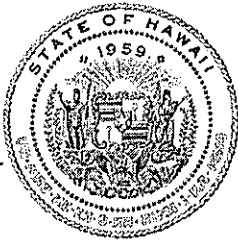


# GM 584

Submitting for consideration and confirmation as the Administrator of the State Procurement Office, Gubernatorial Nominee, SARAH-JANE ALLEN, for a term to expire 10-15-2017.



**DEPARTMENT OF BUSINESS,  
ECONOMIC DEVELOPMENT & TOURISM**

No. 1 Capitol District Building, 250 South Hotel Street, 5th Floor, Honolulu, Hawaii 96813  
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804  
Web site: [www.hawaii.gov/dbedt](http://www.hawaii.gov/dbedt)

Telephone: (808) 586-2355  
Fax: (808) 586-2377

NEIL ABERCROMBIE  
GOVERNOR

RICHARD C. LIM  
DIRECTOR

MARY ALICE EVANS  
DEPUTY DIRECTOR

Statement of  
**RICHARD LIM**  
Director

Department of Business, Economic Development & Tourism

before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, GOVERNMENT  
OPERATIONS AND HOUSING.**

Monday, March 31, 2014  
2:50 p.m.  
State Capitol, Conference Room 016

in consideration of  
**GM 584**

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE  
ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE, GUBERNATORIAL  
NOMINEE, SARAH-JANE ALLEN, FOR A TERM TO EXPIRE 10-15-2017.**

Chair Dela Cruz, Vice Chair Slom, and Members of the Committee on Economic Development, Government Operations and Housing.

I respectfully urge your **strong support** for the confirmation of Sarah-Jane Allen as Administrator of the State Procurement Office.

Sarah Allen is an experienced professional in the field of public procurement. She has demonstrated executive and organizational ability to independently implement the State Procurement Code.

DBEDT has consulted Ms. Allen for advice on how its programs can procure services to the Legislature's mandate to promote business. Ms. Allen listens carefully, probes for additional information, and provides workable solutions that are in compliance with the state's procurement policies.

I respectfully urge your **favorable consideration** of the nomination of Sarah-Jane Allen.

Thank you for the opportunity to comment.

NEIL ABERCROMBIE  
GOVERNOR



BARBARA A. KRIEG  
DIRECTOR

LEILA A. KAGAWA  
DEPUTY DIRECTOR

**STATE OF HAWAII**  
**DEPARTMENT OF HUMAN RESOURCES DEVELOPMENT**  
235 S. BERETANIA STREET  
HONOLULU, HAWAII 96813-2437

March 20, 2014

Testimony of  
Barbara A. Krieg, Director  
Department of Human Resources Development  
before the

SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING  
Monday, March 31, 2014  
2:50 p.m., Conference Room 016  
in consideration of

**Governor's Message No. 584**  
**Relating to the Consideration and Confirmation of**  
**Gubernatorial Nominee, SARAH-JANE ALLEN**  
**As Administrator of the State Procurement Office**

**WRITTEN TESTIMONY ONLY**

TO CHAIRPERSON DONOVAN DELA CRUZ AND FELLOW COMMITTEE MEMBERS:

Thank you for this opportunity to provide testimony in **strong support** for the confirmation of Ms. Sarah-Jane Allen as Administrator of the State Procurement Office.

It has been my honor to work with Ms. Allen throughout the past months in connection with several complex procurements. She has demonstrated that she is extremely knowledgeable about procurement, professional and committed to public service. During this time, Ms. Allen has also shared her vision for the SPO's enhanced delivery of services to the State departments and employees. This vision, once implemented, will transform the effectiveness of the State Procurement Office.

Based on my experiences with Ms. Allen, I can testify that she is truly an extraordinary nominee. I respectfully ask for your favorable consideration and confirmation of Ms. Sarah-Jane Allen as Administrator of the State Procurement Office.

NEIL ABERCROMBIE  
GOVERNOR



BARBARA A. KRIEG  
DIRECTOR

LEILA A. KAGAWA  
DEPUTY DIRECTOR

**STATE OF HAWAII**  
**DEPARTMENT OF HUMAN RESOURCES DEVELOPMENT**  
235 S. BERETANIA STREET  
HONOLULU, HAWAII 96813-2437

March 20, 2014

Testimony of  
Barbara A. Krieg, Director  
Department of Human Resources Development  
before the

SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING  
Monday, March 31, 2014  
2:50 p.m., Conference Room 016  
in consideration of

**Governor's Message No. 584**  
**Relating to the Consideration and Confirmation of**  
**Gubernatorial Nominee, SARAH-JANE ALLEN**  
**As Administrator of the State Procurement Office**

**WRITTEN TESTIMONY ONLY**

TO CHAIRPERSON DONOVAN DELA CRUZ AND FELLOW COMMITTEE MEMBERS:

Thank you for this opportunity to provide testimony in **strong support** for the confirmation of Ms. Sarah-Jane Allen as Administrator of the State Procurement Office (SPO).

Ms. Allen brings with her a depth and breadth of knowledge to SPO that makes her an extraordinary nominee. From her experience in the public and private sector

It has been my honor to work with Ms. Allen during her tenure as the Governor's nominee and in this short period she has demonstrated that she is knowledgeable, professional and caring. I hope that with your support we can continue to work together to move Hawai'i forward.

Thank you for the opportunity to testify. I respectfully ask for your favorable consideration and confirmation of Ms. Sarah-Jane Allen as Administrator of the State Procurement Office.

NEIL ABERCROMBIE  
GOVERNOR



Dean H. Seki  
Comptroller

María E. Zielinski  
Deputy Comptroller

STATE OF HAWAII  
DEPARTMENT OF ACCOUNTING  
AND GENERAL SERVICES  
P.O. BOX 119  
HONOLULU, HAWAII 96810-0119

TESTIMONY  
OF  
DEAN H. SEKI, COMPTROLLER  
DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES  
TO THE  
SENATE COMMITTEE  
ON  
ECONOMIC DEVELOPMENT, GOVERNMENT OPERATIONS AND HOUSING  
ON  
March 31, 2014

GOVERNOR'S MESSAGE 584

SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE  
ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE, SARAH-JANE  
ALLEN

Chair Dela Cruz and members of the Committee, thank you for the opportunity to testify on G.M. 584. The Department of Accounting and General Services strongly supports Ms. Sarah-Jane Allen's confirmation as Administrator of the State Procurement Office (SPO).

As Comptroller, I have had the privilege of working with Ms. Allen (in her capacity as Acting Administrator of SPO) on a variety of important issues. I believe Ms. Allen is a highly motivated public servant with a strong work ethic, who takes a proactive approach to problem solving, seeks input and consensus on issues, quickly grasps complex issues, and communicates effectively in a positive and encouraging manner.

Without reservation, I truly believe Ms. Allen possesses the requisite professional and people skills necessary to serve SPO and the people of Hawaii with honor and distinction.

Thank you for the opportunity to testify on this matter.

NEIL ABERCROMBIE  
GOVERNOR



CRAIG K. HIRAI  
EXECUTIVE DIRECTOR

**STATE OF HAWAII**

DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM  
HAWAII HOUSING FINANCE AND DEVELOPMENT CORPORATION  
677 QUEEN STREET, SUITE 300  
Honolulu, Hawaii 96813  
FAX: (808) 587-0600

IN REPLY REFER TO:

**WRITTEN ONLY**

Statement of  
**Craig K. Hirai**  
Hawaii Housing Finance and Development Corporation  
Before the

**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING**

March 31, 2014 at 2:50 p.m.  
State Capitol, Room 016

In consideration of

**G.M. 584**

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE  
ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE, GUBERNATORIAL  
NOMINEE, SARAH-JANE ALLEN, FOR A TERM TO EXPIRE 10-15-2017.**

The HHFDC **supports** the nomination of Sarah-Jane Allen as Administrator of the State Procurement Office.

Due to the complex nature of our duties as the State housing finance and development agency, the HHFDC has frequent dealings with the State Procurement Office for special requests and other advice on many procurement issues. Under the leadership of Ms. Allen, our overall experiences have been very positive. State Procurement Office staff has been very responsive and timely in processing our requests, which reflects well on her capabilities as an administrator. Accordingly, the HHFDC respectfully requests that the Committee support Ms. Allen's nomination.

Thank you for the opportunity to provide written comments in support of this nomination.

NEIL ABERCROMBIE  
GOVERNOR



STATE OF HAWAII  
**DEPARTMENT OF PUBLIC SAFETY**  
919 Ala Moana Boulevard, 4th Floor  
Honolulu, Hawaii 96814

TED SAKAI  
DIRECTOR

Martha Torney  
Deputy Director  
Administration

Max Otani  
Deputy Director  
Corrections

Shawn Tsuha  
Deputy Director  
Law Enforcement

No. \_\_\_\_\_

TESTIMONY ON GOVERNOR'S MESSAGE 584  
CONSIDERATION AND CONFIRMATION OF SARAH-JANE ALLEN  
AS THE ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE

by  
Ted Sakai, Director  
Department of Public Safety

Senate Committee on Economic Development, Government Operations and Housing  
Senator Donovan M. Dela Cruz, Chair  
Senator Sam Slom, Vice Chair

Monday, March 31, 2014, 2:50p.m.  
State Capitol, Conference Room 16

Chair Dela Cruz, Vice Chair Slom, and Members of the Committee:

This testimony is being submitted in **strong support** of the confirmation of Ms. Sarah-Jane Allen as the Administrator of the State Procurement Office (SPO). Ms. Allen brings to this position extensive knowledge and experience in the fields of financial, acquisition and contract management, acquired in both national and international arenas.

