012	16836713000120	XXXXXXXXXXXXX	XX	DEPENDENT ON GOVERNMENT AUTHORIZATION ☐ 1 - Yes 3 - No

SIGNATURE OF THE BUSINESS BY THE SOLE PROPRIETOR
(or by the representative/assistant/manager)

Julio Cesar de Freitas ME

DATE OF SIGNATURE	SIGNATURE OF THE BUSINESSMAN
12/20/2012	------//signature//-----

FOR EXCLUSIVE USE OF THE COMMERCIAL REGISTRY

APPROVED
PUBLISH AND FILE

Landigione Itso / Registration No. 328275-9
Technical Analyst in Business Registration Management
Regional Office of JUCESC in Joinville
JAN/28/2013

AUTHENTICATION

COMMERCIAL REGISTRY OF THE STATE OF SANTA CATARINA
I CERTIFY THE REGISTRATION ON: 01/29/2013 UNDER NO.: 20130344184
Protocol: 13/034418-4, of 01/22/2013

Business Name: 42 1 0421489 3
JULIO CESAR DE FREITAS ME

BLASCO BORGES BARCELLOS
SECRETARY-GENERAL

I, Marina Viana Silva, certify that I, a qualified translator fluent in both languages, have performed the professional translation of this document from Portuguese to English and that the following is an accurate and complete translation of the document.

Marina Viana

Date: December 19, 2024.

Ministério do Desenvolvimento, Indústria e Comércio Exterior
Secretaria de Comércio e Serviços
Departamento Nacional de Registro do Comércio

REQUERIMENTO DE EMPRESÁRIO

Folhas 1/ 1

NÚMERO DE IDENTIFICAÇÃO DO REGISTRO DE EMPRESA - NIRE DA SEDE	NIRE DA FILIAL (preencher somente se ato referente a filial)
42104214893	XXXXXXXXXXXX

NOME DO EMPRESÁRIO (completo, sem abreviaturas): JULIO CESAR DE FREITAS

NACIONALIDADE	ESTADO CIVIL
BRASILEIRA	SOLTEIRO

SEXO	REGIME DE BENS(se casado)
M ☒ F ☐	XXXXXXXXXXXX

FILHO DE (pai)	(mãe)
FRANCISCO DE FREITAS	CELINA DE BARROS FREITAS

NASCIDO EM (data de nascimento)	IDENTIDADE (número)	Órgão emissor	UF	CPF(número)
28/04/1975	03330471698	DETRAN	SC	028.407.059-90

EMANCIPADO POR (forma de emancipação - somente no caso de menor): XXXXXXXXXXXX

DOMICILIADO NA (LOGRADOURO - rua, av, etc)	NÚMERO
RUA OSVALDO ARLINDO DA ROCHA	90

COMPLEMENTO	BAIRRO/DISTRITO	CEP	CÓDIGO DO MUNICÍPIO (Uso da junta Comercial)
XXXXXXXXXXXX	ITAUM	89.232-392	8521

MUNICIPIO	UF
JOINVILLE	SC

declara, sob as penas da lei, não estar impedido de exercer atividade empresária, que não possui outro registro de empresário e requer à JUNTA COMERCIAL DO ESTADO DE SANTA CATARINA

CÓDIGO DO ATO	DESCRIÇÃO DO ATO	CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO
002	ALTERAÇÃO	021	ALTERAÇÃO DE DADOS (EXCETO NOME EMPRESARIAL)
CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO	CÓDIGO DO EVENTO	DESCRIÇÃO DO EVENTO
XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX

NOME EMPRESARIAL: JULIO CESAR DE FREITAS ME

LOGRADOURO (rua,ev, etc)	NÚMERO
RUA SOROCABA	213

COMPLEMENTO	BAIRRO/DISTRITO	CEP	CÓDIGO DO MUNICÍPIO (Uso da junta Comercial)
XXXXXXXXXXXX	FLORESTA	89.212-210	8521

MUNICIPIO	UF	PAIS	CORREIO ELETRONICO (E-MAIL)
JOINVILLE	SC	BRASIL	XXXXXXXXXXXX

VALOR DO CAPITAL - R$	VALOR DO CAPITAL - (por extenso)
20.000,00	VINTE MIL REAIS

CÓDIGO DE ATIVIDADE ECONÔMICA (cnae)	DESCRIÇÃO DO OBJETO
Atividade Principal 4530704	COMÉRCIO VAREJISTA DE PEÇAS E ACESSÓRIOS USADOS E NOVOS PARA VEÍCULOS E SERVIÇOS DE MANUTENÇÃO E REPARAÇÃO MECÂNICA DE VEÍCULOS AUTOMOTORES. XXXXXXXXXX
Atividade secundária 4530703	
4520001	
XXXXXXX	
XXXXXXX	
XXXXXXX	
XXXXXXX	

DATA DE INICIO DAS ATIVIDADES	NÚMERO DE INSCRIÇÃO NO CNPJ	TRANSFERÊNCIA DE SEDE OU DE FILIAL DE OUTRA UF NIRE ANTERIOR	UF	USO DA JUNTA COMERCIAL
08/10/2012	16836713000120	XXXXXXXXXXXX	XX	DEPENDENTE DE AUTORIZAÇÃO GOVERNAMENTAL ☐ 1-sim 3-não

ASSINATURA DA FIRMA PELO EMPRESARIO (ou pelo representante/assistente/gerente): JULIO CESAR DE FREITAS ME

DATA DA ASSINATURA	ASSINATURA DO EMPRESÁRIO
20/12/2012	

PARA USO EXCLUSIVO DA JUNTA COMERCIAL

DEFERIDO.
PUBLIQUE-SE E ARQUIVE-SE
Landigione Itso / Matr. 329275-9
Analista Téc. em Gestão de Registro Mercantil
Escritório Regional da JUCESC em Joinville
28 JAN 2013

AUTENTICAÇÃO

JUNTA COMERCIAL DO ESTADO DE SANTA CATARINA
CERTIFICO O REGISTRO EM: 29/01/2013 SOB Nº: 20130344184
Protocolo: 13/034418-4, DE 22/01/2013
Empresa: 42 1 0421489 3
JULIO CESAR DE FREITAS ME

BLASCO BORGES BARCELLOS
SECRETÁRIO GERAL

SINTEGRA/ICMS

Public Inquiry to the Registration of the State of Santa Catarina

Registration Updated Until: 10/29/2014

Inquiry Date: 10/29/2014

IDENTIFICATION*

CPF/CNPJ:	16836713000120	**State Registration:**	256830045
Name/Corporate Name:	JULIO CESAR DE FREITAS - ME		

ADDRESS

Location:	STREET: SOROCABA				
Number:	213	**Unit:**	-	Neighborhood:	FLORESTA
State:	SC	**City:**	JOINVILLE	**ZIP CODE:**	89212210
Email:	-			**Telephone:**	47 34545923

ADDITIONAL INFORMATION

Start Date of Activity:	04/17/2013		
Current Registration Status:	ACTIVE	Date of This Registration Status:	04/17/2013
Notes:			
ICMS Tax Calculation Regime:	SIMPLES NACIONAL	Tax Classification:	ME (Microenterprise)

Code and Description of Main Economic Activity:

4530704 - Retail sale of used parts and accessories for motor vehicles

Taxpayer authorized to issue the following electronic documents below:

- - Authorized to Issue Electronic Invoices - NFe from 08/23/2013

Code and Description of Secondary Economic Activities:

- 4530703 - Retail sale of new parts and accessories for motor vehicles
- 4520001 - Mechanical maintenance and repair services for motor vehicles

Notes: **The above data is based on information provided by the registered taxpayer. It does not serve as a certificate of its actual existence in fact and law, is not opposable to the Treasury, and does not exclude the tax responsibility derived from transactions arranged with it.**

Return to new taxpayer selection

Access registration from another state

I, André Vinícius Inacio Penna Mello, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

_____ **Date: December 19, 2024.**

SINTEGRA/ICMS

Consulta Pública ao Cadastro do Estado de Santa Catarina

Cadastro Atualizado até: 29/10/2014

Data da Consulta: 29/10/2014

IDENTIFICAÇÃO *

CPF/CNPJ:	16836713000120	**Inscrição Estadual:**	256830045
Nome/Razão Estadual:	JULIO CESAR DE FREITAS - ME		

ENDEREÇO

Logradouro:	RUA: SOROCABA				
Número:	213	**Complemento:**	-	**Bairro:**	FLORESTA
UF:	SC	**Município:**	JOINVILLE	**CEP:**	89212210
Endereço Eletrônico:	-			**Telefone:**	47 34545923

INFORMAÇÕES COMPLEMENTARES

Data de Início de Atividade:	17/04/2013		
Situação Cadastral Atual:	ATIVO	**Data desta Situação Cadastral:**	17/04/2013
Observações:			
Regime de Apuração de ICMS:	SIMPLES NACIONAL	**Enquadramento Fiscal:**	ME

Código e Descrição da Atividade Econômica Principal :

4530704 - Comércio a varejo de peças e acessórios usados para veículos automotores

Contribuinte credenciado a emitir os seguintes documentos eletrônicos abaixo:

- - Credenciado a Emitir Nota Fiscal Eletrônica - NFe a partir de 23/08/2013

Código e Descrição das Atividades Econômicas Secundárias :

- 4530703 - Comércio a varejo de peças e acessórios novos para veículos automotores
- 4520001 - Serviços de manutenção e reparação mecânica de veículos automotores

Observação: **Os dados acima estão baseados em informações fornecidas pelo próprio contribuinte cadastrado. Não valem como certidão de sua efetiva existência de fato e de direito, não são oponíveis à Fazenda e nem excluem a responsabilidade tributária derivada de operações com ele ajustadas.**

Voltar para nova seleção de contribuinte
Acessar cadastro de outro Estado

Federal Revenue

Certificate of Enrollment and Registration Status

Taxpayer,

Check the Legal Entity Identification data, and if there is any discrepancy, update your registration with the RFB (Brazilian Federal Revenue).

FEDERAL REPUBLIC OF BRAZIL

NATIONAL REGISTER OF LEGAL ENTITIES

CERTIFICATE OF ENROLLMENT AND REGISTRATION STATUS

REGISTRATION NUMBER
16.836.713/0001-20
HEAD OFFICE

DATE OF ESTABLISHMENT
09/11/2012

BUSINESS NAME
JULIO CESAR DE FREITAS – ME

TRADE NAME (DBA)
KALAJUS AUTO PECAS

CODE AND DESCRIPTION OF THE PRIMARY ECONOMIC ACTIVITY
45.30-7-04 - Retail sale of used parts and accessories for motor vehicles

CODE AND DESCRIPTION OF SECONDARY ECONOMIC ACTIVITIES
45.30-7-03 - Retail sale of new parts and accessories for motor vehicles
45.20-0-01 - Mechanical maintenance and repair services for motor vehicles

CODE AND DESCRIPTION OF LEGAL NATURE
213-5 – ENTREPRENEUR (INDIVIDUAL)

ADDRESS	NUMBER	UNIT
R SOROCABA	**213**	

ZIP CODE	NIEGHBORHOOD/DISTRICT	CITY	STATE
89.212-210	**FLORESTA**	**JOINVILLE**	**SC**

REGISTRATION STATUS
ACTIVE
REASON FOR REGISTRATION STATUS

DATE OF REGISTRATION STATUS
09/11/2012

SPECIAL STATUS
****

DATE OF SPECIAL STATUS
****

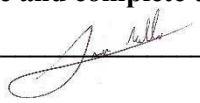
Approved by Normative Instruction RFB No. 1.470, dated May 30, 2014.

Issued on **10/29/2014**, at **4:16:41 PM** (Brasília date and time). Page: **1/1**

Back

© Copyright Federal Revenue of Brazil – 10/29/2014

I, André Vinícius Inacio Penna Mello, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



Date: December 19, 2024.

Receita Federal

Comprovante de Inscrição e de Situação Cadastral

Contribuinte,

Confira os dados de Identificação da Pessoa Jurídica e, se houver qualquer divergência, providencie junto à RFB a sua atualização cadastral.

REPÚBLICA FEDERATIVA DO BRASIL

CADASTRO NACIONAL DA PESSOA JURÍDICA

COMPROVANTE DE INSCRIÇÃO E DE SITUAÇÃO CADASTRAL

NÚMERO DE INSCRIÇÃO
16.836.713/0001-20
MATRIZ

DATA DE ABERTURA
11/09/2012

NOME EMPRESARIAL
JULIO CESAR DE FREITAS - ME

TÍTULO DO ESTABELECIMENTO (NOME DE FANTASIA)
KALAJUS AUTO PECAS

CÓDIGO E DESCRIÇÃO DA ATIVIDADE ECONÔMICA PRINCIPAL
45.30-7-04 - Comércio a varejo de peças e acessórios usados para veículos automotores

CÓDIGO E DESCRIÇÃO DAS ATIVIDADES ECONÔMICAS SECUNDÁRIAS
45.30-7-03 - Comércio a varejo de peças e acessórios novos para veículos automotores
45.20-0-01 - Serviços de manutenção e reparação mecânica de veículos automotores

CÓDIGO E DESCRIÇÃO DA NATUREZA JURÍDICA
213-5 - EMPRESARIO (INDIVIDUAL)

LOGRADOURO	NÚMERO	COMPLEMENTO
R SOROCABA	**213**	

CEP	BAIRRO/DISTRITO	MUNICÍPIO	UF
89.212-210	**FLORESTA**	**JOINVILLE**	**SC**

SITUAÇÃO CADASTRAL	DATA DA SITUAÇÃO CADASTRAL
ATIVA	**11/09/2012**

MOTIVO DE SITUAÇÃO CADASTRAL

SITUAÇÃO ESPECIAL	DATA DA SITUAÇÃO ESPECIAL
********	********

Aprovado pela Instrução Normativa RFB nº 1.470, de 30 de maio de 2014.

Emitido no dia **29/10/2014** às **16:16:41** (data e hora de Brasília).

Voltar

© Copyright Receita Federal do Brasil - 29/10/2014

Joinville SC, June 5, 2024

TO WHOM IT MAY CONCERN

I, William Roger Pereira, accountant at Wgs Assessoria Contábil, registered under the National Register of Legal Entities (CNPJ) No. 23.447.175/0001-47, declare, for all due purposes, that Mr. Julio Cesar de Freitas, Brazilian, married, Businessman, residing in Joinville SC, and registered under the Individual Taxpayer Registry No. 028.407.059-90, the Owner and Manager of Julio Cesar de Freitas registered under the National Register of Legal Entities (CNPJ) No. 32.931.483/0001-34. His company is our client since 2019.

In view of the foregoing, I certify the expertise of Mr. Julio Cesar de Freitas as Owner and Manager of the company.

We remain available should additional clarifications be required.

-----// signature //-----

WGS Assessoria Contábil
William Roger Pereira
CPF No. 009.062.589-79
CRC No. 025350

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 19, 2024.**

Joinville SC, 05 de Junho de 2024

A QUEM POSSA INTERESSAR

Eu, William Roger Pereira, contador da Wgs Assessoria Contábil, inscrito no Cadastro Nacional da Pessoa Jurídica (CNPJ) sob o nº 23.447.175/0001-47, declaro, para os devidos fins, que o Sr. Julio Cesar de Freitas, brasileiro, casado, Empresário, residente em Joinville SC, e com o Cadastro de Pessoa Física sob o nº 028.407.059-90, o Proprietário e Gestor da Julio Cesar de Freitas inscrita no Cadastro Nacional da Pessoa Jurídica CNPJ sob o nº 32.931.483/0001-34. Sua empresa é cliente nosso desde 2019.

- Diante do exposto, certifico a expertise do Sr. Julio Cesar de Freitas como Proprietário e Gestor da empresa.

Permanecemos à disposição em caso de necessidade de esclarecimentos adicionais.

WGS Assessoria Contábil
William Roger Pereira
CPF nº. 009.062.589–79
CRC nº. 025350

WGS
Assessoria Contábil

DIREPLAN
CONTABILIDADE EMPRESARIAL

Rua Seis de Janeiro, 307 — Paranaguamirim
89231-420 Joinville Santa Catarina
Phone/fax: (047) 3463-9238 / 34667637

Joinville, June 7, 2024

TO WHOM IT MAY CONCERN

I, KATIA MARA RODRIGUES SALLES, accountant and managing partner of DIREPLAN CONTABILIDADE EMPRESARIAL LTDA, registered under the National Register of Legal Entities (CNPJ) under No. 10.563.699/0001-51, hereby declare, for all due purposes, that Mr. JULIO CESAR DE FREITAS, Brazilian, married, businessman/administrator, residing in JOINVILLE/SC and registered under the Individual Taxpayer Registry (CPF) No. 028.407.059-90, was the Owner and Manager of the company JULIO CESAR DE FREITAS ME, registered under the National Register of Legal Entities (CNPJ) No. 16.836.713/0001-20 (Kalajus Auto Peças). During the period he managed the company, from 09/11/2012 to 02/14/2019, his company was our client.

In view of the foregoing, I certify the expertise of Mr. Julio Cesar de Freitas as businessman/administrator and Manager of the company.

We remain available should additional clarifications be required.

-----// signature //-----

DIREPLAN CONTABILIDADE EMPRESARIAL LTDA
KATIA MARA RODRIGUES SALLES
CPF no. 006.762.949-01
CRC No. SC-025187/O-5

Contact Information	
Email	Katia.direplan@gmail.com
Phone	47 99168-7009
Address	Rua Seis de Janeiro, 307, Paranaguamirim, ZIP Code 89231-420. Joinville/SC

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 19, 2024.**

DIREPLAN
CONTABILIDADE EMPRESARIAL

Rua: Seis de Janeiro, 307 – Paranaguamirim
89231-420 Joinville Santa Catarina
Fone/fax: (047) 3463-9238 / 34667637

Joinville, 07 de junho de 2024

A QUEM POSSA INTERESSAR

Eu, KATIA MARA RODRIGUES SALLES, contadora, sócia administradora da DIREPLAN CONTABILIDADE EMPRESARIAL LTDA, inscrita no Cadastro Nacional da Pessoa Jurídica (CNPJ) sob o nº 10.563.699/0001-51, declaro, para os devidos fins, que o Sr. JULIO CESAR DE FREITAS, brasileiro, casado, empresário/administrador, residente em JOINVILLE/SC e com o Cadastro de Pessoa Física sob o nº 028.407.059-90, foi o Proprietário e Gestor da empresa JULIO CESAR DE FREITAS ME inscrita no Cadastro Nacional da Pessoa Jurídica (CNPJ) sob o nº 16.836.713/0001-20 (Kalajus Auto Peças). No período em que foi gestor da empresa, entre 11/09/2012 à 14/02/2019 sua empresa foi cliente nosso.

Diante do exposto, certifico a expertise do Sr. Julio Cesar de Freitas como empresário/administrador e Gestor da empresa.

Permanecemos à disposição em caso de necessidade de esclarecimentos adicionais.

Katia Mara Rodrigues Salles

DIREPLAN CONTABILIDADE EMPRESARIAL LTDA
KATIA MARA RODRIGUES SALLES
CPF nº. 006.762.949-01
CRC nº. SC-025187/O-5

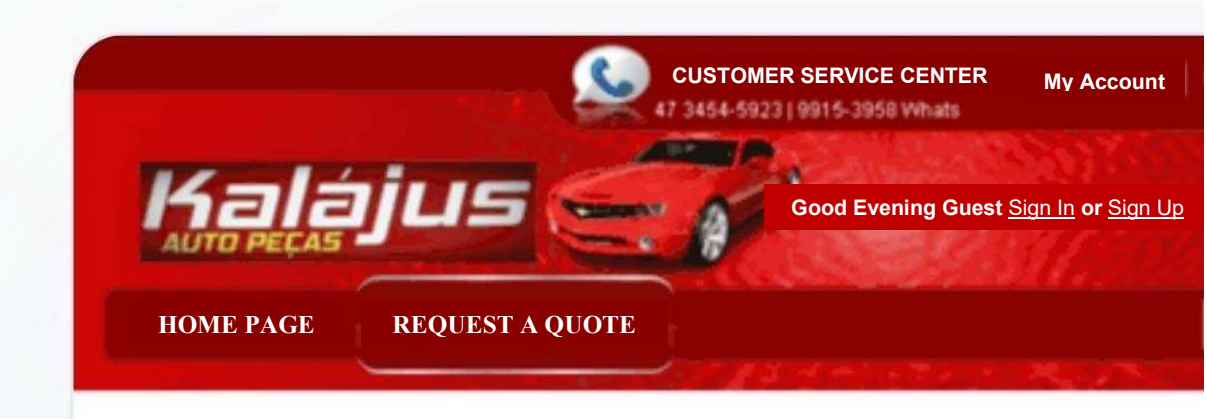
Informações de Contato	
E-mail	Katia.direplan@gmail.com
Telefone	47 99168-7009
Endereço	Rua Seis de Janeiro, 307, Paranaguamirim, CEP 89231-420, Joinville/SC

First business card of Júlio César's workshop



Current brand of Julio's company


10:15
27%
Kalájus
AUTO PEÇAS
NEW AND USED PARTS
www.kalajusautopecas.com.br
47 3454-5923 | 9915-3958 | Nextel 55*114*29118 - Julio
Rua: Sorocaba,213 - Floresta - Joinville/SC - kalajus@outlook.com
Like
Comment



Instagram Photos

Kalajus Automóveis from 2019, business card



I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 17, 2024.**



Marca atual da empresa do Júlio

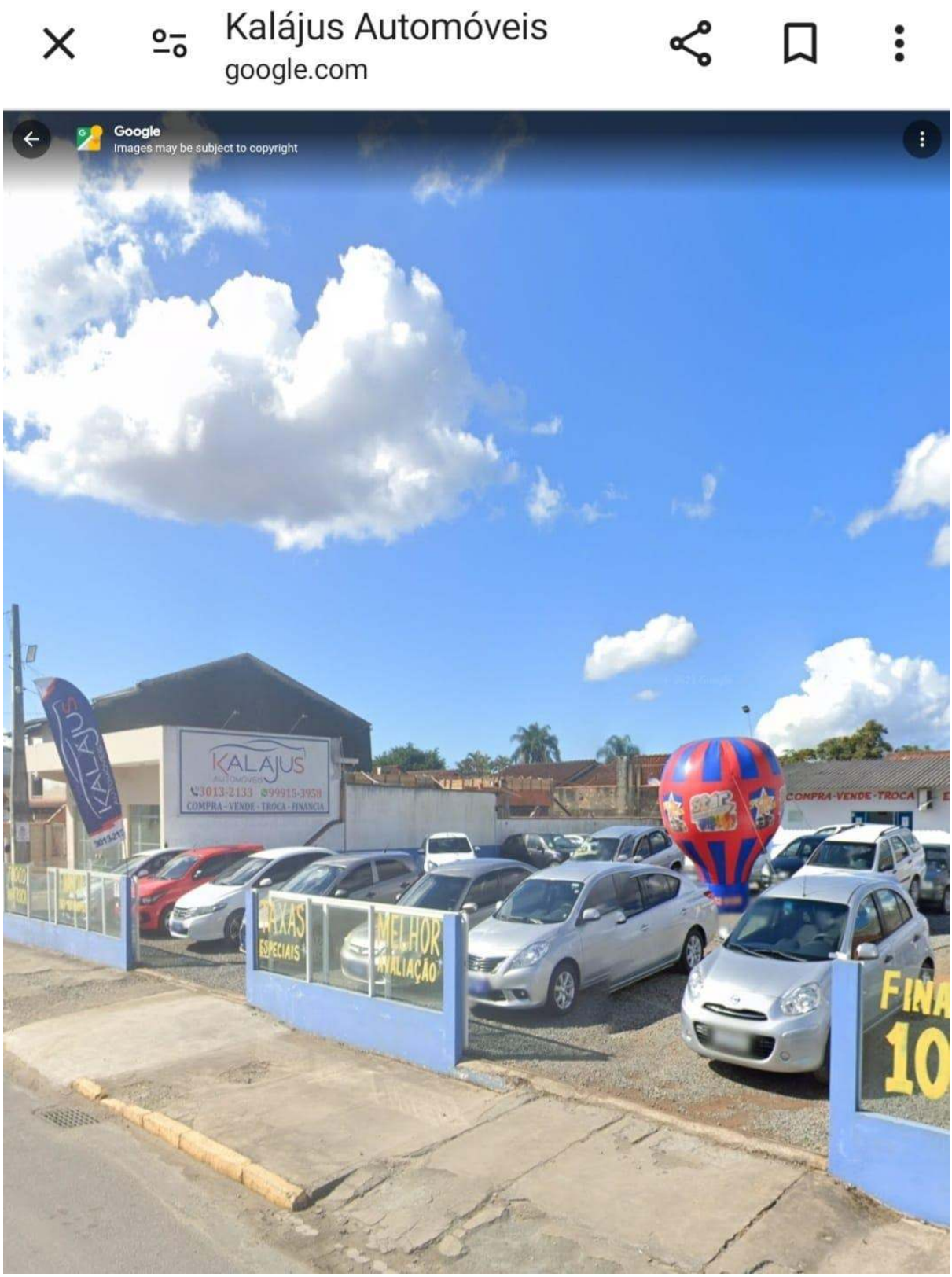

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Kalájus
AUTO PEÇAS
PEÇAS NOVAS E USADAS
www.kalajusautopecas.com.br
47 3454-5923 | 9915-3958 | Nextel 55*114*29118 - Julio
Rua: Sorocaba,213 - Floresta - Joinville/SC - kalajus@outlook.com
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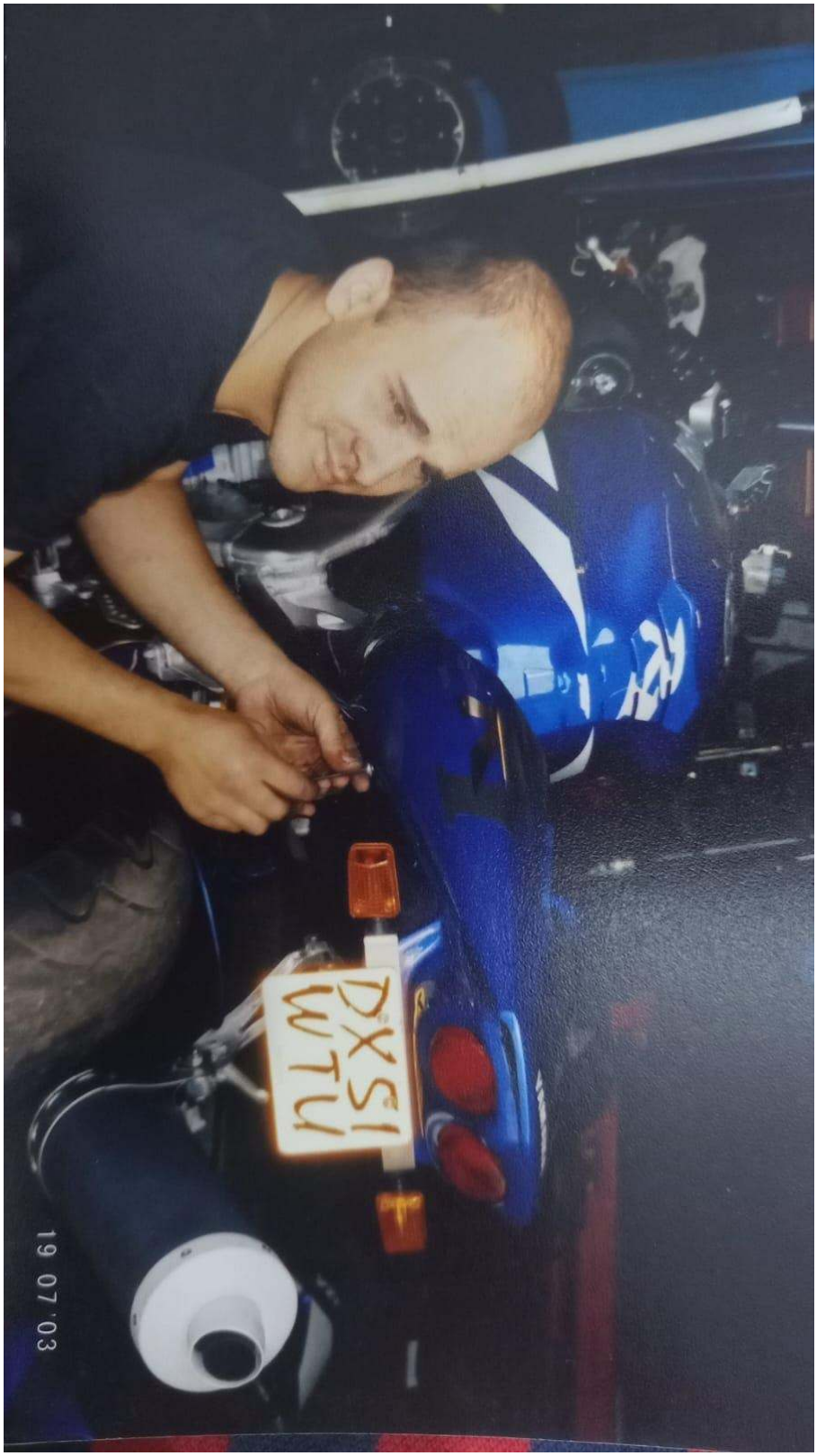
Fotos do Instagram


KALÁJUS
AUTOMÓVEIS
47 3013-2133 | 99915-3958

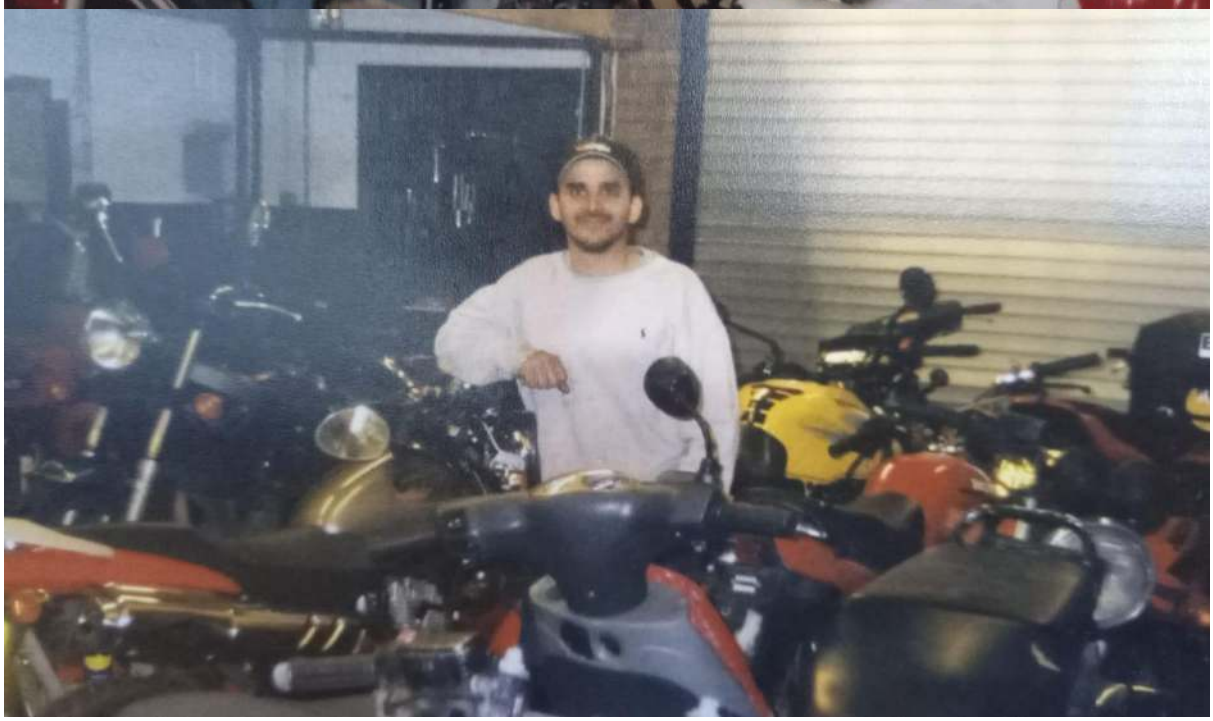
Photo of the workshop on Google Maps



Júlio César de Freitas in his newly set up workshop in 1994




18 07 '03








AIA
3243


Clarke


KJ03
ZNS
19 07 '03



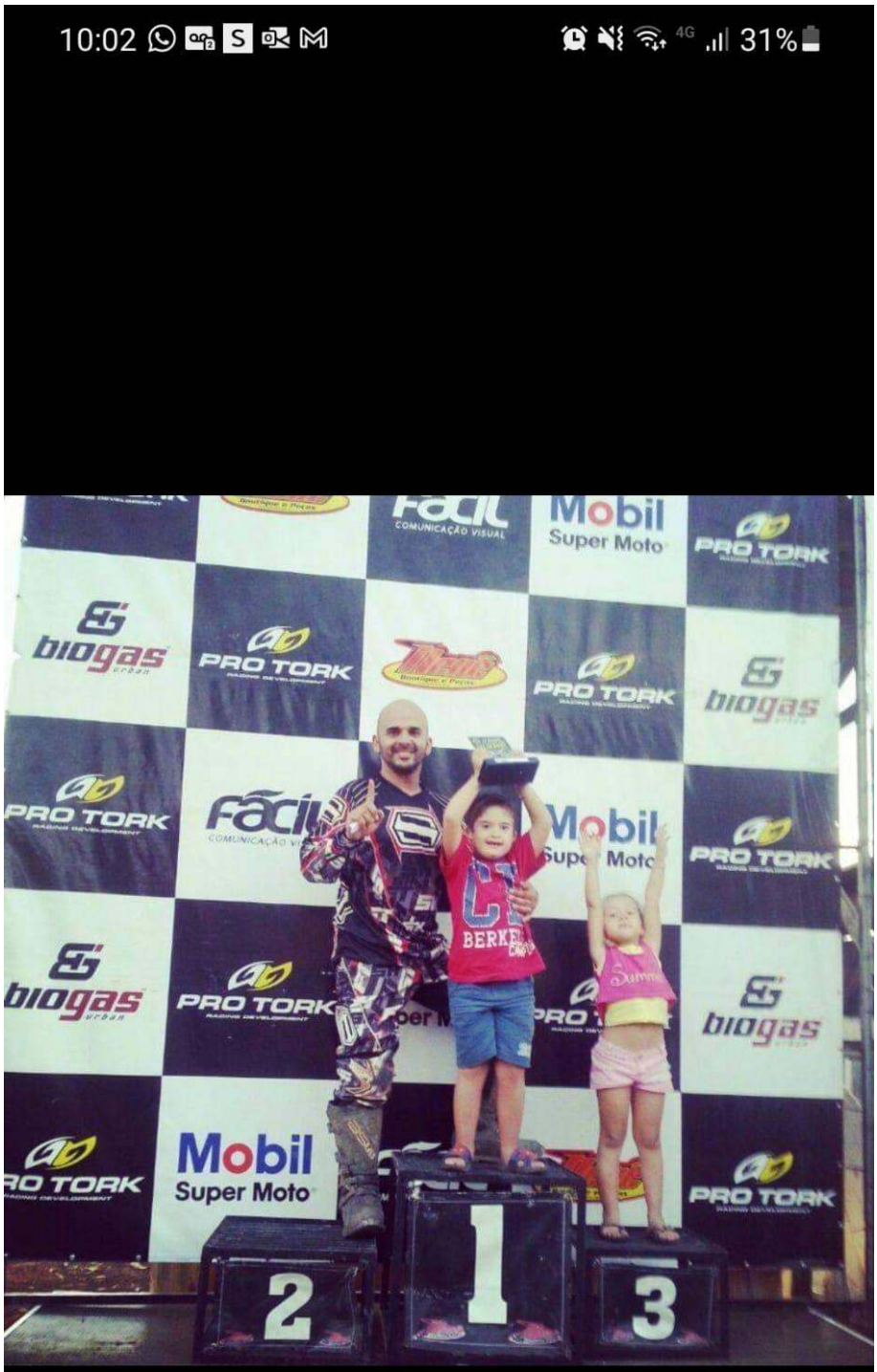

18 07 '03


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Curtir

Comentar


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Mobil
Super Moto
2
1
3
Curtir
Comentar



Maysa Pianezer
Pódio cat. VX 3 Nacional, 5º Lugar. — com **Julio Cesar Freitas** e **outras 3 pessoas** em **Papanduva**.

8 DE ABR. DE 2014

Julio Cesar Freitas e outras 20 pessoas 1 comentário

Curtir Comentar Enviar Compartilhar


5:45
8%
CONTESTADO
8º
Vx3 Nacional

5:43 8%



Tiago Racecross
— com **Julio Cesar Freitas**.

