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## Perera Construction and Design

### NEW STRATEGY GENERATES OPPORTUNITIES IN CALIFORNIA

After experiencing the housing market’s mid-1980s collapse, Alaska homebuilder Hank Perera, Jr. left not only residential construction, but the state altogether. Refocusing his business strategy on commercial construction, the first-generation Cuban-American relocated to Southern California where, in 1989, he founded Ontario-based Perera Construction and Design to serve the more resilient energy and telecommunications sectors.

Perera contacted SCE in 1990 after seeing an ad promoting its Supplier Diversity Program. Two years later, he won a remodel project at the Irwindale Customer Technology Application Center. The firm has since worked on more than 100 projects, including the country’s largest rooftop solar installation at the Maytag Distribution Center in Perris, Calif.

Those projects have played a major role in fueling Perera Construction’s growth, helping increase its revenues by more than 20% during the past decade alone. The firm has grown from its original three employees and first-year sales of \$192,000 into a multimillion-dollar company with 42 employees and expanded capabilities in the health-care and higher education sectors. That growth has also enabled the company to hire other diverse subcontractors to provide specialized construction and support services.

“When I look at SCE, I see a company that’s given people like me an opportunity to follow my dream,” says Perera. “It’s made a significant impression on the growth and development of our company.”