Since it was established two decades ago, State and local agencies have relied on SPO as the single source of policies designed to ensure uniformity and fairness across public agencies concerning the procurement process. The guidance and training SPO provides to public sector employees is invaluable in carrying out the responsibilities of their departments and agencies. Efficiency and effectiveness in procuring goods and services, though, is sometimes impeded rather than promoted as are result of rules and regulations promulgated over the years by the Procurement Policy Board and the inevitable bureaucratic practices that evolve with the passage of time.

We can do better. Ms. Allen not only brings the expertise needed to guide organizational growth, but also the self-confidence and enthusiasm to implement

changes necessary to improve the procurement process. It is clear that she respects and relies on the current SPO staff to assist in moving us forward.

I respect the breadth of her experience in acquisition and contract management, and contributions to her profession by serving as a board member of the National Contract Management Association.

I urge your favorable consideration of her appointment. Thank you for the opportunity to present this testimony.



STATE OF HAWAII  
DEPARTMENT OF DEFENSE  
CIVIL DEFENSE DIVISION

TESTIMONY ON GOVERNOR MESSAGE 584  
SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS  
THE ADMINISTRATOR OF THE STATE PROCUREMENT OFFICER  
GUBERNATORIAL NOMINEE, SARAH-JANE ALLEN

PRESENTATION TO THE  
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING

BY

DOUG MAYNE  
VICE DIRECTOR OF STATE CIVIL DEFENSE  
March 31, 2014

Chair Dela Cruz, Vice Chair Slom, and Members of the Senate Committee on Economic Development, Government Operations and Housing.

I am Doug Mayne, Vice Director of State Civil Defense, and I am testifying in **SUPPORT** of gubernatorial nominee Sarah-Jane Allen as the Administrator of the State Procurement Office.

Sarah-Jane Allen has extensive experience in contracting, acquisition and financial management. Her resume shows her procurement background in military, commercial and government operations. Her career has been one of achievements based on the honors and awards she received over the years. These experiences and her leadership will enhance the management of the state procurement office operations.

I am in full **SUPPORT** of the nomination of Sarah-Jane Allen as the Administrator of the State Procurement Office.

Thank you for the opportunity to provide this testimony.

STATE OF HAWAII  
DEPARTMENT OF DEFENSE

TESTIMONY ON GOVERNOR MESSAGE 584  
SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS  
THE ADMINISTRATOR OF THE STATE PROCUREMENT OFFICER  
GUBERNATORIAL NOMINEE, SARAH-JANE ALLEN

PRESENTATION TO THE  
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING

BY

MAJOR GENERAL DARRYLL D. M. WONG  
ADJUTANT GENERAL AND DIRECTOR OF STATE CIVIL DEFENSE  
March 31, 2014

Chair Dela Cruz, Vice Chair Slom, and Members of the Senate Committee on Economic Development, Government Operations and Housing.

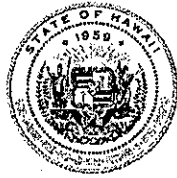
I am Major General Darryll D. M. Wong, Adjutant General and Director of State Civil Defense. I am testifying in **SUPPORT** of gubernatorial nominee Sarah-Jane Allen as the Administrator of the State Procurement Office.

Sarah-Jane Allen brings an extensive background in government, military and commercial business experiences. Previous to her current position, she served as the President of El Fenix Enterprises. This consulting firm specializes in management, government contracting and financial analysis for government agencies and government contractors. Earlier she was the Senior Manager for ASI Government, Inc., a firm that implemented Performance-Based Acquisition (PBA) across the Federal government since 1996.

These experiences and others from her comprehensive resume will bring new leadership and updated processes to the State Procurement Office. I urge your committee to recommend the Senate confirmation of Sarah-Jane Allen as the Administrator of the State Procurement Office.

Thank you for the opportunity to provide written testimony in **SUPPORT** of gubernatorial nominee Sarah-Jane Allen.

NEIL ABERCROMBIE  
GOVERNOR



STATE OF HAWAII  
DEPARTMENT OF TRANSPORTATION  
869 PUNCHBOWL STREET  
HONOLULU, HAWAII 96813-5097

March 31, 2014  
2:50 p.m.  
State Capitol, Room 16

**G.M. 584**

**Submitting for consideration and confirmation as the Administrator of the State Procurement Office, Gubernatorial Nominee, SARAH-JANE ALLEN, for a term to expire 10-15-2017**

Senate Committee on Economic Development, Government Operations

The Department of Transportation (DOT) **supports** Governor's Message Number 584, Sarah-Jane Allen as the Administrator to the State Procurement Office.

The State Procurement Office (SPO) is the "watchdog" for all public procurements. Ensuring that the executive branch conducts and participates in public procurement fairly and equitably is a great responsibility. The training from the SPO is indispensable in understanding the intricacies of the procurement code. It is for these reasons that the DOT welcomes a new Chief Procurement Officer and looks forward to a dynamic relationship.

Thank you for the opportunity to provide testimony.

GLENN M. OKIMOTO  
DIRECTOR

Deputy Directors  
FORD N. FUCHIGAMI  
RANDY GRUNE  
AUDREY HIDANO  
JADINE URASAKI

IN REPLY REFER TO:

NEIL ABERCROMBIE  
GOVERNOR

SHAN TSUTSUI  
LT. GOVERNOR



STATE OF HAWAII  
DEPARTMENT OF TAXATION  
P.O. BOX 259  
HONOLULU, HAWAII 96809  
PHONE NO: (808) 587-1540  
FAX NO: (808) 587-1560

FREDERICK D. PABLO  
DIRECTOR OF TAXATION

JOSHUA WISCH  
DEPUTY DIRECTOR

To: The Honorable Donovan M. Dela Cruz, Chair  
and Members of the Senate Committee on Economic Development, Government  
Operations and Housing

Date: Monday, March 31, 2014  
Time: 2:50 p.m.  
Place: Conference Room 16, State Capitol

From: Frederick D. Pablo, Director  
Department of Taxation

Re: GM 584, Submitting for consideration and confirmation as the Administrator of the  
State Procurement Office, Gubernatorial Nominee, SARAH-JANE ALLEN, for a  
term to expire 10-15-2017

I am pleased to offer my recommendation in support of Sarah-Jane Allen for your  
consideration as Administrator of the State Procurement Office.

I have known Sarah-Jane Allen since the time she became Acting Administrator of the  
State Procurement Office. While she was Acting Administrator of the State Procurement Office, I  
have often consulted her in resolving procurement issues covering various areas. Our staff has  
remarked how Sarah-Jane Allen will make herself available to address their concerns, has arranged  
for her key staff members to assist in specialized areas and has timely provided follow ups to our  
department's inquiries. She has always been responsive to our department's concerns and has the  
ability to communicate with tact and knowledge.

I respectfully request your favorable consideration and confirmation of Sarah-Jane Allen  
as Administrator of the State Procurement Office.

NEIL ABERCROMBIE  
GOVERNOR

SHAN TSUTSUI  
LT. GOVERNOR



FREDERICK D. PABLO  
DIRECTOR OF TAXATION

JOSHUA WISCH  
DEPUTY DIRECTOR

STATE OF HAWAII  
**DEPARTMENT OF TAXATION**

P.O. BOX 259  
HONOLULU, HAWAII 96809  
PHONE NO: (808) 587-1540  
FAX NO: (808) 587-1560

To: The Honorable Donovan M. Dela Cruz, Chair  
and Members of the Senate Committee on Economic Development, Government  
Operations and Housing

Date: Monday, March 31, 2014  
Time: 2:50 p.m.  
Place: Conference Room 16, State Capitol

From: Joshua Wisch, Deputy Director  
Department of Taxation

Re: GM 584, Submitting for consideration and confirmation as the Administrator of the  
State Procurement Office, Gubernatorial Nominee, SARAH-JANE ALLEN, for a  
term to expire 10-15-2017

I am pleased to offer my recommendation in support of Sarah-Jane Allen for your  
consideration as Administrator of the State Procurement Office.

I have worked with Ms. Allen since she first became Acting Administrator of the State  
Procurement Office. The Department of Taxation (DOTAX) has many critical procurement issues  
that we had been working on before Ms. Allen was appointed. She became fluent in these issues  
with remarkable speed upon her appointment, and quickly marshaled her office and its resources to  
counsel and guide us as we proceeded. Her expertise and leadership have been tremendously  
helpful.

I have been deeply impressed both with Ms. Allen's personal and extensive knowledge of  
procurement issues and their solutions, and the effective leadership she has already demonstrated in  
her position. She has partnered with DOTAX in a collaborative way to help us achieve our goals.  
Just as important, she has candidly and clearly informed us when there is something we cannot do.  
In those cases, however, she has also offered alternatives.

I look forward to continuing to work with Ms. Allen, and respectfully request your favorable  
consideration of her confirmation as Administrator of the State Procurement Office.