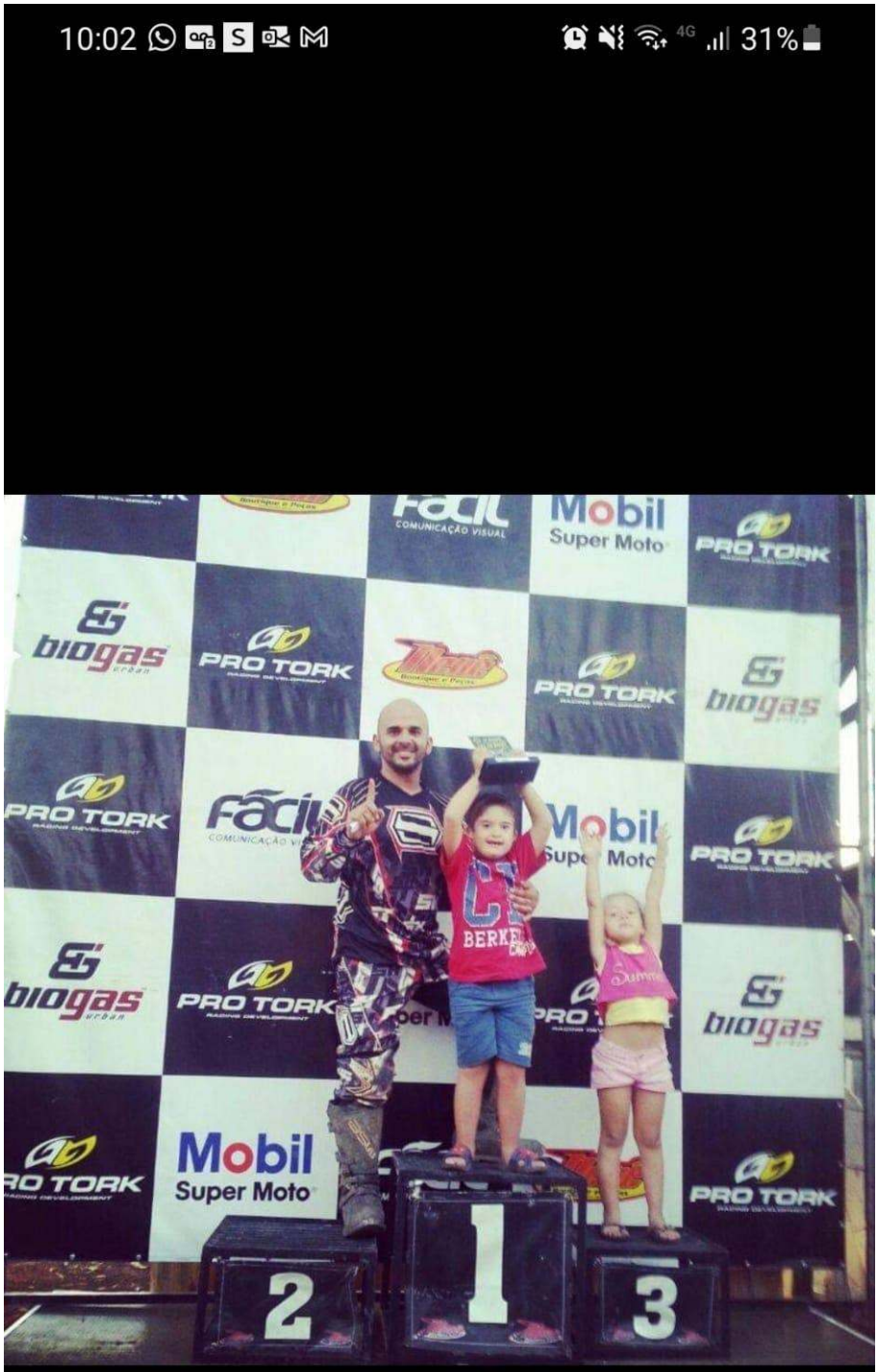
24 DE MAI. DE 2014

Julio Cesar Freitas e outras 6 pessoas

Curtir Comentar Enviar



Like Comment



Like Comment



Maysa Pianezer

Podium, VX 3 National category, 5th place. – with **Julio Cesar Freitas** and **other 3 people** in **Papanduva**.

APRIL 8, 2014.

Julio Cesar Freitas and other 20 people 1 comment

Like Comment Send Share

10:00 32%



8 comentários

Curtir Comentar

Exhibit B.III: Eligibility Criteria – A license to practice your profession or certification

CERTIFICATE

OF COURSE COMPLETION

The **Portal IDEA** grants

Julio Cesar de Freitas

Holder of the CPF **028.407.059-90**
the certificate referring to the completion of the course **Automotive Painting** completed from **02/10/2024** to **03/08/2024**, with a workload of **280 hours** and a final grade of **80 points.**

STUDENT

-----// signature //-----

SORAYA JOSÉ MURAD
(DIRECTOR)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

SYLLABUS

- Introduction - 28 hours
- Basic Concepts of Automotive Painting - 28 hours
- Surface Preparation - 28 hours
- Painting Small Panels - 28 hours
- Base Coat Application - 28 hours
- Painting Large Panels - 28 hours
- Finishing Techniques - 28 hours
- Scratch and Dent Repair - 28 hours
- Repair of Extensive Damage - 28 hours
- Repainting Parts and Components - 28 hours

Final grade: 80 points.

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/000-37

CERTIFICATE VALID THROUGHOUT THE NATIONAL TERRITORY

The non-formal courses offered by our educational institution are based on the legal framework of Article 205 of the Federal Constitution, Article 3, §1 of Decree No. 5.154 of 2004, and Resolution CEE No. 449/2002 issued by the State Council of Education of Minas Gerais.

Non-formal course certificates are not valid as higher education courses (Undergraduate, Extension, Postgraduate).

Validate your certificate by accessing:
portalidea.com.br/validar-certificado
or via the QR Code below

and enter the code below

VALIDATION CODE

2264835964

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 16, 2024.**

CERTIFICADO

DE CONCLUSÃO DE CURSO

O **Portal IDEA** confere a

Julio Cesar de Freitas

Portador do CPF **028.407.059-90**
o certificado referente a conclusão do curso de **Pintura automotiva**
concluído no período de **10/02/2024** até **08/03/2024**, com a carga horária de **280 horas**
e nota final de **80 pontos.**

ALUNO (A)

Soraya José Murad

SORAYA JOSÉ MURAD
(DIRETORA)

Portal IDEA .com.br

ABED
ASSOCIAÇÃO BRASILEIRA DE EDUCAÇÃO A DISTÂNCIA

CONTEÚDO PROGRAMÁTICO

- Introdução - 28 horas
- Conceitos Básicos de Pintura Automotiva - 28 horas
- Preparação da Superfície - 28 horas
- Pintura de Painéis Pequenos - 28 horas
- Aplicação de Tinta de Base - 28 horas
- Pintura de Painéis Grandes - 28 horas
- Técnicas de Acabamento - 28 horas
- Reparação de Arranhões e Amassados - 28 horas
- Reparação de Danos Mais Extensos - 28 horas
- Repintura de Peças e Componentes - 28 horas

Nota final: 80 pontos

IDEA Instituto de Desenvolvimento e Aprendizagem LTDA
CNPJ:30.363.776/0001-37

Portal IDEA .com.br

Instituto de Desenvolvimento e Aprendizagem
CNPJ: 30.363.776/0001-37

CERTIFICADO VÁLIDO EM TODO TERRITÓRIO NACIONAL

Os cursos livres oferecidos por nossa instituição de ensino tem como base legal Artigo 205 da Constituição Federal Artigo 3°, §1° do Decreto n° 5.154 de 2004 Resolução CEE n° 449/2002 expedida pelo Conselho Estadual de Educação de Minas Gerais

Certificado de Cursos Livres não são válidos como cursos de nível superior (Graduação, Extensão, Pós-graduação)

Valide seu certificado acessando: portalidea.com.br/validar-certificado ou pelo QR Code abaixo

e digite o código abaixo

CÓDIGO DE VALIDAÇÃO

2264835964

Exhibit B.IV: Eligibility Criteria – Evidence that you have commanded a salary or other remuneration for services that demonstrates your exceptional ability

São Paulo, November 14 , 2024

To Whom It May Concern,

Julio César de Freitas, a Brazilian citizen, married, holder of passport no. GF633228, a self-employed professional, earned, during the period from December/2022 to December/2023, financial availability equivalent to R$683,903.66, originated from services provided through his company, with full discretion to use the mentioned funds.

The stated amounts are duly recorded in his financial reports, income declarations, and balance sheets.

Please, contact us should you require further information.

Sincerely,

_____

WGS Assessoria Contábil
William Roger Pereira
CPF No. 009.062.589-79
CRC (Regional Accounting Council) No. 025350

I, Pauline Bitzer Rodrigues, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.



_____ **Date: December 16th , 2024.**

São Paulo, 14 de novembro de 2024

A quem possa interessar,

Julio César de Freitas, brasileiro, casado, portador do passaporte nº GF633228, profissional autônomo, auferiu, no período de Dezembro/2022 a Dezembro/2023, disponibilidade financeira equivalente a R$683.903,66, provenientes da prestação de serviços realizados por sua empresa, tendo plena liberdade para dispor do valor mencionado.

Os valores referidos estão devidamente registrados em seus informes financeiros, declarações de renda e balanços patrimoniais.

Favor entrar em contato caso haja necessidade de mais informações.

Atenciosamente,

WGS Assessoria Contábil
William Roger Pereira
CPF nº. 009.062.589-79
CRC nº. 025350

WGS

São Paulo, 14 de novembro de 2024

A quem possa interessar,

Julio César de Freitas, brasileiro, casado, portador do passaporte nº GF633228, profissional autônomo, auferiu, no período de Dezembro/2022 a Dezembro/2023, disponibilidade financeira equivalente a R$683.903,66, provenientes da prestação de serviços realizados por sua empresa, tendo plena liberdade para dispor do valor mencionado.

Os valores referidos estão devidamente registrados em seus informes financeiros, declarações de renda e balanços patrimoniais.

Favor entrar em contato caso haja necessidade de mais informações.

Atenciosamente,

WGS Assessoria Contábil
William Roger Pereira
CPF nº. 009.062.589–79
CRC nº. 025350

WGS

Company: **Julio Cesar de Freitas** Page: 001
C.N.P.J.: 32.931.483/0001-34
Balance closed on: 12/31/2023

BALANCE SHEET

Description	2023 12/31/2023	2022 12/31/2022
ASSETS	683,903.66D	425,931.96D
CURRENT ASSETS	683,903.66D	425,931.96D
AVAILABLE	2,240.35D	2,337.36D
CASH	2,240.35D	2,337.36D
CUSTOMERS	277,066.71D	42,700.00D
NOTES RECEIVABLE	277,066.71D	42,700.00D
INVENTORY	404,596.60D	380,894.60D
MERCHANDISE, PRODUCTS, AND SUPPLIES	404,596.60D	380,894.60D
LIABILITIES	683,903.66C	425,931.96D
CURRENT LIABILITIES	638,835.60C	457,425.64C
SUPPLIERS	633,300.00C	449,200.00C
SUPPLIERS	633,300.00C	449,200.00C
TAX LIABILITIES	2,990.85C	2,867.70C
TAXES AND CONTRIBUTIONS PAYABLE	2,990.85C	2,867.70C
LABOR AND SOCIAL SECURITY LIABILITIES	2,069.75C	4,912.94C
PERSONNEL LIABILITIES	979.00C	930.05C
SOCIAL OBLIGATIONS	1,090.75C	3,982.89C
OTHER LIABILITIES	475.00C	445.00C
ACCOUNTS PAYABLE	475.00C	445.00C
EQUITY	45,068.06C	31,493.68D
SHARE CAPITAL	10,000.00C	10,000.00C
SUBSCRIBED CAPITAL	10,000.00C	10,000.00C
RETAINED EARNINGS OR ACCUMULATED LOSSES	35,068.06C	41,493.68D
RETAINED EARNINGS OR ACCUMULATED LOSSES	35,068.06C	41,493.68D

----//signature//----

Julio Cesar de Freitas
Administrator
CPF: 028.407.059-90

WILLIAM ROGER PEREIRA 009062 58979
Digitally signed by WILLIAM ROGER PEREIRA 009062 58979
Data: 2023.03.16 10:43:33 -03:00

William Roger Pereira
Enrolled with CRC – SC under No. 1SC025350/O-6
CPF: 009.062.589-79

I, André Vinícius Inacio Penna Mello, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Date: January 09, 2025

Empresa: **Julio Cesar de Freitas** Folha: 0001
C.N.P.J.: 32.931.483/0001-34
Balanço encerrado em:31/12/2023

BALANÇO PATRIMONIAL

Descrição	2023 31/12/2023	2022 31/12/2022
ATIVO	683.903,66D	425.931,96D
ATIVO CIRCULANTE	683.903,66D	425.931,96D
DISPONÍVEL	2.240,35D	2.337,36D
CAIXA	2.240,35D	2.337,36D
CLIENTES	277.066,71D	42.700,00D
DUPLICATAS A RECEBER	277.066,71D	42.700,00D
ESTOQUE	404.596,60D	380.894,60D
MERCADORIAS, PRODUTOS E INSUMOS	404.596,60D	380.894,60D
PASSIVO	683.903,66C	425.931,96C
PASSIVO CIRCULANTE	638.835,60C	457.425,64C
FORNECEDORES	633.300,00C	449.200,00C
FORNECEDORES	633.300,00C	449.200,00C
OBRIGAÇÕES TRIBUTÁRIAS	2.990,85C	2.867,70C
IMPOSTOS E CONTRIBUIÇÕES A RECOLHER	2.990,85C	2.867,70C
OBRIGAÇÕES TRABALHISTA E PREVIDENCIÁRIA	2.069,75C	4.912,94C
OBRIGAÇÕES COM O PESSOAL	979,00C	930,05C
OBRIGAÇÕES SOCIAIS	1.090,75C	3.982,89C
OUTRAS OBRIGAÇÕES	475,00C	445,00C
CONTAS A PAGAR	475,00C	445,00C
PATRIMÔNIO LÍQUIDO	45.068,06C	31.493,68D
CAPITAL SOCIAL	10.000,00C	10.000,00C
CAPITAL SUBSCRITO	10.000,00C	10.000,00C
LUCROS OU PREJUÍZOS ACUMULADOS	35.068,06C	41.493,68D
LUCROS OU PREJUÍZOS ACUMULADOS	35.068,06C	41.493,68D

Julio Cesar de Freitas
Administrador
CPF: 028.407.059-90

WILLIAM ROGER PEREIRA:00906258979
Assinado de forma digital por WILLIAM ROGER PEREIRA:00906258979
Dados: 2023.03.16 16:43:33 -03'00'

William Roger Pereira
Reg. no CRC - SC sob o No. 1SC025350/O-6
CPF: 009.062.589-79

indeed

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Owner's Salary for Brazil

How much does a person earn as an Owner in Brazil?

Average base salary

R$ 35,665 Pay for: Year

The salary range for the position of owner is R$ 35,665 per month in Brazil. 10 salaries reported. Updated December 5, 2025.

Cities with the highest salaries for the position of Owner near the location of Brazil

Belo Horizonte, MG
R$ 40,267 per year ›
3 salaries reported

Exhibit B.V: Eligibility Criteria - Membership in a professional association(s)

=

My Account

Account Details

Email:
juliocfreitasjulio@gmail.com

Member Since:
Saturday, July 6, 2024

My AMA ID:
4120834

Membership Account Number:
M5891902

Job Title:
Empresario

AMA Learning Portal:
Click Here

Membership Cancellation:
Click Here

Edit

Address Information

Name:
Julio Cesar De Freitas

Company:
Kalajus Automoveis

Address:
500 Broadway Apt 5111
Malden, MA 02148-2080

Country:

USA

Phone:
(321) 466 2826

Edit

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American Management Association

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Our History

The American Management Association (AMA) has been at the forefront of redefining how business professionals think and work for more than 100 years, providing unparalleled development solutions that empower professionals to tackle business challenges with confidence and achieve exceptional performance.

Why AMA Stands Out:

- **Trusted by the Top:** A significant number of Fortune 500 and 92% of Fortune 1000 companies choose AMA as their go-to source for training solutions.
- **Time-Tested Learning Resources:** We offer a wealth of expertise and resources that have been continually refined to ensure they meet the evolving needs of businesses and professionals alike.
- **Learn by Doing:** Our instructor-led, hands-on training methods are specifically designed for effective knowledge transfer and practical application in the workplace.

Our Commitment to Excellence:

- **Proven Results:** Our training approaches have been validated by the success of organizations worldwide, supporting their goals for talent development and strategic achievements.
- **Global Reach, Local Impact:** With a vast array of award-winning learning resources and global capabilities, AMA is trusted by organizations across the globe to advance their strategic business goals.

Celebrating 100 Years—The American Management Association

In 2023, AMA proudly marked its centennial, celebrating a legacy of excellence and looking ahead to continuing a long tradition of success and innovation into the future.



AWARDS AND RECOGNITION

Since 1923, American Management Association has received innumerable awards and honors recognizing its leadership and achievements in the training and development industry.





The statistics below reflect AMA's long history as a leader in professional development—indicating an accumulated record of success in training business professionals and leading organizations that turn to AMA for trusted learning solutions.









OUR MISSION

AMA is an international, nonprofit, membership-based association that develops and delivers best-in-class learning solutions for individuals and organizations.

- **AMA provides professionals worldwide with the knowledge, skills, and tools to achieve performance excellence, adapt to changing realities, and prosper in a complex and competitive world.**
- **We also serve as a forum for the exchange of the leading concepts, ideas, and insights on management practices and trends.**
- **AMA maintains the highest commitment to ethical business practices, high-quality products and services, and the well-being of its customers, members, and employees.**

OUR VISION

To be the world's leading training institution, providing superior management development and educational services that will make a meaningful difference to individuals, organizations, and society at large.

MEET AMA'S EXECUTIVE TEAM



Manny Avramidis

President and Chief

Executive Officer



Greg Adams

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Senior Vice President

Chief Information Officer



Marni Friedlander

Senior Vice President

General Counsel and

Corporate Secretary



KC Blonski

Senior Vice President

Corporate Learning,

Solutions—U.S.



Barbara Zung

Senior Vice President

Chief Human Resources Officer



Tricia Beltrano

Vice President

Seminar Marketing (USME)



Wendy Gunderman

Vice President

Financial Planning and Analysis



Nissa Harvey

Vice President & Treasurer

Finance



Piera Palazzolo

Vice President

Digital Marketing



Lauren McNally

Vice President

Marketing Communications

AMA'S INTERNATIONAL TEAM



Geoff Blackwell

President

Canada



Patrick Faniel

Managing Director

EMEA

Our Experiential Approach to Training

Individuals, teams, and organizations across all industries, including government agencies, benefit from our unique approach to experiential learning. This hands-on learning-through-skill-practice methodology is designed to meet the specific needs of each learner.

Why Choose AMA's Training Approach?

- **Hands-on Learning: Participants engage in skill practice that applies directly to their unique performance goals.**
- **Customizable Solutions: Every learning solution is tailored to adapt to individual, organizational, and business needs.**

- **Flexible Formats:** Learning is available via virtual or in-person classroom format, ensuring optimal flexibility for the participant.

Led by Experts:

AMA courses are delivered by a distinguished faculty, consisting of:

- Senior executives
- Managers
- Authors
- Course developers
- Corporate executives
- Thought leaders

Faculty Contributions:

- **Practical Facilitation:** Our instructors bring actionable, real-world insights into each session.
- **Personalized Guidance:** One-on-one mentoring throughout our seminars ensures a learning experience that is impactful, unique, and tailored to each professional's journey.

Comprehensive Learning Areas:

AMA covers 16+ subject areas essential for today's organizations, including:

- Leadership
- Management
- Communication Skills
- Project Management
- Finance and Accounting
- Analytical Skills
- Business Excellence for Women
- Artificial Intelligence
- And many more

Over 160+ Workshops:

- Develop the skills necessary for optimal business results and ongoing success
- Choose from a variety of learning options to suit your preference:
    - Full-length or express live online formats
    - In-person sessions around the globe
    - On-demand access
    - Webinars
    - A wealth of articles, Whitepapers, research, and interviews

PROFESSIONAL CREDENTIAL AUTHORIZED PROVIDER

American Management Association is an authorized provider of Continuing Education Units (CEUs) and related credits from professional associations worldwide supporting professions to leverage AMA for their credit, certification and recertification requirements.

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Exhibit B.VI: Eligibility Criteria - Recognition for your achievements and significant contributions to your industry or field by your peers, government entities, professional or business organization

November 17, 2025

To the USCIS Immigration Officer,

My name is Edvaldo Pereira Goulart, and I am a businessman in the auto parts and vehicle sales industry, operating Torres Auto Parts in Joinville, Santa Catarina, Brazil. Throughout my extensive experience in this field, I have worked with many professionals, but few have made an impact as significant as Julio César de Freitas, whom I met in early 2020 through a recommendation from other entrepreneurs.

Our professional relationship began when I needed bodywork and painting services and was referred to Kalajus Automobiles, where Mr. Freitas provides his expertise. From that first contact, our businesses became closely connected, and we developed a productive and ongoing partnership involving both auto parts and vehicle resale. Over time, I was able to directly observe the quality of his work, his reliability, and, above all, his ability to propose practical and effective business solutions.

One of the most remarkable aspects of Mr. Freitas's work is his capacity to innovate and create promising business initiatives. A clear example of this is the "Parts Package" system that he developed. This system was originally created and implemented by Mr. Freitas in his own operations at Kalajus Automobiles. Only after I personally observed the concrete results of this innovation in his business did I decide to adopt the same model in my company, Torres Auto Parts, replicating the approach that he had designed. The system is extremely valuable for customers who purchase vehicles at auction and are unsure which parts will be necessary for repairs.

In this "Parts Package" model, Mr. Freitas uses his extensive experience and knowledge to assess the vehicle, identify the essential parts required immediately, and anticipate the parts that may be needed throughout the repair process. This creates a structured and phased way to plan and supply parts. Following the successful experience at Kalajus Automobiles, I implemented this same system in Torres Auto Parts, reproducing in my own business the method that Mr. Freitas had developed.

With the replication of his system in my company, I observed a clear improvement in the way we organized and structured sales related to vehicles

purchased at auction and in our ability to meet customer needs in a more orderly, predictable, and reliable manner. This innovation has strengthened the relationship between the auto parts store and the repair shop and has brought greater agility and security to the customer, who often is not familiar with the technical aspects of repairs. The benefits that I experienced in my company directly result from applying the model originally created by Mr. Freitas.

Mr. Freitas's forward thinking and practical solutions have had a positive ripple effect on my business by enhancing our service offerings and contributing to greater customer satisfaction. His capacity to create innovations that can be successfully replicated and adopted by other businesses, such as mine, sets him apart as a leader in the sector. Based on my direct experience with the replication of his "Parts Package" system at Torres Auto Parts, I am confident that his contributions will continue to generate positive results in any venture in which he is involved.

Therefore, I strongly recommend Mr. Freitas for any role or project in the automotive sector. His professionalism, innovative mindset, and dedication to excellence make him an invaluable asset to any team or business.

I am fully available to provide any additional information or clarification that may be helpful. Phone: +55 47 084798516 - Email: edivaldopgoulart1972@gmail.com

Sincerely,

Edivaldo Pereira Goulart

Torres Auto Parts

Joinville, Santa Catarina, Brazil

Edivaldo Pereira Goulart.

TORRES
autopeças

(47) 3804-1064

(47 9 9202-4784 *Maycon*

Mayconmaygoulart93@gmail.com

Rua Alfredo Colin 248

New and used components

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 19, 2024.**


TORRES
autopeças
(47) 3804-1064
(47 9 9202-4784 Maycon
mayconmaygoulart93@gmail.com
Rua Alfredo Colin 248
Peças novas e usadas



Torres Auto Peças

- New and Used Auto Parts

Business hours

Monday to Friday - 8 a.m. - 12 p.m.

Monday to Friday - 1:30 p.m. - 6 p.m.

Saturday - 8 a.m. - 12 p.m.

Location

Rua Alfredo Colin, 248 - Boehmerwald, Joinville - SC

89232-360

Chanels

https://www.torresautopecas.com

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Raphael Michels Fantinato de Moura. **Date: December 19, 2024.**



Torres Auto Peças

- Auto Peças Novas e Usadas

Atendimento

segunda a sexta - 08:00 - 12:00
segunda a sexta - 13:30 - 18:00
sábado - 08:00 - 12:00

Localização

Rua Alfredo Colin, 248 - Boehmerwald, Joinville - SC

89232-360

Canais

https://www.torresautopecas.com

TORRES AUTO PEÇAS



47 3426.6262
47 9 9694.6512 / 47 9 8479.8516

Everything for cars

DOMESTIC | IMPORTED | PICKUP TRUCKS

R. Monsenhor Gercino, 925 – Itaum – Joinville/SC

CNPJ: 19.536.167/0001-08

Date:____/____/_____

Customer: _____

Address: _____

Quant.	Goods	Unit Price	Total Price
		TOTAL R$	

Thank you for your preference.

NOT VALID AS A TAX INVOICE

GRÁFICA PASTORIZA 47 3370-5174

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Raphael Michels Fantinato de Moura. **Date: December 19, 2024.**

TORRES
AUTO PEÇAS



47 3426.6262

47 9 9694.6512 / 47 9 8479.8516

Tudo para carros

NACIONAIS | IMPORTADOS | CAMINHONETE

R. Monsenhor Gercino, 925 - Itaum - Joinville/SC

CNPJ: 19.536.167/0001-08

Data:___/___/_____

Cliente:_____

End:_____

Quant.	Mercadorias	Preço Unitário	Preço Total

Agradecemos a preferência.

NÃO VALE COMO NOTA FISCAL

GRÁFICA PASTORIZA 47 3370-5174

TOTAL R$

Marcos Felipe Santos

Brazilian, married, 50 years old
Rua Willy Schossland, 888 apt 101
Aventureiro – Joinville – SC
Phone: (47) 98417-1773 / Email: marcos.santos.mf72@gmail.com

EDUCATION

- Higher Education – Completed in Human Resources Management
- Technical Course in Electrotechnics – Completed.
- NR 10
- NR 35
- NR 18

WORK EXPERIENCE

2000 to 2011 – TV Cidade dos Principes – RIC TV
Position: Supervisor

Main activities: Supervise Production Operators, Cameras, and Master Control of the broadcaster, Organize shifts, responsible for the release of external equipment.

2011 to 2022 – CIA Catarinense de Rádio e Televisão – NSC TV
Position: Master Control Operator

Main activities: Operates the master control of a broadcaster, selects and switches various input channels, according to the programming and pre-established commercial schedule. LIGHTING ASSISTANT: Provides direct assistance to the lighting technician in operating lighting systems, transporting, and assembling equipment. Ensures the cleaning and maintenance of equipment, materials, and tools essential for performing the role.

2018 - 2021 – Planotec Serviços de Manutenção
Position: Electrician

Main activities:

Perform corrective, preventive and/or emergency maintenance on: generators, motors, circuit breakers, disconnectors, lightning arresters.
Monitor and control the maintenance and operation of systems, by completing specific forms; Perform scheduled and/or emergency inspections to detect and correct defects and abnormalities of the electrical systems. Perform corrective maintenance on control, command, and protection systems of motor control panels and/or electrical command circuits, power supply circuits to maintain the continuity of system operations; install and maintain lines, lighting and power circuits, separating, replacing, and fixing outlets, switches, fuses, light bulbs, ballasts, panels, and accessories; responsible for creating mechanical and automatic energy circuits, as well as their maintenance.

.

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 16, 2024.**

Marcos Felipe Santos

Brasileiro, casado, 50 anos
Rua Willy Schossland, 888 apto 101
Aventureiro – Joinville – SC
Telefone: (47) 98417-1773 / E-mail: marcos.santos.mf72@gmail.com

FORMAÇÃO

- Ensino Superior – Completo em Gestão de Recursos Humanos
- Curso Técnico Eletrotécnica – completo.
- NR 10
- NR 35
- NR 18

EXPERIÊNCIA PROFISSIONAL

2000 a 2011 – TV Cidade dos Principes – RIC TV
Cargo: Supervisor

Principais atividades: Supervisionar Operadores da Produção, Câmeras e Controle Mestre da emissora, Organizar escala, resposavel liberação equipamentos de externa.

2011 a 2022 – CIA Catarinense de Rádio e Televisão – NSC TV
Cargo: Operador de Controle Mestre

Principais atividades: Opera o controle mestre de uma emissora, seleciona e comuta diversos canais de alimentação, conforme roteiro de programação e comerciais preestabelecidos. AUXILIAR DE ILUMINADOR: Presta auxílio direto ao iluminador na operação dos sistemas de luz, transporte e montagem dos equipamentos. Cuida da limpeza e conservação dos equipamentos, materiais e instrumentos indispensáveis ao desempenho da função.

2018 - 2021 – Planotec Serviços de Manutenção
Cargo: Eletricista

Principais atividades:

Executar manutenção corretiva, preventiva e/ou emergencial em: geradores, motores, disjuntores, seccionadoras, para-raios.
Acompanhar e controlar a manutenção e operação dos sistemas, através de preenchimento de formulários específicos; o Executar inspeções programadas e/ou emergenciais para detectar e corrigir defeitos e anormalidades dos sistemas elétricos. Executar manutenções corretivas em sistemas de controle, comando e proteção de quadros de controles de motores e/ou nos circuitos de comandos elétricos, circuitos de alimentação para manter a continuidade de operação dos sistemas; o Instalar e efetuar a manutenção de linhas, circuitos de luz e força, separando, substituindo e fixando tomadas, interruptores, fusíveis, lâmpadas e reatores, quadros e acessórios; responsável pela criação de circuitos mecânicos e automáticos de energia, bem como sua manutenção

.

Danke Instalações Elétricas

Marcos Felipe Santos
Electrical Technician

Residential
Commercial
Building

(47)98417-1773
marcos.santos.mf72@gmail.com

I, Raphael Michels Fantinato de Moura, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

Raphael Michels Fantinato de Moura. **Date: December 16, 2024.**

Danke Instalações Elétricas

Marcos Felipe Santos

Técnico em eletrotécnica

Residencial
Comercial
Predial

(47)98417-1773

marcos.santos.mf72@gmail.com

December 1st, 2025
Joinville - SC, Brazil

To the United States Citizenship and Immigration Services

Dear Sir or Madam,

My name is Marcos Felipe Santos, and I am the owner of *Danke Instalações Elétricas*, a company that provides electrical services for residential, commercial, and building projects. I am an electrical technician with a technical qualification in electrotechnics, and in addition to managing my own business, I also work for the City Hall of Joinville. Over the course of my professional life I have dealt with numerous suppliers and service providers in different technical areas, which has given me a very clear sense of what is ordinary performance and what represents a much higher professional standard.

I first met Mr. Julio César de Freitas in 2009, when I turned to his bodywork and paint shop, Kalajus, after receiving very unsatisfactory work from other workshops. What began as a simple customer relationship soon allowed me to observe in detail how he organizes and executes his services. Because I am familiar with assessing technical quality and adherence to procedures in electrical work, I naturally paid attention to the way he addressed problems in automotive bodywork and painting. It quickly became evident to me that his methods and criteria were different from what I normally saw in the market.

A specific situation involving one of my vehicles with a complex metallic red finish clearly showed me how carefully and technically Mr. Freitas works. Before the car arrived at his shop, three other companies had already attempted the repair, and none of them was able to reproduce the original color in a satisfactory way. The repainted sections were clearly different from the rest of the vehicle, especially under natural light. From my experience overseeing technical work, I know that these bad results are very common when professionals rely on standard formulas or shortcuts instead of taking the time to diagnose the situation properly.

When Mr. Freitas took over the job, he treated it as a technical assignment rather than just another paint service. He examined the existing paint layers, discussed with me the limitations of what had been done before, and explained that the standard formula used by most workshops would not be sufficient to match the original color of that particular metallic finish. Rather than simply applying the catalog formula and accepting a visible difference, he adjusted the paint mixture manually and carried out test applications on small areas. He then evaluated the outcome under different lighting conditions until the color, texture, and gloss were in line with the rest of the vehicle. He also prepared the surface carefully before painting, which allowed the repaired area to blend fully with the original finish. In my view as a technician, this combination of detailed diagnosis, controlled testing, and manual adjustment reflects a method of his own for handling complex automotive paint jobs, rather than the standard approach commonly used in the market.

From a technical point of view, what impressed me most was the path he followed to reach the final result. In electrical installations, I know that precise outcomes depend on correct diagnosis, respect for procedure, and attention to details that many people ignore. I recognized the same attitude in the way Mr. Freitas handled that repair. He treated color matching and surface preparation as a problem that required analysis, controlled testing, and fine-tuning, not quick fixes. This mindset is not common in the broader market, where many workshops accept visible differences in tone and finish as acceptable results.

Over the following years, I continued to rely on his services and to observe his work on other vehicles, both in the workshop and in the related businesses connected to his operations. During this period, I remained his client, using his shop whenever I needed bodywork or painting, and I also purchased

Marcos Felipe Santos

Scanned with CamScanner

two vehicles from his store in a short period of time. In all these situations, I saw the same behavior. He dedicates time to understanding each vehicle's condition, clearly explains the technical steps to be taken, and carries out the work in a way that reduces the risk of rework. As a result, his work is exceptional and meets higher standards for durability, appearance, and reliability.

Based on what I have seen, I believe that a professional like Mr. Freitas can effectively contribute to the automotive sector in the United States. His way of working helps to improve quality standards, avoid unnecessary rework, and achieve results that satisfy demanding technical and aesthetic requirements. In a context where efficiency and consistent quality are crucial, his experience and his practical approach to technical problems would be very valuable.

If any clarification about the situations I have described is needed, I am willing to provide further information.

Sincerely,

Marcos Felipe Santos
Owner and Electrical Technician, Danke Instalações Elétricas
City Hall of Joinville
Email: marcos.santos.mf72@gmail.com
Phone: +55 (47) 98417-1773

29.610.635/0001-92

MARCOS FELIPE SANTOS
721.978.209-82

RUA ADOLPHO WENDEL, 546
PARQUE GUARANI - CEP 89209-255
JOINVILLE - SANTA CATARINA

Marcos Felipe Santos

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November 20, 2025
Itaum, Joinville, SC, Brazil

Phone: +55 47 3202 6546
Email: infinityveiculos@bol.com.br

To Whom It May Concern,

I am Turibio Torres, the owner and proprietor of Infinity Vehicles in Joinville, Santa Catarina, Brazil. I have over 30 years of experience in the automotive market, leading a dealership that is known for its rigorous technical selection of vehicles and for providing high quality cars to a demanding clientele. In my role, I am responsible for ensuring that the vehicles we sell, both new and pre owned, domestic and imported, meet strict standards of safety, aesthetics, and market value.

I met Julio César de Freitas in 2008, when I hired Kalajus Body and Paint Shop to work on vehicles from my inventory. Since then, Mr. Freitas has become my primary partner for complex bodywork and painting services. Over nearly two decades, I have observed not only his individual technical excellence, but also the way he has developed and refined practical solutions that have influenced how repair work is performed in our region.

Mr. Freitas developed his own technically advanced methodology to preserve the originality and restore vehicles considered "unrecoverable" by other workshops. Instead of adopting the industry standard procedure of immediately replacing damaged parts, Mr. Freitas implemented a highly precise structural and aesthetic diagnostic process, combining in-depth mechanical analysis, controlled stretching techniques, geometric correction, and millimeter-precise micro-adjustments to restore components that would normally be discarded.

This approach evolved from isolated decisions into a consistent set of practices that Mr. Freitas implemented and documented within his workshop. He trained his team to follow these standards, focusing on three pillars. First, detailed evaluation of whether parts can be safely recovered. Second, use of advanced repair and refinishing techniques to restore both function and appearance. Third, strict quality control to ensure that restored vehicles meet or exceed customer expectations. As his results became visible, with vehicles that looked as if they had never been damaged and that retained their market value, other workshops in the region began to take notice.

Mr. Freitas shared his methods, recommended specific procedures and materials, and helped colleagues adopt similar practices focused on preserving parts and achieving precise color matching. As a result, his practical approach to complex repairs and reuse of parts has been disseminated among other workshops, contributing to a broader shift toward higher quality and more cost efficient standards in our regional automotive repair sector.

One emblematic example of his work was the restoration of a rare imported vehicle that multiple shops had refused due to its complexity. Mr. Freitas not only led the sourcing of hard to find components, but also applied his structured methodology to repair the body, restore parts that appeared unusable, and execute a flawless paint job that reproduced the original finish. The successful completion of this project substantially increased the vehicle's market value and became a reference case. It was widely discussed among professionals, and several workshop owners commented to me that they viewed this project as a benchmark for what could be achieved when advanced repair techniques are combined with careful decision making about part reuse.

In my view, the issues Mr. Freitas addresses are not limited to one company or one city. Across the United States, dealerships, used car businesses, and insurance related repair networks face the economic and environmental impact of deciding whether to repair or discard high value vehicles and

00.370.029/0001-65
INFINITY VEÍCULOS LTDA
RUA VOLUNTARIOS DA PATRIA, 33
ITAUM CEP 89.210-095
JOINVILLE - SANTA CATARINA

parts. By promoting practical methods that prioritize safe restoration, precise paint matching, and preservation of assets, Mr. Freitas contributes to a set of practices that are relevant on a national scale. They help reduce waste, improve cost efficiency, and maintain consumer confidence in the quality of repaired vehicles, which are important factors in a large automotive market.

For these reasons, I am confident that his skills and his proven ability to develop and disseminate effective practices in vehicle restoration can contribute meaningfully to the automotive industry in the United States. I support his professional endeavors and remain available to provide any additional information that may be required.

Cordially,

Turibio Torres
Owner, Infinity Vehicles

00.370.029/0001-65
INFINITY VEÍCULOS LTDA
RUA VOLUNTÁRIOS DA PÁTRIA, 33
ITAUM CEP 89.210-095
JOINVILLE - SANTA CATARINA

COMPRA - VENDE - TROCA E FINANCIA

INFINITY
veículos

VEM, QUE NA INFINITY VEÍCULOS TEM, VEM!!

R. Voluntários da Pátria, 33 - Itaum - Jlle/SC Tel 47 3202-6546

November 13, 2025

To Whom It May Concern,

I am Francisco Ramos da Silva, the managing partner of Chico Auto Elétrica, a company operating in the automotive diagnostics and electrical systems sector in Joinville, Santa Catarina, since 2006.

I first came into contact with Mr. Julio César de Freitas through his work in the auto parts sector. He was recommended by other companies we worked with, and due to the quality of feedback we received, we began sending client vehicles to Kalajus, his body repair and painting shop. Over time, Mr. Freitas's business became one of our preferred partners for structural services, particularly in complex situations where the quality of the body repair would directly affect the performance and safety of electrical systems.

From the beginning, it was clear that Kalajus did not operate like a typical body shop in our region. What distinguished the company was its structured way of handling each case. Mr. Freitas implemented a process that started with a detailed and transparent assessment of the damage, followed by a clear explanation of the proposed services, cost, and expected deadlines. Internally, his team followed standardized procedures for diagnostics, repair, and final inspection, which resulted in consistent quality and predictable delivery times.

In our routine, this method made a concrete difference. Electrical and electronic systems are very sensitive to poor structural repairs, misalignment, and inadequate finishing. Because of the repeatable standards that Mr. Freitas adopted, we observed that vehicles coming from Kalajus arrived with structurally sound repairs and proper preparation for the installation or recalibration of electrical components. As a result, our own workflow became more efficient, with fewer delays caused by having to send cars back to correct body problems that should have been solved earlier.

Over time, this approach positioned Kalajus as a reference point in our network of service providers. When other repair shops asked us which partner we trusted for structural and collision work that would not compromise electrical systems, we regularly cited Mr. Freitas and described how his way of organizing diagnostics, traceability, and communication reduced uncertainty for everyone involved, including insurers and end clients. As a result, his approach has had a concrete impact on our segment of the automotive repair sector, where his shop became a reference that other providers look to when seeking more reliable and coordinated structural services. In my view, his model addresses some of the most common weaknesses in the automotive repair sector, which include fragmented processes, lack of transparency, and poor coordination between different specialists.

Although my experience is based in Brazil, these challenges are not exclusive to our country. Many markets, including the United States, face similar issues with trust, delays, and inconsistent standards in collision repair and related services. The operational model that Mr. Freitas has developed, centered on structured assessments, traceable repairs, and clear communication with clients and partners, is fully transferable to this context. His business plan for Kalajus Car Body Shop LLC follows the same principles and, in my opinion, has the potential to improve the reliability and coordination of services, create qualified jobs, and contribute to higher expectations of quality in the sector.

