

DAVID Y. IGE  
GOVERNOR



SARAH ALLEN  
ADMINISTRATOR  
MARA SMITH  
ASSISTANT ADMINISTRATOR

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STATE PROCUREMENT OFFICE**

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TESTIMONY  
OF  
SARAH ALLEN, ADMINISTRATOR  
STATE PROCUREMENT OFFICE

TO THE SENATE COMMITTEE  
ON  
GOVERNMENT OPERATIONS

April 18, 2017, 2:15 PM

**GOVERNOR'S MESSAGE No. 794**

**Submitting for consideration and confirmation as a Procurement Policy Board member,  
Gubernatorial Nominee, Lena Mobin Cullison, for a term to expire 6-30-2019**

Chair Kim, Vice-Chair Ruderman, and members of the committee, thank you for the opportunity to submit testimony on GM 794.

The State Procurement Office (SPO) strongly supports Lena Mobin Cullison's confirmation as a Procurement Policy Board (PPB) member.

Ms. Cullison is currently an Analyst in Strategic Procurement at Hawaiian Airlines. Prior to her career at Hawaiian Airlines, she has extensive experience as a legal intern at the Environmental Law Center at International Union for Conservations of Nature(IUCN), Nature Iraq, and National Oceanic and Atmospheric Administration(NOAA). Ms. Cullison has also worked as a paralegal and legal researcher at civil litigations firms. She graduated from University of Hawaii at Manoa, where she made the Dean's List of Honor Recipient, with a Juris Doctor(JD) in Environmental Law, a Masters of Business Administration(MBA) in Entrepreneurship, and a Bachelor of Arts(BA) in Biology with a minor certificate in Political Science.

Her 10+ years of experience in procurement, business planning, environmental law, biology, and civil litigation stand as a testament to her well-rounded skills and knowledge, which will greatly aid the PPB's oversight of the implementation of its rules and the requirements of chapters 103D and 103F, HRS.

Thank you.

DAVID Y. IGE  
GOVERNOR



RODERICK K. BECKER  
Comptroller  
AUDREY HIDANO  
Deputy Comptroller

**STATE OF HAWAII**  
**DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES**

P.O. BOX 119, HONOLULU, HAWAII 96810-0119

WRITTEN TESTIMONY OF  
RODERICK K. BECKER, COMPTROLLER  
DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES  
TO THE  
SENATE COMMITTEE ON  
GOVERNMENT OPERATIONS  
ON  
TUESDAY, APRIL 18, 2017  
2:15 P.M.  
CONFERENCE ROOM 414

G.M. 794

SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE PROCUREMENT POLICY BOARD, GUBERNATORIAL NOMINEE, LENA CULLISON, FOR A TERM TO EXPIRE 06-30-2020.

Chair Kim, Vice Chair Ruderman, and members of the Committee, thank you for the opportunity to testify before you on the confirmation to the Procurement Policy Board (the Board), gubernatorial nominee, Lena Cullison. The Department of Accounting and General Services recommends that Ms. Cullison be confirmed.

Hawaii Revised Statutes Section 103D-201(b)(3) allows that the Board have one general member who is not a full-time employee of the State or any county. Ms. Cullison is currently an Analyst, Strategic Procurement, for Hawaiian Airlines. She has been involved in the field of procurement since 2012, and has received a Juris Doctor (J.D.) degree. Her appointment fulfills the statutory requirement for representation.

Thank you for the opportunity to testify on this matter.

The Honorable Donna Mercado Kim, Chair  
The Honorable Russell E. Ruderman, Vice Chair  
Hawai'i State Senate Committee on Government Operations  
415 South Beretania Street, Honolulu, HI 96813

**GM 794: Confirmation of Mrs. Lena Cullison to the Procurement Policy Board**

**April 14, 2017**

Dear Chair Kim, Vice Chair Ruderman, and Committee Members:

My name is Brandon Elefante and I am in **strong support** to appoint Mrs. Lena Cullison as a member to the Procurement Policy Board. I have known Mrs. Cullison for over six years as a personal friend. She displays strong credentials both on a personal and professional level. She is more than capable to lead and serve in this role. Her experience in the private sector and also her academic background as a graduate of the University of Hawai'i at Manoa make her very qualified for this role. She handles complex situations with integrity, transparency, and always looks for ways to find solutions.

In closing, I humbly ask this committee for its favorable support of **GM 794** to appoint Mrs. Cullison to the Procurement Policy Board. Thank you.