NEIL ABERCROMBIE  
GOVERNOR



PATRICIA McMANAMAN  
DIRECTOR

BARBARA A. YAMASHITA  
DEPUTY DIRECTOR

STATE OF HAWAII  
**DEPARTMENT OF HUMAN SERVICES**

P. O. Box 339  
Honolulu, Hawaii 96809-0339

March 31, 2014

MEMORANDUM:

TO: The Honorable Donovan M. Dela Cruz, Chair  
Senate Committee on Economic Development, Government  
Operations and Housing

FROM: Patricia McManaman, Director

SUBJECT: **G.M. 584 – Gubernatorial Nomination of Ms. Sarah-Jane Allen as  
the Administrator of the State Procurement Office**

Hearing: Monday, March 31, 2014, 2:50 p.m.  
Conference Room 016, State Capitol

The Department of Human Services (DHS) supports the nomination of Ms. Sarah-Jane Allen as the Administrator of the State Procurement Office.

Ms. Allen has had extensive government experience in procurement and contracts, budget, and financial management in the federal government and as a private consultant. These skills are necessary for the efficient management of the State Procurement Office.

The DHS requests a favorable consideration of Ms. Allen as the Administrator of the State Procurement Office.

Thank you for the opportunity to provide testimony to this Committee.

March 29, 2014

The Honorable Donovan Dela Cruz, Chair  
And Members  
Senate Committee on Economic Development, Government Operations, and  
Housing Committee  
Hawaii State Senate  
415 South Beretania Street, Room 16  
Honolulu, Hawaii 96813

**RE: GM 594: Nomination of Mr. Roy Irei to the Enhanced 911 Board**

Dear Chair Dela Cruz and Members of the Senate Committee on Economic Development,  
Government Operations, and Housing Committee:

Please accept this testimony in support of the nomination of Mr. Roy Irei to the  
Enhanced 911 Board. As the present Chair of the Enhanced 911 Board, I had the opportunity  
to work with Mr. Irei, as a former member of the Enhanced 911 Board and at present as an  
interim appointee to the Enhanced 911 Board.

One of the critical requirements and responsibilities of the Enhanced 911 Board is to  
manage funding needs for the establishment of 911 technologies. The public safety aspect of  
providing 911 services is one responsibility of the board, but managing the funding and  
delivering expectations is an important aspect of the board. Mr. Irei's past experience as a  
board member and as the present Vice Chair of the board demonstrates his ability to manage  
the complexities of a funding budget and providing public safety in a prudent manner for the  
State of Hawaii.

I encourage the Committee and your colleagues in the full Senate to support Mr. Roy  
Irei's confirmation. Thank you for this opportunity to provide support for Mr. Irei's nomination.

Sincerely,

CLAYTON N.Y.W. TOM  
Deputy Chief  
Maui Police Department

WRITTEN TESTIMONY OF STAFF MEMBERS  
OF THE STATE PROCUREMENT OFFICE

RUTH BAKER  
DEBRA ANN CHUN  
RONNETTE CORREA  
CORINNE HIGA  
BONNIE KAHAKUI  
STACEY KAULEINAMOKU  
CRAIG KURAOKA  
ANDREW LUM  
STANTON MATO  
MICHAEL ONG  
MEI PHILLIPS  
CAREY SASAKI  
MARA SMITH  
KEVIN TAKAESU  
DONNA TSURUDA-KASHIWABARA

SENATE COMMITTEE ON  
ECONOMIC DEVELOPMENT, GOVERNMENT OPERATIONS AND HOUSING

GM 584

MARCH 31, 2014  
2:50 P.M.

CONFIRMATION OF SARAH ALLEN AS  
ADMINISTRATOR OF THE STATE PROCUREMENT OFFICE

Chair Dela Cruz, Vice-Chair Slom, and committee members, we strongly encourage your support to vote in favor of the nomination of Sarah Allen as Administrator of the State Procurement Office.

Sarah has been Acting Administrator for the State Procurement Office since November 2013. During this time, she has demonstrated to be a strong leader with effective communication skills and an innovative and forward-thinking vision of procurement. She has instilled a positive attitude amongst her staff motivating us to seek to improve our procurement knowledge, leadership skills, and our overall performance. We are confident that Sarah will lead us by providing updated training and guidance and utilize technologies to improve transparency of operations, procurement processes and outcomes, inventory management, and surplus property management.

Sarah's multi-faceted business experience in general operations management, leadership, financial and contract management makes her an ideal candidate as the Administrator of the State Procurement Office. With her experience in the private and public sectors, both federal and state, she brings a wealth of information and experience that will provide exceptional and innovative procurement guidance for us in the near future. During her short time as Acting Administrator, Sarah has already taken the initiative to reach out to the different State agencies and jurisdictions to share their best practices for procurements so we can all benefit from these shared innovations and techniques. Her



strong background in financial management, analysis, accounting, tax planning, auditing, and budgeting will enable her to bring creative solutions to any challenges.

Thank you for the opportunity to submit testimony on GM 584.

The Honorable Senator Donovan M. Delacruz, Chair  
The Honorable Senator Sam Slom, Vice Chair  
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, GOVERNMENT OPERATIONS AND  
HOUSING

GM 584  
TESTIMONY IN SUPPORT OF THE CONFIRMATION OF  
SARAH-JANE ALLEN  
AS STATE PROCUREMENT ADMINISTRATOR  
Hearing on Monday, March 31, 2014, 2:50 p.m.  
Conference Room 16  
State Capitol  
415 South Beretania Street

Chair Delacruz, Vice Chair Slom and Members:

I would like to express my support for the confirmation of Sarah-Jane Allen as the State Procurement Administrator. As the current Chairman of the Procurement Policy Board and as the Central Purchasing Agent for the County of Maui since 1995, I believe that Sarah brings numerous strengths to the position that will benefit the State of Hawaii and its taxpayers:

**Complex Federal Acquisition Experience** – Sarah has a wealth of procurement experience at the federal level. Due to the similarities in principles and methods between federal and state procurement laws, Sarah will quickly be able to proficiently advise agencies, contractors, and other constituents.

**Visionary** – From my discussions with Sarah, it is clear that she has a vision and goals for continuously improving the procurement process in the state, including exploring the idea that procurement responsibility should extend beyond the bidding process and include contract management and cradle to grave contracting responsibilities.

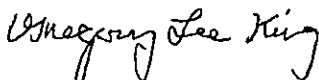
**Supervisory and Team Building** – Sarah has the experience necessary to form an effective and efficient procurement team, and I sense that she has a strong desire to strengthen the skills and abilities of those around her.

**Professional** – Sarah is professional with excellent communication skills. She strikes me as a no-nonsense, motivated self-starter who wants to make great strides in her profession.

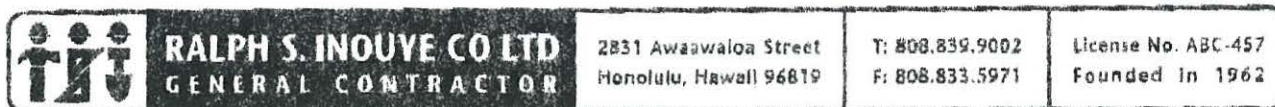
As I get to know Sarah better, I trust that based on what I've seen so far, I will have many more good things to say about her in the future.

Thank you for the opportunity to submit this testimony.

Sincerely,



Greg King  
Central Purchasing Agent  
County of Maui



March 21, 2014

Via Email: [EGHtestimony@capitol.hawaii.gov](mailto:EGHtestimony@capitol.hawaii.gov)  
Via Fax: (808) 586-6091

To: The Honorable Donovan M Dela Cruz, Chair, Sam Slom, Vice Chair and Members of the Senate Committee on Economic Development, Government Operations and Housing

Subject: **Support of Governors Message 584: Nomination of Sarah-Jane Allen** as the Administrator of the State Procurement Office

Dear Senator Dela Cruz, Senator Slom and Members of the Senate Committee on Economic Development, Government Operations and Housing,

My name is **Lance M. Inouye** and I am President of Ralph S. Inouye Co., Ltd. (RSI), a State of Hawaii General Contractor and member of the General Contractors Association of Hawaii (GCA). I am writing in **support of Sarah-Jane Allen**, as the Administrator of the State Procurement Office (SPO).

I have known Sarah not even one year (maybe four months now) but in that short time I have had the privilege of meeting with her several times (twice personally), and have found her to be a breath of fresh air in her approach to government procurement. She has an open door for ideas on how our State Procurement Code (Code) may be improved for all stakeholders. She has already dove in head first into the job, meeting staff, state and city agencies for which the SPO is responsible as well as other independent State procuring agencies. She is also reaching out to industry organizations with members that do business with the State and City under the Code. She is learning quickly of the problems associated with using the Code for government procurement. With her background in Federal procurement, she already understands the intricacies of government contracting. What is most refreshing is her desire to provide citizens and businesses of the State of Hawaii with the best chances of procuring work using the Code while protecting the taxpayers and public trust under the laws and constitution of Hawaii and the US. Since I have not known her too long, my support is based on the character I have witnessed in the short period. She is a good person, fair and open-minded. I am convinced her heart is in the right place and she will truly listen to all stakeholders to improve state and city procurement under the Code. She has a passion for the job and it shows.

Accordingly, Ralph S. Inouye Co., Ltd. and I personally **support** the appointment of **Sarah-Jane Allen** as the Administrator of the State Procurement Office.