In summary, I see Mr. Freitas not only as a competent entrepreneur, but as someone who has transformed practical experience into a coherent and replicable service model that responds to real problems in the automotive repair chain.

I stand ready to furnish any additional details or aid you may require.
Phone: +55 47 9936-3765 / Email: chicomodulos@hotmail.com

Best Regards,

Francisco Ramos da Silva
Managing Partner, Chico Auto Elétrica

Francisco Ramos da Silva

chicocarservice



I, André Vinícius Inacio Penna Mello, telephone number 415 425-2508, mailing address P.O. Box 90487, San Diego, CA 92169, certify that the professional translation of this document from Portuguese to English has been performed by myself, a qualified translator fluent in both languages, and that the following is an accurate and complete translation of the document.

_____ **Date: June 10, 2025.**

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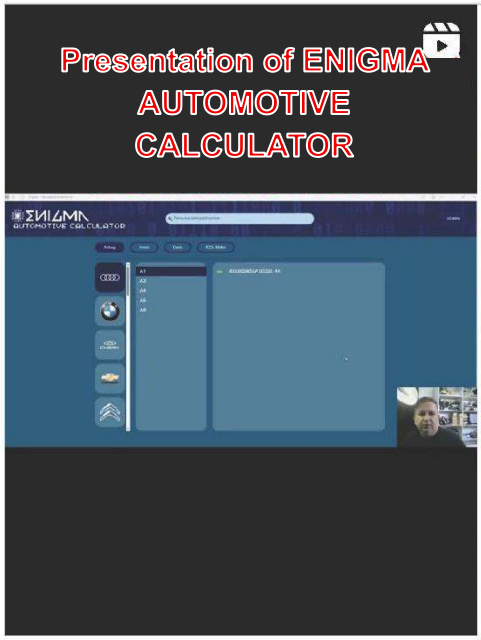


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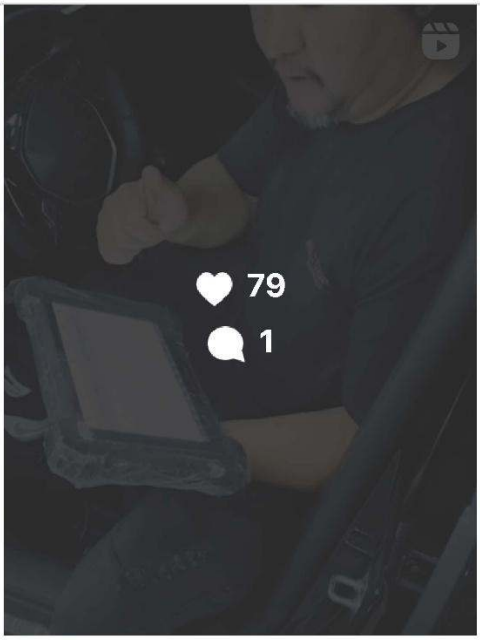
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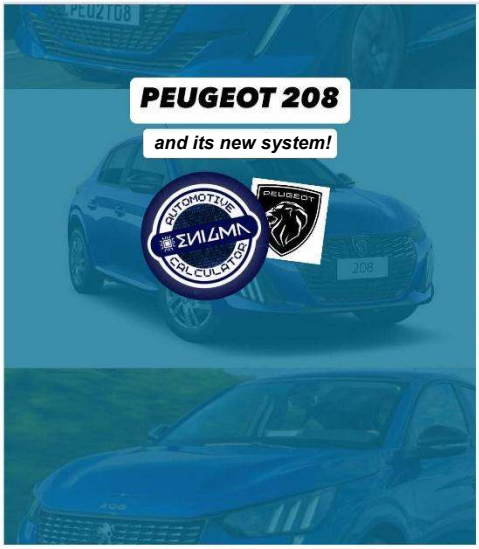
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366	16 thousand	1,080
publications	followers	following








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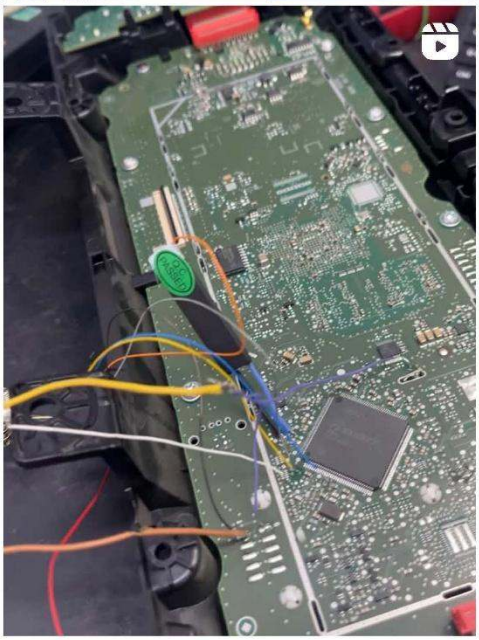

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JUNE
20 and 21

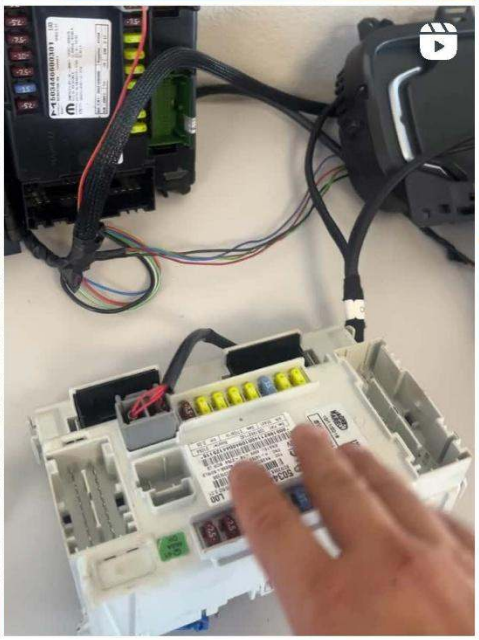


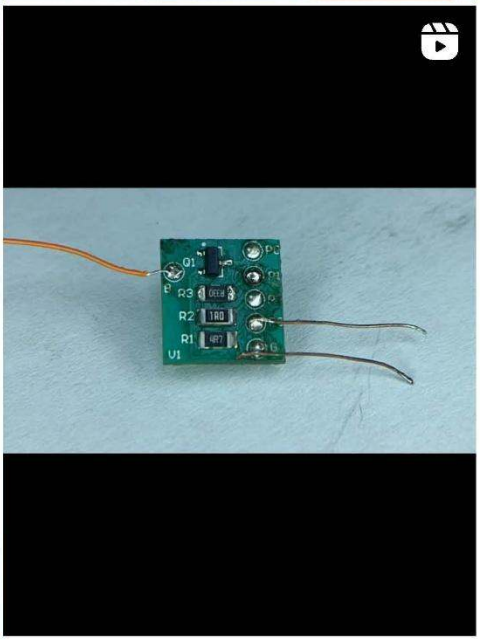



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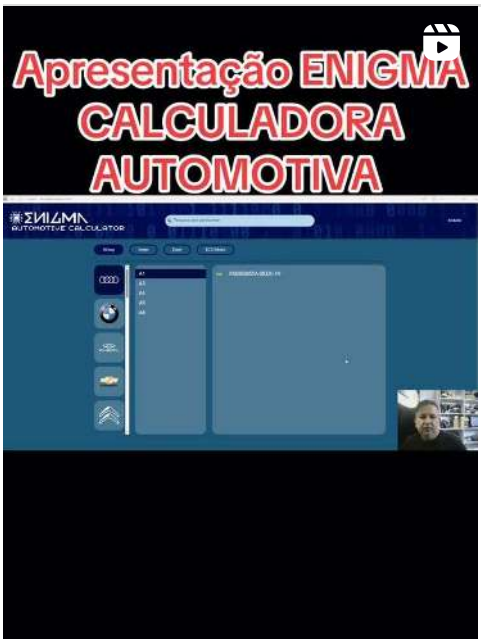
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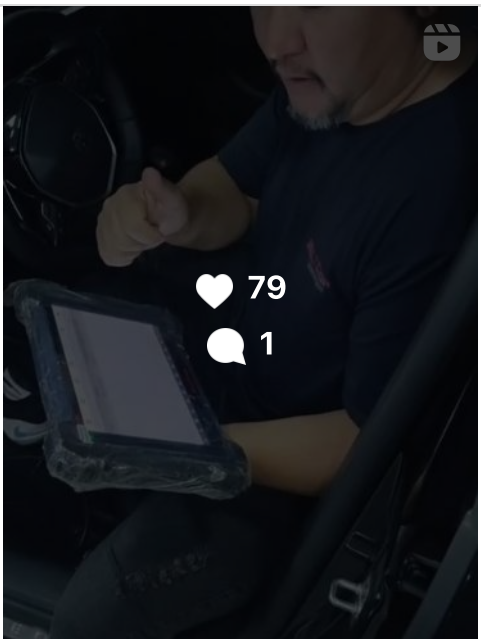
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e seu novo sistema!


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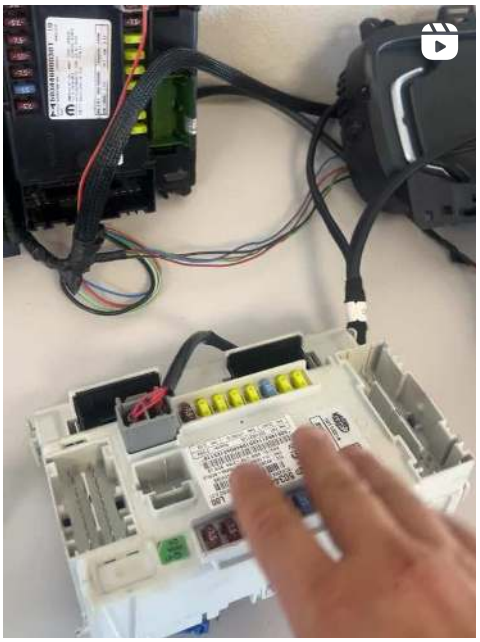


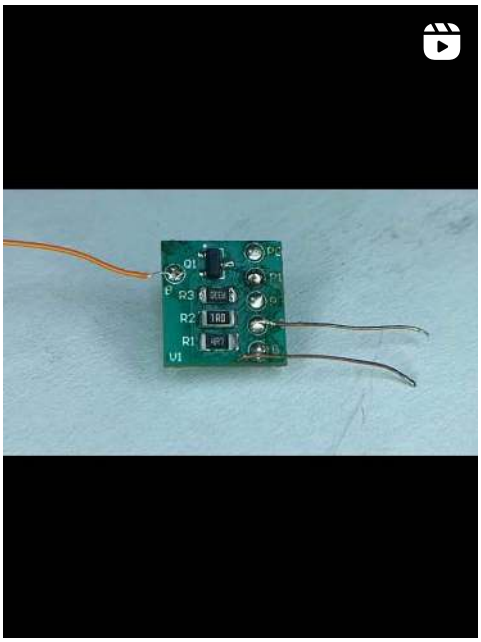



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November 15, 2025

To USCIS,

My name is Lucas Mazzocato. I am the business owner of Mazzocato Automóveis, which operates in the automotive retail sector in Joinville, Santa Catarina, Brazil. I am pleased to provide this letter in support of Mr. Julio César de Freitas, based on our sustained professional relationship and the concrete results his work has brought to my company and to our local business network.

I first learned about Mr. Julio César de Freitas through a recommendation from another reputable business in our region that consistently reported positive outcomes with Kalajus, his auto body and paint shop. At that time, my company was struggling to maintain a consistent level of quality in vehicle bodywork, painting and component restoration. We had recurring issues with rework, delivery delays and customer dissatisfaction when relying on informal repair providers. After contracting Mr. Freitas, these problems were significantly reduced and our internal perception of what could be expected from an external body shop changed completely.

What set Mr. Freitas apart from other providers was his decision to structure Kalajus around formal standards. His processes were clearly modeled on INMETRO, creating guidelines, with traceable procedures, documented repair stages and systematic quality checks, while most local shops operated informally. In practical terms, this translated into fewer returns, more predictable repair times and vehicles delivered with a level of finish and safety that matched or exceeded original expectations. As a result, we became comfortable accepting more complex repair cases, knowing that Kalajus could restore both appearance and structural integrity with reliability.

In my experience as a business owner, this is not a trivial improvement. Mr. Freitas introduced a disciplined and replicable approach to automotive repair that influenced how we manage our entire operation. For example, our sales strategy for used vehicles began to highlight the fact that bodywork and painting were carried out under standardized procedures aligned with national quality benchmarks. This helped us differentiate Mazzocato Automóveis in a competitive market, reduce post sale complaints and strengthen trust with customers who rely on our judgment regarding vehicle safety and durability.

Moreover, Mr. Freitas gradually became a reference in our professional network. After observing our positive results, other companies in the region started to consult us about reliable body shops, and we consistently directed them to Kalajus. Over time, I witnessed several of these businesses adopt higher expectations for documentation, repair traceability and inspection routines, inspired by the model implemented by Mr. Freitas. In a market that is traditionally fragmented and dominated by informal practices, his example promoted a more professional and accountable standard of service.

I believe this has broader relevance that goes beyond our local context. By combining regulatory alignment, structured processes and attention to long term vehicle safety, Mr. Freitas has developed a practical model that can be adapted to larger and more complex automotive markets, including in the United States. Independent shops and dealer networks face similar pressure to reduce costs and turnaround time, and his approach demonstrates that it is possible to achieve these goals while reinforcing consumer protection and technical quality.

I strongly support this application and will provide additional information if necessary.

Sincerely,

Lucas Mazzocato
Business Owner, Mazzocato Automóveis
Joinville, Santa Catarina, Brazil
Phone: +55 47 9206 1965
Email: mazzocattoautomoveis@hotmail.com



About us

Mazzocatto Automóveis operates in the automotive market, characterized by being a solid, traditional company that combines excellent service and vehicles with rigorous quality, with the sole objective of making each customer's dream come true.

Betting on trust and credibility as fundamental principles of its operations, the company seeks only differentiated vehicles on the market, through a rigorous technical evaluation criterion that guarantees quality and origin.

The store offers cars from various brands, both pre-owned and brand new, both domestic and imported. All of them are carefully tested and evaluated, a characteristic that the dealership still has today and sets it apart in the market. And this is how Mazzocatto Automóveis solidified its brand, with ethical conduct and respect for its customers, partners and suppliers.

Contact us by phone:

(47) 3202-9884

(47) 98892-0465 - Rodrigo

(47) 99111-2509 - Leo

(47) 99748-1892 - Jonathan

or send an email to:

mazzocattoautomoveis@hotmail.com

Opening hours

Monday to Friday:
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Without closing for lunch.

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(https://mazzocattoautomoveis.com.br/veiculo/bmw-320i-2-0-16v-modernsport-tb-a-flexgp-preto-2023/1258590)

R$ 279,900.00

BMW 320I

MODERNSPORT TB A.FLEXGP

2.0	43,226	2023
ENGINE	KM	YEAR

view vehicle

(https://mazzocattoautomoveis.com.br/veiculo/bmw-320i-2-0-16v-modernsport-tb-a-flexgp-preto-2023/1258590)



(https://mazzocattoautomoveis.com.br/veiculo/bmw-320i-2-0-16v-tb-m-sport-a-flexm-sport-branco-2023/1255599)

R$ 289,900.00

BMW 320I

TB M SPORT A.FLEXM.SPORT

2.0	19,062	2023
ENGINE	KM	YEAR

view vehicle

(https://mazzocattoautomoveis.com.br/veiculo/bmw-320i-2-0-16v-tb-m-sport-a-flexm-sport-branco-2023/1255599)

(https://mazzocattoautomoveis.com.br/veiculo/citroen-c3-1-6-16v-picasso-excl--flex-aut--preto-2012/1291144)



FUEL	BI-FUEL
VERSION	PICASSO EXCL. FLEX AUT.
ENGINE	1.6



CITROËN C3

PICASSO EXCL. FLEX AUT.

1.6	78,447	2012
ENGINE	KM	YEAR

view vehicle

(https://mazzocattoautomoveis.com.br/veiculo/citroen-c3-1-6-16v-picasso-excl--flex-aut--preto-2012/1291144)

(https://mazzocattoautomoveis.com.br/veiculo/audi-q3-1-4-8v-tfsitfsi-flex-s-tronic-branco-2016/1298528)



FUEL	BI-FUEL
VERSION	TFSITFSI FLEX S-TRONIC
ENGINE	1.4
COLOR	WHITE



AUDI Q3

TFSITFSI FLEX S-TRONIC

1.4	76,000	2016
ENGINE	KM	YEAR

view vehicle

(https://mazzocattoautomoveis.com.br/veiculo/audi-q3-1-4-8v-tfsitfsi-flex-s-tronic-branco-2016/1298528)

(https://mazzocattoautomoveis.com.br/veiculo/renault-sandero-1-0-16v-expression-hi-flex-cinza-2010/1288884)



FUEL	BI-FUEL
VERSION	EXPRESSION HI-FLEX
ENGINE	1.0
COLOR	GRAY



RENAULT SANDERO

EXPRESSION HI-FLEX

1.0	200,000	2010
ENGINE	KM	YEAR

view vehicle

(https://mazzocattoautomoveis.com.br/veiculo/renault-sandero-1-0-16v-expression-hi-flex-cinza-2010/1288884)

(https://mazzocattoautomoveis.com.br/veiculo/fiat-toro-1-8-16v-freedom-flex-aut--prata-2019/1280754)



FUEL	BI-FUEL
VERSION	FREEDOM FLEX AUT.
ENGINE	1.8
COLOR	SILVER



FIAT TORO

FREEDOM FLEX AUT.

1.8	71,355	2019
ENGINE	KM	YEAR

view vehicle

(https://mazzocattoautomoveis.com.br/veiculo/fiat-toro-1-8-16v-freedom-flex-aut--prata-2019/1280754)

+0

VEHICLES

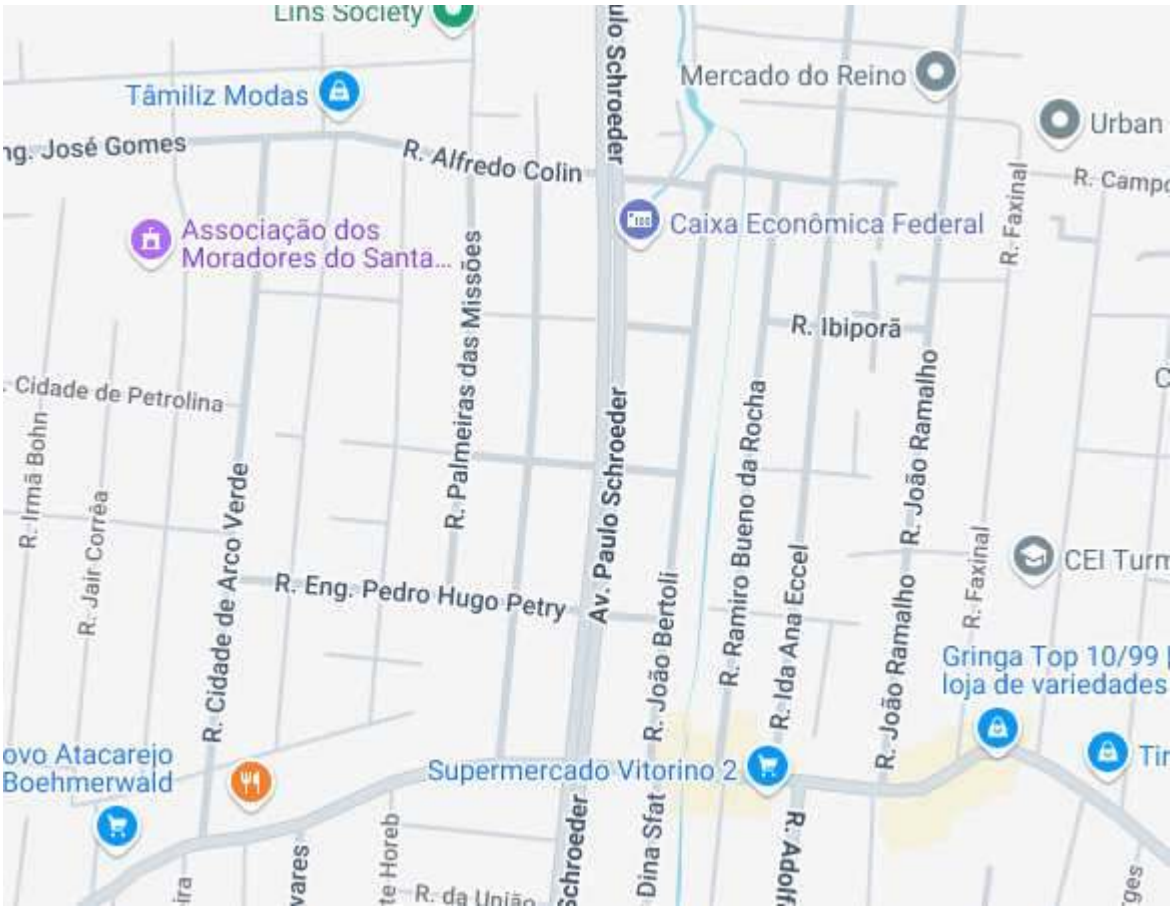
+0
YEARS

+0
SALES

WHERE TO FIND US

1395 - Boehmerwald

Joinville , SC



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(47) 3202-9884

(47) 98892-0465 - Rodrigo

(47) 99111-2509 - Leo

(47) 99748-1892 - Jonathan

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(https://www.facebook.com/mazzocattoautomoveis)

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To Whom It May Concern,

My name is Murph Aoy Thongsythavong, and I am the Founder of Zone Kar, with over 20 years of experience in this field, which ultimately led me to establish my own company in the automotive care industry. I am an automotive professional with a degree in automotive technology and extensive experience transforming vehicles into road-ready condition while delivering a customer-centered service experience.

I first met Mr. Freitas approximately one year ago, when he visited my shop for routine maintenance services of his vehicle. During that visit, we began discussing the automotive industry, which is a mutual area of interest for both of us. Our conversation also encompassed business operations in the United States, and his professional background.

It is my understanding that Mr. Freitas's previous professional achievements are outstanding, and he would be an excellent addition to our network of service providers, especially because Zone Kar does not offer bodywork services in-house. Having a reliable specialist to whom we can refer clients in need of these repairs would be highly beneficial, and it could also create opportunities for an eventual partnership. His business plan for Kalajus Car Body Shop LLC aligns with our objective of expanding and improving the quality of services offered in this sector.

We hereby express our interest in entering into a future service agreement with him. It would be in Zone Kar's best interest to collaborate with Mr. Freitas as a service provider. I am available to answer any questions you may have; please feel free to contact me.

Sincerely,

Murph Aoy Thongsythavong

Founder | Zone Kar

December, 1st 2025

zonekarinc@gmail.com, 11 Whitman St., Malden, MA 02148, (617) 576-9663

December 1st, 2025

To Whom It May Concern,

My name is Basílio Encarnacion, owner and manager of Brasilio Multiservice LLC in Somerville, Massachusetts. With 29 years of experience, I lead a company that provides car unlocking, windshield repair, moving assistance, taxi services, landscaping, and autobody repairs. I am writing to formally express my intent to establish a commercial partnership with Mr. Julio César de Freitas and Kalajus Car Body Shop LLC to support our operational needs.

Our customers depend on us for reliable vehicle services, making fleet maintenance essential to our standards. We intend to refer our fleet maintenance and repair needs to Kalajus Car Body Shop LLC, specifically for collision repairs, dent correction, and refinishing. This partnership will ensure specialized, efficient support for our vehicles and allow us to focus on our core business.

We plan to engage Kalajus Car Body Shop LLC as a regular service provider, establishing a stable and mutually beneficial business relationship that meets a real need in the Massachusetts service sector. Mr. Freitas's expertise aligns with our requirements, and we intend to proceed with this partnership once Kalajus Car Body Shop LLC begins operations.

Please let me know if you need any additional information or clarification.

Sincerely,



Basílio Encarnacion
Owner, Brasilio Multiservice LLC

basilio31@gmail.com - +1 (857) 417-9074

November 8. 2025
Massachusetts
To Whom It May Concern,
My name is Alberto do Vale Jara. I am a businessman and the owner of Pike Cars, a vehicle rental company serving the Greater Boston area, with more than five years of operational experience.
Pike Cars offers daily, weekly, and monthly rentals. Whether our customers are traveling with family or friends, or simply need a backup car, we are here to serve them. We also provide GPS, car seats, and other essential items to ensure convenience and safety. Our specialty is to maintain high-quality service by offering multiple options and a guarantee of excellence.
I met Mr. Júlio César de Freitas in 2023. His previous professional experiences are outstanding, and I consider that he would be an excellent partner for Pike Cars, as his plans align with our goal of expanding and strengthening our service line in the automotive and transportation industry.
Mr. Freitas presented us with a detailed business plan for his company, KALAJUS Car Body Shop. We affirm our interest in entering into a service-oriented and operationally integrated partnership with his company. Under this partnership, KALAJUS Car Body Shop will become our primary provider of auto body repair, paint restoration, vehicle detailing, and dent removal services (Martelinho de Ouro). This collaboration will allow Pike Cars to maintain a higher standard of vehicle quality, improve fleet turnaround times, and reduce the need to outsource work to multiple vendors. In turn, Mr. Freitas's company will receive a consistent volume of commercial business, including ongoing repair work and detailing for our rental fleet.
This partnership is not only beneficial to both companies, but it also supports broader economic and workforce goals in the United States. Our collaboration will contribute to job creation in the skilled trades and automotive repair sector, support small business growth and entrepreneurship, particularly by a legal immigrant bringing technical expertise, and enhance the operational efficiency of services that are important for mobility and consumer needs.
We fully support Mr. Júlio César de Freitas in the establishment and growth of KALAJUS Car Body Shop. We are confident that this collaboration will contribute positively to the U.S. economy, improve customer satisfaction within our business, and help set a high standard for service delivery in the auto rental and repair industry.
Please do not hesitate to contact me if you require any further information.
Sincerely,
Alberto do Vale Jara
Owner, Pike Cars
(617) 917-8044
35 Spalding St, Everett, MA 02149
pikecars@gmail.com



Exhibit C.I: First Prong – Substantial Merit and National Importance

KALAJUS
CAR BODY SHOP

2026

BUSINESS PLAN



Name: Julio Cesar de Freitas
Phone: +1 (321)466-2826
E-mail: juliocfreitasjulio@gmail.com

Prepared by:
Nextus Plan

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1.0 Executive Summary

Kalajus Car Body Shop LLC, founded and led by Mr. Julio Cesar de Freitas, is strategically positioned to address critical needs within the U.S. automotive repair and maintenance industry through a combination of technical excellence, workforce training, and community development. Headquartered in Malden, Massachusetts, the company will serve the Greater Boston region, delivering a full suite of collision-repair and refinishing services while cultivating a pipeline of skilled local technicians to meet growing labor-market demand.

With more than 30 years of hands-on experience, Mr. Freitas brings deep expertise in structural body repair, welding, parts replacement, professional painting, polishing, and paintless dent repair (*Martelinho de Ouro*). Building on this foundation, Kalajus Car Body Shop LLC will offer six core service lines designed to ensure quality, efficiency, and customer satisfaction:

1. **Full Body Repair** – Comprehensive structural restoration, welding, and component replacement to return vehicles to factory standards.
2. **Professional Painting** – Complete automotive refinishing and precision color-matching using premium materials and advanced spray technology.
3. **Polishing and Detailing** – Exterior and interior detailing, polishing, and protective finishes that enhance appearance and extend vehicle life.
4. **Paintless Dent Repair (PDR)** – Non-invasive dent-removal techniques that preserve original paint and reduce turnaround times.
5. **Insurance Claim Repairs** – Streamlined repair management for insurers and policyholders, combining accuracy, documentation, and rapid delivery.
6. **Workforce Training & Certification Program** – A structured in-house training and apprenticeship initiative that develops new technicians, strengthens employee retention, and contributes to local workforce advancement.

Beyond its operational role, Kalajus Car Body Shop LLC aligns with key U.S. government priorities aimed at strengthening domestic industries and expanding access to technical careers. The company's workforce strategy supports national objectives outlined by the U.S. Department of Labor, U.S. Small Business Administration,[i] and U.S. Department of Transportation, which emphasize apprenticeship creation, small-business growth, transportation safety, and supply-

chain resilience. By integrating certified training and community recruitment, Kalajus contributes directly to closing the national skills gap in automotive services—an industry expected by the Bureau of Labor Statistics to generate roughly 70,000 openings annually through the next decade.[ii]

Through its dual focus on technical innovation and workforce development, Kalajus Car Body Shop LLC will generate tangible economic and social value. The company will enhance vehicle-safety standards, create high-quality jobs, and foster professional mobility for entry-level and underrepresented workers, particularly within the Greater Boston area.

This combined operational and community impact reinforces the company's alignment with U.S. national interests and positions Kalajus Car Body Shop LLC as a long-term contributor to sustainable industry growth, local prosperity, and the modernization of America's transportation workforce.

1.1 Nature and Scope of the Business

Kalajus Car Body Shop is poised to establish itself as a premier automotive repair and maintenance service provider in Massachusetts. This strategic choice is driven by a comprehensive analysis of the unique challenges and opportunities within Massachusetts's dynamic automotive market. This analysis showcases Mr. Freitas's commitment to leveraging strategic planning and market insights to enhance operational efficiency and customer satisfaction in the auto body repair sector, emphasizing his dedication to economic growth and industry-specific development.

The decision to establish Kalajus Car Body Shop in Massachusetts is a strategic move to tap into a critical market for automotive repair services. The U.S. automotive repair industry is substantial, with revenue expected to reach $67.9 billion in 2024.[iii] Despite economic fluctuations, the market has shown resilience and growth potential, particularly with increasing vehicle miles and motor vehicle registrations. The recovery of the economy and the rise in demand for travel and driving have further bolstered this market, highlighting the importance of establishing a new venture like Kalajus Car Body Shop in this region, where it can significantly contribute to optimizing vehicle repair and maintenance services for a broad customer base.

In recent years, the automotive repair industry has benefited from pent-up demand for travel and driving, alongside mass returns to in-person work. These trends have spurred driving activity, leading to more vehicle miles and motor vehicle registrations. The economic recovery has also encouraged buyers to purchase more discretionary services like painting, detailing, and

upholstery. Additionally, climbing interest rates have made new cars more expensive, encouraging consumers to repair aging vehicles. However, inflationary fears have discouraged spending, especially among lower earners, siphoning demand for nonessential services. Despite these challenges, overall industry revenue has expanded at a compound annual growth rate (CAGR) of 2.3% throughout the current period.

Looking forward, the economy's recovery will create greater stability for car body shops. Many shops will integrate new technologies, such as advanced diagnostic tools and customer-facing websites, to improve internal efficiencies and customer experiences. Overall, industry revenue is expected to climb to a CAGR of 1.3%, reaching $72.4 billion through the outlook period, with profit margins improving to 7.9%.

In a period where specialized knowledge, operational precision, and strategic foresight are increasingly vital, Kalajus Car Body Shop is ideally positioned to meet the intricate needs of its clients while promoting industry-specific development and efficiency. By initiating operations in Massachusetts, Kalajus Car Body Shop commits to providing invaluable support to insurance companies, car dealerships, rental companies, and the general public. This commitment is fueled by Mr. Freitas' extensive background in automotive repair, bodywork, and painting, combined with his passion for applying this expertise to benefit the sector.

Establishing its foundation in Massachusetts, Kalajus Car Body Shop aims not only to serve its clientele effectively but also to forge collaborations and partnerships that drive both business growth and industry innovation. Under Mr. Freitas' leadership, this strategic direction is set to significantly influence the landscape of automotive repair and maintenance services, contributing to the operational and economic revitalization of this crucial industry.

1.2 Mr. Julio Cesar de Freitas' Expertise

Mr. Julio César de Freitas is a seasoned professional with a continuous track record of advancement within the automotive industry. His career began at an early age when he started working in his father's auto repair shop specializing in bodywork, painting, and mechanics at just 9 years old. Julio has consistently sought to stay updated on the latest methods, tools, products, and technologies, ensuring that his approach remains at the forefront of industry standards.

Throughout his career, Julio has delivered exceptional results and cultivated invaluable relationships. His ability to integrate experience with innovation has positioned him as a trusted

authority in the field, preparing him to take on a myriad of responsibilities including administration, creation, management, and execution. He embodies the characteristics of a visionary entrepreneur, always striving for excellence in every endeavor.

Professional Experience:

- **Partner and Founder - Kalajuss Automóveis**
    - **Location:** Joinville, Santa Catarina, Brazil
    - **Period:** March 2019 - Present
    - **Details:** Julio founded Kalajuss Automóveis in March 2019, a company specializing in the trade of used vehicles. Leveraging his extensive experience and a vast client base in the automotive sector, he quickly established the company's reputation for trust and prestige. The company's prime location, excellent physical structure, and highly trained team facilitate secure and efficient transactions. Kalajuss Automóveis also operates nationally, utilizing technology to expand its sales and maintain competitiveness by participating in major industry events.
- **Partner and Founder - Kalajuss Auto Peças**
    - **Location:** Joinville, Santa Catarina, Brazil
    - **Period:** September 2012 - August 2019
    - **Details:** Julio started Kalajuss Auto Peças in 2012, transforming a small business into a notable enterprise by using innovative methods to source high-quality products. The project involved acquiring entire vehicles, dismantling them, cataloging, and selling each item. This approach not only expanded the business but also set a logistical standard in the industry, promoting economic growth and creating jobs.
- **Partner and Founder - Kalajuss Body Shop**
    - **Location:** Joinville, Santa Catarina, Brazil
    - **Period:** May 2004 - July 2012
    - **Details:** In 2004, Julio opened a body and paint shop in Santa Catarina, initially aimed at refurbishing damaged vehicles for resale. The shop quickly gained visibility and expanded its clientele, necessitating multiple relocations to accommodate

modernization and increased demand. The shop offered comprehensive services including problem detection, repair, painting, and polishing, all with a focus on high quality and customer satisfaction.

- **Partner and Founder - JB MotoCenter**
    - **Location:** Paranavaí, Paraná, Brazil
    - **Period:** February 1998 - February 2004
    - **Details:** Julio founded JB MotoCenter in 1996, officially launching it in 1998. Known as the "Doctor of Motorcycles," Julio built a reputation for providing quick and efficient solutions. His business evolved from a simple repair shop to a parts store, contributing to the local economy and setting a benchmark for quality service in the region.
- **Mechanical Manager - Motorama**
    - **Location:** Paranavaí, Paraná, Brazil
    - **Period:** May 1995 - November 1996
    - **Details:** Julio joined Motorama as a manager in 1995, transitioning to a larger work environment and managing a significant team. His leadership and problem-solving skills were instrumental in achieving positive results and fostering a culture of continuous learning.
- **Store Manager - Cavalo Bravo**
    - **Location:** Paranavaí, Paraná, Brazil
    - **Period:** March 1993 - May 1995
    - **Details:** Julio brought his early experience from his father's business to Cavalo Bravo, quickly rising to the position of manager. His leadership led to significant improvements in the company's operations, resulting in increased work and profits, and solidifying his reputation as a capable and effective manager.

Certifications:

- **Automotive Painting** - Portal IDEA, 2024
- **Vehicle Polishing** - Portal IDEA, 2024

- **Automotive Sealing** - Portal IDEA, 2024
- **Automobile Repainting** - Portal IDEA, 2024

Mr. Julio César de Freitas' extensive experience and continuous commitment to excellence position him as a leader in the automotive repair industry. His strategic vision and operational expertise will be pivotal in driving the success of Kalajus Car Body Shop LLC in Massachusetts.

2.0 The Company

Kalajus Car Body Shop LLC is a Massachusetts-based automotive repair and maintenance company committed to delivering superior technical services while fostering workforce development and community advancement. Founded and led by Mr. Julio César de Freitas, the company leverages his more than 30 years of experience in body repair, painting, detailing, and paintless dent repair (*Martelinho de Ouro*) to meet the growing demands of insurance companies, dealerships, fleet operators, and individual customers across the Greater Boston area.

The company's mission is to establish itself as a benchmark of quality and professionalism in the U.S. automotive service industry, providing efficient, high-quality, and trustworthy solutions that align with modern vehicle technologies and industry standards. Kalajus Car Body Shop's operational model is built on three pillars: technical excellence, service innovation, and workforce empowerment.

Workforce Training and Apprenticeship Program

A distinctive component of the company's strategy is the Workforce Training and Apprenticeship Program, created to address the nationwide shortage of skilled automotive technicians. This initiative will provide structured, hands-on training and certification opportunities for entry-level and mid-level professionals, preparing them for roles in structural repair, painting, detailing, and paintless dent repair (PDR).

Beyond its social contribution, this program represents an additional revenue stream for the company. As reflected in the *Sales Forecast* section, the Workforce Training and Certification Program is projected to grow progressively over the next five years through expanded enrollment, partnerships with technical schools, and collaboration with workforce development agencies.

To ensure the program's efficiency and strategic execution, Kalajus Car Body Shop LLC will include one full-time Training and Workforce Coordinator, responsible for managing the program's

operations, developing training materials, supervising apprentices, and maintaining partnerships with educational and workforce institutions. This position reinforces the company's commitment to technical advancement and supports its alignment with the U.S. Department of Labor's apprenticeship and workforce initiatives as well as the U.S. Small Business Administration's small-business growth priorities.

Organizational Structure

By the fifth year of operation, Kalajus Car Body Shop LLC will have a robust team structure designed to ensure operational efficiency, customer satisfaction, and continuous professional growth. The planned team composition includes:

- **Partner and Founder – Mr. Julio César de Freitas:** Provides strategic leadership and technical expertise in body repair, painting, and detailing.
- **3 Auto Body Technicians:** Perform welding, parts replacement, and structural repairs to restore vehicles to manufacturer standards.
- **3 Automotive Painters:** Deliver high-quality painting, color matching, and refinishing services using advanced equipment and premium materials.
- **3 Detailing Specialists:** Conduct comprehensive exterior and interior detailing, polishing, and protection services to enhance vehicle appearance and value.
- **3 Paintless Dent Repair Technicians (Martelinho de Ouro):** Specialize in non-invasive dent removal that preserves original paint and reduces repair time.
- **3 Insurance Claims Coordinators:** Manage insurance claims, ensuring accurate documentation, communication, and client satisfaction.
- **1 Financial Analyst:** Provides financial oversight, cost optimization, and performance analysis to support long-term growth.
- **1 Marketing and Sales Specialist:** Develops client relationships, manages promotional strategies, and expands business opportunities.
- **1 Administrative Manager:** Oversees daily operations, administrative compliance, and resource allocation.
- **2 Customer Service Representatives:** Ensure excellent customer support, follow-up, and service satisfaction.