Very truly yours,

/s/ Brandon Elefante

BRANDON ELEFANTE  
[brandon.elefante@gmail.com](mailto:brandon.elefante@gmail.com)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Monday, April 17, 2017 10:06 AM  
**To:** GVO Testimony  
**Cc:** kikulani@gmail.com  
**Subject:** Submitted testimony for GM794 on Apr 18, 2017 14:15PM

**GM794**

Submitted on: 4/17/2017

Testimony for GVO on Apr 18, 2017 14:15PM in Conference Room 224

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Anna Fernandez	Individual	Support	No

Comments: This is testimony in strong support of Lena Mobin Cullison for consideration and confirmation to the Procurement Policy Board. I've know Ms. Cullison for 10 years, and she is very intelligent and hardworking. We were law school classmates. Ms. Cullison is an ambitious and motivated woman who tackles challenges with a positive attitude. Since law school, she has developed herself in the area of procurement, always striving to better improve her skills and expertise. She also has local, national, and international perspectives and global training/experience that adds to her skill set. I strongly feel that she would be great asset to this board as she also has a talent to bring people together and problem solve. Please seriously consider her nomination.

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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**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Monday, April 17, 2017 9:55 AM  
**To:** GVO Testimony  
**Cc:** sandi@smlhawaii.com  
**Subject:** Submitted testimony for GM794 on Apr 18, 2017 14:15PM

**GM794**

Submitted on: 4/17/2017

Testimony for GVO on Apr 18, 2017 14:15PM in Conference Room 224

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Sandra Hishinuma	Individual	Support	No

Comments: I believe Ms. Cullison's current position has given her extensive experience in the process of contracting, procurement and contract administration. Having worked with Ms. Cullison at a prior company, I know her to be intelligent, hard-working and conscientious in whatever endeavor she pursues. I believe she will be an asset to the Board should her nomination be confirmed.

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April 17, 2017

## Via Online Submission

**RE: GM794  
Lena Cullison**

Dear Senate President Kouchi and Members of the Senate:

It is with great pleasure that I write in support of Ms. Lena Cullison for a position on the Procurement Policy Board. I have known Lena for almost 10 years and find her to be of utmost integrity and professionalism.

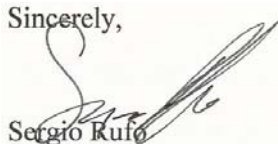
Lena began working with us as a paralegal and was thrust into the fire as second chair for a six-week trial. While most would have fled the island before taking on such a task, Lena not only embraced it, but she knocked it out of the park, so to speak. This was merely the first glowing example of her excellent attitude and aptitude as a young professional.

After working with us for a few years, she pursued her law degree part-time and, later, her M.B.A. Her ability to balance a full-time job with a strenuous study schedule and, of course, a personal life, is a testament to her strength and determination.

Lena is more than just hard working. She uses her own initiative to make everyone's job easier. She is 100% a team player and carries no ego/etc. She is an asset to any organization and should be given strong consideration for such an important position as member of the Procurement Policy Board.

I strongly support Lena Cullison. Please do not hesitate to communicate with me with should you have any questions or concerns.

Sincerely,



Sergio Rufo



April 14, 2017

To: Senator Donna Mercado Kim, Chair,  
Senator Russell E. Ruderman, Vice-Chair,  
Members, Senate Committee on Government Operations

From: Gary Co, Senior Director, FP&A  
Hawaiian Airlines

Re: Letter of support for Lena Cullison's nomination to the Procurement Policy Board

Honorable Chair Kim; Vice-Chair Ruderman; and members of the Committee,

I am pleased to write this letter in support of GM794 and Lena's nomination to the Procurement Policy Board. I have known Lena since 2013, when I joined Hawaiian Airlines' Finance Department. Lena's performance at Hawaiian Airlines has always met or exceeded goals set by her group in Strategic Procurement.

Lena has worked in procurement for nearly 4 years. She also holds degrees in business and law, which is part of the reason she has strong skills in the art and science of procurement. Lena has been a big part of many multi-million dollar strategically important procurements at Hawaiian Airlines and her ability has truly affected the bottom line. Lena is an ideal candidate for the position and will serve the people of Hawaii with the diligence and commitment she has served the Strategic Procurement department over the years.

Thank you for the opportunity to submit testimony, please consider my testimony an endorsement of Lena's qualifications, and vote to advance Lena's nomination for appointment to the Procurement Policy Board.

Aloha,

Gary Co, Senior Director, FP&A  
Hawaiian Airlines

April 17, 2017

To: Senator Donna Mercado Kim, Chair,  
Senator Russell E. Ruderman, Vice-Chair,  
Members, Senate Committee on Government Operations

From: Michael Ito,  
Founder, M&H Design Inc.

Re: Letter of support for Lena Cullison's nomination to the Procurement Policy Board

Honorable Chair Kim; Vice-Chair Ruderman; and members of the Committee,

I am pleased to write this letter in support of GM794 and Lena Cullison's nomination to the Procurement Policy Board.