**RALPH S. INOUE CO LTD**  
**GENERAL CONTRACTOR**

2831 Awaawaloa Street  
Honolulu, Hawaii 96819

T: 808.839.9002  
F: 808.833.5971

License No. ABC-457  
Founded in 1962

March 21, 2014

Via Email: [EGHtestimony@capitol.hawaii.gov](mailto:EGHtestimony@capitol.hawaii.gov)  
Via Fax: (808) 586-6091

To: The Honorable Donovan M Dela Cruz, Chair, Sam Slom, Vice Chair and Members of the Senate Committee on Economic Development, Government Operations and Housing

Subject: **Support** of Governors Message 584: Nomination of **Sarah-Jane Allen** as the Administrator of the State Procurement Office

Dear Senator Dela Cruz, Senator Slom and Members of the Senate Committee on Economic Development, Government Operations and Housing,

My name is Lance M. Inouye and I am President of Ralph S. Inouye Co., Ltd. (RSI), a State of Hawaii General Contractor and member of the General Contractors Association of Hawaii (GCA). I am writing in **support** of **Sarah-Jane Allen**, as the Administrator of the State Procurement Office (SPO).

I have known Sarah not even one year (maybe four months now) but in that short time I have had the privilege of meeting with her several times (twice personally), and have found her to be a breath of fresh air in her approach to government procurement. She has an open door for ideas on how our State Procurement Code (Code) may be improved for all stakeholders. She has already dove in head first into the job, meeting staff, state and city agencies for which the SPO is responsible as well as other independent State procuring agencies. She is also reaching out to industry organizations with members that do business with the State and City under the Code. She is learning quickly of the problems associated with using the Code for government procurement. With her background in Federal procurement, she already understands the intricacies of government contracting. What is most refreshing is her desire to provide citizens and businesses of the State of Hawaii with the best chances of procuring work using the Code while protecting the taxpayers and public trust under the laws and constitution of Hawaii and the US. Since I have not known her too long, my support is based on the character I have witnessed in the short period. She is a good person, fair and open-minded. I am convinced her heart is in the right place and she will truly listen to all stakeholders to improve state and city procurement under the Code. She has a passion for the job and it shows.

Accordingly, Ralph S. Inouye Co., Ltd. and I personally **support** the appointment of **Sarah-Jane Allen** as the Administrator of the State Procurement Office.



March 14, 2014

Senator Donovan M. Dela Cruz  
Chairman Economic Development, Government Operations and Housing Senate Committee  
Senatorial District 22  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

Re: Ms. Sara Allen's Appointment as Hawaii State Procurement Administrator

Honorable Donovan M. Dela Cruz:

As a professional in the Contracts Management field, I was pleased to learn of the nomination and appointment of Ms. Sara Allen to be the Hawaii State Procurement Administrator by Governor Abercrombie. I had the pleasure of working with Ms. Allen as a Contracts Management professional and colleague in the National Contracts Management Association (NCMA) – the premier professional organization for people in the contracts and acquisition management profession.

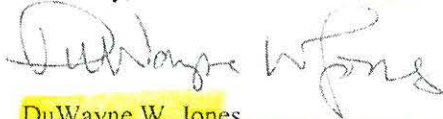
I first met Ms. Allen in 2005, while we were members of the Northern Virginia Chapter of NCMA and I was a member of the Association's Board of Directors. After observing her activities and contributions to the chapter, it became very apparent to me that she had tremendous leadership and management skills. Ms. Allen was nominated and selected to the very prestigious NCMA Leadership Development Program. She excelled in every aspect of her course work and graduated from the program at the top of her class. In further recognition of her skills and abilities, she was appointed to the Board of Directors for the Association where she served with distinction.

As a Director on the Board, Ms. Allen was an active participant in shaping policies and procedures to enhance the education and professional development of the 18,000+ members of NCMA. She was a skilled debater, innovative in her approach to problem solving and always a team player. In addition to her work as a Director on the board, Ms. Allen also served on the Audit Committee, the Leadership Development Committee, the University Outreach Committee and the Strategy Committee.

Over her 15+ year career, Ms. Allen has developed and honed her leadership and management skills and abilities. She has the depth and breadth of experience that will enable her to meet the awesome responsibilities and challenges of the most prestigious position to which she has been appointed. I have no doubt that she will be successful and the State of Hawaii will truly benefit from her service in this capacity.

I wholeheartedly support this appointment and strongly recommend a successful confirmation.

Sincerely,



DuWayne W. Jones  
NCMA Board of Directors and National Treasurer, 2006 – 2010

# AR|C

Anne Reed  
CONSULTING

March 24, 2014

The Honorable Donovan M. Dela Cruz, Chair  
The Honorable Sam Slom, Vice Chair  
& Members of the Committee on Economic Development, Government Operations  
and Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

SUBJECT: Testimony in Support of Governor's Message 584  
Confirmation of Sarah Allen as Administrator of the State Procurement Office

Dear Chair Dela Cruz, Vice Chair Slom, and members of the Committee.

Thank you for the opportunity to submit testimony in support of the confirmation of Sarah Allen.

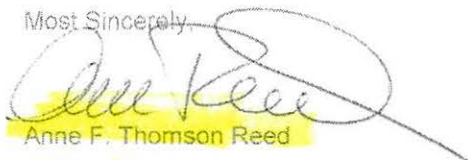
For about 10 years, I served as the President & CEO of ASI Government, Inc. and currently chair ASI's Board. The company's mission is to help government leaders provide first rate procurement and acquisition services for the myriad programs they are charged with supporting. For almost six years of her career, Sarah was a key member of the ASI team.

Sarah has a passion for serving government – and for enabling government to effectively award and manage contracts in support of mission requirements. She is smart, creative, and diligent. She is equipped with very specialized knowledge and she has all of the skills required to assure highly appreciated work performance. She gets the details right. But she also has a fine grasp of the larger picture – keeping her eye on the greater goal. While with ASI, Sarah's personal insights were deeply valued by her government clients and by her co-workers.

In addition to bringing in-depth knowledge and expertise, Sarah is a very gifted team builder. She was recognized as a leader among her peers. This was true in the workplace. But also was reflected in the work that she undertook through professional associations. She graduated from the National Contract Management Association's Leadership Program in 2007 and immediately was elected to the National Board.

The State of Hawaii is indeed fortunate to have Sarah Allen as nominee for Administrator of the Procurement Office. She is a true professional – highly regarded for her expertise and much liked and admired for her leadership capabilities.

Most Sincerely,



Anne F. Thomson Reed

President & CEO  
Anne Reed Consulting



Testimony of Cindy McMillan  
The Pacific Resource Partnership

Senate Committee on Economic Development, Government Operations and Housing  
Senator Donovan M. Dela Cruz, Chair  
Senator Sam Slom, Vice Chair

GM 584 - Administrator of the State Procurement Office, Gubernatorial Nominee, SARAH-JANE

ALLEN

Monday, March 31, 2014

2:45 pm

Conference Room 016

Aloha Chair Dela Cruz, Vice Chair Slom and members of the Committee:

The Pacific Resource Partnership (PRP) is a labor-management consortium representing over 240 signatory contractors and the Hawaii Regional Council of Carpenters.

PRP supports the nomination of Sarah-Jane Allen, as Administrator of the State Procurement Office. She brings valuable skills and a wealth of experience to the state, and we believe her work will result in efficient, equitable procurement procedures across state agencies.

For 6-years, Ms. Allen was a senior manager for ASI Government, Inc. in Arlington, Va. During this time, she acted as executive advisor to the National Geospatial Intelligence Agency (NGA) Senior Procurement Executive and advised on the implementation of an agency-wide Agile Acquisition Initiative. Prior to that, she was a senior acquisition analyst from 2006 to 2007 for Arlington-based CACI at the Pentagon, served in the U.S. Air Force as a commissioned contracting officer from 2004 to 2006 and a non-commissioned officer at Hickam Air Force Base from 2000 to 2004. Abroad, she was president of Leisure Accounting, an accounting and auditing consulting firm, from 1997 to 1999, and chief financial officer of Dockside Internet Ltd. from 1995 to 1997.

Ms. Allen is currently a member of the National Board of Directors for the National Contract Management Association for two years, working on the Audit Committee, the Leadership Development Committee, the University Outreach Committee and the Strategy Committee. She is also a leader of finance research team with the District Alliance for Safe Housing for nine months, creating a successful strategic plan for the next five years.

Ms. Allen holds various honors and awards:

- Certificate of Appreciation; NGA – Acquisition Directorate, 2008/2009/2010/2011/2012
- NGA Unit Meritorious Award (TASER); NGA – Director, 2011
- Distinguished Graduate, NCMA Leadership Development Program, 2007
- Superior Performer, Army Contracting Agency – Contracting Center of Excellence, Pentagon DC, 2006
- Company Grade Officer of the Year, AF SpaceCom Majcom, 2006
- Air Force Achievement Medal, Vandenberg AFB, 2006
- Company Grade Officer of the Year, 30CONS, Vandenberg AFB, 2005
- Air Force Commendation Medal, Hickam AFB, Hawaii, 2004
- Very Important Patriot Award, Hickam AFB, Hawaii, 2003
- Volunteer of the Year, 15 CONS and 15 MSG, Hickam AFB, Hawaii, 2003
- Airman of the Year, 15 CONS and 15 LG, Hickam AFB, Hawaii, 2003

We respectfully ask for your *favorable* consideration of Sarah-Jane Allen as the Administrator of the State Procurement Office.

