

Business MATCHMAKING



A Cooperative Agreement between SBA and HP Small Business Foundation

New Era Builders

Cleveland, OH

After receiving an email and informational brochure regarding a new Business Matchmaking initiative from the local Small Business Administration office, Joe Lopez, founder and president of New Era Builders, decided to sign up for the event. After completing a quick form on the Business Matchmaking web portal, Lopez was matched with seven government entities seeking building contractors. One of those matches resulted in a contract with the United States Navy.

New Era Builders

New Era Builders has been a commercial general contractor for the past 11 years. By relying on funding from each project, New Era has been able to steadily increase profits year over year with no outstanding loans or debts. By continuing to provide quality work at a fair price, utilizing the advantages available to minority businesses with an 8(a) status and by implementing a marketing plan to increase New Era Builders' profile among potential and repeat customers, Lopez, plans to establish New Era Builders as the largest Hispanic-owned General Contracting firm in Northeast Ohio.

New Era Builds A Relationship with the US Navy

Lopez attended Business Matchmaking's pilot event in Cleveland and proceeded to meet with his pre-scheduled "matches." After his meeting with a U.S. Naval representative, New Era was asked to bid on, and won, a \$300,000 contract to build a security fence around a local Marine Corps station.

"Without this matchmaking event it would have been extremely difficult and time-consuming for New Era to gain the mind share of an entity like the U.S. Navy," said Lopez. "This event enabled New Era to be introduced to numerous important government agencies and walk away with a sizable contract."

Lopez was thoroughly impressed with how easy it was to sign up for the program and make substantial matches, the overall professionalism and caliber of the event, and the return on his investment.

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“The matchmaking portal made it easy for us to ‘pick-and-choose’ who we wanted to meet with, so in turn, we were paired with agencies that truly had construction objectives that we could fulfill and fit within the parameters of our own corporate goals,” added Lopez. “It is almost unheard of in our industry to meet a contact — especially a government contact — and close a deal in just a few weeks. But this event enabled New Era to do just that and walk away with what I hope will be a very long-standing relationship with the U.S. Navy. The return on investment for this event is phenomenal. I would definitely attend another event and recommend it to others.”

Note to Media: Below is contact information to learn more about New Era Builders and its experience with Business Matchmaking.



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