Lena has worked within Hawaiian Airlines' Strategic Procurement group for nearly 4 years. Before this time Lena worked at Alternate Energy Inc. where I worked with her during the time of 2012-2014 (2013 Annual Revenue: \$47M) as Director of Marketing. Her background in business and law supported the company's interests and due diligence on industry and internal policies which helped catalyze the company's success. She also assisted in procuring the company's project materials and organized the logistical planning to be aligned with the seasonality and sales projections of the company and its industry. She is highly capable to perform under all pressures and tight deadlines and when in doubt, familiarizes herself to become the expert at whatever challenges that face her.

I feel Lena is well suitable as a Member on the Procurement Policy Board because her knowledge and diligence to achieve fair and accurate results will become the board's assets when making critical decisions.

Thank you for the opportunity to submit testimony; please consider my testimony an endorsement of Lena's qualifications, and vote to advance Lena's nomination for appointment to the Procurement Policy Board.

Sincerely,

Michael Ito  
Founder, M&H Design Inc.



**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Monday, April 17, 2017 4:16 PM  
**To:** GVO Testimony  
**Cc:** mpavlicek@hawaiipublicpolicy.com  
**Subject:** Submitted testimony for GM794 on Apr 18, 2017 14:15PM

**GM794**

Submitted on: 4/17/2017

Testimony for GVO on Apr 18, 2017 14:15PM in Conference Room 224

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Melissa Pavlicek	Individual	Support	Yes

Comments: Aloha! My name is Melissa Pavlicek. I am writing in my individual capacity, in support of Lena Cullison's appointment to the Procurement Policy Board. I am a Honolulu-based attorney and graduate of the Wm. S. Richardson School of Law. I have had the opportunity to serve on the PPB Nominating Committee and recognize Ms. Cullison's qualifications. The Procurement Policy Board's work is so vital to the effectiveness and efficiency of our state government. We need qualified community-service oriented individuals like Ms. Cullison willing to serve. Please confirm his nomination.

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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May 17, 2017

To: Senator Donna Mercado Kim, Chair,  
Senator Russell E. Ruderman, Vice-Chair,  
Members, Senate Committee on Government Operations

From: Craig Kawamura, Principal  
My Green Hawaii

Re: Letter of support for Lena Cullison's nomination to the Procurement Policy Board

Honorable Chair Kim; Vice-Chair Ruderman; and members of the Committee,

I am pleased to write this letter in support of GM794 and Lena Cullison's nomination to the Procurement Policy Board.

Lena has worked within Hawaiian Airlines' Strategic Procurement group for nearly 4 years.

- I worked with Lena at Alternate Energy Inc. She provided support to executive management that was invaluable during a time where the solar industry was exploding.
- Lena is a energetic well-rounded leader with a successful track record in deal negotiations, policy implementation and Strategic Procurement.
- Lena will be a great pick for the position because she is a dedicated, hard working and honest person who will not stop until the jobs is done.

Thank you for the opportunity to submit testimony; please consider my testimony an endorsement of Lena's qualifications, and vote to advance Lena's nomination for appointment to the Procurement Policy Board.

Sincerely,

Craig Kawamura  
Principal



April 15, 2017

To: Senator Donna Mercado Kim, Chair,  
Senator Russell E. Ruderman, Vice-Chair,  
Members, Senate Committee on Government Operations

From: Rodney Urbano  
Managing Director, Strategic Procurement  
Hawaiian Airlines

Re: Letter of support for Lena Cullison's nomination to the Procurement Policy Board

Honorable Chair Kim; Vice-Chair Ruderman; and members of the Committee,

I am pleased to write this letter in support of GM794 and Lena Cullison's nomination to the Procurement Policy Board. I have known Lena since 2015, when I joined to lead the Strategic Procurement Department at Hawaiian Airlines.

Lena has worked within this group for nearly 4 years. She currently serves as a Category Manager providing support across the Hawaiian Airlines supply chain to ensure that supplier partnerships are effectively integrated and meeting performance expectations. As part of her duties and responsibilities as Category Manager, Lena has performed spend analysis by category, supplier, and commodity area, and has leveraged findings to drive category strategies. She has developed negotiation strategies, prepared for and led supplier negotiations, and has successfully managed the RFx process for all the supplier bidding processes assigned to her.

Lena's experience at Hawaiian Airlines would be an asset to the Procurement Policy Board and the State of Hawaii. Her familiarity with Procurement Best Practices has ensured integrity was maintained throughout each project in her assigned categories of Corporate Services and Corporate Real Estate while keeping the respective stakeholders focused during the process.

Thank you for the opportunity to submit testimony; please consider my testimony an endorsement of Lena's qualifications, and vote to advance Lena's nomination for appointment to the Procurement Policy Board.

Sincerely,

Rodney Urbano  
Managing Director, Strategic Procurement  
Hawaiian Airlines