Thank you for the opportunity to share our views with you.



# Hawai'i Construction Alliance

P.O. Box 179441  
Honolulu, HI 96817  
(808) 348-8885

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March 27, 2014

The Honorable Donovan Dela Cruz, Chair  
The Honorable Sam Slom, Vice Chair  
and Members  
Committee on Economic Development,  
Government Operations and Housing  
Hawai'i State Senate  
415 South Beretania Street  
Honolulu, Hawai'i 96813

**RE: Support for ~~GM584~~**

Dear Chair Dela Cruz, Vice Chair Slom, and members of the committee:

The Hawai'i Construction Alliance supports GM584, which submits for consideration and confirmation as the Administrator of the State Procurement Office, Gubernatorial Nominee, Sarah-Jane Allen, for a term to expire October 15, 2017.

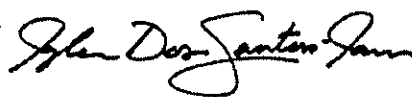
The Hawai'i Construction Alliance is comprised of the Hawai'i Regional Council of Carpenters; the Hawai'i Masons Union, Local 1 and Local 630; the Laborers' International Union of North America, Local 368; and the Operating Engineers, Local Union No. 3. Together, the four member unions of the Hawai'i Construction Alliance represent 15,000 working men and women in the four basic crafts of Hawai'i's construction industry.

The mission of the State Procurement Office is to promote economy, efficiency, effectiveness, and impartiality in procurement for State and county governments; and efficiency, effectiveness and stewardship in inventory management and surplus property management in an open, fair and transparent process. Accordingly, the office's administrator must possess a broad and extensive background in all matters relating to contracting, acquisition, and financial management.

Ms. Allen has an impressive and accomplished resume, which includes experiences in both the private and military sectors. She has also been honored by various organizations for her dedication, leadership, and knowledge on industry best practices.

We believe that Sarah Allen will be a strong, capable, and effective administrator for the department, and respectfully request your favorable consideration for her nomination.

Mahalo,



Tyler Dos Santos-Tam  
Executive Director  
Hawai'i Construction Alliance  
execdir@hawaiiconstructionalliance.org

# ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES  
of Hawaii

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Executive Director  
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Fx: (808) 234-1721  
Email: gwright@acechawaii.org  
Website: [www.acechawaii.org](http://www.acechawaii.org)

March 26, 2014

**Senate Committee on Economic Development, Government Operations and Housing:** Honorable Senators Donovan M. Dela Cruz, Chair; Sam Slom, Vice Chair; and Members of the Committee

Subject: **Testimony in Support of GM 584**, Confirmation of Sarah Allen as Administrator, State Procurement Office  
Hearing: Monday, March 31, 2:50 p.m., Conference Room 16

Dear Chair Dela Cruz, Vice Chair Slom, and Members of the Committees:

The American Council of Engineering Companies of Hawaii (ACECH) is pleased to write this letter of support for the Senate Confirmation of Sarah Allen for her position as State Procurement Administrator.

ACECH represents about 70 member firms with over 1,300 employees throughout Hawaii. Projects designed by ACECH's member engineering firms directly affect the quality of the water we drink and the food we eat; the safety of our buildings, highways, bridges, and infrastructure; and the quality of the environment in which we work and play.

ACECH member firms work closely with State and County agencies to provide public works projects in Hawaii, and are strongly impacted by procurement policies and procedures. ACECH has been on the forefront in advocating for good public procurement policies, particularly related to qualifications-based selection for the procurement of professional services.

ACECH has met with Ms. Allen to discuss procurement issues, and has found her to be very knowledgeable and eager to work with stakeholders. We believe that Ms. Allen will be a strong and effective advocate of fair and transparent procurement practices, and a great asset to the State administration on procurement policy.

Please do not hesitate to contact me if you have any questions.

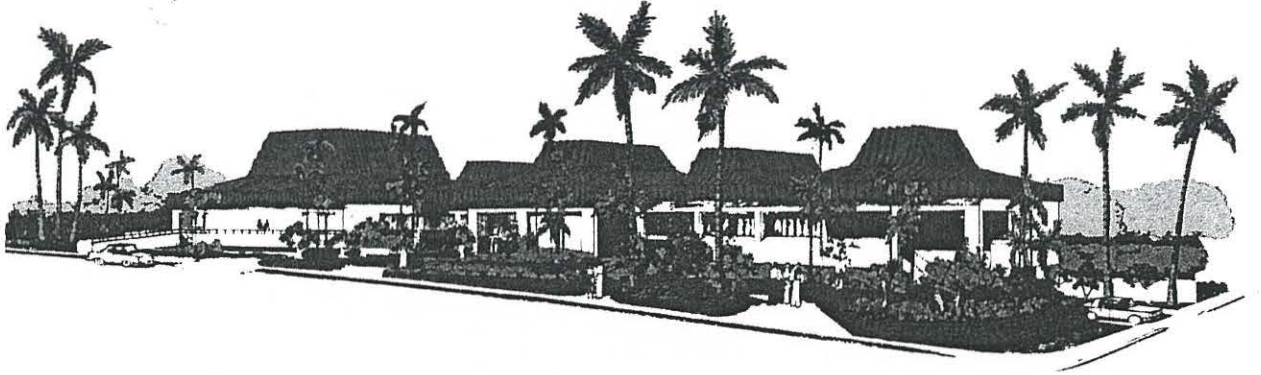
Respectfully submitted,  
AMERICAN COUNCIL OF ENGINEERING COMPANIES OF HAWAII



Beverly Ishii-Nakayama, P.E.  
President



## LABORERS' INTERNATIONAL UNION OF NORTH AMERICA LOCAL 368



**PETER A. GANABAN**  
*Business Manager/  
Secretary-Treasurer*

**ALFONSO OLIVER**  
*President*

**JOBY NORTH II**  
*Vice President*

**TONI FIGUEROA**  
*Recording Secretary*

**THOMAS CATHCART**  
*Executive Board*

**JAMES DRUMGOLD JR.**  
*Executive Board*

**LEIMOMI JOHNSON**  
*Executive Board*

**MARK MAGUSARA**  
*Auditor*

**MARK TRAVALINO**  
*Auditor*

**JOSEPH YAW**  
*Auditor*

**NELSON S. TERRADO**  
*Sergeant-At-Arms*

March 24, 2014

Honorable Donovan Dela Cruz, Chair  
Honorable Sam Slom, Vice Chair  
Members of the Economic Development,  
Government Operations & Housing Committee  
Hearing March 31, 2014, 2:50 p.m.

Re: GM584 Sarah-Jane Allen

Dear Chairman Dela Cruz:

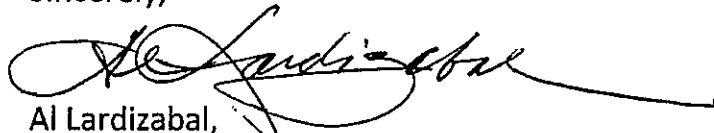
On behalf of Mr. Peter Ganaban, Business Manager, Secretary/Treasurer and the members of the Hawaii Laborers' Union, we strongly support and are encouraged by the nomination of Ms. Sarah-Jane Allen as Administrator of the State Procurement Office. The State of Hawaii is attracting highly skilled personnel with a wide range of experience and interests. Ms. Sarah-Jane Allen is such a person.

She brings a wealth of related education and federal procurement experience including financial and contracts management. This relates directly to procurement proposal development and evaluation, cost analysis and pricing, negotiations, performance based contracting and other tasks that are core to procurement.

Ms. Allen is also a proven leader as a Senior Procurement Executive and a change management advocate. This is a skill set that is needed in government. She directed 12 cross-functional teams to improve operations particularly in the development of a rapid proposals evaluation system. She is an experienced Financial and Project Manager, Contracts Manager, and Cost & Pricing Analyst.

For these reasons, we humbly request that the Committee confirm her appointment as Administrator of the State Procurement Office. Thank you for the opportunity to submit this testimony.

Sincerely,

A handwritten signature in black ink, appearing to read "Al Lardizabal", with a long horizontal flourish extending to the right.

Al Lardizabal,  
Government Relations





# Oregon

John A. Kitzhaber, MD, Governor

## Department of Administrative Services

Chief Financial Office  
155 Cottage Street NE U10  
Salem, OR 97301  
PHONE: 503-378-3106  
FAX: 503-373-7643

March 28, 2014

The Honorable Donovan M. Dela Cruz, Chair  
The Honorable Sam Slom, Vice-Chair,  
And Members of the Committee on Economic Development, Government Operations and  
Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

SUBJECT: **Testimony in Support of Governor's Message - GM 584**  
Confirmation of Sarah Allen as Administrator of the  
State Procurement Office

Dear Chair Dela Cruz, Vice-Chair Slom, and members of the Committee:

Thank you for the opportunity to submit testimony in support of the confirmation of Ms. Sarah Allen as Administrator of the State Procurement Office.

I met Sarah in December 2013, as we were both attending the annual Western States conference of the National Association of State Procurement Officers (NASPO). I was pleased to get to know Sarah professionally since Hawaii has long been a contributing member of the Western States Contracting Alliance (WSCA). Sarah shared her professional background with me and we spent time together sharing mutual experiences and discussing future procurement strategies in both Oregon and Hawaii.