- **1 Training and Workforce Coordinator:** Leads the Workforce Training and Apprenticeship Program, develops training materials, coordinates partnerships, and supports ongoing professional development.

Under the leadership of Mr. Freitas, Kalajus Car Body Shop LLC combines operational excellence with social responsibility, ensuring that its growth contributes not only to the success of the business but also to the advancement of the U.S. automotive workforce and the broader economic development objectives established at both the state and federal levels.

2.1 Company's Expansion

Kalajus Car Body Shop is embarking on an ambitious path of expansion designed to strengthen its position in the automotive repair and maintenance industry nationwide. This expansion strategy reflects both the company's proven operational success and its commitment to addressing the increasing demand for high-quality automotive services in a rapidly evolving market. The plan encompasses geographical growth, service diversification, workforce development, and strategic partnerships—all aimed at ensuring sustainable growth and long-term competitiveness.

Geographical Expansion

Initially rooted in Massachusetts, Kalajus Car Body Shop recognizes the importance of reaching new markets to broaden its customer base and enhance service accessibility. The company will expand operations beyond state lines, targeting regions with strong automotive repair and maintenance demand. This includes establishing satellite facilities in strategic markets across the United States, prioritizing areas with a high concentration of registered vehicles, insurance partners, and automotive dealerships.

Each new location will mirror the company's operational standards, offering the full suite of repair and painting services, and will be staffed by technicians trained through Kalajus's in-house workforce development program. This integrated model ensures service consistency, operational efficiency, and rapid scalability across all expansion markets.

Workforce Strengthening and Training

A cornerstone of the company's expansion strategy is the development and training of its workforce. Recognizing the nationwide shortage of skilled automotive professionals, Kalajus Car Body Shop will implement a structured Workforce Training and Apprenticeship Program at its main facility and replicate it in each new location.

By integrating workforce training into its expansion strategy, the company will reduce its dependency on external skilled labor and create a sustainable, homegrown talent base that supports its growth trajectory. This approach also directly contributes to the broader U.S. workforce development agenda, addressing a well-documented national labor gap in the automotive industry.

Strategic Partnerships

To facilitate expansion and enhance its technical capacity, Kalajus Car Body Shop will establish strategic collaborations with technology providers, research institutions, and industry associations. These partnerships will provide access to emerging repair technologies, allow participation in innovation initiatives, and enable knowledge exchange programs.

In addition, partnerships with vocational and technical institutions will reinforce the company's workforce strategy by creating internship pipelines, joint training initiatives, and co-branded certification programs, ensuring a steady flow of professionals to support expansion.

2.2 Company's Economic Benefits

Under the strategic leadership of Mr. Julio César de Freitas, Kalajus Car Body Shop LLC is projected to experience sustained financial growth and deliver measurable economic impact over the next five years. The company's financial projections demonstrate a steady upward trajectory in sales, gross margins, and profitability, reinforcing the soundness of its business model and its capacity to thrive within the U.S. automotive repair and maintenance industry.

In its inaugural year, Kalajus Car Body Shop anticipates total sales of $494,400, supported by a gross margin of $442,740 and a net profit of $36,653. As the company consolidates its operations, enhances its client base, and scales its workforce training initiatives, revenues are projected to reach $2,523,974 by the fifth year. Over the same period, gross margins are expected to increase to $2,260,244, and net profits are forecasted to grow more than ninefold, reaching $366,004 in Year 5.

This consistent performance reflects the company's robust operational structure, effective cost management, and strong market positioning. Kalajus Car Body Shop's integrated approach—combining technical excellence with workforce development—ensures that its growth is both financially sustainable and socially impactful.

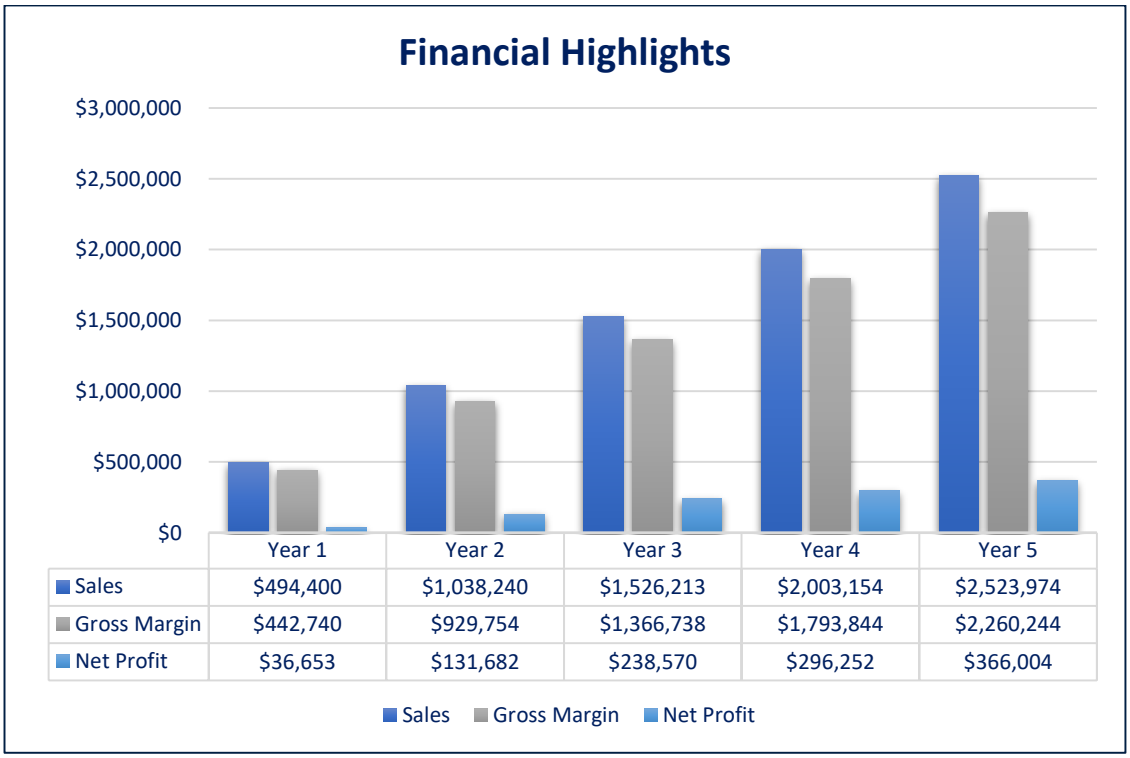
Tax Contributions and Broader Economic Impact

The company's expansion will also generate significant contributions to federal, state, and payroll tax revenues, reinforcing its role in supporting public finances and community development. Over the five-year projection period, Kalajus Car Body Shop LLC is expected to contribute a total of approximately $829,536 in tax revenues.

- Federal and State Taxes: Expected to rise from $13,557 in Year 1 to $135,371 in Year 5, reflecting the company's growing profitability and economic footprint.
- Payroll Taxes: Anticipated to increase from $29,630 in Year 1 to $145,638 by Year 5, demonstrating continuous job creation and expansion of the company's workforce.

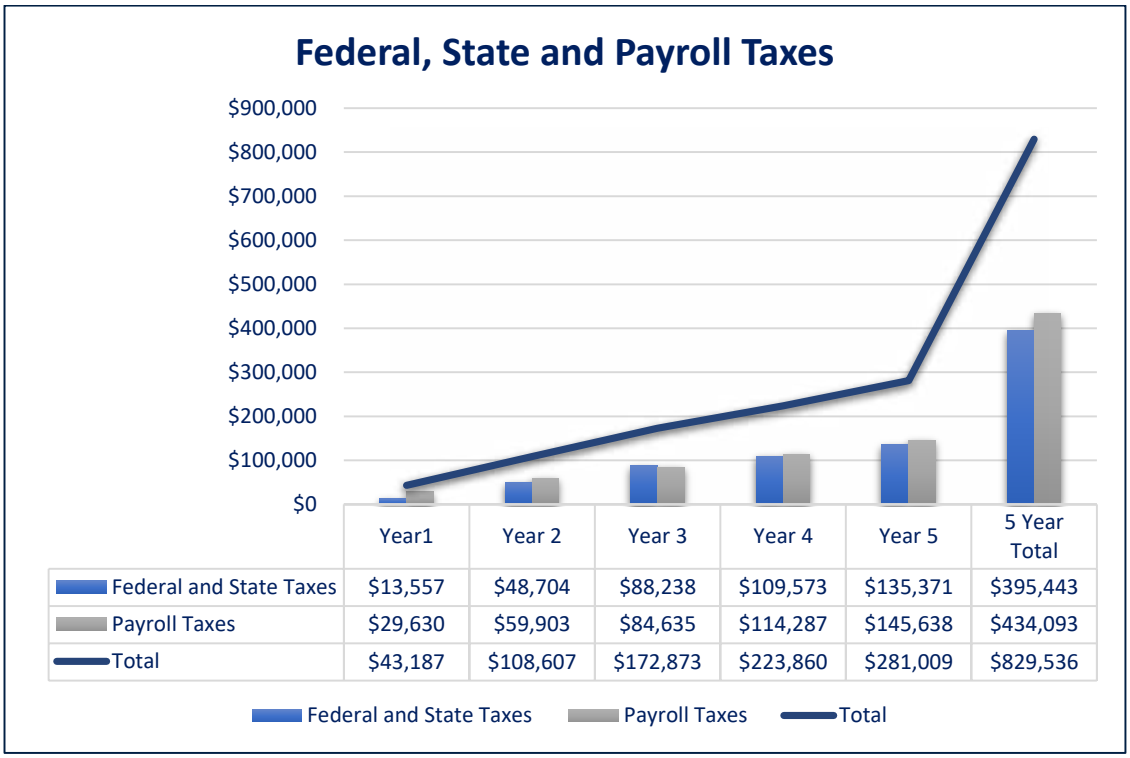
These contributions highlight the company's fiscal relevance and alignment with the broader objectives of U.S. economic development—stimulating employment, generating taxable income, and fostering the growth of small businesses.

2.2.1 Financial Highlights Chart



	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	$494,400	$1,038,240	$1,526,213	$2,003,154	$2,523,974
Gross Margin	$442,740	$929,754	$1,366,738	$1,793,844	$2,260,244
Net Profit	$36,653	$131,682	$238,570	$296,252	$366,004

2.2.2 Federal, State and Payroll Taxes Chart



	Year1	Year 2	Year 3	Year 4	Year 5	5 Year Total
Federal and State Taxes	$13,557	$48,704	$88,238	$109,573	$135,371	$395,443
Payroll Taxes	$29,630	$59,903	$84,635	$114,287	$145,638	$434,093
Total	$43,187	$108,607	$172,873	$223,860	$281,009	$829,536

2.3 Summary of Investment

Kalajus Car Body Shop has allocated a total of **$50,000** for its initial setup and operational expenses to ensure a robust launch in the automotive repair and maintenance industry. This investment is set to be financed through a blend of equity from Mr. Freitas and potential investor contributions, aimed at establishing a solid foundation for the startup's operations.

The startup expenses are meticulously outlined, totaling **$35,000**, and are distributed across various essential needs critical for the company's launch. These expenses include **$1,500** for legal fees to ensure compliance with all regulatory requirements, **$500** for insurance to manage potential risks, and **$1,500** allocated to marketing efforts to build brand awareness and attract initial clients. Additionally, **$5,000** is designated for rent and deposit for office space to establish a professional operational base. Website design, crucial for engaging clients and establishing an online presence, commands a **$2,000** allocation. The acquisition of computers, phones, and office equipment necessary for operational efficiency is budgeted at **$2,500**. Office furniture and stationery, essential for daily operations, are allocated **$1,000** each.

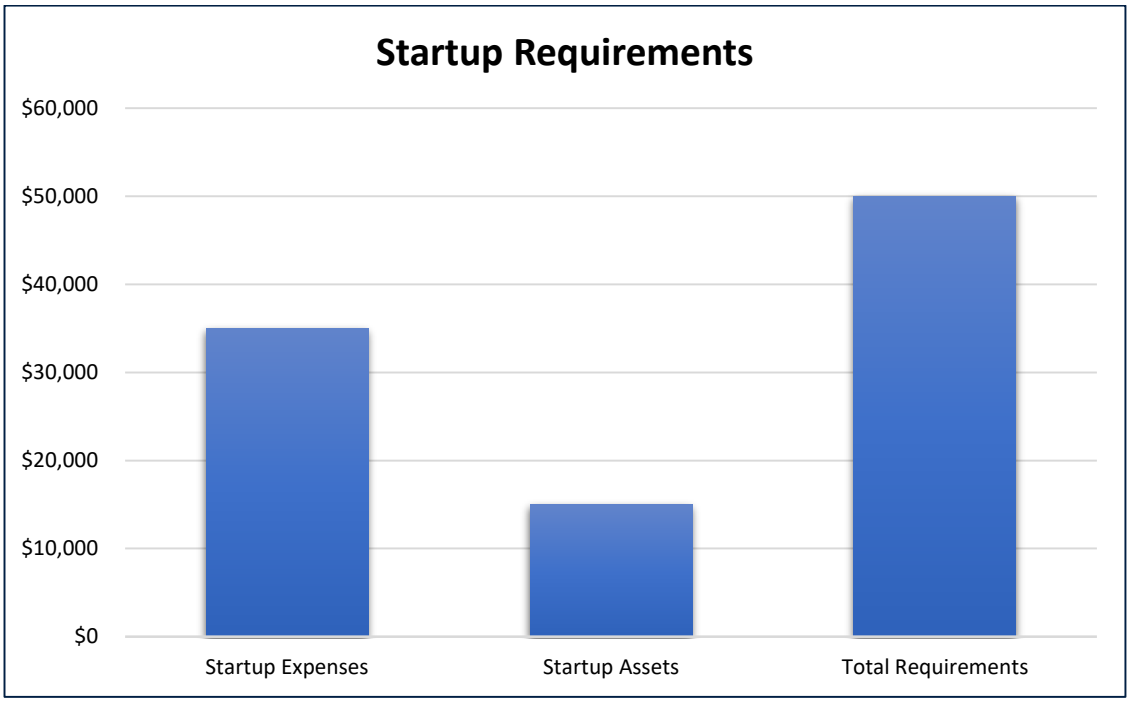
To bolster the company's financial health and operational stability during its formative phase, Kalajus Car Body Shop has earmarked **$15,000** in cash reserves. This strategic financial cushion is designed to cover operational expenses and facilitate growth during the critical early stages of business development.

With a comprehensive budget of **$50,000** in total startup costs, Kalajus Car Body Shop is poised to commence its operations effectively, equipped to deliver high-value services in its niche market. This financial commitment highlights Mr. Freitas' dedication to the company's success and lays a strong foundation for its future growth and profitability. His meticulous financial planning and strategic resource allocation reflect his deep entrepreneurial acumen, steering Kalajus Car Body Shop towards a thriving future in the dynamic field of automotive repair and maintenance.

2.3.1 Startup Requirements Table

Startup	
Requirements	
Startup Expenses	
Legal	$1,500
Insurance	$500
Marketing	$1,500
Rent/Deposit	$5,000
Website design	$2,000
Computers/Phones/Tablets	$2,500
Office furniture	$1,000
Stationery	$1,000
Equipment	$20,000
Total Startup Expenses	$35,000
Startup Assets	
Cash Required	$15,000
Startup Inventory	$0
Other Current Assets	$0
Long-term Assets	$0
Total Assets	$15,000
Total Requirements	**$50,000**

2.3.2 Startup Requirements Chart



2.4 Company's Mission

Kalajus Car Body Shop LLC is committed to delivering high-quality automotive repair and maintenance services with a strong focus on precision, efficiency, and customer satisfaction, while positioning itself as a trusted leader in the industry. The company's mission extends beyond exceptional service delivery to actively contributing to workforce development through structured training and apprenticeship programs designed to cultivate skilled technicians from within local communities.

2.5 Company's Goals

Kalajus Car Body Shop LLC has established a clear set of goals to guide its growth and ensure the delivery of high-quality services in the automotive repair and maintenance industry. These goals are designed to foster the company's development and enhance its value proposition to clients.

1. **Achieve Robust Sales Growth**: Target sales of **$494,400** in the first year, increasing to **$2,523,974** by the fifth year, while expanding the customer base through effective marketing and service excellence.

2. **Enhance Profit Margins**: Maintain a strong gross margin, starting at **$442,740** in the first year and growing to **$2,260,244** by year five, with net profits reaching **$366,004** by the fifth year through efficient operations and cost management.
3. **Expand Geographical Presence**: Establish satellite offices in strategic locations across the country, focusing on regions with high vehicle registrations and significant demand for automotive repair services.
4. **Diversify Service Offerings**: Introduce advanced diagnostic tools and state-of-the-art repair technologies, advanced painting techniques, to stay ahead of industry trends and meet evolving customer needs.
5. **Strengthen Workforce**: Recruit and retain skilled professionals, including auto body technicians, automotive painters, detailing specialists, paintless dent repair technicians, and insurance claims coordinators, while investing in continuous training and development.
6. **Increase Economic Contributions**: Contribute significantly to tax revenues, with a total tax contribution of **$829,536** over five years, supporting local economies through job creation and the development of a skilled workforce.
7. **Forge Strategic Partnerships**: Establish partnerships with other firms, research institutions, and technology providers to leverage external expertise, access new technologies, and drive innovation and industry leadership.
8. **Deliver High-Value Customer Service**: Maintain a high level of customer satisfaction by addressing inquiries promptly, resolving issues efficiently, and building lasting relationships through consistent delivery of quality services

2.6 Company's Keys to Progress

Kalajus Car Body Shop LLC has identified several key factors essential for ensuring sustained growth, operational excellence, and market leadership in the automotive repair and maintenance industry. These keys to progress are designed to enhance the company's competitive edge and drive long-term success.

1. **Commitment to Quality:** Consistently deliver high-quality repair and maintenance services, ensuring customer satisfaction and fostering long-term relationships with clients.

2. **Technological Innovation:** Embrace advanced diagnostic tools, repair technologies, and state-of-the-art equipment to stay at the forefront of industry developments and meet evolving customer needs.
3. **Customer Focus:** Prioritize customer satisfaction by providing prompt, efficient, and friendly service, addressing inquiries and resolving issues effectively, and maintaining open lines of communication with clients.
4. **Geographical Expansion:** Strategically establish satellite offices in high-demand regions to broaden the company's geographical presence and tap into new markets, ensuring comprehensive coverage and service accessibility.
5. **Financial Management:** Maintain robust financial planning and management practices, including the allocation of a strategic financial cushion to support operational stability and growth during the early stages of business development.
6. **Economic Contributions:** Actively contribute to local economies through job creation, tax revenue generation, and community engagement, reinforcing the company's commitment to social responsibility and economic development.
7. **Strategic Partnerships:** Forge and nurture strategic partnerships with industry leaders, research institutions, and technology providers to leverage external expertise, access new technologies, and drive innovation.
8. **Continuous Improvement:** Foster a culture of continuous improvement by regularly evaluating and enhancing operational processes, service delivery, and customer engagement strategies to ensure the highest standards of excellence.
9. **Community Engagement:** Engage with and support local communities through initiatives that promote sustainable practices, enhance vehicle safety and longevity, and contribute to the overall well-being of the areas served.

These keys to progress will enable Kalajus Car Body Shop to achieve its strategic goals, maintain a competitive edge, and drive sustained growth and success in the dynamic automotive repair and maintenance industry

3.0 Company's Services

1. Full Body Repair

Kalajus Car Body Shop LLC provides comprehensive Full Body Repair services designed to restore vehicles to their original condition. This includes everything from fixing structural damage to replacing damaged parts and performing welding work. Leveraging advanced tools and techniques, the company ensures that every vehicle is repaired to the highest standards of safety and functionality.

With Mr. Julio César de Freitas' extensive experience, the Full Body Repair service is adept at addressing complex repair needs efficiently and effectively. His expertise guarantees that vehicles are repaired promptly and returned to their owners in optimal condition. This commitment to excellence ensures that every repair job meets stringent quality standards, providing customers with peace of mind and confidence in the longevity and safety of their vehicles.

2. Professional Painting



The Professional Painting service at Kalajus Car Body Shop offers high-quality automotive painting solutions. This includes color matching, custom paint jobs, and complete vehicle repaints using state-of-the-art spraying equipment and premium materials. The service is designed to enhance the vehicle's appearance and provide durable, long- lasting paint protection.

Mr. Freitas' expertise in colorimetry and his commitment to perfection guarantee a flawless finish on every vehicle. His attention to detail and use of advanced painting techniques ensure that the paint job not only looks great but also withstands the test of time. Customers can expect their vehicles to emerge with a showroom-quality finish that enhances both aesthetics and resale value.

3. Polishing and Detailing



Kalajus Car Body Shop's Polishing and Detailing service focuses on both the exterior and interior of the vehicle. This includes thorough cleaning, waxing, polishing, and detailing to enhance the vehicle's appearance and maintain its value. Using high-quality products and techniques, the service aims to bring out the best in each vehicle, making it look as good as new.

Mr. Freitas' attention to detail ensures that every aspect of the vehicle is meticulously cleaned and polished. His extensive experience in detailing guarantees a comprehensive service that addresses all areas of the vehicle, providing customers with a pristine finish. This meticulous approach not only improves the vehicle's appearance but also helps maintain its value over time.

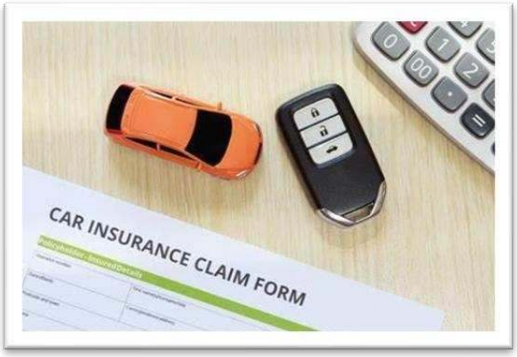
4. Martelinho de Ouro (Paintless Dent Repair)



Martelinho de Ouro, or Paintless Dent Repair, is a specialized service offered by Kalajus Car Body Shop that removes minor dents and dings without affecting the vehicle's original paintwork. This technique preserves the integrity of the vehicle's finish and is a cost-effective and efficient way to maintain the vehicle's appearance.

Mr. Freitas' extensive experience with this technique ensures that even the most challenging dents are expertly repaired. His skill in paintless dent repair allows for precise and careful removal of dents, restoring the vehicle's surface to its original condition without the need for repainting. This service is particularly valuable for maintaining the vehicle's aesthetic appeal and resale value.

5. Insurance Claim Repairs



Kalajus Car Body Shop excels in managing Insurance Claim Repairs, providing a seamless and stress-free experience for clients. The service includes coordinating with insurance companies, accurately assessing damage, and performing necessary repairs quickly and efficiently. This comprehensive approach ensures that clients receive the best possible service throughout the repair process.

Mr. Freitas' deep understanding of the claims process and his ability to navigate complex insurance requirements ensure that clients receive timely and fair settlements. His expertise in handling insurance claims means that repairs are conducted smoothly and clients can have their vehicles back on the road with minimal hassle. This service is designed to make the entire claims process as straightforward and efficient as possible, providing peace of mind to customers.

6. Workforce Training and Certification Program

A cornerstone of Kalajus Car Body Shop's long-term strategy is the Workforce Training and Certification Program, designed to address the national shortage of skilled automotive technicians. This initiative provides structured, hands-on training in body repair, painting, detailing, and paintless dent repair, combining classroom instruction with supervised practical experience.

The program is managed by a dedicated Training and Workforce Coordinator, who oversees curriculum development, trainee supervision, and partnerships with local technical schools and workforce-development agencies.

Beyond its social value, the program also serves as a revenue-generating division, contributing to the company's economic growth as reflected in the financial forecasts. It reinforces Kalajus Car Body Shop's dual mission of operational excellence and community impact—cultivating a pipeline of qualified professionals while advancing U.S. priorities in workforce and small-business development.

4.0 Industry Analysis

Overview

The car body shop industry is experiencing significant growth driven by improving economic conditions, pent-up consumer demand for auto services, and a shift towards in-person work. This has led to increased driving activity, higher vehicle miles, and more motor vehicle registrations. Rebounding economic conditions have encouraged buyers to spend more on discretionary services such as painting, detailing, and upholstery, further boosting the industry's growth prospects.

Current Trends and Challenges

The industry's revenue has expanded at an expected CAGR of 2.3% to $67.9 billion, despite a slight 0.3% drop in 2024, with profit margins reaching 7.8%. The recovery of the economy is creating a stable environment for car body shops, with more disposable income available for consumers to spend on vehicle repairs and maintenance.[iv]



Climbing inflation has added volatility to the industry, with higher interest rates making new cars more expensive. This has encouraged consumers to repair aging vehicles instead of purchasing new ones. However, inflationary fears have discouraged spending among lower earners, reducing demand for nonessential services. The industry has faced significant cost structure volatility due to surging commodity prices, which made car parts, tools, and equipment more expensive. Receding commodity prices in the latter half of the period have helped expand profits. Labor shortages have also been a notable challenge, with a need for more than 37,000 automobile technicians annually. This has forced companies to raise wages to attract and retain skilled workers.

Technological Integration and Adaptation

Car body shops are integrating advanced diagnostic tools, websites, and other customer-facing technologies to improve internal efficiencies and enhance consumer experiences. Digital price estimation methods, online customer reviews, and mobile repair solutions are being introduced

to stay competitive and transparent. The rise of electric vehicles is reshaping the car body repair landscape. With the US government aiming for 50% of new car sales to be electric by 2030, car body shops must adapt to this shift. EV repairs are more complex and labor-intensive, requiring investment in new diagnostic tools and training programs. Despite the added costs, offering EV services presents a significant opportunity for profit growth.

Future Outlook

The industry's revenue is expected to grow at a CAGR of 1.3%, reaching $72.4 billion through the outlook period, with profit margins increasing to 7.9%. The upcoming year is anticipated to see growth driven by improving economic conditions, technological integration, labor shortages, and the rise of electric vehicles. As the economy strengthens, consumers will have more disposable income for car body repair and maintenance services. The transition to in-person work environments will further drive demand for these services.[v]

The auto repair industry will continue to face labor shortages, intensifying competition for skilled workers and leading to wage increases and cost pressures. Car body shops must navigate this environment while expanding operations to meet growing service demands. Car body shops will extend their services to new markets with high vehicle registrations and significant demand for repair services. Shops will introduce new and advanced services, including mobile repair solutions and EV-specific repairs, to cater to diverse customer needs and stay ahead of industry trends. Investing in continuous training and development of staff will be crucial to keep up with the latest industry advancements and best practices, ensuring high-quality service delivery.

In conclusion, the car body shop industry is positioned for sustained growth, driven by economic recovery, technological advancements, and the increasing prevalence of electric vehicles. By addressing labor market challenges and adapting to new market demands, car body shops can achieve long-term success and profitability.

4.1 Products and Services

The automotive body repair industry offers a range of services, including body repair, painting, glass replacement, merchandise sales, and other minor services. These services cater to the needs of consumers by providing essential repairs, cosmetic upgrades, and regulatory compliance support. The industry's revenue sources vary in size and demand, with some segments being more stable and profitable than others.

Body Repair Services: Body repair services are essential for fixing bent vehicle bodies, dents, and damaged metal or plastic parts. Car body shops charge premiums for parts, labor, and time due to the high cost and labor intensity of auto body repairs. This segment is growing due to an increase in vehicle registrations and personal disposable income. The demand for body repair services remains steady as most insurance companies cover collision damage, making it a reliable revenue source for car body shops.

Painting Services: Painting services involve full-body paintwork, touch-up painting, and custom paint jobs that generate higher returns. Rising disposable income and consumer confidence have fueled demand for painting services, especially post-pandemic. However, inflation has deterred some consumers from investing in new paint jobs. Despite this, the painting segment remains popular as consumers seek to enhance the aesthetic appeal of their vehicles.

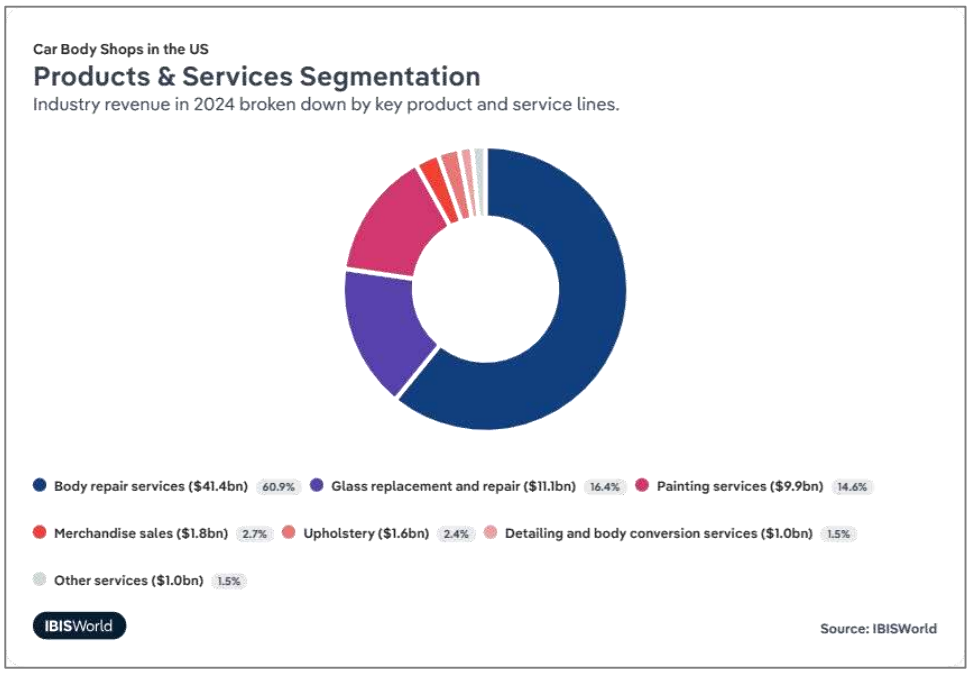
Glass Replacement Services: Glass replacement services are crucial for fixing chips, replacing windshields, and tinting automotive glass. Consumers prioritize prompt repairs for damaged windshields due to safety concerns, providing car body shops with a reliable source of income. Despite competition from mobile windshield repair companies, the demand for glass replacement services remains stable, underscoring its importance for vehicle safety.

Merchandise Sales: Merchandise sales, such as automotive parts and supplies, contribute minimally to overall revenue. These items are considered luxury or nonessential purchases, with consumer buying decisions influenced by personal preference and disposable income levels. High disposable income leads to increased spending on merchandise sales, although this segment remains a smaller revenue generator compared to repair and maintenance services.

Other Services: Other services represent a small portion of demand but include valuable offerings such as upholstery repair, detailing, and body conversion services. Detailing services, which focus on cosmetic touch-ups, often decline during economic downturns as they are non-essential and purely cosmetic. However, car body shops also offer cleaning, emission testing, and other miscellaneous services, with emission testing being a steady regulatory requirement unaffected by economic cycles. These additional services enhance the comprehensive care that car body shops can provide for their customers.

In summary, the car body shop industry is well-positioned to meet the diverse needs of consumers through a variety of essential and discretionary services. As economic conditions improve and

consumer confidence grows, demand for these services is expected to increase, driving growth and profitability for car body shops.[vi]



4.2 Major Market Segmentation

Car body shops cater to a diverse market with varying income levels and demand sources. Lower-income buyers prioritize essential services over discretionary ones, opting for lower-cost repairs. Middle-class buyers form the largest market segment, relying on car body shops for both essential and nonessential repairs. The highest income bracket spends generously on value-added services, maintaining a steady demand for custom paint jobs and detailing. Businesses and government buyers also contribute to revenue streams by personalizing and servicing their automotive fleets.

Lower Income Buyers: People in the lower income bracket tend to avoid purchasing discretionary services from car body shops. Instead, they focus on essential services such as yearly inspections and safety repairs rather than value-added services like custom detailing or painting jobs. This market segment often looks for aftermarket parts to reduce the overall cost of repairs, showing a preference for cost-effective solutions. Their spending is typically limited to necessary repairs that keep their vehicles functional and safe.

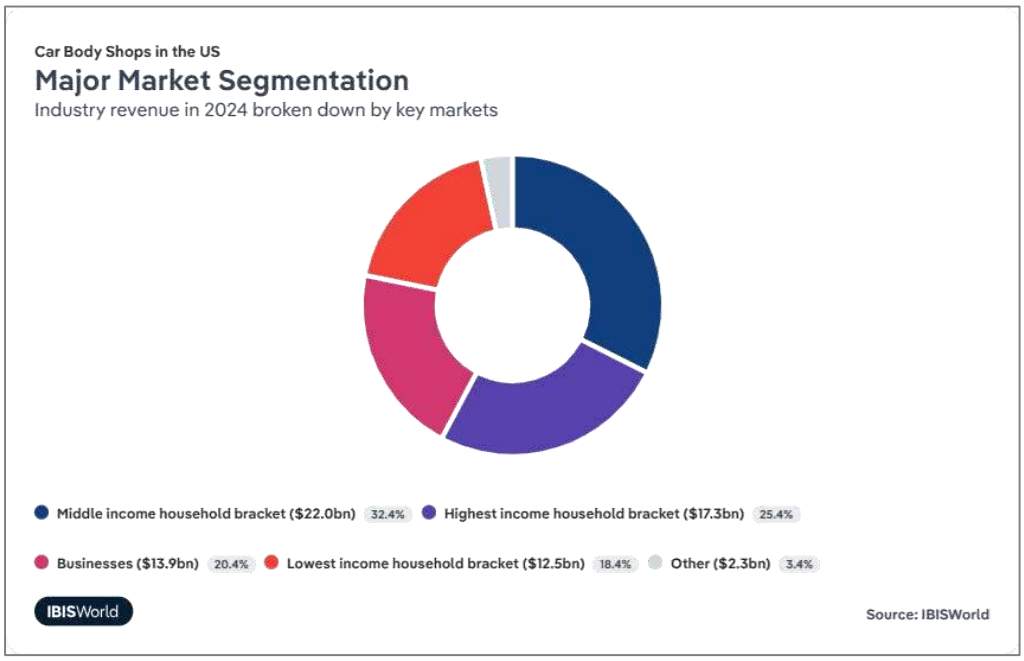
Middle-Class Buyers: The middle-class customers dominate the market for car body shops, as they have the necessary resources to opt for both essential and nonessential repairs. This segment often invests in paint jobs and re-upholstery services to maintain the aesthetic appeal of their vehicles. Car body shops heavily rely on this market segment for driving revenue growth and profitability. Middle-class buyers balance their spending between maintaining vehicle functionality and enhancing its appearance, making them a vital customer base for a wide range of services.

Highest Income Bracket: Customers in the highest income bracket do not hold back when it comes to spending on discretionary services from car body shops. They do not delay repairs or maintenance work and show a preference for value-added services like custom paint jobs and detailing. This market segment pushes for OEM parts instead of aftermarket, boosting revenue for car body shops and staying resilient even during economic rebounds. Their willingness to invest in premium services ensures a steady stream of high-margin business for car body shops.

Businesses: Businesses play a crucial role in driving demand for car body shops by seeking repair and personalization services for their automotive fleets. This segment often includes customization of company vehicles with logos, decals, or advertising to stand out. As companies strive to differentiate themselves in the market, customization of fleets becomes a key strategy, generating demand for car body shops. Regular maintenance and repair services for business fleets also provide a consistent revenue stream.

Government Buyers: Government buyers like nonprofit organizations, police departments, and emergency service vehicles represent a smaller but consistent revenue stream for car body shops. Local governments collaborate with auto body shops to service their fleets efficiently, leading to lower costs and quicker repair times for public vehicles. This partnership benefits public budgets and enhances overall operational efficiency. Although smaller in scale, the reliability and regularity of government contracts provide a stable source of income for car body shops.

By understanding and targeting these diverse market segments, car body shops can tailor their services to meet specific needs, ensuring sustained growth and profitability across different economic conditions.



4.3 Business Location

The strategic selection of a business location is a critical factor in the success of Kalajus Car Body Shop LLC. The company will establish its headquarters in the city of Malden, Massachusetts, located within the Greater Boston metropolitan area. This specific location maximizes operational efficiency, proximity to a dense client base, and access to a skilled workforce, thereby fostering sustainable growth in the automotive repair and maintenance industry.

Geographic Positioning

Malden is home to approximately **65,500 residents** (as of 2023) and has a median household income of about **$95,298**.[vii] The city's economic vitality, demographic diversity, and strong income levels create favorable conditions for premium automotive services and workforce development programs.

The state of Massachusetts further supports the automotive and repair industry: it counts about **121,200 jobs** in the auto sector and states that auto-related services contribute about **$16.4 billion** in gross state product.[viii] By locating in Malden, near Boston and within reach of a large regional market, Kalajus Car Body Shop positions itself to serve a substantial client base while tapping industry-specific clustering advantages.

Accessibility and Client Proximity

Malden's location within the Boston metro region provides immediate access to a large number of vehicles, dealerships, insurance partners, and individual customers. The urban density and transportation infrastructure facilitate quick turnaround and efficient operations—key differentiators in the collision-repair and refinishing sector.

Talent Acquisition and Workforce Development

Malden's workforce characteristics and Massachusetts' emphasis on technical training provide an ideal environment for implementing the company's Workforce Training & Certification Program. With a young median age (about 35.8 years) and households earning above the U.S. median, the city offers both a ready talent pool and sufficient local demand for premium automotive services.[ix]

Regulatory and Business Environment

Operating in Massachusetts and specifically in Malden also allows the company to benefit from a mature regulatory environment and business ecosystem supportive of small-business growth, technical training, and automotive services. For example, Massachusetts' strong data on auto jobs and industry impact reflect a regulatory and economic climate conducive to the repair-service sector.[x]

Future Growth Opportunities

The strategic choice of Malden as the headquarters positions the company for scalable growth. As vehicle ownership patterns shift, fleets age, and demand for specialized repair and refurbishment increases, Kalajus Car Body Shop is well-located to capture regional share and expand into adjacent markets throughout Massachusetts and New England.

In conclusion, by locating in Malden, Massachusetts, the company aligns its operational, client-access, talent-acquisition, and growth strategies in a focused regional market — thereby reinforcing its potential for success under the leadership of Mr. Julio César de Freitas.

4.4 Barriers to Entry

Legal

Car body shops must navigate a complex legal landscape, adhering to strict environmental protection laws to operate. State laws and organizations, such as the Bureau of Automotive Repair and the National Auto Body Council, have been established to improve industry transparency and

enforce regulations. Compliance with these laws ensures that operations do not harm the environment and meet industry standards, which can be a challenging and costly process for new entrants.

Differentiation

The automotive repair industry is highly competitive, with numerous companies vying for market share. Successful car body shops differentiate themselves by offering superior services at competitive prices. Companies with strong reputations in local markets often gain a clear advantage. Establishing a reputation for quality and reliability is essential for new businesses to attract and retain customers, which can be a significant barrier for new entrants without a proven track record.

Start-Up Costs

The initial capital required to start a car body shop can be substantial. Larger businesses need significant investment in facilities and equipment, including warehousing, vehicle lifts, conveyor belts, robotic paint arms, and welding equipment. Even smaller businesses require a considerable outlay to acquire the necessary tools and set up an auto repair shop. This high barrier to entry can deter potential new entrants from establishing their own car body shops.

Labor Expenses

Labor is a critical component of car body shop operations, with services heavily dependent on skilled workers to repair, clean, or paint vehicles. Hiring and retaining highly skilled technicians is essential, as they are required to operate complex machinery and deliver high-quality service. The cost of skilled labor can be high, and the current labor shortages in the automotive repair industry exacerbate this challenge. New businesses must be prepared to offer competitive wages and benefits to attract and retain the necessary talent, adding to the overall cost of entry.

These barriers collectively create a challenging environment for new entrants to the car body shop industry. Navigating legal requirements, establishing differentiation, securing substantial start-up capital, and managing high labor expenses are all critical factors that new businesses must address to succeed in this competitive market.[xi]

4.5 Market Share Concentration

The automotive body repair industry is characterized by a low level of market share concentration, with numerous small businesses and nonemployees playing a vital role. These smaller entities

often operate independently, contributing to the industry's growing diversity and competitive atmosphere. The prevalence of businesses employing fewer than five employees, which represents more than half of total establishments, underscores the minimal market concentration. This low concentration allows consumers to easily switch between businesses, fostering a competitive market where customer satisfaction is paramount.

There are many different entryways into the industry, particularly through niche services like painting, which require minimal capital to launch. This low barrier to entry has led to a proliferation of these businesses, increasing competition and appealing to many entrepreneurs who prefer low investment requirements. As a result, the industry has become highly fragmented, with many small players contributing to its overall growth and dynamism.

While some larger businesses have increased their acquisition activity in an attempt to consolidate market share, these companies are still considered outliers and do not represent the overall industry trend. The dominant presence of small and independent operators ensures that the market remains highly competitive and accessible to new entrants. This landscape provides opportunities for businesses of all sizes to thrive by focusing on quality, customer service, and niche offerings.

Overall, the market share concentration in the car body shop industry remains low, with a significant portion of the market driven by small businesses and independent operators. This environment promotes a diverse and competitive market, benefiting consumers with a wide range of options and fostering innovation and specialization within the industry.[xii]

5.0 Strategy and Implementation

The Strategy and Implementation section is critical to understanding how a company plans to position itself within its industry, attract customers, and grow.

Here are a few components of this section:

1. **SWOT Analysis**: This is an evaluation of a company's strengths, weaknesses, opportunities, and threats. It helps a company to identify its competitive advantages and areas for improvement, as well as potential risks and opportunities in the market.

2. **Website**: A company's website is a vital digital touchpoint, serving as a primary source of information for potential clients, partners, or investors. It should effectively communicate the company's values, services, and unique selling points.
3. **Digital Marketing**: This includes search engine optimization (SEO), email marketing, content marketing, and pay-per-click (PPC) advertising. A well-executed digital marketing strategy can help a company attract, engage, and convert its target audience online.
4. **Social Media**: Platforms like LinkedIn, X, Facebook, and Instagram allow the company to engage with its audience directly, share valuable content, and build brand awareness. The company's social media strategy should align with its overall marketing and branding strategy.
5. **Trade Shows**: Attending trade shows provides opportunities for networking, brand exposure, and learning about industry trends. It's a great way to meet potential clients or partners in person.
6. **Referrals**: Word-of-mouth recommendations remain a powerful way to attract new clients. Building strong relationships with current clients can lead to referrals, and some companies also implement referral programs to encourage this.

In Sections 5.3 and 5.4, the company will detail its sales strategy and forecast. The sales strategy will cover how the company plans to sell its services, including its approach to prospecting, closing deals, and retaining customers. The sales forecast, on the other hand, will provide a projection of future sales, typically based on past sales data, market trends, and growth strategies.

It's important to note that all of these elements should be tailored to fit the company's specific circumstances and target audience. For a professional like Mr. Julio César de Freitas, leveraging his extensive experience to devise and implement a sound strategy in these areas can support his company's entry into and success within the American market.

5.1 Swot Analysis

A SWOT analysis is a strategic planning tool that helps businesses identify their internal strengths and weaknesses, along with external opportunities and threats. By examining these factors, Kalajus Car Body Shop can formulate effective strategies to capitalize on its strengths and opportunities while mitigating risks and addressing weaknesses.

5.1.1 Strengths

- **Experienced Leadership**: Kalajus Car Body Shop LLC is led by Mr. Julio César de Freitas, who has over 30 years of expertise in the automotive repair industry.
- **Comprehensive Service Offerings**: The company offers a wide range of services, including full body repair, professional painting, polishing and detailing, paintless dent repair (Martelinho de Ouro), and insurance claim repairs.
- **High-Quality Standards**: Commitment to using state-of-the-art equipment and advanced techniques ensures superior service quality.
- **Strong Reputation**: Established credibility and trust with customers through consistent delivery of high-quality services.
- **Customer-Centric Approach**: Focus on customer satisfaction and personalized service enhances customer loyalty and retention.
- **Strategic Location**: Headquarters in Massachusetts provides accessibility to a large customer base and skilled workforce.
- **Technological Integration**: Utilization of advanced diagnostic tools and customer-facing technologies improves operational efficiency and service delivery.
- **Innovative Services**: Offering unique services such as paintless dent repair and custom paint jobs differentiates the company from competitors.

5.1.2 Weaknesses

- **Labor Dependency:** Heavy reliance on skilled technicians, making the company vulnerable to labor shortages and wage fluctuations.
- **Limited Market Presence:** Being a relatively new entrant in the market, the company has a limited brand presence compared to established competitors.

5.1.3 Opportunities

- **Market Growth:** Increasing vehicle registrations and personal disposable income drive demand for automotive repair and maintenance services.
- **Expansion into New Markets:** Potential to establish satellite offices in strategic locations across the country to tap into new customer bases.
- **Technological Advancements:** Adoption of advanced repair technologies and diagnostic tools can enhance service quality and operational efficiency.

- **Strategic Partnerships:** Forming alliances with insurance companies, car dealerships, and technology providers can expand service offerings and customer reach.
- **Government Support:** Leveraging government incentives and programs aimed at supporting small businesses and technological innovation.
- **Training and Development:** Investing in continuous training programs to keep the workforce updated with the latest industry advancements and best practices.
- **Sustainable Practices:** Implementing environmentally friendly practices can attract eco- conscious customers and comply with regulatory standards

5.1.4 Threats

- **Economic Fluctuations:** Changes in economic conditions, such as inflation and interest rates, can impact consumer spending on nonessential services.
- **Competitive Pressure:** Intense competition from established players and new entrants can affect market share and profitability.
- **Regulatory Changes:** Compliance with evolving environmental and safety regulations can increase operational costs and complexity.

5.2 Website and Digital Marketing

A strong online presence is essential for Kalajus Car Body Shop, particularly in today's competitive business environment. The company's website and digital marketing strategies will be pivotal in attracting potential clients, showcasing services, and establishing credibility across various sectors.

Website Development

The website will serve as the primary digital interface for Kalajus Car Body Shop. Key features will include:

- **User-Friendly Design**: An intuitive layout that ensures easy navigation and a seamless user experience.
- **Service Descriptions**: Detailed information about the company's core offerings.
- **Case Studies and Testimonials**: Real-world examples and client testimonials to highlight successful projects and build trust.

- **Blog and Resources**: A regularly updated blog with industry insights, technological advancements, and company news to engage visitors and enhance SEO.
- **Contact Information**: Easy-to-find contact details and a responsive contact form to facilitate communication with potential clients.
- **SEO Optimization**: Implementing SEO best practices to ensure high visibility on search engines, driving organic traffic to the site.

Digital Marketing Strategy

Kalajus Car Body Shop will employ a comprehensive digital marketing strategy to attract and retain clients. This strategy will include:

- **Search Engine Marketing (SEM)**: Utilizing paid search advertising to increase visibility on search engines and drive targeted traffic to the website.
- **Content Marketing**: Creating valuable content that addresses the pain points and interests of the target audience. This includes blog posts, whitepapers, case studies, and videos.
- **Social Media Marketing**: Leveraging platforms such as LinkedIn, Twitter, and Facebook to connect with industry professionals, share content, and engage with potential clients.
- **Email Marketing**: Developing targeted email campaigns to nurture leads, provide updates on services, and share industry insights.
- **Analytics and Reporting**: Using tools like Google Analytics to track website performance, understand user behavior, and refine marketing strategies based on data-driven insights.

By focusing on a robust website and a well-rounded digital marketing strategy, Kalajus Car Body Shop will enhance its online presence, attract a broader audience, and establish itself as a leader in the industry.

5.3 Sales Strategy

A paramount sales strategy must be designed and applied to stimulate growth and navigate the challenging marketplace. The primary focus should revolve around enticing new customers and maintaining existing ones, regardless of the company's specific industry. This approach is multi-faceted and includes the following key elements:

1. **Understanding the Customer**: Conduct comprehensive market research to grasp the needs, preferences, and pain points of the target audience. This insight is crucial in tailoring the company's products or services to match these needs, thereby providing superior value.
2. **Unique Selling Proposition**: Craft a compelling Unique Selling Proposition (USP) that clearly communicates the distinguishing features of the company's offerings. This proposition should highlight the specific benefits that customers will receive, setting the company apart from its competitors.
3. **Relationship Building**: Foster strong relationships with customers, both existing and potential. Providing excellent customer service and regular follow-ups can turn one-time buyers into loyal customers, ensuring a stable revenue stream.
4. **Leverage Referrals**: Encourage satisfied customers to refer the company to their networks. Since people are more likely to trust recommendations from friends or colleagues, this strategy can significantly increase the customer base.
5. **Digital Marketing**: Use digital platforms for outreach and engagement. Social media platforms, email newsletters, and the company's website can be utilized to share valuable content, engage with customers, and showcase products or services.
6. **Sales Training**: Invest in regular training of the sales team to ensure they are equipped with the skills and knowledge necessary to effectively sell the company's products or services. This can include understanding the product, communication and persuasion skills, and customer relationship management.
7. **Performance Metrics**: Implement a system for tracking sales performance. This can include metrics such as conversion rate, customer acquisition cost, and customer lifetime value. Regular analysis of these metrics will provide insights into the effectiveness of the sales strategy, informing of any necessary adjustments.

In conclusion, a well-crafted and implemented sales strategy serves as the cornerstone to a company's prosperity, driving customer acquisition, fostering customer loyalty, and securing a competitive edge in the market.

5.4 Sales Forecast

Kalajus Car Body Shop LLC projects consistent revenue growth driven by its six core service lines: Full Body Repair, Professional Painting, Polishing and Detailing, Martelinho de Ouro (Paintless Dent

Repair), Insurance Claim Repairs, and the Workforce Training & Certification Program. The company's sales forecast reflects the combined effect of a growing customer base, efficient operations, and strategic service diversification. Over the first five years of activity, total sales are expected to increase from $494,400 in Year 1 to $2,523,974 by Year 5, representing a compound annual growth rate (CAGR) of approximately 47%.

Sales Forecast Details

- **Full Body Repair** – Projected revenue of **$195,000 in Year 1**, rising steadily to **$995,500 by Year 5**. This growth is fueled by strong regional demand for structural and collision-repair services in the Greater Boston area, where the average vehicle age exceeds 12 years according to IHS Markit (2023).
- **Professional Painting** – Expected to begin with **$108,000 in Year 1**, expanding to **$551,354 in Year 5**. Increasing consumer preference for high-quality refinishing and color-matching services underpins this upward trend.
- **Polishing and Detailing** – Anticipated to generate **$39,900 in Year 1**, reaching **$203,695 by Year 5**. The continued rise in vehicle ownership and maintenance awareness drives stable year-over-year growth in this segment.
- **Martelinho de Ouro (Paintless Dent Repair)** – Forecasted at **$40,500 in Year 1**, growing to **$206,758 by Year 5**. This cost-effective and environmentally friendly solution remains in high demand among individual clients and fleet operators seeking fast, non-invasive repairs.
- **Insurance Claim Repairs** – Estimated at **$67,500 in Year 1** and increasing to **$344,596 in Year 5**. As insurance companies continue to emphasize efficiency and quality assurance, Kalajus Car Body Shop's streamlined claims-management process positions it as a preferred partner for insurers.
- **Workforce Training & Certification Program** – A new revenue stream introduced to diversify income and reinforce workforce development. Projected to reach **$43,500 in Year 1** and **$222,073 by Year 5**, the program will expand through partnerships with technical schools and workforce-development agencies, aligning with the U.S. Department of Labor's Apprenticeship and Training Initiatives.

Overall, the company's growing reputation, efficient service delivery, and skilled workforce are expected to sustain continued increases in both customer volume and average transaction value.

Direct Cost Forecast

Direct costs include labor, materials, and operational expenses directly associated with service delivery. These are projected to scale proportionally with revenue while maintaining cost-efficiency through process optimization and supplier partnerships. Total direct costs are forecasted to grow from **$51,660 in Year 1** to **$263,731 in Year 5**, ensuring consistent margins across all divisions.

- **Full Body Repair:** Direct costs will start at **$23,400 in Year 1** and increase to **$119,460 in Year 5**, primarily covering replacement parts, metalwork, and labor.
- **Professional Painting:** Expected to rise from **$8,640 in Year 1** to **$44,108 in Year 5**, reflecting the use of premium paints, materials, and advanced spray-booth equipment.
- **Polishing and Detailing:** Beginning at **$3,990 in Year 1** and reaching **$20,369 in Year 5**, these costs include detailing products, cleaning supplies, and protective coatings.
- **Martelinho de Ouro (Paintless Dent Repair):** Estimated at **$2,025 in Year 1**, increasing to **$10,338 in Year 5**, covering specialized tools and technician labor.
- **Insurance Claim Repairs:** Forecasted to grow from **$10,125 in Year 1** to **$51,689 in Year 5**, including body components, painting materials, and insurance-related documentation costs.
- **Workforce Training & Certification Program:** Direct expenses will begin at **$3,480 in Year 1** and reach **$17,766 by Year 5**, accounting for training materials, safety equipment, and instructional resources.

5.4.1 Annual Sales Forecast Table

Sales Forecast					
	Year 1	Year 2	Year 3	Year 4	Year 5
Unit Sales					
Full Body Repair	78	156	218	273	328
Professional Painting	90	180	252	315	378
Polishing and Detailing	114	228	319	399	479
Martelinho de Ouro (Paintless Dent Repair)	162	324	454	567	680
Insurance Claim Repairs	90	180	252	315	378
Workforce Training & Certification Program	29	58	81	101	122
Total Unit Sales	563	1,126	1,576	1,971	2,365
Unit Prices	Year 1	Year 2	Year 3	Year 4	Year 5

Full Body Repair	$2,500.00	$2,625.00	$2,756.25	$2,894.06	$3,038.77
Professional Painting	$1,200.00	$1,260.00	$1,323.00	$1,389.15	$1,458.61
Polishing and Detailing	$350.00	$367.50	$385.88	$405.17	$425.43
Martelinho de Ouro (Paintless Dent Repair)	$250.00	$262.50	$275.63	$289.41	$303.88
Insurance Claim Repairs	$750.00	$787.50	$826.88	$868.22	$911.63
Workforce Training & Certification Program	$1,500.00	$1,575.00	$1,653.75	$1,736.44	$1,823.26
Sales					
Full Body Repair	$195,000	$409,500	$601,965	$790,079	$995,500
Professional Painting	$108,000	$226,800	$333,396	$437,582	$551,354
Polishing and Detailing	$39,900	$83,790	$123,171	$161,662	$203,695
Martelinho de Ouro (Paintless Dent Repair)	$40,500	$85,050	$125,023	$164,093	$206,758
Insurance Claim Repairs	$67,500	$141,750	$208,372	$273,489	$344,596
Workforce Training & Certification Program	$43,500	$91,350	$134,284	$176,248	$222,073
Total Sales	$494,400	$1,038,240	$1,526,213	$2,003,154	$2,523,974
Direct Unit Costs	Year 1	Year 2	Year 3	Year 4	Year 5
Full Body Repair	$300.00	$315.00	$330.75	$347.29	$364.65
Professional Painting	$96.00	$100.80	$105.84	$111.13	$116.69
Polishing and Detailing	$35.00	$36.75	$38.59	$40.52	$42.54
Martelinho de Ouro (Paintless Dent Repair)	$12.50	$13.13	$13.78	$14.47	$15.19
Insurance Claim Repairs	$112.50	$118.13	$124.03	$130.23	$136.74
Workforce Training & Certification Program	$120.00	$126.00	$132.30	$138.92	$145.86
Direct Cost of Sales					
Full Body Repair	$23,400	$49,140	$72,236	$94,809	$119,460
Professional Painting	$8,640	$18,144	$26,672	$35,007	$44,108
Polishing and Detailing	$3,990	$8,379	$12,317	$16,166	$20,369
Martelinho de Ouro (Paintless Dent Repair)	$2,025	$4,253	$6,251	$8,205	$10,338
Insurance Claim Repairs	$10,125	$21,263	$31,256	$41,023	$51,689
Workforce Training & Certification Program	$3,480	$7,308	$10,743	$14,100	$17,766
Subtotal Direct Cost of Sales	**$51,660**	**$108,486**	**$159,474**	**$209,310**	**$263,731**

6.0 Management Structure

As previously mentioned, Mr. Julio César de Freitas will be the Partner and Founder of Kalajus Car Body Shop. The Personnel Plan shows that the company expects to make gradual investments in personnel in the first years of operation, and by the year 5, the company will have 22 employees, including Mr. Julio César de Freitas.

6.1 Staffing Requirements

Kalajus Car Body Shop, under the experienced leadership of Mr. Julio César de Freitas, is carefully structuring its workforce to excel in the automotive repair and maintenance sectors. The company's comprehensive personnel plan specifies the roles, number of positions, and respective salaries over the next five years, aiming to build a strong foundation for growth and superior service delivery.

Personnel Plan Details:

- **Partner and Founder - Mr. Julio César de Freitas:** Steering the company's direction, Mr. Freitas' salary will start at $84,000 in Year 1, escalating to $146,917 by Year 5.
- **Auto Body Technicians:** Beginning with one technician in Year 1, expanding to three by Year 5, with total salaries increasing from $50,000 to $218,791.
- **Automotive Painters:** Starting with one painter in Year 1, growing to three by Year 5, with salaries rising from $16,800 to $183,785.
- **Detailing Specialists:** The position starts in Year 2, expanding to three by Year 5, with salaries growing from $44,100 to $153,154.
- **Paintless Dent Repair Technicians (Martelinho de Ouro):** The role begins in Year 2, expanding to three by Year 5, with salaries increasing from $50,400 to $175,033.
- **Training and Workforce Coordinator:** The position starts in Year 1, maintaining one position through Year 5, with salaries increasing from $40,500 to $49,228.
- **Insurance Claims Coordinators:** Beginning with one coordinator in Year 1, expanding to three by Year 5, with salaries rising from $60,000 to $218,791.
- **Financial Analyst:** Starting in Year 3, maintaining one position through Year 5, with salaries rising from $59,535 to $65,637.
- **Marketing and Sales Specialist:** Beginning with one specialist in Year 1, maintaining one position through Year 5, with salaries increasing from $45,000 to $72,930.
- **Administrative Manager:** The position starts in Year 2, maintaining one position through Year 5, with salaries increasing from $60,480 to $70,013.

- **Customer Service Representatives:** Starting in Year 3, expanding to two by Year 5, with salaries rising from $46,305 to $102,103.

From its inception, Kalajus Car Body Shop will commence with five key professionals, expanding to a robust team of 21 members by Year 5. The total payroll is projected to start at $255,800 in the first year and surge to $1,407,153 by the fifth year. This strategic staffing framework is designed to assemble a skilled and dedicated team to propel the company's growth and ensure excellence in delivering specialized services in the automotive repair and maintenance sectors.

6.2 Annual Personnel Plan Table

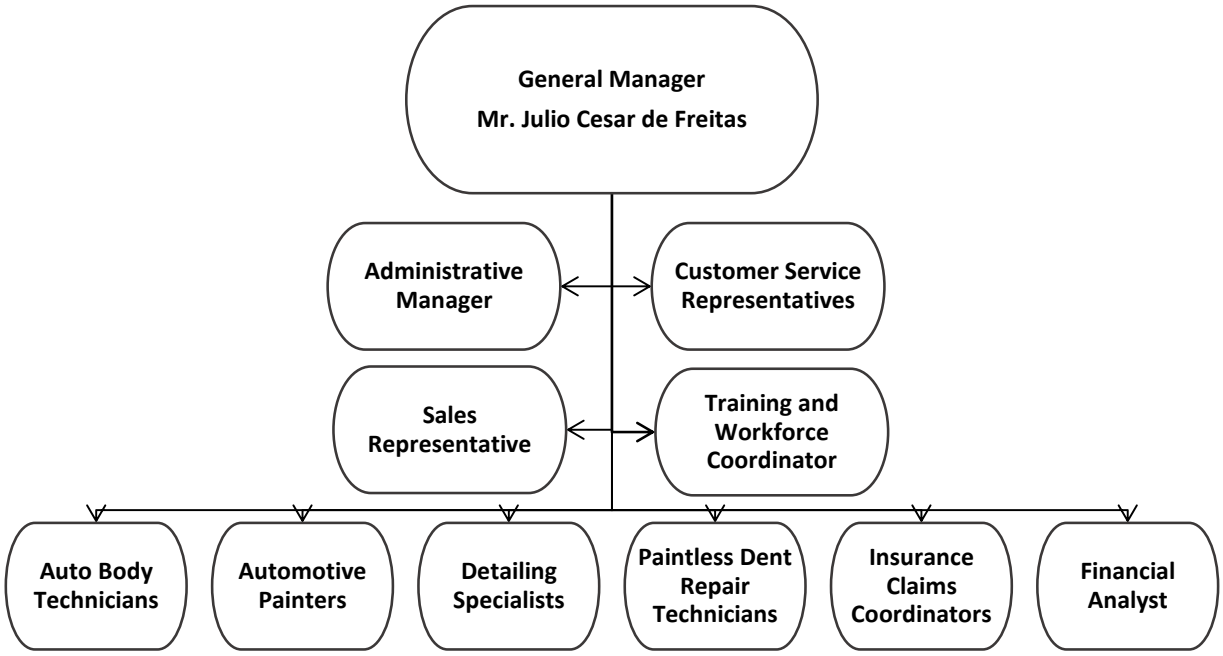
Personnel Plan					
	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager - Mr. Julio Cesar de Freitas	$84,000	$96,600	$111,090	$127,753	$146,917
Auto Body Technicians	$50,000	$126,000	$132,300	$208,373	$218,791
Automotive Painters	$16,800	$52,920	$111,132	$116,689	$183,785
Detailing Specialists	$0	$44,100	$92,610	$97,241	$153,154
Paintless Dent Repair Technicians (Martelinho de Ouro)	$0	$50,400	$52,920	$111,132	$175,033
Training and Workforce Coordinator	$40,500	$42,525	$44,651	$46,884	$49,228
Insurance Claims Coordinators	$60,000	$63,000	$66,150	$138,915	$218,791
Financial Analyst	$0	$0	$59,535	$62,512	$65,637
Marketing and Sales Specialist	$45,000	$63,000	$66,150	$69,458	$72,930
Administrative Manager	$0	$60,480	$63,504	$66,679	$70,013
Customer Service Representatives	$0	$0	$46,305	$97,241	$102,103
Total People	6	10	14	18	22
Total Payroll	**$296,300**	**$599,025**	**$846,347**	**$1,142,875**	**$1,456,381**

6.3 Five-Year Personnel Plan Table

Personnel Plan					
	Year 1	Year 2	Year 3	Year 4	Year 5
General Manager - Mr. Julio Cesar de Freitas	1	1	1	1	1
Auto Body Technicians	1	2	2	3	3
Automotive Painters	1	1	2	2	3
Detailing Specialists	0	1	2	2	3
Paintless Dent Repair Technicians (Martelinho de Ouro)	0	1	1	2	3
Training and Workforce Coordinator	1	1	1	1	1
Insurance Claims Coordinators	1	1	1	2	3
Financial Analyst	0	0	1	1	1
Marketing and Sales Specialist	1	1	1	1	1
Administrative Manager	0	1	1	1	1

Customer Service Representatives	0	0	1	2	2
Total People	5	9	13	17	21
Total People	**6**	**10**	**14**	**18**	**22**

6.4 Organizational Chart – Year 5



6.5 Duties and Responsibilities

General Manager - Mr. Julio Cesar de Freitas

- ✓ Develop and implement the company's strategic vision and business plan.
- ✓ Oversee all operational and financial aspects of the company.
- ✓ Lead the executive team and provide guidance on business decisions.
- ✓ Establish and maintain relationships with key stakeholders, including clients and partners.
- ✓ Ensure compliance with industry regulations and standards.
- ✓ Identify and capitalize on new business opportunities.

- ✓ Monitor industry trends and adjust company strategies accordingly.
- ✓ Represent the company at industry events and conferences.

Auto Body Technicians

- ✓ Perform structural and non-structural repairs on vehicles.
- ✓ Assess damage and determine necessary repair work.
- ✓ Use welding equipment to repair damaged body parts.
- ✓ Replace damaged vehicle parts with new ones.
- ✓ Ensure that repairs meet industry standards for safety and quality.
- ✓ Maintain accurate records of repairs performed.
- ✓ Operate and maintain repair equipment.
- ✓ Collaborate with other technicians and staff to ensure efficient workflow.

Training and Workforce Coordinator

- ✓ Design and implement hands-on training programs covering Full Body Repair, Professional Painting, Polishing and Detailing, and Paintless Dent Repair (PDR).
- ✓ Coordinate partnerships with local vocational schools, technical institutes, and workforce agencies to recruit and train new apprentices.
- ✓ Supervise apprentices and trainees during practical sessions, ensuring compliance with safety and quality standards.
- ✓ Evaluate trainee performance through assessments, providing guidance, feedback, and mentorship for skill improvement.
- ✓ Maintain comprehensive training documentation, certifications, and progress reports for all program participants.

Automotive Painters

- ✓ Prepare vehicles for painting, including sanding, masking, and priming surfaces.
- ✓ Mix and apply paint to vehicles using spray guns.
- ✓ Perform color matching to ensure paint consistency.
- ✓ Apply clear coats and other finishes to painted surfaces.
- ✓ Inspect finished work for quality and make necessary touch-ups.
- ✓ Maintain a clean and organized painting area.
- ✓ Follow safety protocols to prevent exposure to hazardous materials.
- ✓ Keep records of paint usage and work completed.

Detailing Specialists

- ✓ Clean and detail the interior and exterior of vehicles.
- ✓ Perform thorough washing, waxing, and polishing of vehicle exteriors.
- ✓ Vacuum and shampoo vehicle interiors, including carpets and seats.
- ✓ Clean and condition leather surfaces and other materials.
- ✓ Apply protective treatments to paint and upholstery.
- ✓ Inspect vehicles for cleanliness and address any missed areas.
- ✓ Use specialized tools and products for high-quality detailing.
- ✓ Provide excellent customer service and address client requests.

Paintless Dent Repair Technicians (Martelinho de Ouro)

- ✓ Assess and repair minor dents and dings without affecting paint.
- ✓ Use specialized tools to massage dents out from the underside of the body panel.
- ✓ Ensure repairs maintain the vehicle's original paint finish.
- ✓ Evaluate the extent of damage and determine repair feasibility.
- ✓ Keep accurate records of repairs performed.
- ✓ Provide cost estimates for dent repair services.
- ✓ Maintain tools and equipment in good working condition.
- ✓ Collaborate with other technicians to ensure timely and efficient service delivery.

Insurance Claims Coordinators

- ✓ Manage and process insurance claims related to vehicle repairs.
- ✓ Communicate with insurance companies to obtain claim approvals.
- ✓ Provide accurate cost estimates for repair work.
- ✓ Schedule and coordinate repair services with clients and technicians.
- ✓ Ensure all necessary documentation is completed and submitted.
- ✓ Monitor the progress of repairs and keep clients informed.
- ✓ Resolve any issues or disputes related to claims.
- ✓ Maintain detailed records of claims and repairs.

Financial Analyst

- ✓ Analyze financial data to identify trends and opportunities for improvement.
- ✓ Prepare financial reports and projections for management review.

- ✓ Monitor company budgets and expenses.
- ✓ Conduct cost-benefit analysis for proposed projects.
- ✓ Ensure compliance with financial regulations and standards.
- ✓ Provide recommendations for financial planning and strategy.
- ✓ Assist with the preparation of financial statements.
- ✓ Support the development and implementation of financial policies.

Marketing and Sales Specialist

- ✓ Develop and implement marketing strategies to promote the company's services.
- ✓ Manage social media accounts and online presence.
- ✓ Create and distribute marketing materials, such as brochures and advertisements.
- ✓ Conduct market research to identify potential customers and trends.
- ✓ Plan and execute promotional events and campaigns.
- ✓ Track and analyze the effectiveness of marketing efforts.
- ✓ Maintain relationships with existing clients and generate new leads.
- ✓ Provide excellent customer service and support sales efforts.

Administrative Manager

- ✓ Oversee daily administrative operations of the office.
- ✓ Manage office supplies and equipment.
- ✓ Coordinate schedules and meetings for staff and management.
- ✓ Handle correspondence and communication with clients and partners.
- ✓ Maintain accurate records and files.
- ✓ Assist with HR tasks, such as onboarding and employee records.
- ✓ Ensure compliance with company policies and procedures.
- ✓ Support the management team with various administrative tasks.

Customer Service Representatives

- ✓ Respond to customer inquiries and provide information about services.
- ✓ Schedule appointments for vehicle repairs and maintenance.
- ✓ Address and resolve customer complaints and issues.
- ✓ Maintain customer records and update information as needed.
- ✓ Provide estimates and quotes for services.
- ✓ Follow up with customers to ensure satisfaction.

- ✓ Assist with billing and payment processing.
- ✓ Collaborate with technicians and other staff to ensure excellent customer service.

7.0 Financial Summary

The financial plan for Kalajus Car Body Shop is a critical analysis of the company's financial projections, including revenue, expenses, and overall financial performance. It offers a comprehensive overview of the expected financial trajectory over a specific period of time and determines the company's financial feasibility. The plan encompasses essential aspects such as startup funding, profit and loss, cash flow, and balance sheet. The financial plan plays a crucial role in determining the company's success and helps in making informed decisions to ensure that the company achieves its financial objectives.

7.1 Startup Funding

Kalajus Car Body Shop has meticulously developed a financial plan to ensure a strong market entry, requiring a total investment of $50,000. This investment is strategically divided, with $35,000 allocated for startup expenses and $15,000 designated for startup assets. Mr. Julio Cesar de Freitas, demonstrating his deep commitment and confidence in the business, has personally provided the full funding amount of $50,000, thereby covering all initial costs and establishing a solid financial base for the company's launch.

This substantial personal investment by Mr. Freitas not only underscores his dedication to the success of Kalajus Car Body Shop but also positions the company to initiate operations free from debt, equipped with a robust cash reserve. The detailed financial strategy, as outlined in the business plan, carefully manages the $50,000 investment to ensure that the firm is well-prepared to deliver superior services from the start. With an initial cash balance of $15,000, the company is well-positioned to manage its early operational phase efficiently, highlighting its commitment to delivering high-quality automotive repair and maintenance services and achieving customer satisfaction.

This strategic financial approach solidifies Kalajus Car Body Shop’s readiness to make a significant impact in the automotive repair and maintenance industry. The initial funding setup includes $35,000 directed towards covering the startup expenses and $15,000 to support startup assets, culminating in a total funding requirement of $50,000. All funding is sourced from Mr. Freitas, with no external borrowing or liabilities involved. The planned investment not only covers the initial

expenses but leaves the company with a starting capital of $15,000, setting a strong financial footing. This meticulous financial planning ensures Kalajus Car Body Shop begins its journey with a robust foundation, poised to deliver high-level services in the specialized field of automotive repair and maintenance.

7.1.1 Startup Funding Table

Startup Funding	
Startup Expenses to Fund	$35,000
Startup Assets to Fund	$15,000
Total Funding Required	$50,000
Assets	
Non-cash Assets from Startup	$0
Cash Requirements from Startup	$15,000
Additional Cash Raised	$0
Cash Balance on Starting Date	$15,000
Total Assets	$15,000
Liabilities and Capital	
Liabilities	
Current Borrowing	$0
Long-term Liabilities	$0
Accounts Payable (Outstanding Bills)	$0
Other Current Liabilities (interest-free)	$0
Total Liabilities	$0
Capital	
Planned Investment	
Owner	$50,000
Investor	$0
Additional Investment Requirement	$0
Total Planned Investment	$50,000
Loss at Startup (Startup Expenses)	($35,000)
Total Capital	$15,000
Total Capital and Liabilities	$15,000
Total Funding	**$50,000**

7.2 Break-even Analysis

The Break-even Analysis is a key financial indicator that identifies the point at which **Kalajus Car Body Shop LLC**'s total revenues equal its total costs, signaling the transition from operating at a loss to achieving profitability.

According to the company's financial projections, the **break-even point** is achieved when **monthly revenue reaches $36,528**, equivalent to approximately **42 service units per month**.

This analysis is based on the following assumptions:

1. **Monthly Units Break-even:** The company must deliver **42 units** of combined services each month to cover all operational expenses.
2. **Monthly Revenue Break-even:** The business must generate at least **$36,528** in monthly revenue to reach financial equilibrium.
3. **Average Per-Unit Revenue:** Each service generates an average income of **$878.15**.
4. **Average Per-Unit Variable Cost:** The average variable cost per service unit is **$91.76**, reflecting direct labor, materials, and other cost inputs tied to service volume.
5. **Estimated Monthly Fixed Cost:** The company maintains consistent fixed costs of approximately **$32,711** per month, which include rent, salaries, utilities, insurance, and administrative expenses.

Understanding the break-even point is essential for guiding **strategic decision-making** within Kalajus Car Body Shop. It provides a clear benchmark for establishing pricing strategies, managing operating expenses, and defining monthly sales targets that ensure financial stability.

7.2.1 Break-even Analysis Chart

Break-even Analysis	
Monthly Units Break-even	42
Monthly Revenue Break-even	$36,528
Assumptions:	
Average Per-Unit Revenue	$878.15
Average Per-Unit Variable Cost	$91.76
Estimated Monthly Fixed Cost	**$32,711**

7.3 Profit and Loss Assumptions

Kalajus Car Body Shop has developed a comprehensive financial strategy to establish a strong foundation within the U.S. automotive repair and maintenance sector. The company's approach emphasizes sustained growth, operational efficiency, and continuous reinvestment in its workforce, facilities, and technology. This structured financial plan reflects realistic assumptions aligned with the company's service expansion, market positioning, and long-term profitability goals.

Kalajus Car Body Shop's revenue is projected to grow steadily from $494,400 in Year 1 to $2,523,974 by Year 5, driven by the increasing demand for high-quality automotive repair services and the company's ability to scale operations effectively. The direct cost of sales is expected to rise proportionally with revenue, from $51,660 in Year 1 to $263,731 in Year 5, ensuring continued investment in materials, skilled labor, and service quality. This results in a gross margin consistently maintained at approximately 89.55%, with gross profit increasing from $442,740 in the first year to $2,260,244 by the fifth year.

Operating Expenses

Operating expenses are projected to grow strategically from $392,530 in Year 1 to $1,758,869 by Year 5, reflecting deliberate reinvestment in talent acquisition, staff development, and marketing activities. Key components include:

- **Payroll:** Beginning at $296,300 in Year 1 and increasing to $1,456,381 in Year 5, supporting the expansion of skilled technicians and administrative staff, including the Training and Workforce Coordinator.
- **Payroll Taxes:** Rising from $29,630 in Year 1 to $145,638 by Year 5, consistent with team growth.
- **Rent and Facilities:** Increasing from $30,000 in Year 1 to $62,208 in Year 5, reflecting facility expansion and regional growth.
- **Insurance and Utilities:** Growing from $4,200 combined in Year 1 to $8,709 in Year 5, ensuring continued operational stability and compliance.
- **Marketing and Promotion:** Expanding from $6,000 in Year 1 to $12,442 by Year 5, emphasizing digital advertising, social media, and participation in local automotive events to strengthen brand recognition.

- **Employee Education and Equipment Investments:** Increasing from $24,000 in Year 1 to $63,590 in Year 5 (combined), supporting the company's workforce training and technology upgrades.

Profitability and Growth

Earnings Before Interest and Taxes (EBIT) are forecasted to grow from $50,210 in Year 1 to $501,375 by Year 5, demonstrating effective cost management and strong operating performance. EBITDA, which includes non-cash depreciation adjustments, is projected to rise from $50,210 to $508,875 over the same period.

After accounting for taxes, net profit is expected to increase from $36,653 in the first year to $366,004 by Year 5, with the net profit margin strengthening from 7.41% to 14.50%. This steady improvement reflects operational scalability, margin optimization, and disciplined expense management.