Since then, Sarah and I have exchanged many phone calls and emails and deepened our professional acquaintance. In addition to the day-to-day procurement operations for which she is responsible, she clearly is committed to developing a solid procurement training program for the State. Not only did I send her materials from our own training and certification program in Oregon, but I suggested other state procurement officers she could contact as well. And I know that she quickly followed up with these contacts. Her eagerness to make helpful connections and gain information and materials to help her jump-start needed improvements in Hawaii's procurement operations impressed me.

Sarah has been well received by our NASPO colleagues. NASPO is a non-profit association with a strong dedication to professional development of procurement officials nationwide. Sarah is clearly professionally grounded and committed to the improvement of public procurement practice.

March 28, 2014

Page 2

I am pleased to support Ms. Allen's confirmation as the Administrator of the Hawaii State Procurement Office. I will continue to offer any help I can to assist her in this role.

Sincerely,

A handwritten signature in cursive script, reading "Dianne Lancaster". The signature is written in black ink and is positioned above the typed name.

Dianne L. Lancaster, J.D.

Chief Procurement Officer

Procurement Policy Group

Oregon Department of Administrative Services

Salem, OR 97301

Phone: 503-378-3529

eMail: [Dianne.Lancaster@state.or.us](mailto:Dianne.Lancaster@state.or.us)

Frederick O Schellhammer  
4306 Starr Jordan Drive  
Annandale, VA  
Email: [Fred@fedacqstrategies.com](mailto:Fred@fedacqstrategies.com)  
Telephone: 703-657-9839

30 March 2014

The Honorable Donovan M. Dela Cruz, Chair,  
The Honorable Sam Slom, Vice-Chair, and Members of the Committee on Economic Development,  
Government Operations and Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

**SUBJECT:** Testimony in Support of Governor's Message - **GM 584**  
Confirmation of Sarah Allen as Administrator of the State Procurement Office

Dear Chair Dela Cruz, Vice-Chair Slom, and members of the Committee:

Thank you for the opportunity to submit testimony in support of the confirmation of Sarah Allen. I had the pleasure of working with Ms. Allen for over six years both as her colleague and her supervisor working in a classified environment as contractors to the federal government. In over 25 years in the procurement field working on behalf of the US Navy, Defense Department and other government agencies, I have rarely met anyone as passionate about their work as Ms. Allen.

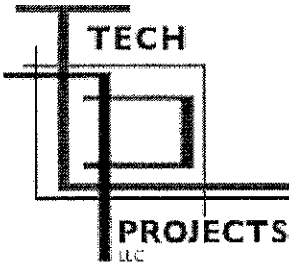
Sarah Allen is truly a committed and gifted professional with significant relevant expertise, depth of knowledge and exceptional leadership skills. Ms. Allen has worked on many challenging acquisition, procurement and contracting programs within the federal Intelligence Community including at US Army Intelligence and Security Command (INSCOM) and the National Geospatial Intelligence Agency (NGA). While working as a contractor with senior government acquisition and program managers on many large multi-million dollar programs, she provided invaluable advice and recommendations resulting in substantial government savings. Ms. Allen was also able to identify and help resolve many related management challenges.

Ms. Allen's experience, and ability to understand and advance diverse agencies' missions enable her to work with the most senior officials while simultaneously building strong relationships among peers and subordinates. She is a team builder and effective communicator.

Sarah is an ideal choice for the position of Administrator of the State Procurement Office.

Sincerely,

Frederick O. Schellhammer  
Federal Acquisition Strategies



27 March 2014

Senator Donovan M. Dela Cruz  
Chairman, Economic Development, Government Operations and Housing Senate Committee  
The Honorable Sam Slom, Vice-Chair  
Members of the Committee on Economic Development, Government Operations and Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

SUBJECT: Testimony in Support of Governor's Message GM 584  
Confirmation of **Sarah Allen** as Administrator of the State Procurement Office

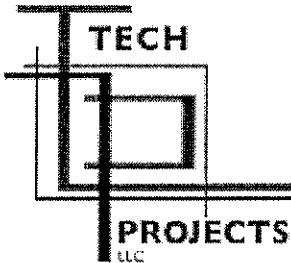
Dear Senators Dela Cruz, Slom, and Members of the Committee:

I am honored to submit this letter of support for Ms. Sarah Allen as Administrator of the Hawaii State Procurement Office. As the owner of a technology small business that was founded and has continuously operated in Hawaii for the past 10 years, it is essential to me that the State's procurement system operate with transparency and high ethical values, and that it provide fair opportunities to small businesses. Given that my business engages in government contracting, I am no stranger to its complexities. To that end, my company's Vice President of Contracts is a nationally-renowned contracting officer who is the most decorated civilian contracting official in the history of the U.S. Army. When, based on his experience with Ms. Allen, he encouraged me to respond to her as she began outreach initiatives in Hawaii, I reached out to discuss state procurement requirements and the role of small businesses in the State.

I was immediately struck by Ms. Allen's sincerity; expert knowledge of the critical procurement skills of finance, costing and analysis, and government contracting; experience as a highly trusted U.S. Department of Defense contracting consultant; and by her vision for the State. Her willingness to independently initiate communication with businesses, state agencies and non-profits impressed me in that, rather than relying on limited information, she has been asking what those who are most affected by her policy decisions need. She has proven herself to be a proactive, ethical, and immersive leader who fully understands the challenges of her role and is not only willing but eager to engage others to ensure that the most appropriate and effective processes and solutions are applied in a fair and ethical manner.

Ms. Allen's experience in procurement brings both depth and breadth to the State. She has consulted at the highest levels of federal government, private industry, and the non-profit arena. Her skills include change management, information technology, and analytics. She is a well-rounded, diverse professional and individual who has experience with many of the key sectors that shape Hawaii.





Additionally, although born and reared abroad, Ms. Allen has demonstrated her commitment to our nation by serving as a non-commissioned officer and commissioned officer in the U.S. Air Force. She has similarly demonstrated her commitment to our State by becoming a well-respected, integrated part of the community and by taking on the challenge of leading this important office at a pivotal time for the State and the federal government.

It seems that everything Ms. Allen does, she excels at with passion and commitment. In addition to her appointment as Administrator of Procurement, she is teaching at a local university, volunteering in the community, continually expanding her education in contracting and acquisition, and maintaining her professional affiliations with organizations related to her role. Her education is outstanding, having earned a Master's degree *summa cum laude* as well as a Global Executive MBA. She has been honored and has won awards for her acquisition initiatives, military service, and volunteer work.

Another quality that sets Ms. Allen apart from many people is her honesty and forthrightness. She has demonstrated an ability to communicate with candor while endearing herself to others because of her genuine sincerity. With this ability to discuss difficult topics openly and receptively, she is ideally suited to assuming such an important, interactive role; further, she engenders trust that her office will operate with transparency.

Sarah Allen is not only a Procurement Administrator but a true leader for Hawaii. For these reasons and more, I enthusiastically support her confirmation as Administrator of Procurement for the State of Hawaii, and look forward to the positive impact that she will have on our State.

Sincerely,

A handwritten signature in black ink, appearing to read "Kim Abramson", with a horizontal line extending to the right.

Kim Abramson, CEO

**BIA-HAWAII**  
BUILDING INDUSTRY ASSOCIATION  
THE VOICE OF THE CONSTRUCTION INDUSTRY

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BKA Builders, Inc.

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Bays Lung Rose & Holma

**Stephen Hanson**

simplicityHR by ALTRES

**TESTIMONY TO THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT,  
GOVERNMENT OPERATIONS AND HOUSING  
Monday, March 31, 2014  
2:50 p.m.  
State Capitol - Room 016**

**RE: GM 584, FOR CONSIDERATION AND CONFIRMATION OF  
GUBERNATORIAL NOMINEE, SARAH-JANE ALLEN, AS ADMINISTRATOR  
OF THE STATE PROCUREMENT OFFICE**

Dear Chair Dela Cruz, Vice-Chair Slom, and members of the Committee:

My name is Gladys Marrone, Government Relations Director for the Building Industry Association of Hawaii (BIA-Hawaii), the Voice of the Construction Industry. We promote our members through advocacy and education, and provide community outreach programs to enhance the quality of life for the people of Hawaii. BIA-Hawaii is a not-for-profit professional trade organization chartered in 1955, and affiliated with the National Association of Home Builders.

BIA-Hawaii **supports** GM 584, Gubernatorial nominee, Sarah-Jane Allen, as the Administrator of the State Procurement Office.

Ms. Allen brings with her a world of experience to the State Procurement Office: Over 15 years supervisory experience as a CEO, CFO, USAF Officer, Senior Manager and Executive Advisor; over 15 years of financial management, including budgeting, financial audits, statements, and analysis; and over 14 years in contracts and project management of multiple billion dollar programs.

BIA-Hawaii has had the pleasure of meeting with Ms. Allen in various settings, and we are confident she possesses the experience, in-depth knowledge, acumen, and management skills required to excel as the State's Procurement Administrator.

We appreciate the opportunity to share with your our views.