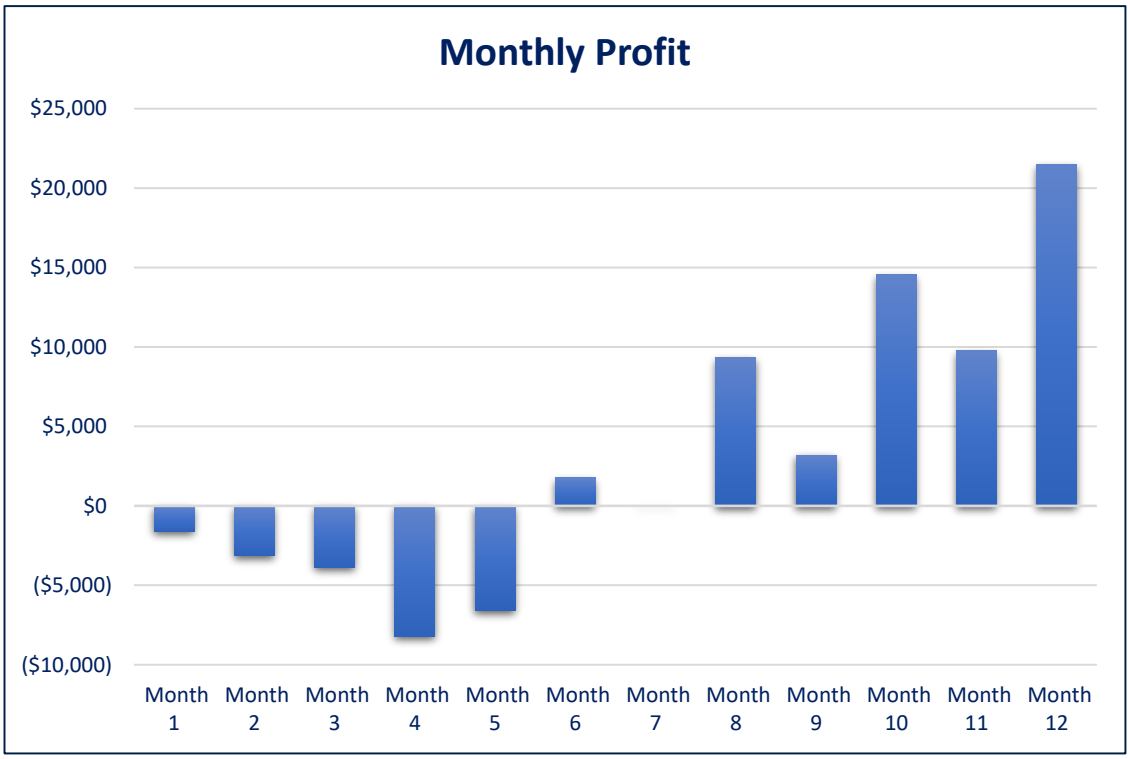
Kalajus Car Body Shop's financial projections confirm a sustainable path toward long-term profitability. Through strategic reinvestment in workforce development, technology, and market expansion, the company is positioned to achieve continued growth, reinforce its market reputation, and deliver consistent value to clients, employees, and stakeholders.

7.3.1 Annual Profit and Loss Table

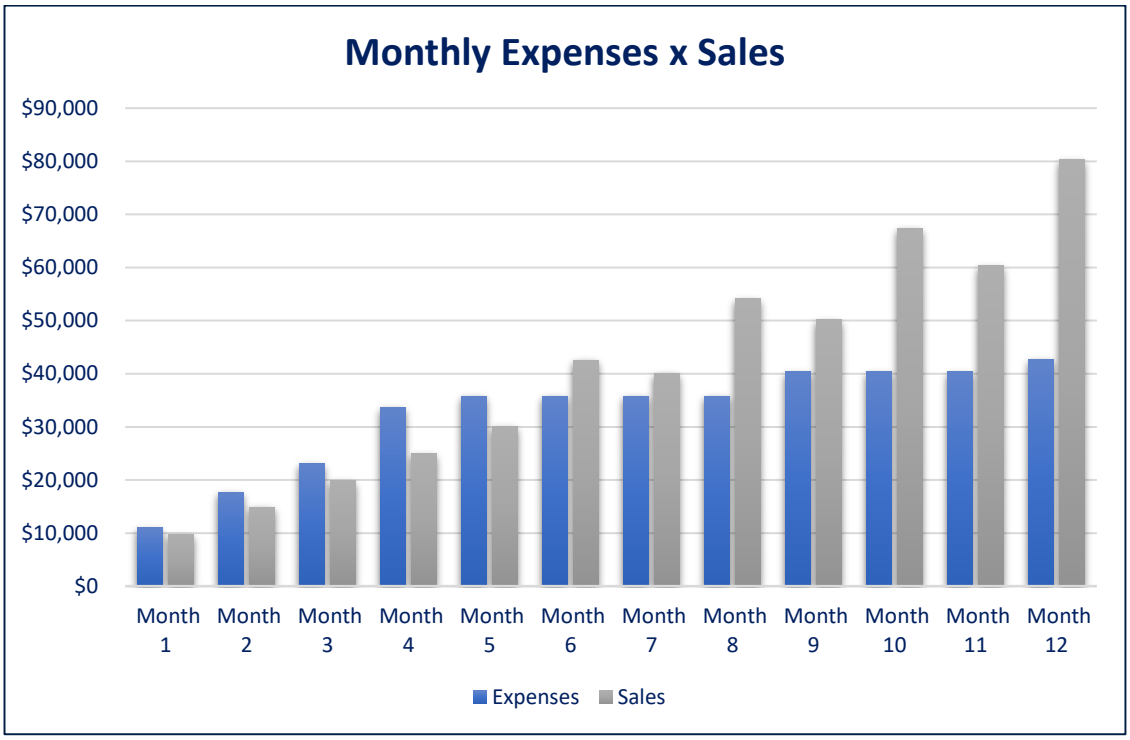
Pro Forma Profit and Loss					
	Year 1	Year 2	Year 3	Year 4	Year 5
Sales	$494,400	$1,038,240	$1,526,213	$2,003,154	$2,523,974
Direct Cost of Sales	$51,660	$108,486	$159,474	$209,310	$263,731
Other Costs of Sales	$0	$0	$0	$0	$0
Total Cost of Sales	$51,660	$108,486	$159,474	$209,310	$263,731
Gross Margin	$442,740	$929,754	$1,366,738	$1,793,844	$2,260,244
Gross Margin %	89.55%	89.55%	89.55%	89.55%	89.55%
Expenses					
Payroll	$296,300	$599,025	$846,347	$1,142,875	$1,456,381
Payroll Taxes	$29,630	$59,903	$84,635	$114,287	$145,638
Depreciation	$0	$3,000	$4,500	$6,000	$7,500
Rent	$30,000	$36,000	$43,200	$51,840	$62,208
Insurance	$2,400	$2,880	$3,456	$4,147	$4,977
Marketing/Promotion	$6,000	$7,200	$8,640	$10,368	$12,442
Utilities/Internet/Phone	$1,800	$2,160	$2,592	$3,110	$3,732
Employees Education	$0	$8,000	$9,600	$11,520	$13,824

Equipment	$24,000	$28,800	$34,560	$41,472	$49,766
Accountant	$2,400	$2,400	$2,400	$2,400	$2,400
Total Operating Expenses	$392,530	$749,368	$1,039,930	$1,388,020	$1,758,869
Profit Before Interest and Taxes	$50,210	$180,387	$326,808	$405,824	$501,375
EBITDA	$50,210	$183,387	$331,308	$411,824	$508,875
Interest Expense	$0	$0	$0	$0	$0
Taxes Incurred	$13,557	$48,704	$88,238	$109,573	$135,371
Net Other Income	$0	$0	$0	$0	$0
Net Profit	$36,653	$131,682	$238,570	$296,252	$366,004
Net Profit/Sales	**7.41%**	**12.68%**	**15.63%**	**14.79%**	**14.50%**

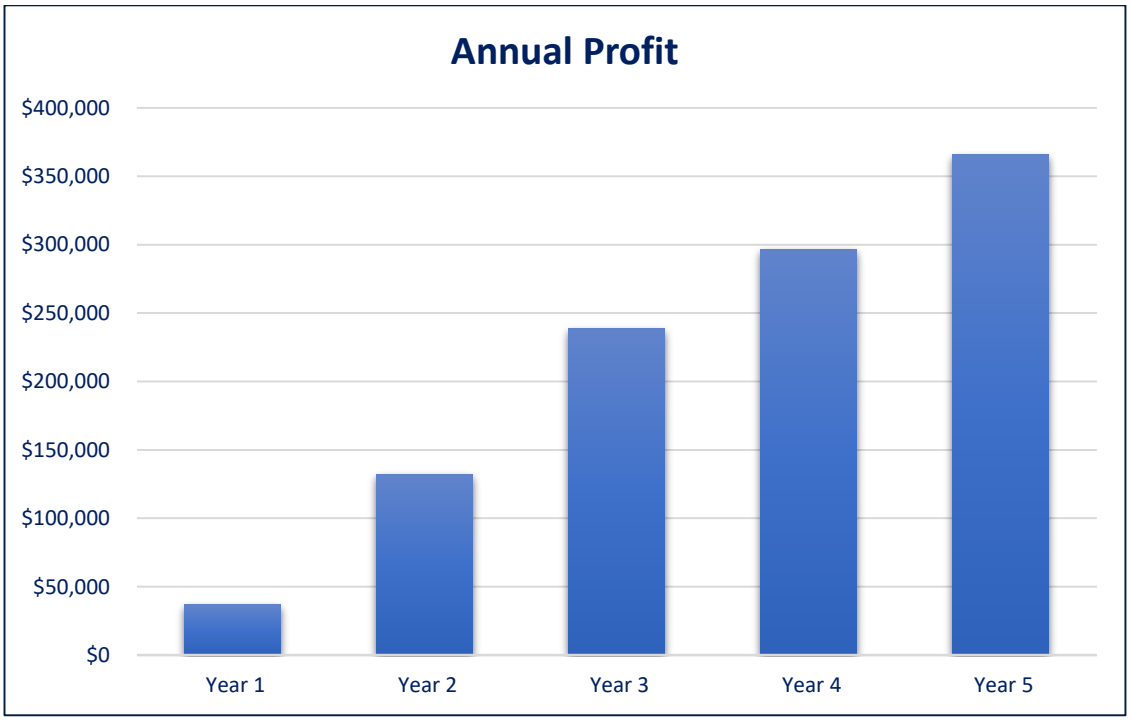
7.3.2 Monthly Profit Chart



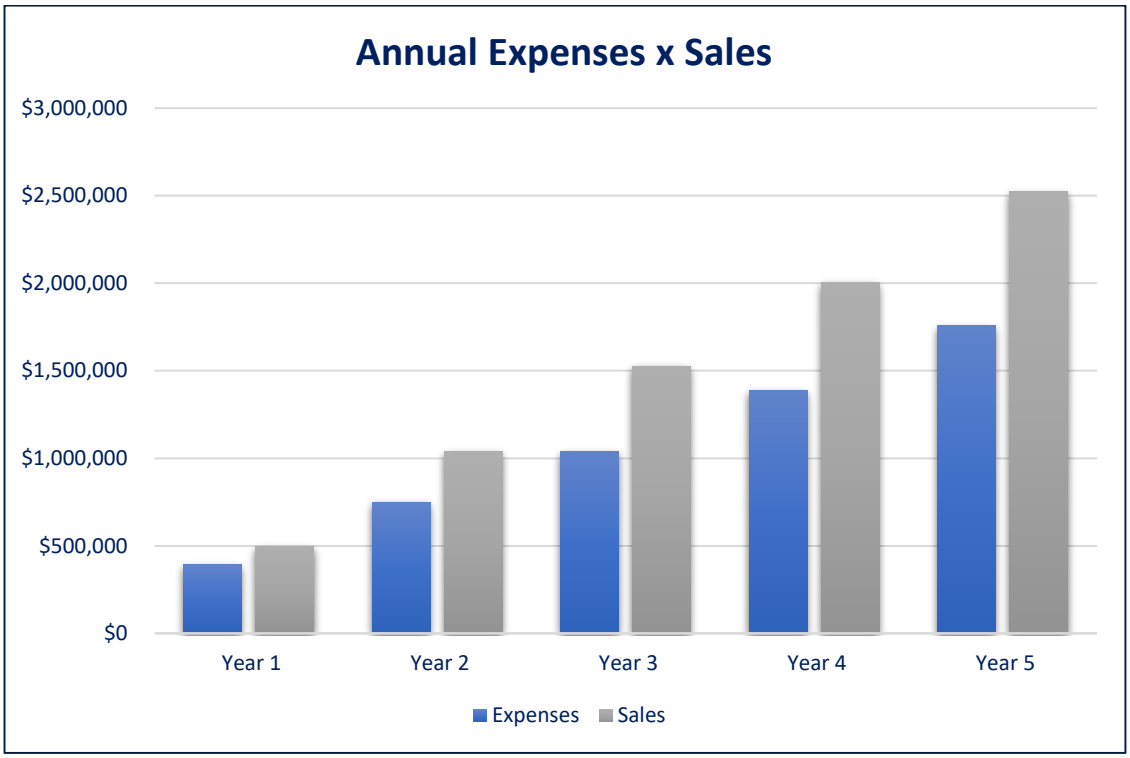
7.3.3 Monthly Expenses x Sales Chart



7.3.4 Annual Profit Chart



7.3.5 Annual Expenses x Sales Chart



7.4 Cash Flow Assumptions

Kalajus Car Body Shop LLC has established a structured and sustainable financial plan that ensures strong liquidity and consistent cash generation throughout its first five years of operation. The Pro Forma Cash Flow Statement reflects the company's capacity to maintain healthy cash reserves, efficiently manage expenditures, and support ongoing growth without dependence on external financing.

In Year 1, total cash inflows from operations are projected to reach $494,400, equally derived from cash sales ($247,200) and receivables ($247,200). This balanced revenue inflow pattern continues in subsequent years, growing proportionally with the company's sales performance — reaching $2,523,974 in Year 5, supported exclusively by operational revenues. The company does not anticipate any additional inflows from non-operational sources, loans, or new investments during this period, reflecting a self-sustaining financial model.

Cash Outflows and Expenditures

Operational expenditures primarily consist of payroll, supplier payments, and administrative costs.

- **Cash Spending:** Expected to begin at $296,300 in Year 1 and increase to $1,456,381 by Year 5, reflecting workforce expansion and higher service volume.
- **Bill Payments:** Starting at $137,139 and rising to $682,906 by the fifth year, consistent with growing operating activities and supplier relationships.
- **Total Operational Expenditures:** Climbing from $433,439 in Year 1 to $2,139,288 in Year 5, maintaining an efficient cost-to-revenue ratio across the projection period.

In addition to operating expenses, dividend payments are planned as the company matures, beginning in Year 2 at $20,000 and increasing to $75,000 by Year 5, signifying profitability and the company's ability to return value to ownership while sustaining growth.

Net Cash Flow and Cash Position

After accounting for all expenditures, net cash flow remains consistently positive throughout the forecast period — starting at $60,961 in Year 1 and growing to $309,687 in Year 5. This steady upward trend highlights prudent financial management and operational efficiency.

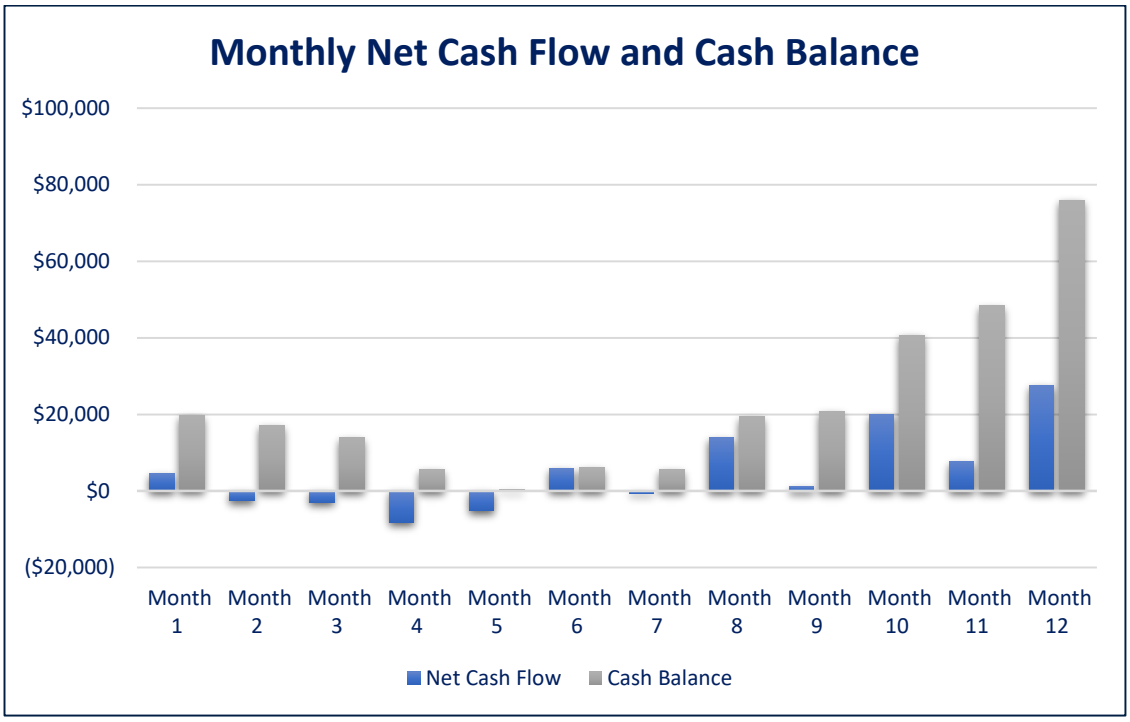
As a result, the company's cash balance is expected to strengthen each year, increasing from $75,961 at the end of Year 1 to $982,209 by the end of Year 5. This growth in liquidity ensures that Kalajus Car Body Shop maintains a strong financial cushion, supporting reinvestment in equipment, workforce development, and business expansion.

This comprehensive cash flow forecast demonstrates Kalajus Car Body Shop's ability to operate profitably, manage resources efficiently, and maintain financial resilience in the competitive automotive repair and maintenance industry. The detailed Pro Forma Cash Flow Statement, included in the appendix, provides a clear and transparent overview of the company's financial trajectory and operational sustainability.

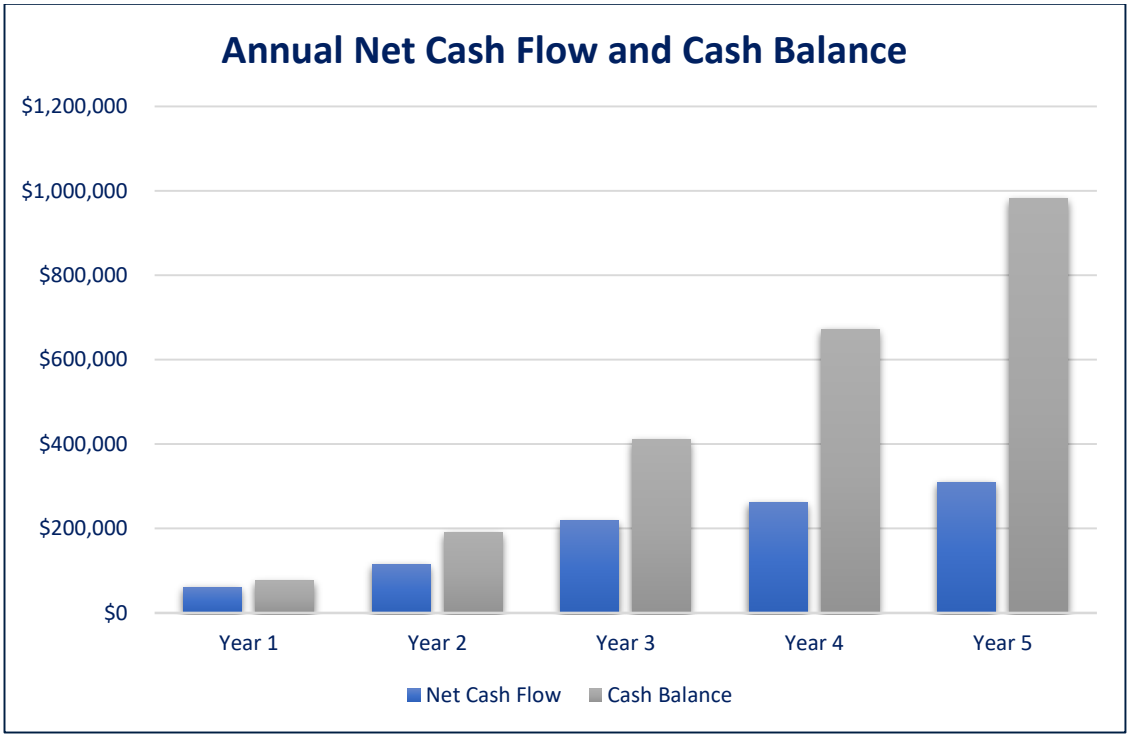
7.4.1 Annual Cash Flow Table

Pro Forma Cash Flow					
	Year 1	Year 2	Year 3	Year 4	Year 5
Cash Received					
Cash from Operations					
Cash Sales	$247,200	$519,120	$763,106	$1,001,577	$1,261,987
Cash from Receivables	$247,200	$519,120	$763,106	$1,001,577	$1,261,987
Subtotal Cash from Operations	$494,400	$1,038,240	$1,526,213	$2,003,154	$2,523,974
Additional Cash Received					
Non-Operating (Other) Income	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Received	$0	$0	$0	$0	$0
New Current Borrowing	$0	$0	$0	$0	$0
New Other Liabilities (interest-free)	$0	$0	$0	$0	$0
New Long-term Liabilities	$0	$0	$0	$0	$0
Sales of Other Current Assets	$0	$0	$0	$0	$0
Sales of Long-term Assets	$0	$0	$0	$0	$0
New Investment Received	$0	$0	$0	$0	$0
Subtotal Cash Received	$494,400	$1,038,240	$1,526,213	$2,003,154	$2,523,974
Expenditures	Year 1	Year 2	Year 3	Year 4	Year 5
Expenditures from Operations					
Cash Spending	$296,300	$599,025	$846,347	$1,142,875	$1,456,381
Bill Payments	$137,139	$303,811	$425,925	$548,063	$682,906
Subtotal Spent on Operations	$433,439	$902,836	$1,272,272	$1,690,938	$2,139,288
Additional Cash Spent					
Non-Operating (Other) Expense	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Paid Out	$0	$0	$0	$0	$0
Principal Repayment of Current Borrowing	$0	$0	$0	$0	$0
Other Liabilities Principal Repayment	$0	$0	$0	$0	$0
Long-term Liabilities Principal Repayment	$0	$0	$0	$0	$0
Purchase Other Current Assets	$0	$0	$0	$0	$0
Purchase Long-term Assets	$0	$0	$0	$0	$0
Dividends	$0	$20,000	$35,000	$50,000	$75,000
Subtotal Cash Spent	$433,439	$922,836	$1,307,272	$1,740,938	$2,214,288
Net Cash Flow	$60,961	$115,404	$218,941	$262,216	$309,687
Cash Balance	**$75,961**	**$191,366**	**$410,307**	**$672,523**	**$982,209**

7.4.2 Monthly Net Cash Flow and Cash Balance Chart



7.4.3 Annual Net Cash Flow and Cash Balance Chart



7.5 Balance Sheet Assumptions

The Pro Forma Balance Sheet for Kalajus Car Body Shop LLC over the next five years demonstrates a solid and consistent financial foundation, characterized by healthy asset growth, prudent liability management, and a steadily expanding capital base. These projections reflect the company's commitment to maintaining financial stability while pursuing sustainable growth in the U.S. automotive repair and maintenance market.

Assets

In Year 1, total current assets are projected at $75,961, composed entirely of cash reserves. This balance is expected to increase steadily, reaching $982,209 by Year 5, driven by positive cash flow and disciplined financial management. The company maintains zero accounts receivable and inventory, reflecting an efficient, service-based model with immediate revenue recognition and minimal asset holding risk.

Kalajus Car Body Shop does not plan to acquire long-term assets during the initial years of operation. However, accumulated depreciation is forecasted to increase gradually from $0 in Year 1 to $21,000 in Year 5, accounting for minor equipment and infrastructure depreciation. Despite this, total assets exhibit strong growth — rising from $75,961 in Year 1 to $961,209 in Year 5, illustrating a robust liquidity position and increasing operational strength.

Liabilities

The company's liability structure remains conservative throughout the five-year period. Current liabilities, primarily from accounts payable, start at $24,308 in Year 1 and increase modestly to $57,048 by Year 5, reflecting controlled growth in operational obligations. Kalajus Car Body Shop does not project any current or long-term borrowing, highlighting its self-sustaining financial model and commitment to debt-free operations.

Capital Structure

The company's paid-in capital remains constant at $50,000 across all five years, representing the owner's initial investment. Retained earnings demonstrate significant improvement — shifting from a negative ($35,000) in Year 1 to a strong positive $488,157 by Year 5. This growth reflects consistent profitability and reinvestment of earnings into the business.

Earnings follow a similar upward trend, increasing from $36,653 in Year 1 to $366,004 in Year 5, leading to a total capital increase from $51,653 in the first year to $904,161 by the end of Year 5.

Net Worth and Financial Stability

The company's net worth mirrors this growth trajectory, expanding from $51,653 in Year 1 to $904,161 in Year 5. This upward trend confirms the financial soundness and long-term viability of Kalajus Car Body Shop, supported by efficient cost management, steady profit margins, and growing retained earnings.

Overall, the balance sheet projections reinforce Kalajus Car Body Shop's capacity to sustain operations, expand its service portfolio, and strengthen its financial position — establishing a solid foundation for long-term success in the competitive automotive repair industry.

7.5.1 Annual Balance Sheet Table

Pro Forma Balance Sheet					
	Year 1	Year 2	Year 3	Year 4	Year 5
Assets					
Current Assets					
Cash	$75,961	$191,366	$410,307	$672,523	$982,209
Accounts Receivable	$0	$0	$0	$0	$0
Inventory	$0	$0	$0	$0	$0
Total Current Assets	$75,961	$191,366	$410,307	$672,523	$982,209
Long-term Assets					
Long-term Assets	$0	$0	$0	$0	$0
Accumulated Depreciation	$0	$3,000	$7,500	$13,500	$21,000
Total Long-term Assets	$0	($3,000)	($7,500)	($13,500)	($21,000)
Total Assets	$75,961	$188,366	$402,807	$659,023	$961,209
Liabilities and Capital	Year 1	Year 2	Year 3	Year 4	Year 5
Current Liabilities					
Accounts Payable	$24,308	$25,030	$35,901	$45,865	$57,048
Current Borrowing	$0	$0	$0	$0	$0
Subtotal Current Liabilities	$24,308	$25,030	$35,901	$45,865	$57,048
Long-term Liabilities	$0	$0	$0	$0	$0
Total Liabilities	$24,308	$25,030	$35,901	$45,865	$57,048
Paid-in Capital	$50,000	$50,000	$50,000	$50,000	$50,000
Retained Earnings	($35,000)	($18,347)	$78,335	$266,906	$488,157
Earnings	$36,653	$131,682	$238,570	$296,252	$366,004
Total Capital	$51,653	$163,335	$366,906	$613,157	$904,161
Total Liabilities and Capital	$75,961	$188,366	$402,807	$659,023	$961,209
Net Worth	**$51,653**	**$163,335**	**$366,906**	**$613,157**	**$904,161**

8.0 Mr. Julio Cesar de Freitas' National-level Impact

Mr. Julio Cesar de Freitas' leadership at Kalajus Car Body Shop LLC will generate a measurable and lasting impact on a national scale through operational excellence, workforce development, technological innovation, and alignment with U.S. economic priorities. His strategic vision and extensive expertise in the automotive repair and maintenance industry will drive systemic improvements, positioning the company as a model for sustainable and scalable growth in the sector.

Transforming Industry Practices

Under Mr. Freitas' direction, Kalajus Car Body Shop will implement advanced operational frameworks that streamline repair processes, enhance efficiency, and ensure full compliance with industry regulations. By standardizing best practices and integrating technology across its operations, the company will set new benchmarks for quality and productivity. These initiatives will help reduce costs, minimize operational downtime, and improve the competitiveness of U.S. businesses that rely on automotive repair and fleet maintenance services.

Driving Economic Growth

A core component of Mr. Freitas' national impact will be his contribution to workforce expansion and job creation. In addition to growing the company's operations, he will implement a structured **Workforce Training and Apprenticeship Program** that develops skilled technicians from within local communities. This initiative will address the growing shortage of qualified professionals in the U.S. automotive repair sector, ensuring a sustainable pipeline of talent to support industry growth. By investing in technical training, certification support, and continuous professional development, his strategy will create high-quality employment opportunities and strengthen local economies. These efforts will indirectly stimulate activity in related industries, including manufacturing, insurance, transportation, and technology, generating a positive economic multiplier effect.

Promoting Regulatory Compliance and Sustainability

Mr. Freitas' leadership will also emphasize the importance of regulatory compliance and environmental responsibility. Kalajus Car Body Shop will adopt practices aligned with federal and state regulations, while integrating eco-efficient technologies and repair processes that contribute to national sustainability goals. Through training and process standardization, the company will

equip its workforce with the knowledge and tools required to meet these standards consistently, helping reduce environmental impact and supporting the U.S. commitment to lowering carbon emissions.

Through this multi-faceted approach, Mr. Julio Cesar de Freitas' leadership will extend far beyond company-level operations. His commitment to developing skilled labor, modernizing repair practices, promoting compliance, and accelerating technological innovation will strengthen the U.S. automotive repair and maintenance industry, driving sustainable economic growth and advancing national priorities. His role as an industry leader will be both transformative and enduring, positioning Kalajus Car Body Shop LLC as a model for innovation, workforce development, and operational excellence nationwide.

The strengthening United States economy in recent years has nurtured many opportunities for entrepreneurs, with the number of small businesses in the U.S. on the rise. In 2023, the number of small businesses in the US reached 33.3 million, making up nearly all (99.9 percent) US businesses.

Small enterprises play a significant role in the U.S. economy and are vital to economic development and job creation. Although the majority of small businesses hire fewer than 100 employees, they are responsible for millions of new jobs created over the past few years. In fact, there are currently 61.6 million small business employees in the US, which make up approximately half (45.9 percent) of the U.S. workforce. [xiii]

9.0 Direct and Indirect jobs creation

By the end of its fifth year of operations, Kalajus Car Body Shop LLC is projected to employ a team of 22 full-time professionals, strategically structured to support its growing operations in the automotive repair, painting, and detailing sectors. This workforce plan reflects the company's commitment to excellence, skill development, and inclusive employment opportunities that strengthen both the business and the local economy.

Organizational Structure and Roles

The company's human capital strategy is led by Mr. Julio César de Freitas, Founder and General Manager, whose extensive experience in automotive repair and management ensures high service standards and operational efficiency. The workforce distribution includes:

- **3 Auto Body Technicians** – Performing structural and non-structural repairs, welding, and part replacement.
- **3 Automotive Painters** – Specializing in precision color matching, refinishing, and custom paint applications.
- **3 Detailing Specialists** – Providing comprehensive cleaning, polishing, and interior/exterior detailing services.
- **3 Paintless Dent Repair (PDR) Technicians (Martelinho de Ouro)** – Skilled in restoring vehicle surfaces without repainting, preserving OEM quality.
- **3 Insurance Claims Coordinators** – Managing the repair process for insurance cases and client communications.
- **1 Financial Analyst** – Overseeing financial reporting, cost analysis, and budgeting.
- **1 Marketing and Sales Specialist** – Expanding market visibility, managing outreach, and driving client acquisition.
- **1 Administrative Manager** – Ensuring efficient daily operations and coordination among departments.
- **2 Customer Service Representatives** – Maintaining customer relations and ensuring client satisfaction.
- **1 Training and Workforce Coordinator** – Leading the company's Workforce Training & Certification Program, responsible for training, evaluating, and integrating new professionals.

Workforce Development and Inclusion of Unskilled Workers

A core component of Kalajus Car Body Shop's mission is to foster inclusive workforce development. Approximately 40% of the company's workforce growth will be dedicated to the training and professional development of unskilled or entry-level workers through the Workforce Training & Certification Program.

These individuals — recruited primarily from local communities — will receive structured, hands-on training in auto body repair, painting, detailing, and paintless dent repair under the supervision of senior technicians and the Training and Workforce Coordinator. The initiative provides a pathway for unskilled workers to obtain valuable technical certifications and stable employment, addressing both local workforce gaps and national shortages of skilled automotive professionals.

This approach directly aligns with U.S. Department of Labor workforce priorities and MassHire regional development programs, which emphasize apprenticeship-based training, technical education, and the inclusion of underrepresented populations in skilled trades.

9.1 Economic Policy Institute

Each industry has backward linkages to economic sectors that provide the materials needed for the industry's output, just as each industry has forward linkages to the economic sectors where the industry's workers spend their income. Therefore, in addition to the jobs directly supported by an industry, a large number of indirect jobs may also be supported by that industry. The subtraction or addition of jobs and output in industries with strong backward and forward linkages to other economic sectors can cause large ripple effects.

According to the national job multipliers published by the Economy Policy Institute (EPI) on January 23, 2019,[xiv] 100 direct jobs in the Automotive repair and maintenance industry generate a total of 214.3 total indirect jobs, as demonstrated in the following table:

Employment multipliers per 100 direct jobs, all private-sector industries

	Industry	Direct jobs	Supplier jobs*	Induced jobs**	Total indirect jobs
169	Automotive repair and maintenance	100.0	125.5	88.8	214.3
170	Electronic and precision equipment repair and maintenance	100.0	281.2	166.5	447.7
171	Commercial and industrial machinery and equipment repair and maintenance	100.0	171.1	119.5	290.6
172	Personal and household goods repair and maintenance	100.0	200.7	115.1	315.8
173	Personal care services	100.0	30.6	47.4	77.9

Since Mr. Freitas will create 22 direct jobs by the end of Year 5, the total number of indirect jobs to be generated in the same period will reach 45 according to the multipliers provided by the EPI.

In addition to its in-house team, Kalajus Car Body Shop will hire a number of independent

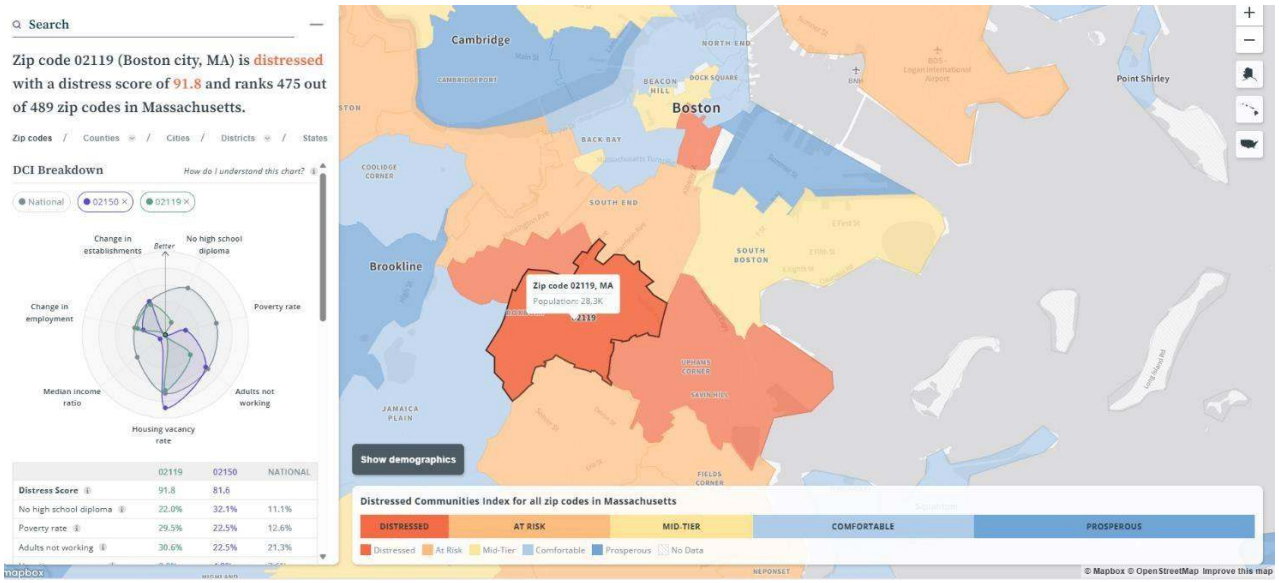
contractors on a project basis, including legal professionals and technicians. Additionally, the company will mediate in the hiring of professionals that will perform services that are deemed to be required. Therefore, the company will stimulate the employment of a number of workers of different profiles. Furthermore, the company will hire an outsourced marketing company to develop its website and work with marketing campaigns.

The direct and indirect job creation by Kalajus Car Body Shop, as well as the utilization of independent contractors and outsourced services, will have a significant positive impact on the local and national economy, fostering job growth, generating income, and contributing to overall economic prosperity.

Kalajus Car Body Shop's expansion plans, under the leadership of Mr. Julio Cesar de Freitas, encompass the creation of direct and indirect employment opportunities, the payment of substantial taxes, and the utilization of local resources and services. By contributing to job creation, tax revenue, and economic growth, Kalajus Car Body Shop aims to make a lasting and positive impact on both the local community and the broader U.S. economy.

9.2 Distressed Communities

This section provides an in-depth exploration of the demographic and socioeconomic challenges faced by communities in distressed areas, using zip code 02119 in Boston, MA, as a case study. With a distress score of 91.8, this zip code ranks as the 475th most distressed out of 489 in Massachusetts, indicating significant economic hurdles that affect both the demographic composition and the general quality of life. Understanding these dynamics is crucial for businesses and policymakers who aim to foster economic growth and enhance community welfare in similar regions. [ix]



Demographic and Socioeconomic Profile:

- **DCI Score and Economic Distress**: Zip code 02119's high distress score reflects severe economic challenges that significantly influence the labor market and consumer base.
- **Demographics**: The area exhibits a diverse racial makeup with a substantial Black or African- American population (45.8%), a significant Hispanic or Latino presence (32.4%), and a smaller proportion of non-Hispanic whites (12.6%). Effective business strategies should consider this demographic diversity.
- **Education Levels**: With 22.0% of residents lacking a high school diploma, the community has a segment of the workforce with limited educational attainment, affecting the types of jobs and training opportunities viable in the area.
- **Occupation and Employment**: The distress score correlates with a higher unemployment rate, with 30.6% of adults not working, suggesting a pool of potential employees for various roles if adequate training programs are implemented.
- **Income and Poverty Rates**: The median income is 35.3% of the national average, combined with a poverty rate of 29.5%, indicating a consumer base with limited spending capabilities that necessitates affordable essential services.

Business Implications:

- **Market Potential**: The economic distress underscores a need for value-oriented products and services, presenting a significant market opportunity for businesses.
- **Workforce Availability**: The demographic data indicates a potential workforce for industries that require basic to moderate skill levels, offering chances for impactful employment.
- **Community Engagement**: Engaging this community provides avenues for making substantial positive social impacts. Initiatives focused on development can enhance a business's reputation and foster long-term customer loyalty.
- **Cultural Sensitivity**: Given the area's diverse demographic profile, businesses must adopt culturally sensitive practices and customer service strategies to effectively meet community needs.
- Launching a business in a distressed community such as Boston's zip code 02119 offers unique challenges due to the economic conditions but also significant opportunities to serve a community in need, create employment, and foster regional development. Businesses that adopt a socially responsible, culturally attuned, and economically accessible model are likely to succeed in such environments.