March 21, 2014

Honorable Donovan M. Dela Cruz  
Senate District 22  
Hawaii State Capitol, Room 202  
415 S. Beretania St.  
Honolulu, HI 96813

GIM  
584

Re: Sara Jane testimonial

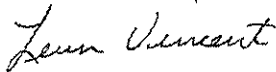
I am pleased to have the opportunity to recommend a long-time colleague Ms. Sarah-Jane Allen as the Hawaii State Procurement Administrator.

By way of background, I am the Industry Chair at the Defense Acquisition University and former Navy acquisition official. Also, I have been a long standing member of the National Contract Management Association, serving as its National President and member of its National Board. It was in the latter position that I had the opportunity to meet Ms. Sara-Jane Allen and closely observe the development of her leadership skills through her participation in NCMA's Contract Management Leadership Program (CMLDP).

A very competitive program, the CMLDP is designed to help develop the next generation of contract management leaders through an intensive year-long educational experience. The program's emphasis is on building leadership skills. The CMLDP was created to quickly close the gap in leadership progression by accelerating the preparation of a select group of contract management professionals. During this rigorous year long program, Ms. Allen demonstrated strong leadership qualities and business acumen and was recognized as a leader among her peers. Because Sarah-Jane distinguished herself in the CMLDP and was recognized for a professional maturity beyond her years, she was elected to the NCMA National Board of Directors.

Sara-Jane displays all of the qualities of a leader in the procurement/contracting profession and it is with great pleasure and confidence that I endorse her for the Hawaii State Procurement Administrator position.

Sincerely,



Lenn Vincent  
RADM, USN (Ret)  
Industry Chair  
Defense Acquisition University

**GM No. 584**

TESTIMONY IN SUPPORT OF THE CONFIRMATION  
OF GUBERNATORIAL NOMINEE

**SARAH-JANE ALLEN**

Administrator  
State Procurement Office

Senate Committee on Economic Development, Government Operations and Housing  
Senator Donovan M. Dela Cruz, Chair  
Senator Sam Slom, Vice Chair

Monday, March 31, 2014  
2:50 p.m.

Chair Dela Cruz, Vice Chair Slom, and members of the Committee:

My name is Stella M.L. Kam and I strongly support the confirmation of gubernatorial nominee Sarah-Jane Allen as the Administrator of the State Procurement Office.

Although I am submitting this testimony in my individual capacity, I initially met Ms. Allen and have worked with her and her staff at the State Procurement Office in my capacity as a deputy attorney general with the Administration Division. I believe that Ms. Allen's leadership qualities and knowledge of procurement issues and processes make her well qualified for the Administrator position. In addition, she has a wonderful personality and great communications skills, and I find that she works well with a wide variety of individuals.

It has been a pleasure to work with Ms. Allen and I urge you to confirm Ms. Allen's nomination as the Administrator of the State Procurement Office.

**From:** [Patricia.T.Ohara@hawaii.gov](mailto:Patricia.T.Ohara@hawaii.gov)  
**To:** [EGHTestimony](#)  
**Subject:** GM 584, Nomination of Sarah Allen, March 31, 2014, 2:50 pm  
**Date:** Friday, March 21, 2014 1:53:12 PM

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Chair Dela Cruz and Members of the Committee on Economic Development, Government Operations, and Housing:

I write in strong support of the confirmation of SARAH-JANE ALLEN for the position of Administrator of the State Procurement Office. I have come to know Sarah through my position as a supervising deputy attorney general and have had the real pleasure of meeting with her and the SPO staff on more than one occasion to discuss procurement and other issues affecting the SPO. Based on these meetings and other conversations with her, I have found Sarah to be very knowledgeable about the various aspects of government procurement, and very much a "people person" who enjoys engaging others in discussion to resolve matters. I believe she can effectively lead SPO with authority and continue the good work of the agency. I look forward to continuing to work with her.

These views are my own and I make this testimony in my individual capacity. Please do not hesitate to contact me if additional information is desired.

Lane C. Askew

Commander (Select), United States Navy  
Office 805-989-4202, Cell 703-554-2279  
Naval Satellite Operations Center, 661 13th Street, Point Mugu, CA 93042  
LinkedIn: [www.linkedin.com/in/laneaskew/](http://www.linkedin.com/in/laneaskew/)

21 March 2014

The Honorable Donovan M. Dela Cruz, Chair,  
The Honorable Sam Slom, Vice-Chair,  
and Members of the Committee on Economic Development, Government Operations, and Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

SUBJECT: Testimony in Support of Governor's Message 584  
Confirmation of Sarah Allen as Administrator of the State Procurement Office

Dear Chair Dela Cruz, Vice-Chair Slom, and members of the Committee:

Thank you for the opportunity to submit testimony in support of the confirmation of Sarah Allen.

My wife, Tammie Askew, and I have known Sarah since 2001 when Sarah was an Airman on Hickam Air Force Base and I was a Lieutenant Junior Grade in the U.S. Navy. Our relationship started while she worked with my wife at the 15<sup>th</sup> Contracting Squadron. We have been both professional and personal friends of Sarah and her family since then, cheering her on while she sought and achieved U.S. citizenship, U.S. Air Force officer commission, civilian sector positions, master's degrees, and certifications.

Sarah has been working in the field of procurement all this time and is experienced in working with large, complex acquisitions, in a variety of areas such as information technology systems, construction, services, and goods. She has three degrees in business, accounting, and acquisition, as well as leadership experience with the U.S. Air Force and in prominent leadership positions within private business.

Sarah is ideal for the position of Administrator of the State Procurement Office because she will bring a fresh outlook on how to procure in a streamlined and agile manner. Sarah approaches her decisions with integrity and considers innovative methods while always safeguarding taxpayer money. Her leadership approach is honest and open, and her drive and tenacity will undoubtedly produce effective results.

I support Sarah Allen's confirmation as the Administrator of the State Procurement Office.

Sincerely,



Lane C. Askew

Donna L. Peebles

13 March 2014

The Honorable Donovan M. Dela Cruz, Chair,  
The Honorable Sam Slom, Vice-Chair,  
and Members of the Committee on Economic Development, Government Operations and Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

SUBJECT: Testimony in Support of Governor's Message ((XXX)) - GM 584  
Confirmation of Sarah Allen as Administrator of the State Procurement Office

Dear Chair Dela Cruz, Vice-Chair Slom, and members of the Committee:

Thank you for the opportunity to submit testimony in support of the confirmation of Sarah Allen. I am writing to you as a personal friend of Sarah Allen who is subject to confirmation of her appointment by Governor Abercrombie to the position of Hawaii State Procurement Administrator.

I met Sarah during her military assignment at Hickam AFB and strongly support her nomination for this position. Over the years Sarah's vast experience and leadership has postured her well for this position. She values integrity in everything she does. Sarah's versatile acquisition and program management experience will surely benefit the Department and the State. Her astute knowledge of procurement rules and regulations can posture the state of Hawaii for future success.

I support Ms. Allen's confirmation as the Administrator of the State Procurement Office.

Sincerely,



Donna L. Peebles

**From:** [mailinglist@capitol.hawaii.gov](mailto:mailinglist@capitol.hawaii.gov)  
**To:** [EGHTestimony](#)  
**Cc:** [dusty.wince@knowledgecg.com](mailto:dusty.wince@knowledgecg.com)  
**Subject:** \*Submitted testimony for GM584 on Mar 31, 2014 14:50PM\*  
**Date:** Tuesday, March 25, 2014 7:59:14 AM

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**GM584**

Submitted on: 3/25/2014

Testimony for EGH on Mar 31, 2014 14:50PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Dusty Wince	Individual	Support	No

Comments:

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

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Joan Kane  
41 Overbrook Road  
Painted Post, NY 14870

March 24, 2014

The Honorable Donovan M. Dela Cruz, Chair,  
The Honorable Sam Slom, Vice-Chair,  
and Members of the Committee on Economic Development, Government Operations and Housing  
Hawaii State Capitol, Room 202  
Honolulu, Hawaii 96813

SUBJECT: Testimony in Support of Governor's Message GM 584  
Confirmation of Sarah Allen as Administrator of the State Procurement Office

Dear Chair Dela Cruz, Vice-Chair Slom, and members of the Committee:

Thank you for the opportunity to submit testimony in support of the confirmation of Sarah Allen.

My name is Joan Kane. I have known Sarah Allen since 2006. I have had a wide ranging career in the law, government and commercial contracting and regulatory compliance areas in both the US military and the private sector. I began my career as a lieutenant in the United States Marine Corps and served as a JAG in the United States Air Force and Air Force Reserve. Upon moving to the private sector I led the government and university contracting function for Corning Incorporated, a multinational company. Currently, I oversee global immigration policy and service at Corning. Over the years I have had the opportunity to work with people from all over the world and from all walks of life. In my opinion, Sarah is a top performer and well suited for this role.

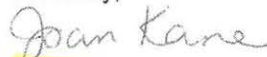
It was during my tenure as the head of the government contracting function that I was fortunate to have met Sarah Allen. We were both active participants in the National Contract Management Association (NCMA) and were part of their inaugural Leadership Development Program. In that program I quickly discovered her true nature. She has a passion to take on tough challenges, develop innovative solutions to hard problems and lead others to a better tomorrow. All of this is built on a foundation of integrity and open communication.

Sarah always conducts herself professionally and with the highest degree of integrity. I have personally witnessed her deal with others who are behaving in an unethical manner. Her approach to resolving the issue not only ensured the behavior stopped, but also made sure controls were implemented that would prevent similar conduct in the future. Sarah is a natural leader; where she leads, others follow. This was evident from her election to the NCMA Board of Director in 2007 right out of the Leadership Development Program.

Her resume speaks for itself. Sarah's background in accounting and many years of experience in the procurement field, on both sides of the equation, make her well qualified for the role of Administrator of the State Procurement Office.

I support Ms. Allen's confirmation as the Administrator of the State Procurement Office.

Sincerely,



Joan Kane

TESTIMONY  
OF  
SARAH-JANE ALLEN  
TO THE  
SENATE COMMITTEE  
ON  
ECONOMICS  
ON  
March,31, 2014

G.M. 584

Submitting for consideration and confirmation to the State Procurement Administrator of the State Procurement Office (SPO), Gubernatorial Nominee, SARAH-JANE ALLEN, for a term to expire October 15, 2017.

Chair De La Cruz and members of the Committee, thank you for the opportunity to appear before you today.

I want to thank Governor Neil Abercrombie for nominating me. I humbled and honored to be considered as the Administrator for the State Procurement Office.

I also want to thank everyone who submitted letters of support on my behalf and to everyone here in attendance lending me their support and Aloha.

I was born in South Africa, a land where I did not belong, living in the midst of Apartheid and all of its horrors. I have spent many years looking in the world for my home. Somewhere peaceful, safe, beautiful. Somewhere that fits my spiritual path, a place that brings beauty to the soul. Fourteen years ago, after my many travels, I found this place - the paradise islands of Hawaii.

I know I am not a local - I am alien in all ways that can be counted. But where we are the same is when you measure the depth of my love and respect for the Hawaiian ways and the people of Hawaii. And for as long as I'm able, through the goodness of the Hawaiian people, I will call this home.

Not only am I blessed with living here on this wonderful island, but I have also been given the opportunity to contribute to these islands using all my skills and experience I have accumulated over the years.

My diverse work experience in executive positions as well as the broad areas on interest in accounting, auditing, and in acquisition give me a significant perception on the procurement issue from a systemic and holistic point of view, allowing for thought leadership on the best ways to procure in a responsible, efficient manner that serves the Hawaiian taxpayers.

My procurement experience includes seven years of consulting at the National Geospatial Intelligence Agency, most notably as the Executive Advisor to the Special Procurement Executive, where our team managed the cross-functional initiative, Agile Acquisition. My fourteen years of contracting and acquisition experience included my time in the U.S. Air Force where I was fortunate to experience the Enlisted and Officer Corps. Additionally, I have worked with various Intelligence Agencies at the Pentagon and other locations around the Beltway.

Prior to this, I spent over ten years in the accounting and auditing arena, where I acted as Chief Financial Officer for an Internet firm and Chief Executive Officer for my own Financial Consulting firm in Cape Town, South Africa.

My vision for the SPO is to be able to offer constructive training and mentoring to those in the State who are procuring with taxpayer's monies. To encourage innovative and streamlined procurements that are on time, within budget and ultimately successful. To support those who create great procurements, and to dedicate our time to those who need help. To ensure responsible, professional and accountable procurement in line with our code and rules. To elevate those who procure for the State by educating them and giving the tools to procure what they need when they need it.

Hawaii is the bridge between east and west with vast potential for future economic growth that will ultimately benefit the Hawaiian people. I am committed to doing my part by serving and protecting the procurement of the State.

Thank you very much for this opportunity and for considering my nomination.

I am happy to answer any questions you may have.



**Melissa Pavlicek**  
**mpavlicek@hawaiiublicpolicy.com**

The Senate Committee on Economic Development, Government Operations & Housing  
2:50 p.m., March 31, 2014  
Hawaii State Capitol Room 16

RE: GM 584 – Confirmation of Sarah Allen

Good afternoon Chair Dela Cruz, Vice Chair Slom and Members of the Committee:

My name is Melissa Pavlicek and I am an attorney and local business owner. I serve as the part-time and partially *pro bono* executive director of the Hawaii Procurement Institute and as a member of the National Contract Management Association. I am writing today in my individual and personal capacity and not in connection with my clients. I am a graduate of the Wm. S. Richardson School of Law and care deeply about government contracting in Hawaii.

I have had the opportunity to personally meet and talk extensively with Sarah Allen over the last several weeks since she was named as the administrator of the State Procurement Office. I have observed her attend numerous educational and networking events with procurement professionals and I have taken time to become more familiar with her educational and professional background and experiences.

Sarah Allen's experiences as a senior manager for ASI Government, Inc. and as a senior acquisition analyst CACI at the Pentagon seem very well suited to her current position. She has a passion for transparency and accountability in government spending and she has the knowledge and expertise to put that passion into action. I believe that her service in the U.S. Air Force as a commissioned contracting officer, will enhance her service. Most of all, she appears to be the very kind of candid, direct, hard-working public-minded leader needed in all levels of state government. Please support her confirmation.

[Danielle M. Conway, University of Hawaii at Manoa, William S. Richardson School of Law, 808-956-6403]

To: Senate Committee on Economic Development, Government Operations & Housing  
Date: March 31, 2014  
Time: 2:50 p.m.  
Room: Capitol Room 16  
RE: GM 584 Sarah Allen

Aloha Chair Dela Cruz, Vice Chair Slom and Members of the Committee:

I am writing in support of Sarah Allen's confirmation as the administrator of the State Procurement Office.

Since 2000, I have been teaching law at the William S. Richardson School of Law. Shortly thereafter, I along with a small group of dedicated volunteers, concerned legislators, and committed public servants joined together to form the Hawaii Procurement Institute. For over a decade, HPI has developed quality procurement programming, advocated for sound procurement policy, and educated as many acquisition professionals as we could on a very limited budget. We did all of this without the support of the most important public procurement entity in the state, the State Procurement Office. The Hawaii Procurement Institute has waited 13 years for a new vision, a new voice, and a new level of professionalism from the State Procurement Office. Ms. Sarah Allen is the person for whom we have waited.

Sarah Allen is a leader in the acquisition profession. She is sophisticated, dynamic, creative, and compassionate. Ms. Allen has the kind of procurement expertise that is desperately needed to begin to move the State of Hawaii to the acquisition best practices that will make our state a leader in transparency, accountability, and efficiency. I have pledged to work with Ms. Allen to provide her the support she needs to transform our acquisition policies and practices into a system that other states will strive to emulate. Ms. Allen is the right person, at the right time, and in the right place to establish a professional acquisition corps that will serve the State of Hawaii with distinction.

I am so excited by the new day that Ms. Allen will bring. I thank the Governor for nominating her. More than that, I greatly appreciate Ms. Allen for accepting the nomination. I am personally and professionally invigorated by what will be a productive and meaningful relationship between the State Procurement Office and the Hawaii Procurement Institute. I am thrilled and honored to be one of the many supporters of Ms. Sarah Allen. Thank you for allowing me the opportunity to provide this testimony.

To: Senate Committee on Economic Development, Government Operations & Housing  
Date: March 31, 2014  
Time: 2:50 p.m.  
Room: Capitol Room 16  
RE: GM 584 Sarah Allen

Aloha Chair Dela Cruz, Vice Chair Slom and Members of the Committee:

Thank you for the opportunity to offer testimony in support of Sarah Allen's confirmation as the administrator of the State Procurement Office.

In the past few months, I have had the opportunity to meet with Sarah Allen and learn about her professional procurement experience and goals of promoting transparency and accountability in procurement. I believe she is committed to these goals and that her varied experiences, including those as senior acquisition analyst CACI at the Pentagon and her service in the U.S. Air Force as a commissioned contracting officer will benefit our state.

As the recent joint instructor at the University of Hawaii William S. Richardson Law School's class on Government Contracting, I had the privilege of teaching the basic tenants of procurement law, which emphasize transparency and accountability. I believe Sarah Allen's goals align with these tenants and support her confirmation as the administrator of the State Procurement Office.

Thank you for your consideration.

**From:** [mailinglist@capitol.hawaii.gov](mailto:mailinglist@capitol.hawaii.gov)  
**To:** [EGHTestimony](#)  
**Cc:** [glenn Dumont@aol.com](mailto:glenn Dumont@aol.com)  
**Subject:** Submitted testimony for GM584 on Mar 31, 2014 14:50PM  
**Date:** Saturday, March 29, 2014 2:30:02 PM

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**GM584**

Submitted on: 3/29/2014

Testimony for EGH on Mar 31, 2014 14:50PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Glenn Dumont	Individual	Comments Only	No

Comments: Honaorable Senator Dela Cruz, My name is Glenn Dumont and I served in the United States Air Force for 26 years. I served as a contracting officer for 14 years and ultimately became the Air Force Contracting Career Field Manager responsible for the development and training of the contracting workforce. Sarah Allen served with me for three years while I was stationed in Hawaii at Hickam Air Force Base. She has always been a person of high integrity, intelligence, drive and dedication. She has demonstrated the vision and technical contracting abilities to solve complex problems with optimum solutions. Sarah's leadership abilites clearly separated her from her peers as she progressed through the enlisted ranks and into the officer corps. I believe Sarah will utilize her considerable talent, leadership and contracting knowledge to benefit the State of Hawaii's procurement system and lead it into the future. It is without reservation that I recommend Sarah Allen to the position of Hawaii's State Procurement Administrator! Glenn Dumont

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

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