APPENDIX

Monthly Sales Forecast Table

Sales Forecast													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Unit Sales													
Full Body Repair		1	2	3	4	5	6	7	8	9	10	11	12
Professional Painting		2	3	4	5	6	7	8	9	10	11	12	13
Polishing and Detailing		4	5	6	7	8	9	10	11	12	13	14	15
Martelinho de Ouro (Paintless Dent Repair)		8	9	10	11	12	13	14	15	16	17	18	19
Insurance Claim Repairs		2	3	4	5	6	7	8	9	10	11	12	13
Workforce Training & Certification Program		0	0	0	0	0	5	0	6	0	8	0	10
Total Unit Sales		17	22	27	32	37	47	47	58	57	70	67	82
Unit Prices		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Full Body Repair		$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00	$2,500.00
Professional Painting		$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00
Polishing and Detailing		$350.00	$350.00	$350.00	$350.00	$350.00	$350.00	$350.00	$350.00	$350.00	$350.00	$350.00	$350.00
Martelinho de Ouro (Paintless Dent Repair)		$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Insurance Claim Repairs		$750.00	$750.00	$750.00	$750.00	$750.00	$750.00	$750.00	$750.00	$750.00	$750.00	$750.00	$750.00
Workforce Training & Certification Program		$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00	$1,500.00
Sales													
Full Body Repair		$2,500	$5,000	$7,500	$10,000	$12,500	$15,000	$17,500	$20,000	$22,500	$25,000	$27,500	$30,000
Professional Painting		$2,400	$3,600	$4,800	$6,000	$7,200	$8,400	$9,600	$10,800	$12,000	$13,200	$14,400	$15,600
Polishing and Detailing		$1,400	$1,750	$2,100	$2,450	$2,800	$3,150	$3,500	$3,850	$4,200	$4,550	$4,900	$5,250

Martelinho de Ouro (Paintless Dent Repair)		$2,000	$2,250	$2,500	$2,750	$3,000	$3,250	$3,500	$3,750	$4,000	$4,250	$4,500	$4,750
Insurance Claim Repairs		$1,500	$2,250	$3,000	$3,750	$4,500	$5,250	$6,000	$6,750	$7,500	$8,250	$9,000	$9,750
Workforce Training & Certification Program		$0	$0	$0	$0	$0	$7,500	$0	$9,000	$0	$12,000	$0	$15,000
Total Sales		$9,800	$14,850	$19,900	$24,950	$30,000	$42,550	$40,100	$54,150	$50,200	$67,250	$60,300	$80,350
Direct Unit Costs		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Full Body Repair	12.00%	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00	$300.00
Professional Painting	8.00%	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00	$96.00
Polishing and Detailing	10.00%	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00	$35.00
Martelinho de Ouro (Paintless Dent Repair)	5.00%	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50	$12.50
Insurance Claim Repairs	15.00%	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50	$112.50
Workforce Training & Certification Program	8.00%	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00	$120.00
Direct Cost of Sales													
Full Body Repair		$300	$600	$900	$1,200	$1,500	$1,800	$2,100	$2,400	$2,700	$3,000	$3,300	$3,600
Professional Painting		$192	$288	$384	$480	$576	$672	$768	$864	$960	$1,056	$1,152	$1,248
Polishing and Detailing		$140	$175	$210	$245	$280	$315	$350	$385	$420	$455	$490	$525
Martelinho de Ouro (Paintless Dent Repair)		$100	$113	$125	$138	$150	$163	$175	$188	$200	$213	$225	$238
Insurance Claim Repairs		$225	$338	$450	$563	$675	$788	$900	$1,013	$1,125	$1,238	$1,350	$1,463
Workforce Training & Certification Program		$0	$0	$0	$0	$0	$600	$0	$720	$0	$960	$0	$1,200
Subtotal Direct Cost of Sales		**$957**	**$1,513**	**$2,069**	**$2,625**	**$3,181**	**$4,337**	**$4,293**	**$5,569**	**$5,405**	**$6,921**	**$6,517**	**$8,273**

Monthly Personnel Plan Table

Personnel Plan													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
General Manager - Mr. Julio Cesar de Freitas		$0	$6,000	$6,000	$6,000	$8,000	$8,000	$8,000	$8,000	$8,000	$8,000	$8,000	$10,000
Auto Body Technicians		$0	$0	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000
Automotive Painters		$0	$0	$0	$0	$0	$0	$0	$0	$4,200	$4,200	$4,200	$4,200
Detailing Specialists		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Paintless Dent Repair Technicians (Martelinho de Ouro)		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Training and Workforce Coordinator		$0	$0	$0	$4,500	$4,500	$4,500	$4,500	$4,500	$4,500	$4,500	$4,500	$4,500
Insurance Claims Coordinators		$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000
Financial Analyst		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Marketing and Sales Specialist		$0	$0	$0	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000	$5,000
Administrative Manager		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Customer Service Representatives		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total People		2	2	3	5	5	5	5	5	6	6	6	6
Total Payroll		**$5,000**	**$11,000**	**$16,000**	**$25,500**	**$27,500**	**$27,500**	**$27,500**	**$27,500**	**$31,700**	**$31,700**	**$31,700**	**$33,700**

Monthly Profit and Loss Table

Pro Forma Profit and Loss													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Sales		$9,800	$14,850	$19,900	$24,950	$30,000	$42,550	$40,100	$54,150	$50,200	$67,250	$60,300	$80,350
Direct Cost of Sales		$957	$1,513	$2,069	$2,625	$3,181	$4,337	$4,293	$5,569	$5,405	$6,921	$6,517	$8,273
Other Costs of Sales		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Cost of Sales		$957	$1,513	$2,069	$2,625	$3,181	$4,337	$4,293	$5,569	$5,405	$6,921	$6,517	$8,273
Gross Margin		$8,843	$13,337	$17,831	$22,325	$26,819	$38,213	$35,807	$48,581	$44,795	$60,329	$53,783	$72,077
Gross Margin %		90.23%	89.81%	89.60%	89.48%	89.40%	89.81%	89.29%	89.72%	89.23%	89.71%	89.19%	89.70%
Expenses													
Payroll		$5,000	$11,000	$16,000	$25,500	$27,500	$27,500	$27,500	$27,500	$31,700	$31,700	$31,700	$33,700
Payroll Taxes	10%	$500	$1,100	$1,600	$2,550	$2,750	$2,750	$2,750	$2,750	$3,170	$3,170	$3,170	$3,370
Depreciation		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Rent		$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500	$2,500
Insurance		$200	$200	$200	$200	$200	$200	$200	$200	$200	$200	$200	$200
Marketing/Promotion		$500	$500	$500	$500	$500	$500	$500	$500	$500	$500	$500	$500
Utilities/Internet/Phone		$150	$150	$150	$150	$150	$150	$150	$150	$150	$150	$150	$150
Employees Education	0%	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Equipment	0%	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000
Accountant	0%	$200	$200	$200	$200	$200	$200	$200	$200	$200	$200	$200	$200
Total Operating Expenses		$11,050	$17,650	$23,150	$33,600	$35,800	$35,800	$35,800	$35,800	$40,420	$40,420	$40,420	$42,620
Profit Before Interest and Taxes		($2,207)	($4,313)	($5,319)	($11,275)	($8,981)	$2,413	$7	$12,781	$4,375	$19,909	$13,363	$29,457
EBITDA		($2,207)	($4,313)	($5,319)	($11,275)	($8,981)	$2,413	$7	$12,781	$4,375	$19,909	$13,363	$29,457
Interest Expense		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Taxes Incurred		($596)	($1,165)	($1,436)	($3,044)	($2,425)	$652	$2	$3,451	$1,181	$5,375	$3,608	$7,953
Net Other Income		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Net Profit		($1,611)	($3,148)	($3,883)	($8,231)	($6,556)	$1,761	$5	$9,330	$3,194	$14,534	$9,755	$21,504
Net Profit/Sales		**-16.44%**	**-21.20%**	**-19.51%**	**-32.99%**	**-21.85%**	**4.14%**	**0.01%**	**17.23%**	**6.36%**	**21.61%**	**16.18%**	**26.76%**

Monthly Cash Flow Table

Pro Forma Cash Flow													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Cash Received													
Cash from Operations													
Cash Sales		$4,900	$7,425	$9,950	$12,475	$15,000	$21,275	$20,050	$27,075	$25,100	$33,625	$30,150	$40,175
Cash from Receivables		$4,900	$7,425	$9,950	$12,475	$15,000	$21,275	$20,050	$27,075	$25,100	$33,625	$30,150	$40,175
Subtotal Cash from Operations		$9,800	$14,850	$19,900	$24,950	$30,000	$42,550	$40,100	$54,150	$50,200	$67,250	$60,300	$80,350
Additional Cash Received													
Non-Operating (Other) Income		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales Tax, VAT, HST/GST Received	0.00%	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Current Borrowing		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Other Liabilities (interest-free)		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Long-term Liabilities		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Sales of Long-term Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
New Investment Received		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Subtotal Cash Received		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
		$9,800	$14,850	$19,900	$24,950	$30,000	$42,550	$40,100	$54,150	$50,200	$67,250	$60,300	$80,350
Expenditures													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Expenditures from Operations													
Cash Spending													
Bill Payments		$5,000	$11,000	$16,000	$25,500	$27,500	$27,500	$27,500	$27,500	$31,700	$31,700	$31,700	$33,700
Subtotal Spent on Operations		$214	$6,431	$7,025	$7,779	$7,727	$9,197	$13,265	$12,752	$17,253	$15,497	$20,944	$19,055
		$5,214	$17,431	$23,025	$33,279	$35,227	$36,697	$40,765	$40,252	$48,953	$47,197	$52,644	$52,755
Additional Cash Spent													
Non Operating (Other) Expense													
Sales Tax, VAT, HST/GST Paid Out		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Principal Repayment of Current Borrowing		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Other Liabilities Principal Repayment		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Long-term Liabilities Principal Repayment		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Purchase Other Current Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Purchase Long-term Assets		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Dividends		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Subtotal Cash Spent		$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
		$5,214	$17,431	$23,025	$33,279	$35,227	$36,697	$40,765	$40,252	$48,953	$47,197	$52,644	$52,755
Net Cash Flow													
Cash Balance		**$4,586**	**($2,581)**	**($3,125)**	**($8,329)**	**($5,227)**	**$5,853**	**($665)**	**$13,898**	**$1,247**	**$20,053**	**$7,656**	**$27,595**

Monthly Balance Sheet Table

Pro Forma Balance Sheet													
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Assets	Starting Balances												
Current Assets													
Cash	$15,000	$19,586	$17,006	$13,881	$5,552	$325	$6,178	$5,512	$19,410	$20,657	$40,711	$48,367	$75,961
Accounts Receivable	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Inventory	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Other Current Assets	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Current Assets	$15,000	$19,586	$17,006	$13,881	$5,552	$325	$6,178	$5,512	$19,410	$20,657	$40,711	$48,367	$75,961
Long-term Assets													
Long-term Assets	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Accumulated Depreciation	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Long-term Assets	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Assets	$15,000	$19,586	$17,006	$13,881	$5,552	$325	$6,178	$5,512	$19,410	$20,657	$40,711	$48,367	$75,961
Liabilities and Capital		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Current Liabilities													
Accounts Payable	$0	$6,197	$6,765	$7,523	$7,425	$8,754	$12,846	$12,175	$16,743	$14,796	$20,316	$18,217	$24,308
Current Borrowing	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Other Current Liabilities	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Subtotal Current Liabilities	$0	$6,197	$6,765	$7,523	$7,425	$8,754	$12,846	$12,175	$16,743	$14,796	$20,316	$18,217	$24,308
Long-term Liabilities	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0	$0
Total Liabilities	$0	$6,197	$6,765	$7,523	$7,425	$8,754	$12,846	$12,175	$16,743	$14,796	$20,316	$18,217	$24,308
Paid-in Capital	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000	$50,000
Retained Earnings	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)	($35,000)
Earnings	$0	($1,611)	($4,760)	($8,642)	($16,873)	($23,429)	($21,668)	($21,663)	($12,333)	($9,139)	$5,395	$15,150	$36,653
Total Capital	$15,000	$13,389	$10,240	$6,358	($1,873)	($8,429)	($6,668)	($6,663)	$2,667	$5,861	$20,395	$30,150	$51,653
Total Liabilities and Capital	$15,000	$19,586	$17,006	$13,881	$5,552	$325	$6,178	$5,512	$19,410	$20,657	$40,711	$48,367	$75,961
Net Worth	**$15,000**	**$13,389**	**$10,240**	**$6,358**	**($1,873)**	**($8,429)**	**($6,668)**	**($6,663)**	**$2,667**	**$5,861**	**$20,395**	**$30,150**	**$51,653**

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[xiii] https://advocacy.sba.gov/wp-content/uploads/2023/11/2023-Small-Business-Economic-Profile-US.pdf
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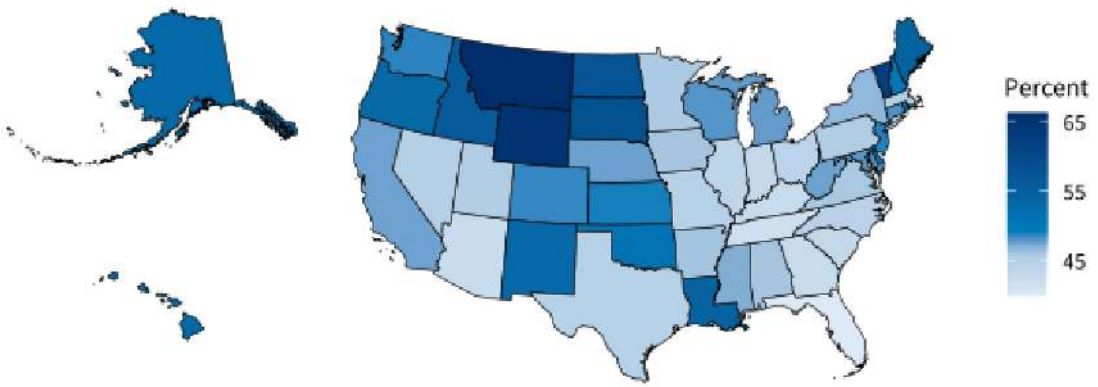
2025 Small Business Profile

U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF ADVOCACY
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United States

36.2 million small businesses
99.9 percent of U.S. businesses

62.3 million small business employees
45.9 percent of U.S. employees

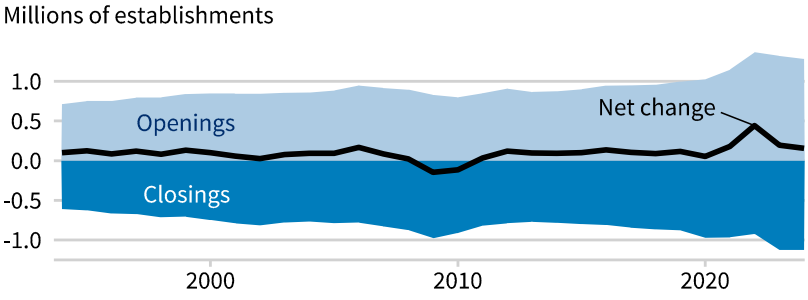


Share of employees working at small businesses by state
Sources of original data: Nonemployer Statistics (Census), Statistics of U.S. Businesses (Census)

Employer and employment dynamics

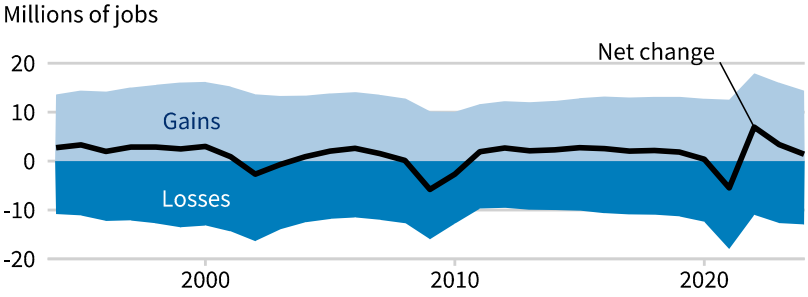
Establishments

Between March 2023 and March 2024, 1,281,290 establishments opened and 1,125,979 closed, for a net increase of 155,311. Employment expanded at 2.1 million establishments and contracted at 2.0 million. Small businesses accounted for 1.1 million openings and 982,940 closings.



Employment

Opening and expanding U.S. establishments added 14.4 million jobs, while closing and contracting establishments lost 13.0 million, for a net increase of 1.4 million jobs. Small businesses contributed a net increase of 1.2 million jobs, or 88.9 percent of that total.



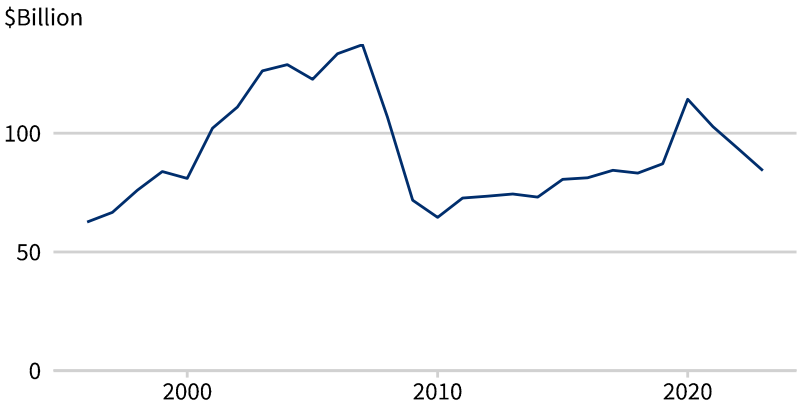
Counts include temporary closures and reopenings.
Source: Business Employment Dynamics (Bureau of Labor Statistics)

Small business loans

The Community Reinvestment Act requires large banks to report new small business loans. In 2023, reporting banks issued $84.2 billion in loans to U.S. businesses with revenues of $1 million or less. Total reported new lending to businesses through loans of $1 million or less was $242.9 billion. Total reported new lending to businesses through loans of $100,000 or less was $104.4 billion.

Source: CRA Aggregate Data (FFIEC)

New lending to businesses with revenues under $1 million



Small business count by size and industry

Industry	Without employees	1–19 employees	20–499 employees	All small businesses
Professional, Scientific, and Technical Services	4,013,209	815,006	53,523	4,881,738
Transportation and Warehousing	3,854,720	211,295	23,868	4,089,883
Other Services (except Public Administration)	3,132,683	683,865	43,971	3,860,519
Construction	2,875,590	718,831	62,361	3,656,782
Real Estate and Rental and Leasing	3,145,367	352,076	13,246	3,510,689
Administrative, Support, and Waste Management	2,819,562	332,032	39,958	3,191,552
Health Care and Social Assistance	2,256,042	593,927	95,515	2,945,484
Retail Trade	2,170,322	585,925	57,190	2,813,437
Arts, Entertainment, and Recreation	1,679,020	130,479	17,063	1,826,562
Accommodation and Food Services	624,030	446,628	125,836	1,196,494
Finance and Insurance	782,618	227,525	15,185	1,025,328
Educational Services	859,958	82,088	19,928	961,974
Wholesale Trade	445,919	236,359	38,270	720,548
Manufacturing	397,797	177,779	57,309	632,885
Information	396,260	78,210	9,777	484,247
Agriculture, Forestry, Fishing and Hunting	263,748	21,137	1,361	286,246
Mining, Quarrying, and Oil and Gas Extraction	77,387	14,122	2,881	94,390
Utilities	17,263	5,293	1,273	23,829
Management of Companies and Enterprises	*	5,245	12,795	18,040
Industries not classified	*	8,458	40	8,498
All industries	29,811,495	5,720,093	654,501	36,186,089

* Not reported by the Census Bureau

Sources: Nonemployer Statistics, 2022 (Census); Statistics of U.S. Businesses, 2022 (Census)

Small business exports

A total of 277,799 identified firms exported goods worth $1.8 trillion from the United States in 2023. Of those exporters, 270,014—or 97.2 percent—were small. At $588.4 billion, exports by small firms made up 33.0 percent of exports by identified firms.

Source: A profile of U.S. importing and exporting companies, 2022-2023 (Census)

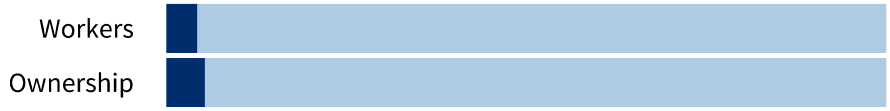
Business ownership share by demographic group

Women



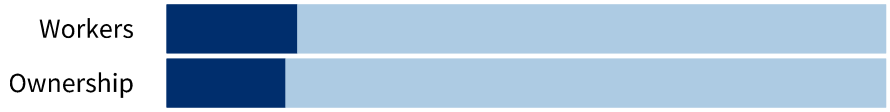
Women made up 46.9 percent of workers and owned 44.6 percent of businesses.

Veterans



Veterans made up 4.3 percent of workers and owned 5.3 percent of businesses.

Hispanics



Hispanics made up 18.1 percent of workers and owned 16.5 percent of businesses.

Ownership shares include equal and majority ownership.
Sources of original data: American Community Survey, 2022 5-Year Data (Census); Annual Business Survey, 2022 (Census); Nonemployer Statistics by Demographics, 2022 (Census)

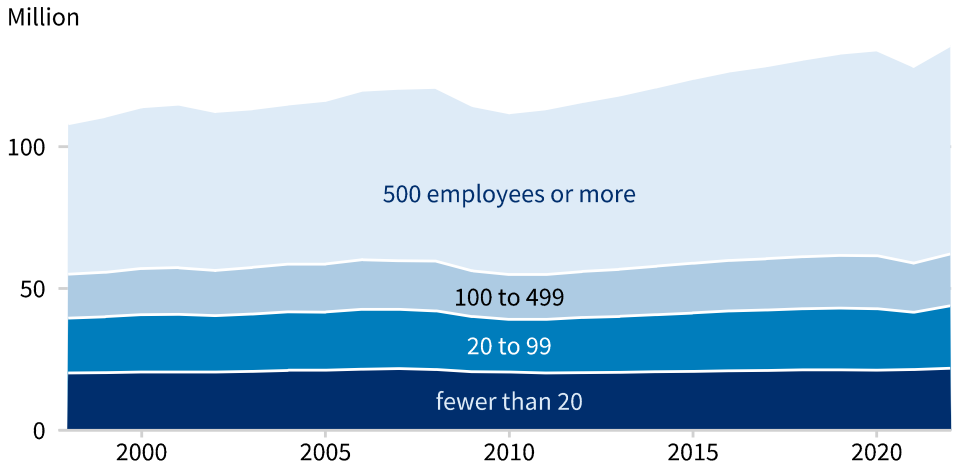
Business count by owner demographic group or location type

Group	Without employees	%	With employees	%	Total businesses
Female	12,720,000	90.7	1,309,282	9.3	14,029,282
Male	15,590,000	81.1	3,633,787	18.9	19,223,787
Owned equally by both groups	729,000	50.8	706,324	49.2	1,435,324
Veteran	1,378,000	83.4	273,542	16.6	1,651,542
Not Veteran	27,560,000	83.9	5,275,279	16.1	32,835,279
Owned equally by both groups	99,000	49.6	100,572	50.4	199,572
Hispanic	5,138,000	91.7	465,202	8.3	5,603,202
Not Hispanic	23,830,000	82.3	5,132,864	17.7	28,962,864
Owned equally by both groups	67,000	56.6	51,328	43.4	118,328
Rural	4,614,000	84.9	820,280	15.1	5,434,280
Urban	22,500,000	82.6	4,724,916	17.4	27,224,916
American Indian and Alaska Native	361,000	88.4	47,519	11.6	408,519
Asian	2,787,000	81.1	650,680	18.9	3,437,680
Black or African American	4,436,000	95.8	194,585	4.2	4,630,585
Native Hawaiian and Other Pacific Islander	101,000	91.4	9,552	8.6	110,552
White	21,860,000	82.1	4,766,289	17.9	26,626,289
Hispanic or Racial Minority	11,710,000	89.8	1,326,462	10.2	13,036,462
White and Not Hispanic	17,200,000	80.3	4,230,881	19.7	21,430,881
Owned equally by both groups	126,000	57.8	92,050	42.2	218,050

Counts include only businesses classifiable by owner demographic group or location type. Percentages represent shares of row totals.
Sources: Annual Business Survey, 2022 (Census); Nonemployer Statistics by Demographics, 2022 (Census)

Total U.S. employment by business size

Source of original data: Statistics of U.S. Businesses (Census)



✧

Between 1998 and 2022, U.S. small business employment grew by 13.1 percent, reaching 62.3 million employees in 2022.

✧

Small business employment and payroll by industry

	Employers		Employees		Payroll ($1,000s)	
Industry	Small	%	Small	%	Small	%
Professional, Scientific, and Technical Services	868,529	99.6	5,622,799	55.4	509,441,735	47.7
Construction	781,192	99.8	5,942,593	80.7	404,308,917	75.7
Other Services (except Public Administration)	727,836	99.8	4,649,309	85.0	183,324,304	80.3
Health Care and Social Assistance	689,442	99.4	9,260,938	43.7	458,406,878	35.8
Retail Trade	643,115	99.6	5,452,297	34.2	241,029,490	41.3
Accommodation and Food Services	572,464	99.6	8,657,489	62.8	218,910,546	62.0
Administrative, Support, and Waste Management	371,990	98.9	3,891,512	28.7	190,593,373	24.9
Real Estate and Rental and Leasing	365,322	99.7	1,552,396	66.5	99,254,602	61.2
Wholesale Trade	274,629	98.8	3,213,593	52.3	244,037,194	45.6
Finance and Insurance	242,710	99.3	1,881,621	27.5	199,268,376	23.6
Transportation and Warehousing	235,163	99.0	2,027,829	33.2	106,795,695	30.9
Manufacturing	235,088	98.3	4,984,670	40.9	296,374,328	34.8
Arts, Entertainment, and Recreation	147,542	99.5	1,476,416	63.7	67,265,046	61.1
Educational Services	102,016	98.8	1,772,483	47.3	72,473,147	40.2
Information	87,987	98.5	973,434	26.8	94,453,848	18.3
Agriculture, Forestry, Fishing and Hunting	22,498	99.6	140,234	83.2	7,436,525	83.4
Management of Companies and Enterprises	18,040	71.0	376,887	10.3	36,243,697	7.8
Mining, Quarrying, and Oil and Gas Extraction	17,003	98.1	240,609	47.4	23,122,517	41.6
Industries not classified	8,498	100.0	11,852	100.0	554,827	100.0
Utilities	6,566	97.0	121,595	18.8	11,754,474	14.9
All industries	6,374,594	99.7	62,250,556	45.9	3,465,049,519	38.7

Percentages were calculated by dividing industry totals for small employers by industry totals for all employers.
Source: Statistics of U.S. Businesses, 2022 (Census)

About this profile

Small businesses are generally defined here as firms with fewer than 500 employees. Statistics of U.S. Businesses and Nonemployer Statistics by Demographics are produced through a partnership between the Office of Advocacy and the Census Bureau. Where notes say "Source of original data," values may have been approximated because of missing values in the original data. Electronic versions of this and other geographic profiles are available online, along with technical notes about data, methods, and definitions. Visit advocacy.sba.gov for additional resources.

FACT SHEETS

Fact Sheet: President Donald J. Trump Launches Massive 10-to-1 Deregulation Initiative

The White House

January 31, 2025

ELIMINATING 10 REGULATIONS FOR EACH NEW REGULATION ISSUED: Today, President Donald J. Trump signed an Executive Order to unleash prosperity through deregulation.

- The Order requires that whenever an agency promulgates a new rule, regulation, or guidance, it must identify at least 10 existing rules, regulations, or guidance documents to be repealed.
- The Director of the Office of Management and Budget will ensure standardized measurement and estimation of regulatory costs.
- It requires that for fiscal year 2025, the total incremental cost of all new regulations, including repealed regulations, be significantly less than zero.

HALTING THE REGULATORY ONSLAUGHT: President Trump will halt the job killing and inflation-driving regulatory blitz of the Biden Administration.

- The Biden Administration imposed a historic $1.7 trillion in costs on the American people.
- Overregulation stops American entrepreneurship, crushes small business, reduces consumer choice, discourages innovation, and infringes on the liberties of American citizens.
    - It also contributes to the high cost of living, including by driving up energy prices.

BUILDING ON PAST SUCCESS: President Trump's first Administration undertook the most aggressive and successful regulatory reduction effort in history.

- In his first term, President Trump asked the agencies to eliminate two regulations for each one new regulation issued. Not only was this 2-for-1 goal achieved, the first Trump Administration eliminated five and a half regulations for everyone new regulation issued.
- This Executive Order builds on President Trump's previous success to improve daily lives of the American people by reducing unnecessary, burdensome, and costly Federal regulations.



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SKILLS BLOG

President Trump's Executive Order on Skilled Trade Jobs Is a Start—But We Need Real Investment for America's Workers

By Katie Spiker April 24, 2025



Yesterday, President Trump issued a new Executive Order (EO)—Preparing Americans for High-Paying Skilled Trade Jobs of the Future. It's a welcome recognition that our country needs to do more to meet the workforce needs of a rapidly changing economy.

Declarations alone won't create economic opportunity for working people and small business owners. Now is the time for the President and Congress to back up that commitment with meaningful investment and legislative action.

Jobs requiring skills training are the backbone of the American economy. America's greatest strength is its people: a diverse workforce and small business owners who create nearly two-thirds of new jobs. For too long, Congress failed to invest in the very people who keep our economy running. That must change.

The Executive Order rightly aims to strengthen training for in-demand jobs, particularly in emerging industries. It includes:

> **A Directive for the Secretaries of Labor, Commerce and Education to review all federal workforce programs and develop a report to serve as the foundation of a "comprehensive worker investment and development strategy."** NSC has long championed the alignment in efforts across these agencies—those which lead the training, education, and economic development activities on which workers and businesses rely. The EO, however, requires the agencies to compile recommendations to "restructure and consolidate [workforce] programs." This is reminiscent of the Workforce Advisory Council during Trump's first term. The council

offered significant—and often important—recommendations on modernizing our public workforce ecosystem. It also, however, called for drastic cuts in funding and program elimination that would have undermined the stated goal.

A call to expand apprenticeship in the U.S., increasing participation to 1 million workers. This goal is consistent with calls from President Trump's first term. The EO yesterday was signed contemporaneously with another on AI and education. Taken together, the two executive orders task DOL with offering guidance to states on spending WIOA dollars to advance apprenticeship, with a focus on what the EO terms, "AI-related occupations." The "Advancing Artificial Intelligence Education for American Youth" EO notably instructs DOL to work with practitioners and businesses/associations to "develop standards to be registered on a nationwide basis, enabling individual employers to adopt the standards without requiring individual registry." While focused on registered programs, this piece of the EO suggests the Trump Administration is revamping efforts from the first administration to advance Industry-Recognized Apprenticeships Programs (IRAPs). This effort, if implemented in a way that aligns with our current system, could offer a fix to the challenges of those IRAPs efforts.

Direction to these same three agencies to improve alignment and transparency in outcome reporting for workforce programs. Data quality, program alignment, and reducing burdens on grantees are all important components of a modernized workforce system, consistent with NSC's recommendations for WIOA.

However, without bold investment and policies that work for all working people, this order risks becoming an unfulfilled promise. To create ladders to good jobs and clear career pathways, **here's what the Trump Administration and Congress can do**:

1. Champion and Adequately Fund Workforce Development Programs

We cannot build a skilled workforce with minimal investment. Critical workforce development programs like the Workforce Innovation and Opportunity Act (WIOA), Perkins Career and Technical Education (CTE), community colleges, and Registered Apprenticeships are chronically underfunded. The U.S. invests less in workforce policies than almost any other industrialized country. Over the past two decades, Congress has repeatedly cut funding for key workforce programs, even as demand has grown. That underinvestment tells skilled workers—healthcare techs, construction crews, IT specialists, and many others—that their work isn't valued.

Moreover, programs and investments should be tailored for today's workforce, or we risk leaving critical talent on the table. People of color and women comprise nearly half of the working class and nearly 1 in 5 workers in America are immigrants— for a workforce solution to truly be comprehensive, policies must address this reality.

2. Strengthen Business Engagement Through Industry Partnerships

Sector-based partnerships—those that bring together employers, workers, education and training providers, and community organizations—are essential to ensuring that training leads to in-demand jobs and real career opportunities. Reauthorizing WIOA with robust funding and a strong emphasis on industry partnerships will help align workforce training with local business needs. That includes supporting digital skills training, funding high-quality workforce data, and enhancing supportive services that help workers stay on track. This focus would create the opportunity to scale solutions—across local areas, industries, and our country—by the stakeholders the EO identifies as composing the workforce ecosystem.

3. Expand Access to Pell Grants for Short-Term Training

The bipartisan JOBS Act would allow students to use Pell Grants for high-quality, short-term credential programs at community colleges. These programs open doors to good jobs in growing fields—but right now, too many workers can't afford to enroll. It's a commonsense step Congress can take immediately to expand opportunity.

4. Protect programs that make upskilling and reskilling possible

Medicaid, SNAP, and other safety net programs are critical to helping workers complete training, care for their families, and transition into new careers. Proposals to cut or restrict access to these programs directly undermine the goals of the EO. To realize the stated vision, the Trump Administration and Congress should ensure that across their investments and policy changes—even those outside of traditional "workforce" programs—propel workers to success and meet businesses' needs. Program alignment is critical to workers' ability to upskill and reskill and businesses' ability to hire for in-demand roles.

We'll be watching closely for next steps.

At National Skills Coalition, we'll be reviewing budget proposals and legislative actions throughout the year to see whether they match the vision laid out in the Executive Order—or fall short. And we'll be calling on our network of workers, employers, and advocates to take action to ensure our country invests in a workforce and economy that works for everyone.

While Executive Orders signal intent; budgets and laws determine impact and opportunity.

Sign Up for Our Newsletter

Sign Up

Who we are

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Issues
Networks
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Skills Blog
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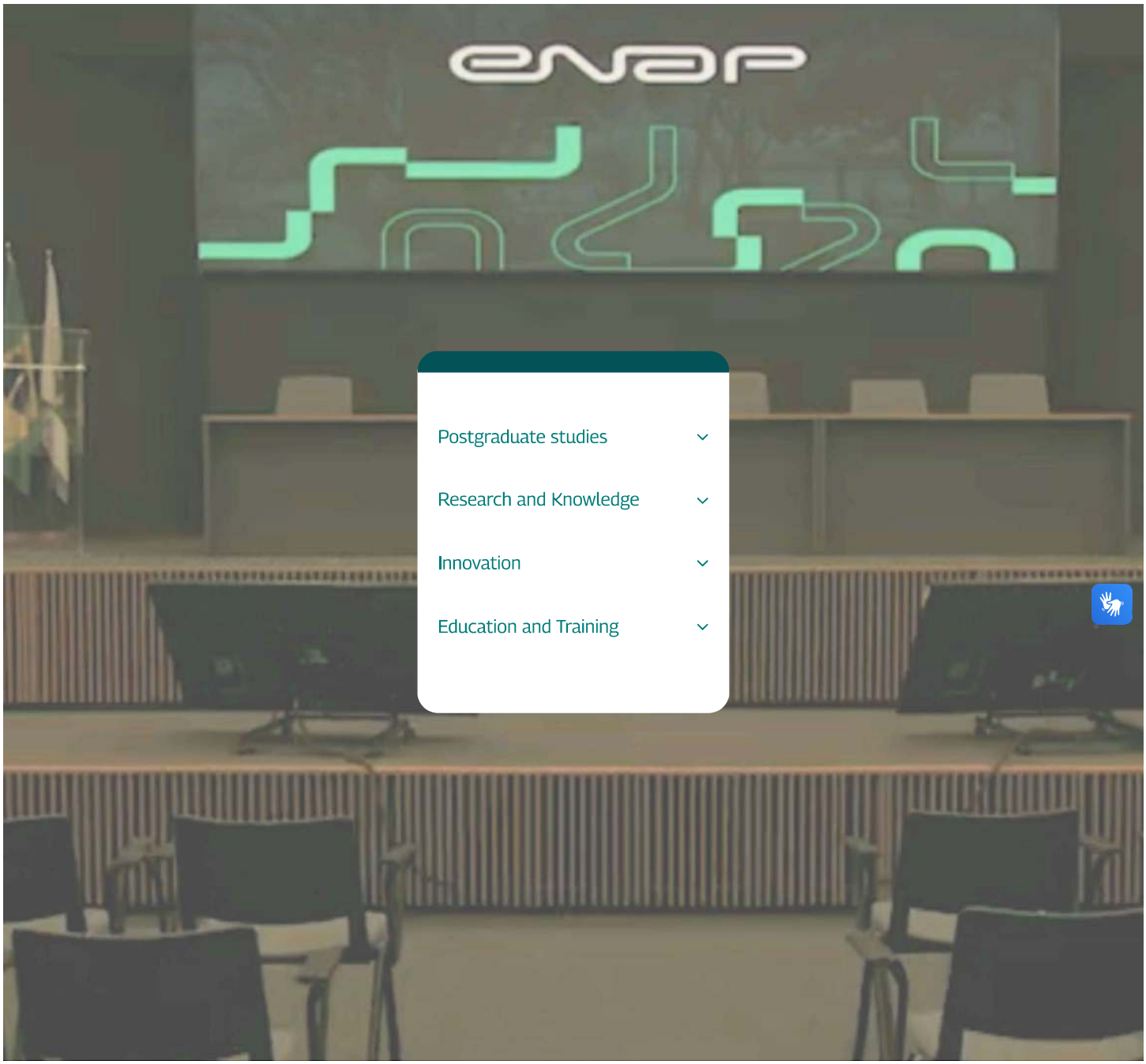
Phone: (202) 223 - 899
Email: info@nationalskillscoalition.org

1250 Connecticut Ave NW Suite 200, Washington, DC 20036

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PT To enter

What are you looking for or what do you want to learn?



Knowledge and practice for the transformation of the State.

PT To enter

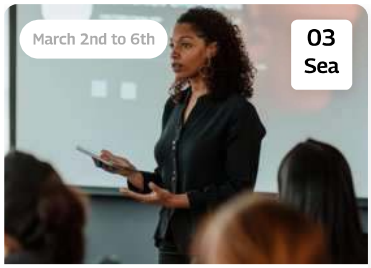
+1.5 million
certificates
issued only in 2024

Over 900
courses
to enrich your knowledge

Women's Month Schedule

Join our diverse program of in-person and online events.

All | March 2nd to 6th | March 9th to 13th | March 16-20 | March 23-27 | March 30th to April 7th



Lecture: Being a woman in a leadership position: Myths and truths with Gisele Szczyglak

6:00 PM - 8:00 PM | Presencial, na Enap

Palestra Ser uma mulher em posição de liderança: Mitos e verdades com Gisele Szczyglak - Exclusivo para as candidatas do curso de Formação Inicial de Carreiras – CPNU 1 - 2ª Chamada



Turma exclusiva para Mulheres. Aprenda do zero a programar em python, para análise de dados

09:00 - 12:00 | Remoto

Turma exclusiva para Mulheres. Aprenda do zero a programar em python, para análise de dados. Inscrições até 02 de março de 2026. Docentes: Veronica Silva - UFPB e Samara Nascimento - UFERSA.



Políticas Públicas com Perspectiva Interseccional de Gênero

09:00 - 12:00 | Remoto

Debate sobre as relações entre democracia, ação política e violência política, com foco em questões sobre o assédio e as ameaças ao Estado Democrático de Direito.



Enfrentando a violê gênero na internet

14:30 - 17:30 | Rer

Neste curso, você discutirá estratégias de prevenção e enfrentamento à violência internet, em termos jurídic

PT To enter

Conheça outros cursos na EV.G

O que está em alta

Conheça as principais novidades, cursos e iniciativas da Escola Nacional de Administração Pública

CPNU APO PDI - Programa de Desenvolvimento Inicial

Holofote Enap

O foco está no que realmente importa.

Aqui, os grandes temas da administração pública ganham destaque e profundidade. Periodicamente, iluminamos assuntos essenciais com conteúdos gratuitos, acessíveis e estrategicamente selecionados para quem quer transformar o serviço público.

Curadoria feita por especialistas

PT To enter

Holofote Cuidar

Holofote Cuidar - ENAP - Escola Nacional de Administração Pública

Explorar conteúdo Cuidar

Holofote Transformação

Holofote Transformação - ENAP - Escola Nacional de

Explorar conteúdo Transformação

Cursos

Cursos de excelência voltados à capacitação e ao aperfeiçoamento profissional em múltiplas áreas do conhecimento



Aberto

Políticas Públicas e Interseccionalidades

Aprenda a desenhar e avaliar propostas de políticas públicas a partir do entendimento e do uso...



Aberto

Scrum game challenge: fundamentos do Scrum

Descubra o poder do Scrum para desenvolver produtos com a agilidade que o serviço público...



Aberto

Time Scrum em Ação: desvendando os papeis do Scrum

Explore as responsabilidades do Product Owner, Scrum Master e Desenvolvedores,...



Aberto

Governança ambiental, social e corporativa

Explore a elaboração de sol para desafios das organizaç na condução da agenda ESG

Ver todos os cursos

Eventos e Oficinas

Fique sabendo de tudo o que acontece na Enap

PT To enter

Desenvolvimento (MPGD)

Março 2026
Quarta-feira
09:00

Banca de Qualificação Mestrado Profissional em G...

Remoto

em Avaliação ...

Março 2026
Sexta-feira
15:00

Modalidade : Hibrida, presencial na Enap, sala 215

Remoto

Monitoramento de

Março 2026
Terça-feira
13:00

Banca de Qualificação Mest Profissional em A...

Presencial

Ver todos os eventos

Notícias

Fique sabendo de tudo o que acontece na Enap

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10/03/2026

MGI and Enap regulate the social investigation phase for positions in the Justice and Defense career track at CPNU 2

This stage assesses the suitability and professional conduct of candidates and is part of the selection process outlined in the CPNU 2 notice, the first

10/03/2026

99% of applicants confi th

At the end of the three rounds of expres interested and 9

View all news

Ombudsman and Access to Information

You can participate in demonstrations through the following channels.

COMPLAINT

REQUEST

SUGGESTION

COMPLAINT

ACCESS TO INFORMATION
CGU

PT To enter

Social Participation

Audits

Agreements and Transfers

Income and Expenses

Bidding and Contracts

Servers

Classified Information

Ombudsman

Citizen Information Service – SIC

Frequently Asked Questions

Open Data

Personal Data Processing

Management Program

Transparency and Accountability

Access for External Users Sei

Electronic Protocol

Personnel and Administrative Acts Bulletin

Accessibility

Terms of use and privacy notice

Change cookie preferences

Leave your feedback

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Accessibility



Explore

Strategy

Bidding processes

Supplier Management System

Sponsorship

Work at Sebrae

Ethics

Digital Transformation

LGPD

Institutional representations

Sebrae in English

Sebrae in Spanish

Public call for accreditation of personal mobile phone operators, from July 7 to 16, 2022.



A FORCA DO EMPREENDEDOR

Sebrae NA

01:00

The force capable of moving the country forward comes from every entrepreneur wh rolls up their sleeves and makes things happen. That's what Sebrae believes in: hard w and more freedom for those who want to produce more.

Because a stronger Brazil depends on all of us, you can count on the strength of Sebra undertake more, do more, innovate more, and work together to build a new country.

Sebrae. The strength of the Brazilian entrepreneur.

The Brazilian Micro and Small Business Support Service (Sebrae) is a private ent promotes the competitiveness and sustainable development of micro and small businesses – those with gross annual revenue of up to R$ 4.8 million.

Working with a focus on strengthening entrepreneurship and accelerating the formalization of the economy through partnerships with the public and private sector training programs, access to credit and innovation, encouragement of associations, promotion of entrepreneurial education in formal education, fairs and business roundtables. The solutions developed by Sebrae cater to entrepreneurs who intend t open their first business, as well as small businesses that are already established and seeking a new market position, and individuals who seek to build their life project by developing their entrepreneurial skills from childhood.

The solutions developed by Sebrae cater to everyone from entrepreneurs looking to s their first business to established small businesses seeking a new market position.

To ensure service to small businesses, Sebrae operates throughout the entire nationa territory. Wherever there is Brazil, there is Sebrae. In addition to its national headquarters in Brasília, the institution has service points in all 27 states, where cour

Accessibility

The National Sebrae is responsible for the strategic direction of the system, defining guidelines and priorities for action. The state units develop actions according to the regional reality and national guidelines.

Sebrae is an agent for training and promoting development, but it is not a financial institution, therefore it does not lend money. It coordinates (together with banks, credit unions and microcredit institutions) the creation of financial products suited to the needs of the segment. It also guides entrepreneurs so that access to credit is, in fact, an instrument for improving their business.

To learn more: Visit the Sebrae Portal or call the Sebrae Customer Service Center toll-free: 0800 570 0800.



Sebrae Nacional

Inaugurated in November 2010, the new headquarters of Sebrae Nacional in Brasília is a modern and remarkable building that enriches the architecture of the federal capital. It is also economical and sustainable, making excellent use of wind, sun, and the landscape.

It is therefore not simply a building that bureaucratically brings together people and equipment, but a haven for intelligence and solidarity.

Beyond its innovative architecture, it also symbolizes the growth of Sebrae's activities, which have reached and surpassed important goals in promoting entrepreneurship in Brazil, representing the significant process of change in the institution over the last few

Accessibility

History

Despite all the name and organizational changes that have been part of the institution's history, the Sebrae system has remained steadfast in its purpose of assisting micro and small businesses throughout the country and fostering their development.

“A ideia de apoiar as micro e pequenas empresas surgiu há mais de quatro décadas”

O Sebrae existe como instituição desde 1972, mas sua história começa quase uma década antes. Em 1964, o então Banco Nacional de Desenvolvimento Econômico (BNDE), atual Banco Nacional de Desenvolvimento Econômico e Social (BNDES), criou o Programa de Financiamento à Pequena e Média Empresa (Fipeme) e o Fundo de Desenvolvimento Técnico-Científico (Funtec), atual Financiadora de Estudos e Projetos (Finep).



O Fipeme e o Funtec formavam o Departamento de Operações Especiais do BNDE, no qual foi montado um sistema de apoio gerencial às micro e pequenas empresas. Em uma análise realizada, foi comprovada que a má gestão dos negócios estava diretamente relacionada com os altos índices de inadimplência nos contratos de financiamento celebrados com o banco.

Em 1967, a Superintendência de Desenvolvimento do Nordeste (Sudene) instituiu, nos estados da região, os núcleos de assistência industrial (NAI) com o objetivo de prestar c[illegible]ltoria gerencial às empresas de pequeno porte. Os NAI foram embriões do trabalho [illegible]turamente seria realizado pelo Sebrae.

Accessibility

Sebrae com "C"

Em 5 de julho de 1972, por iniciativa do BNDE e do Ministério do Planejamento, foi criado o Centro Brasileiro de Assistência Gerencial à Pequena Empresa (Cebrae). O Conselho Deliberativo do Cebrae com "C" contava com a Finep, a Associação dos Bancos de Desenvolvimento (ABDE) e o próprio BNDE. O início dos trabalhos se deu com o credenciamento de entidades parceiras nos estados, como o Ibacesc (SC), o Cedin (BA), o Ideg (RJ), o Ideies (ES), o CDNL (RJ) e o CEAG (MG).

Dois anos depois, em 1974, o Cebrae já contava com 230 colaboradores, dos quais apenas sete no núcleo central, e estava presente em 19 estados.

Em 1977, a instituição atuava com programas específicos para as pequenas e médias empresas. Em 1979, havia formado 1 mil e 200 consultores especializados em micro, pequenas e médias empresas. No final dos anos 70, programas como Promicro, Pronagro e Propec levaram aos empresários o atendimento de que necessitavam nas áreas de tecnologia, crédito e mercado. A partir de 1982, o Cebrae passou a ter também uma atuação política. Nessa época, surgem as associações de empresários com força junto ao governo e as micro e pequenas empresas passam a reivindicar mais atenção governamental.

O Cebrae serve como canal entre as empresas e os demais órgãos públicos no encaminhamento das questões ligadas ao setor.

É também deste ano que ocorre a criação dos programas de desenvolvimento regional. Investiu-se muito em pesquisa para elaboração de diagnósticos setoriais que fundamentassem a ação nos estados.

During the Sarney and Collor governments (1985-1990), Cebrae faced a series of crises that weakened it as an institution. During this period, its affiliation changed from the Ministry of Planning to the Ministry of Industry and Commerce (MDIC). With great budgetary instability, many technicians left the institution. In 1990, 110 professionals were dismissed, which corresponded to 40% of its staff.

Strengthening

On October 9, 1990, Cebrae was transformed into Sebrae by decree nº 99.570, which complements Law nº 8029, of April 12. The entity separated from public administration and became a private, non-profit institution, maintained by contributions from the largest companies in the country, proportional to the value of their payrolls. Since then, Sebrae

thousands of micro and small businesses throughout the country.



Sebrae's Bylaws

Learn about the fundamentals, operations, institutional objectives, and organizational structure of Sebrae, as described in its bylaws.

Download the file here (in PDF).

© 2021 Sebrae. All rights reserved.



Discover the IDEA Portal

The IDEA Portal is an educational institution dedicated to free online learning, founded in 2018 in the city of São Lourenço, in southern Minas Gerais. Since its creation, our commitment has been to democratize access to knowledge, offering up-to-date, high-quality cou[illegible]e to people anywhere in the world.

Estamos online

Student Support

We believe that education is a universal and transformative right. Therefore, we have developed a modern, intuitive, and constantly improved platform that brings together courses in diverse areas of knowledge, allowing each student to progress at their own pace.

Our mission is to promote the personal and professional development of students by providing relevant content and tools that contribute to their holistic education. We work to ensure that every person has the opportunity to learn, grow, and achieve new possibilities, regardless of their socioeconomic background.

Committed to excellence, we continuously seek to innovate our methods, update our materials, and expand our course catalog, ensuring a dynamic and efficient educational experience aligned with market and societal trends.

At Portal IDEA, we value inclusion, access, and the positive impact that education can generate. That's why we remain committed to offering accessible, free, and high-quality learning—because we believe that knowledge transforms lives.



Mission

To offer free access to high-quality online courses for people all over the world, with up-to-date content developed by experts. Our commitment is to contribute to the personal and professional growth of students, expanding opportunities and promoting transformation through education.



Vision

To promote truly accessible education, recognizing that knowledge is a fundamental right. We work to eliminate financial, geographical, and social barriers ensuring that anyon evolve, and achieve freedom and

Estamos online
Student Support



Values

To be a global leader in free online education, providing an innovative, collaborative, and inclusive learning experience. We value the quality of content, constant updates, accessibility, and the positive impact that education can have on each student's life.

Estamos online
Student Support

How does our platform work?

Our learning environment is entirely online, allowing you to study whenever and wherever you want. Here, knowledge keeps pace with your progress—whether it's a few minutes a day or long study sessions, you decide how to advance.



To begin, simply choose the course that best suits you and start your studies for free. You will only need to log in when you wish to take the final assessment.

Once the assessment is complete, you can request your certificate of completion. We charge only a symbolic issuance fee, which helps maintain our commitment to providing accessible education for all.

START STUDYING NOW

Estamos online

Student Support

Recognitions and Awards

Since 2019, the IDEA Portal has had the honor of receiving, year after year, two of the most respected national recognitions in education: the American Eagle Master Seal and the Gold Seal – Excellence and Quality Brazil.





These awards reinforce our commitment to quality, credibility, and innovation in online education. Being recognized as one of the best digital schools in the country is a source of deep pride and inspiration for us to continue offering accessible, transformative, and high-level education for everyone.

We remain steadfast in our mission to transform lives through knowledge — and each achievement reaffirms that we are on the right track.

Download the app from
Google Play.

Download the ap
App St

Estamos online
Student Support

IDEA Portal

Institute for Development and Learning

CNPJ: 30.363.776/0001-37

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@portal.idea

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- Privacy Policy
- Help Center
- System Status

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Student Support

Exhibit C.II: Second Prong – Well-Positioned to Advance the Proposed Endeavor

Please refer to all documents at exhibit B

Exhibit C.II: Second Prong – Well-Positioned to Advance the Proposed Endeavor - Financial Feasibility

Citizens®

US002 | BR162
ROP 450
P.O. Box 7000
Providence, RI 02940

Savings Account Statement

Beginning July 01, 2025
through September 30, 2025

JULIO CESAR DE FREITAS
54 E BORDER RD
MALDEN MA 02148-1104

Questions? Contact us today:

CALL:
Savings Account Customer Service
1-800-922-9999

VISIT:
Access your account online:
citizensbank.com

MAIL:
Citizens
Customer Service Center
P.O. Box 42001
Providence, RI 02940-2001

JULIO CESAR DE FREITAS
One Deposit Savings
XXXX-XX5297

One Deposit Savings for XXXX-XX5297

Balance Calculation		
Previous Balance		33,102.63
Withdrawals & Debits	-	10,753.22
Deposits & Credit	+	9,300.00
Interest Paid	+	.94
Current Balance	=	31,650.35

Balance	
Average Daily Balance	37,421.84
Interest	
Current Interest Rate	.01%
Annual Percentage Yield Earned	.01%
Number of Days Interest Earned	92
Interest Earned	.94
Interest Paid This Year	2.51

The $4.99 monthly maintenance fee is waived when you make at least 1 deposit that is posted before the end of your statement period OR maintain a minimum daily balance of $200 in your account.
No deposit made.
Your minimum daily balance was: $31,650

Good news! The monthly maintenance fee was waived based on your account activity.

Your next monthly maintenance fee periods will end on
October 31, 2025, November 28, 2025, and December 31, 2025.

Please See Additional Information on Next Page

Member FDIC Equal Housing Lender

One Deposit Savings for XXXX-XX5297 Continued

TRANSACTION DETAILS FOR SAVINGS ACCOUNT ENDING 5297

Withdrawals & Debits **
***May include checks that have been processed electronically by the payee/merchant.*

Previous Balance
33,102.63

Total Withdrawals & Debits
- 10,753.22

Date	Amount	Description
Other Withdrawals & Debits		
07/07	200.00	ONLINE TRANSFER TO CHECKING 1409512433
07/08	500.00	ONLINE TRANSFER TO CHECKING 1409120780
07/14	500.00	ONLINE TRANSFER TO CHECKING 1409120780
07/21	300.00	ONLINE TRANSFER TO CHECKING 1409120780
07/31	.07	FEDERAL TAX WITHHELD
08/01	500.00	ONLINE TRANSFER TO CHECKING 1409120780
08/05	250.00	ONLINE TRANSFER TO CHECKING 1409120780
08/18	150.00	ONLINE TRANSFER TO CHECKING 1409120780
08/18	350.00	ONLINE TRANSFER TO CHECKING 1409120780
08/25	500.00	ONLINE TRANSFER TO CHECKING 1409120780
08/29	.08	FEDERAL TAX WITHHELD
09/08	500.00	ONLINE TRANSFER TO CHECKING 1409120780
09/15	500.00	ONLINE TRANSFER TO CHECKING 1409120780
09/25	500.00	ONLINE TRANSFER TO CHECKING 1409120780
09/29	1,000.00	WITHDRAWAL
09/29	5,000.00	WITHDRAWAL
09/30	.07	FEDERAL TAX WITHHELD
09/30	3.00	SERVICE CHARGE (1) STATEMENT DELIVERY

Deposits & Credits

Total Deposits & Credits
+ 9,300.00

Date	Amount	Description
07/14	1,200.00	ATM DEPOSIT - MZ5417 STOP & SHOP MEDFORD ITM, MEDFORD MA
07/14	2,000.00	ATM DEPOSIT - MZ5417 STOP & SHOP MEDFORD ITM, MEDFORD MA
07/14	2,000.00	ATM DEPOSIT - MZ5417 STOP & SHOP MEDFORD ITM, MEDFORD MA
08/05	260.00	ATM DEPOSIT - MZ5153 OAK GROVE 1, MALDEN MA
08/05	1,640.00	ATM DEPOSIT - MZ5153 OAK GROVE 1, MALDEN MA
08/08	2,200.00	ONLINE TRANSFER FROM CHECKING 1409120780

Interest

Total Interest Paid
+ .94

Date	Amount	Description
07/31	.29	Interest
08/29	.34	Interest
09/30	.31	Interest

Please See Additional Information on Next Page

One Deposit Savings for XXXX-XX5297 Continued

Daily Balance

Date	*Balance*	*Date*	*Balance*	*Date*	*Balance*
07/07	32,902.63	08/05	37,952.85	09/08	38,653.11
07/08	32,402.63	08/08	40,152.85	09/15	38,153.11
07/14	37,102.63	08/18	39,652.85	09/25	37,653.11
07/21	36,802.63	08/25	39,152.85	09/29	31,653.11
07/31	36,802.85	08/29	39,153.11	09/30	31,650.35
08/01	36,302.85				

Current Balance

= **31,650.35**

Citizens®

Checking Account Balance Worksheet

Before completing this worksheet, please be sure to adjust your checkbook register balance by

- Adding any interest earned
- Subtracting any fees or other charges

1 Your current balance on this statement

$ _____
Current Balance

2 List deposits which do not appear on this statement

Date	Amount	Date	Amount

+ $ _____
Total of 2

3 Subtotal by adding 1 and 2

= $ _____
Subtotal of 1 and 2

4 List outstanding checks, transfers, debits, POS purchases or withdrawals that do not appear on this statement.

Date/ Check No.	Amount	Date/ Check No.	Amount

- $ _____
Total of 4

5 Subtract 4 from 3. This should match your checkbook register balance.

= $ _____
Total

CUSTOMER SERVICE

If you have any questions regarding your account or discover an error, call the number shown on the front of your statement or write to us at the following address:

Citizens
Customer Service Center
P.O. Box 42001
Providence, RI 02940-2001

Change of Address

Please call the number shown at the front of your statement to notify us of a change of address.

DEPOSIT ACCOUNTS ARE NON-TRANSFERABLE

Personal deposit accounts, such as CD's and savings accounts, cannot be transferred to another person or to a corporate entity.

Citizens is a brand name of Citizens Bank, N.A. REV 12/22

ELECTRONIC TRANSFERS

In Case of Errors or Questions About Your Electronic Transfers

(For Consumer Accounts Used Primarily for Personal, Family or Household Purposes)

Telephone us at the customer service number provided on Page 1 of this statement or write to us at the customer service address provided as soon as you can, if you think your statement or receipt is wrong or if you need more information about an electronic transfer on the statement or receipt. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared.

- Tell us your name and account number, if any.
- Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe it is an error or why you need more information.
- Tell us the dollar amount of the suspected error and, if possible, the date it appeared on your statement or receipt.
- It will be helpful to us if you also give us a telephone number at which you can be reached in case we need any further information.

For consumer accounts used primarily for personal, family, or household purposes, we will investigate your complaint and will correct any error promptly. If we take more than 10 business days (20 business days if you are a new customer, for electronic transfers occurring during the first 30 days after the first deposit is made to your account) to do this, we will credit your account for the amount you think is in error, so that you will have the use of the money during the time it takes us to complete our investigation.

(For other accounts, we investigate, and if we find we have made an error, we credit your account at the conclusion of our investigation.)

OVERDRAFT LINES OF CREDIT BILLING RIGHTS SUMMARY

What To Do If You Think You Find A Mistake On Your Statement:

If you think there is an error on your statement write to us at the customer service address provided as soon as possible.

In your letter, give us the following information:

- Account information: Your name and account number.
- Dollar amount: The dollar amount of the suspected error.
- Description of Problem: If you think there is an error on your bill, describe what you believe is wrong and why you believe it is a mistake.

You must contact us within 60 days after the error appeared on your statement. You must notify us of any potential errors in writing. You may call us, but if you do we are not required to investigate any potential errors and you may have to pay the amount in question. While we investigate whether or not there has been an error the following are true:

- We cannot try to collect the amount in question or report you as delinquent on that amount.
- The charge in question may remain on your statement and we may continue to charge you interest on that amount. But, if we determine that we made a mistake, you will not have to pay the amount in question or any interest or other fees related to that amount.
- While you do not have to pay the amount in question, you are responsible for the remainder of your balance.
- We can apply any unpaid amount against your credit limit.

INTEREST CHARGE CALCULATIONS FOR OVERDRAFT LINE OF CREDIT ACCOUNTS BASED ON AVERAGE DAILY BALANCE COMPUTATION METHOD

Calculating your Interest Charge

We calculate the interest charge on your Overdraft Line by applying the Daily Periodic Rate to the Average Daily Balance. Then, we multiply that result by the number of days in the billing cycle in which a balance is owed on your Overdraft Line. This gives us the total interest charge for that billing period.

Calculating your Average Daily Balance

To calculate the average daily balance, we take the beginning balance of you Overdraft Line each day (which does not include any unpaid interest charges or fees), add any new loan advances as of the date of those advances and subtract any payments or credits. This gives us the daily balance. Then, we add all the daily balances for the billing cycle together and divide the total by the number of days in the billing cycle. This gives us the average daily balance of your account.

Credit Bureau Reporting

We may report information about your Overdraft Line to credit bureaus for each joint account holder of your checking account. Late payments, missed payments, or other defaults on your Overdraft Line may be reflected in your credit report. If you believe we have furnished inaccurate or incomplete information to a credit reporting agency, write to us at the consumer service address provided and include your name, address, account number, and description of what you believe is inaccurate or incomplete.

Thank you for banking with Citizens.

BANK OF AMERICA

P.O. Box 15284
Wilmington, DE 19850

Customer service information

Customer service: 1.800.432.1000

En Español: 1.800.688.6086

bankofamerica.com

Bank of America, N.A.
P.O. Box 25118
Tampa, FL 33622-5118

JULIO CESAR DE FREITAS
500 BROADWAY APT 5111
MALDEN, MA 02148-2080

Please see the **Important Messages - Please Read** section of your statement for important details that could impact you.

Your Bank of America Advantage Savings

for June 25, 2024 to July 25, 2024

Account number: 4660 2159 4980

JULIO CESAR DE FREITAS

Account summary

Beginning balance on June 25, 2024	$19,500.06
Deposits and other additions	3,000.19
ATM and debit card subtractions	-0.00
Other subtractions	-0.05
Service fees	-0.00
Ending balance on July 25, 2024	**$22,500.20**

Annual Percentage Yield Earned this statement period: 0.01%.
Interest Paid Year To Date: $0.27.
Tax Withholding This Period: $0.05

Important information about payment scams

We will never...

- call and ask you to send money using Zelle® to yourself or anyone else.
- contact you via phone or text to ask for a security code.
- reach out to you and ask you to send money or provide a code. If someone unfamiliar to you does this, it's likely a scam.

Treat Zelle® payments like cash – once you send money, you're unlikely to get it back.

Learn more about trending scams at **bofa.com/helpprotectyourself**

Zelle® and the Zelle® related marks are wholly owned by Early Warning Services, LLC and are used herein under license.

SSM-09-23-0692.A | 6039180

IMPORTANT INFORMATION:
BANK DEPOSIT ACCOUNTS

How to Contact Us - You may call us at the telephone number listed on the front of this statement.

Updating your contact information - We encourage you to keep your contact information up-to-date. This includes address, email and phone number. If your information has changed, the easiest way to update it is by visiting the Help & Support tab of Online Banking.

Deposit agreement - When you opened your account, you received a deposit agreement and fee schedule and agreed that your account would be governed by the terms of these documents, as we may amend them from time to time. These documents are part of the contract for your deposit account and govern all transactions relating to your account, including all deposits and withdrawals. Copies of both the deposit agreement and fee schedule which contain the current version of the terms and conditions of your account relationship may be obtained at our financial centers.

Electronic transfers: In case of errors or questions about your electronic transfers - If you think your statement or receipt is wrong or you need more information about an electronic transfer (e.g., ATM transactions, direct deposits or withdrawals, point-of-sale transactions) on the statement or receipt, telephone or write us at the address and number listed on the front of this statement as soon as you can. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared.

- Tell us your name and account number.
- Describe the error or transfer you are unsure about, and explain as clearly as you can why you believe there is an error or why you need more information.
- Tell us the dollar amount of the suspected error.

For consumer accounts used primarily for personal, family or household purposes, we will investigate your complaint and will correct any error promptly. If we take more than 10 business days (10 calendar days if you are a Massachusetts customer) (20 business days if you are a new customer, for electronic transfers occurring during the first 30 days after the first deposit is made to your account) to do this, we will provisionally credit your account for the amount you think is in error, so that you will have use of the money during the time it will take to complete our investigation.

For other accounts, we investigate, and if we find we have made an error, we credit your account at the conclusion of our investigation.

Reporting other problems - You must examine your statement carefully and promptly. You are in the best position to discover errors and unauthorized transactions on your account. If you fail to notify us in writing of suspected problems or an unauthorized transaction within the time period specified in the deposit agreement (which periods are no more than 60 days after we make the statement available to you and in some cases are 30 days or less), we are not liable to you and you agree to not make a claim against us, for the problems or unauthorized transactions.

Direct deposits - If you have arranged to have direct deposits made to your account at least once every 60 days from the same person or company, you may call us to find out if the deposit was made as scheduled. You may also review your activity online or visit a financial center for information.

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Bank of America, N.A. Member FDIC and Equal Housing Lender

Deposits and other additions

Date	Description			Amount
06/26/24	BKOFAMERICA ATM 06/26 #000005303 DEPOSIT MALDEN	MALDEN	MA	3,000.00
07/25/24	Interest Earned			0.19
Total deposits and other additions				**$3,000.19**

Withdrawals and other subtractions

Other subtractions

Date	Description	Amount
07/25/24	Federal Withholding	-0.05
Total other subtractions		**-$0.05**

Braille and Large Print Request - You can request a copy of this statement in Braille or Large Print by calling 800.432.1000 or going to bankofamerica.com and enter Visually Impaired Access from the home page.

Security tips

Tips to help protect yourself from trending scams:

- Don't be pressured to act quickly—it could be an imposter trying to steal your money.
- If asked to transfer money unexpectedly, use caution — it could be a scam.
- Never grant remote access or download apps at the request of someone you don't know.

Learn more about trending scams.
Scan the code or visit **bofa.com/HelpProtectYourself**.

When you use the QRC feature certain information is collected from your mobile device for business purposes. SSM-01-24-2353.B | 6172088

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Important Messages - Please Read

We want to make sure you stay up-to-date on changes, reminders, and other important details that could impact you.

Good news!
We no longer charge these service fees — here are the details.

- **Legal Order Process Fee**
  On October 16, 2023, we stopped charging a fee for each legal order or process that directs us to freeze, attach or withhold funds or other property.

In addition, we stopped charging these service fees on December 11, 2023:

- **Statement Copy Fees**
  For ordering one or more copies of your statements

- **Deposit Slips and other Credit Item Copies**
  For ordering one or more copies of your deposit slips or credit items

- **ATM Balance Inquiry Fees**
  For requesting an account balance at a non-Bank of America ATM in the U.S. or in a foreign country

- **NY Protest Fee**
  For New York residents filing a certificate of protest when a payment instrument has not been honored

- **Bond Coupon Collection Fees**
  For debt obligations with coupons that represent semiannual interest payments

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Malden, MA – May 15, 2025

To Whom It May Concern,

I am writing this letter to express my full support for my husband, Júlio César de Freitas, in his application for permanent residence in the United States, as well as in the establishment of his new company, Kalajus Car Body Shop LLC, in the state of Massachusetts.

With over 30 years of experience in the automotive repair sector, Júlio has consistently demonstrated a high level of professionalism, technical expertise, and entrepreneurial vision. His in-depth knowledge of services such as full bodywork, professional automotive painting, polishing, detailing, and paintless dent repair (PDR) enables him to deliver top-quality solutions. I have closely followed his journey and dedication to the trade and am fully confident that he will build a solid business capable of serving insurance companies, dealerships, rental agencies, and the general public with excellence.

As a sign of my commitment to the success of the business, I pledge to invest the amount of US$19,000, as outlined in the Kalajus Car Body Shop business plan. This amount will come from funds available in my investment accounts.

I am fully aware of the challenges involved in opening a new business in a different country, but I firmly believe that Júlio's experience, dedication, and leadership will enable him to overcome these obstacles successfully and build a respected and promising company in the U.S. automotive sector.

I remain available to provide any additional information that may be required.

Sincerely,



Silvana Keler Mondardo
Email: sil.jkl@hotmail.com
Phone: +1 (321) 466-2824

I, Marina Viana Silva, certify that I, a qualified translator fluent in both languages, have performed the professional translation of this document from Portuguese to English and that the following is an accurate and complete translation of the document.

Marina Viana

Date: May 20, 2025.

Malden - MA May 15, 2025

A quem possa interessar,

Venho por meio desta carta manifestar meu total apoio ao meu esposo, Júlio César de Freitas, em sua solicitação de residência permanente nos Estados Unidos, bem como na fundação de sua nova empresa, Kalajus Car Body Shop LLC, no estado de Massachusetts.

Com mais de 30 anos de experiência no setor de reparação automotiva, Júlio sempre demonstrou um elevado nível de profissionalismo, competência técnica e visão empreendedora. Seu profundo conhecimento em serviços como funilaria completa, pintura automotiva profissional, polimento, detalhamento e reparos sem pintura (Martelinho de Ouro) o capacita a oferecer soluções de altíssima qualidade. Acompanho de perto sua trajetória e dedicação ao ofício e tenho plena convicção de que ele construirá um negócio sólido, capaz de atender com excelência seguradoras, concessionárias, locadoras e o público em geral.

Como forma de demonstrar meu comprometimento com o sucesso do empreendimento, comprometo-me a investir o valor de US$19,000, conforme previsto no plano de negócios da Kalajus Car Body Shop. Esse valor será proveniente de valores disponíveis nas minhas contas de investimento.

Tenho plena consciência dos desafios de abrir um novo negócio em um país diferente, mas acredito firmemente que a experiência, o comprometimento e a liderança do Julio permitirão que ele enfrente esses obstáculos com sucesso e construa uma empresa respeitada e promissora no setor automotivo dos Estados Unidos.

Coloco-me à disposição para fornecer quaisquer informações adicionais que se fizerem necessárias.

Atenciosamente,

Silvana Keler Mondardo
E-mail: sil.jkl@hotmail.com
Telefone: +13214662824

Citizens®

US002 | BR162
ROP 450
P.O. Box 7000
Providence, RI 02940

Savings Account Statement

Beginning October 01, 2025
through October 31, 2025

SILVANA KELER MONDARDO
54 E BORDER RD
MALDEN MA 02148-1104

Questions? Contact us today:

CALL:
Savings Account Customer Service
1-800-922-9999

VISIT:
Access your account online:
citizensbank.com

MAIL:
Citizens
Customer Service Center
P.O. Box 42001
Providence, RI 02940-2001

SILVANA KELER MONDARDO
One Deposit Savings
XXXX-XX5300

One Deposit Savings for XXXX-XX5300

Balance Calculation		
Previous Balance		19,159.17
Withdrawals & Debits	-	100.05
Deposits & Credit	+	9,700.00
Interest Paid	+	.21
Current Balance	=	28,759.33

Balance	
Average Daily Balance	25,546.26
Interest	
Current Interest Rate	.01%
Annual Percentage Yield Earned	.01%
Number of Days Interest Earned	31
Interest Earned	.22
Interest Paid This Year	1.63

The $4.99 monthly maintenance fee is waived when you make at least 1 deposit that is posted before the end of your statement period OR maintain a minimum daily balance of $200 in your account.
You made at least 1 deposit.
Your minimum daily balance was: $19,059

Good news! The monthly maintenance fee was waived based on your account activity.

Your next monthly maintenance fee periods will end on
November 28, 2025, December 31, 2025, and January 30, 2026.

Please See Additional Information on Next Page

Member FDIC Equal Housing Lender

One Deposit Savings for XXXX-XX5300 Continued

TRANSACTION DETAILS FOR SAVINGS ACCOUNT ENDING 5300

Withdrawals & Debits **
***May include checks that have been processed electronically by the payee/merchant.*

Date	Amount	Description
Other Withdrawals & Debits		
10/02	100.00	ONLINE TRANSFER TO CHECKING 1409120772
10/31	.05	FEDERAL TAX WITHHELD

Previous Balance
19,159.17
Total Withdrawals & Debits
- 100.05

Deposits & Credits

Date	Amount	Description
10/09	8,000.00	ONLINE TRANSFER FROM CHECKING 1409120772
10/22	1,700.00	DEPOSIT

Total Deposits & Credits
+ 9,700.00

Interest

Date	Amount	Description
10/31	.21	Interest

Total Interest Paid
+ .21

Daily Balance

Date	Balance	Date	Balance	Date	Balance
10/02	19,059.17	10/22	28,759.17	10/31	28,759.33
10/09	27,059.17				

Current Balance
= 28,759.33

Citizens®

Checking Account Balance Worksheet

Before completing this worksheet, please be sure to adjust your checkbook register balance by

- Adding any interest earned
- Subtracting any fees or other charges

1 Your current balance on this statement

$ _____
Current Balance

2 List deposits which do not appear on this statement

Date	Amount	Date	Amount

+ $ _____
Total of 2

3 Subtotal by adding 1 and 2

= $ _____
Subtotal of 1 and 2

4 List outstanding checks, transfers, debits, POS purchases or withdrawals that do not appear on this statement.

Date/ Check No.	Amount	Date/ Check No.	Amount

- $ _____
Total of 4

5 Subtract 4 from 3. This should match your checkbook register balance.

= $ _____
Total

CUSTOMER SERVICE

If you have any questions regarding your account or discover an error, call the number shown on the front of your statement or write to us at the following address:

Citizens
Customer Service Center
P.O. Box 42001
Providence, RI 02940-2001

Change of Address

Please call the number shown at the front of your statement to notify us of a change of address.

DEPOSIT ACCOUNTS ARE NON-TRANSFERABLE

Personal deposit accounts, such as CD's and savings accounts, cannot be transferred to another person or to a corporate entity.

Citizens is a brand name of Citizens Bank, N.A. REV 12/22

ELECTRONIC TRANSFERS

In Case of Errors or Questions About Your Electronic Transfers

(For Consumer Accounts Used Primarily for Personal, Family or Household Purposes)

Telephone us at the customer service number provided on Page 1 of this statement or write to us at the customer service address provided as soon as you can, if you think your statement or receipt is wrong or if you need more information about an electronic transfer on the statement or receipt. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared.

- Tell us your name and account number, if any.
- Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe it is an error or why you need more information.
- Tell us the dollar amount of the suspected error and, if possible, the date it appeared on your statement or receipt.
- It will be helpful to us if you also give us a telephone number at which you can be reached in case we need any further information.

For consumer accounts used primarily for personal, family, or household purposes, we will investigate your complaint and will correct any error promptly. If we take more than 10 business days (20 business days if you are a new customer, for electronic transfers occurring during the first 30 days after the first deposit is made to your account) to do this, we will credit your account for the amount you think is in error, so that you will have the use of the money during the time it takes us to complete our investigation.

(For other accounts, we investigate, and if we find we have made an error, we credit your account at the conclusion of our investigation.)

OVERDRAFT LINES OF CREDIT BILLING RIGHTS SUMMARY

What To Do If You Think You Find A Mistake On Your Statement:

If you think there is an error on your statement write to us at the customer service address provided as soon as possible.

In your letter, give us the following information:

- Account information: Your name and account number.
- Dollar amount: The dollar amount of the suspected error.
- Description of Problem: If you think there is an error on your bill, describe what you believe is wrong and why you believe it is a mistake.

You must contact us within 60 days after the error appeared on your statement. You must notify us of any potential errors in writing. You may call us, but if you do we are not required to investigate any potential errors and you may have to pay the amount in question. While we investigate whether or not there has been an error the following are true:

- We cannot try to collect the amount in question or report you as delinquent on that amount.
- The charge in question may remain on your statement and we may continue to charge you interest on that amount. But, if we determine that we made a mistake, you will not have to pay the amount in question or any interest or other fees related to that amount.
- While you do not have to pay the amount in question, you are responsible for the remainder of your balance.
- We can apply any unpaid amount against your credit limit.

INTEREST CHARGE CALCULATIONS FOR OVERDRAFT LINE OF CREDIT ACCOUNTS BASED ON AVERAGE DAILY BALANCE COMPUTATION METHOD

Calculating your Interest Charge

We calculate the interest charge on your Overdraft Line by applying the Daily Periodic Rate to the Average Daily Balance. Then, we multiply that result by the number of days in the billing cycle in which a balance is owed on your Overdraft Line. This gives us the total interest charge for that billing period.

Calculating your Average Daily Balance

To calculate the average daily balance, we take the beginning balance of you Overdraft Line each day (which does not include any unpaid interest charges or fees), add any new loan advances as of the date of those advances and subtract any payments or credits. This gives us the daily balance. Then, we add all the daily balances for the billing cycle together and divide the total by the number of days in the billing cycle. This gives us the average daily balance of your account.

Credit Bureau Reporting

We may report information about your Overdraft Line to credit bureaus for each joint account holder of your checking account. Late payments, missed payments, or other defaults on your Overdraft Line may be reflected in your credit report. If you believe we have furnished inaccurate or incomplete information to a credit reporting agency, write to us at the consumer service address provided and include your name, address, account number, and description of what you believe is inaccurate or incomplete.

Thank you for banking with Citizens.