

DAVID Y. IGE
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ADMINISTRATOR
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ASSISTANT ADMINISTRATOR

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TESTIMONY
OF
SARAH ALLEN, ADMINISTRATOR
STATE PROCUREMENT OFFICE
TO THE SENATE COMMITTEES
ON
GOVERNMENT OPERATIONS
AND
ECONOMIC DEVELOPMENT, TOURISM, AND TECHNOLOGY
February 13, 2017, 1:25 PM

SENATE BILL 1059
RELATING TO SMALL BUSINESS

Chair Kim and Wakai, Vice-Chair Ruderman and Taniguchi and members of the committee, thank you for the opportunity to submit testimony on Senate Bill 1059. The State Procurement Office (SPO) supports this bill.

The State of Hawaii does not have a formal small business program, or any collected metrics to assist us in understanding the small business landscape in the State. This three-year program would provide the vital data that is missing to enable responsible decision-making on any formal small business program going forward.

SPO is already working on developing the HANDS database that could be modified to allow for registration of small business owners. HANDS or Hawaii Awards and Notices Database, is an effort to have a one-stop-shop, searchable database of all open solicitations from State agencies and political subdivisions. The data collected through the initiative will allow the SPO and Legislature to observe and track small business participation in State contracts for the first time.

Historical Background. On January 6, 2007, interim administrative rules, HAR chapter 3-124 Subchapter 9, Small Business Preference Rules became effective, however, due to the complexity and confusion about the rules, and the lack of appropriate business matrices and available data, agencies were not able to implement the small business program, even after the Hawaii Procurement Institute's 2009 training was conducted.

Not able to resolve some of the issues outlined in the November 18, 2010 Procurement Policy Board Agenda Meeting Item IV, the rules were allowed to expire on February 24, 2011.

Reference: <http://spo.hawaii.gov/wp-content/uploads/2013/12/November-Agenda.pdf>

In 2014, the SPO sent out a survey to multiple communities asking for their thoughts on how the program should work. SPO received responses from 1500 small business owners, advocates, and State Agencies, identifying the needs a small business office would fill. Of the 26 State and agency personnel, the top two topics were 1) how to identify suitable projects and 2) how to identify small businesses.

The survey received 505 responses from small business owners who stated that the top three barriers for them doing business with the State were 1) compliance, 2) procurement process and 3) red tape/paperwork. Of the 40 Small Business Advocate entities, 88% were in support of a State Small Business Office. The survey also identified the need for Small Business self-identification, and the sub-sets that should be focused on by the State: veterans, women-owned, and Native Hawaiian-owned businesses.

Addressing small business concerns must include the infrastructure and resources needed to understand and help this unique community. The knowledge and metrics gathered through the purposed initiative will form the basis of all future small business legislation.

Thank you.

STATE OF HAWAII
DEPARTMENT OF DEFENSE

TESTIMONY ON SENATE BILL 1059, RELATING TO SMALL BUSINESS

PRESENTATION TO THE
COMMITTEE ON GOVERNMENT OPERATION

AND THE

COMMITTEE ON ECONOMIC DEVELOPMENT, TOURISIM, AND TECHNOLOGY

BY

MR. RONALD P. HAN
DIRECTOR OF STATE OFFICE OF VETERANS SERVICES

February 13, 2017
1:25 p.m.

Good afternoon, Chairs Mercado Kim and Wakai, Vice Chairs Ruderman and Taniguchi, and members of both Committees:

I'm Ron Han, Director of the State Office of Veterans Services. I appreciate this opportunity to provide testimony **in support** of the concepts in Senate Bill 1059.

This measure assists small business entities in the state procurement process by establishing a temporary small business initiative, small business advisory council, small business office, and small business procurement coordinator position within the state procurement office. As an example, small businesses owned by veterans, native Hawaiians and women are purportedly the most vulnerable and disadvantaged in the State. These entities could benefit significantly from the programs and initiatives derived from what this bill proposes.

The OVS supports the concepts and intent expressed in this measure as long as its implementation does not impact or replace the priorities set forth in the Executive Budget.

Thank you for this opportunity to provide testimony on behalf of Hawaii's Veterans and their families.



**Testimony to the Senate Committee on Government Operations,
and the Senate Committee on Economic Development,
Tourism and Technology
Monday, February 13, 2017 at 1:25 P.M.
Conference Room 414, State Capitol**

RE: SENATE BILL 1059 RELATING TO SMALL BUSINESS

Chairs Mercado Kim and Wakai, Vice Chairs Ruderman and Taniguchi, and Members of the Committees:

The Chamber of Commerce Hawaii ("The Chamber") **supports** SB 1059, which establishes and defines a three-year small business assistance initiative and its parts within the state procurement office to develop an effective small business state contracting program; establishes a small business assistance coordinator position, small business office, and small business advisory group as part of the initiative; appropriates funds for the administration and operation of the initiative.

The Chamber is Hawaii's leading statewide business advocacy organization, representing about 1,600+ businesses. Approximately 80% of our members are small businesses with less than 20 employees. As the "Voice of Business" in Hawaii, the organization works on behalf of members and the entire business community to improve the state's economic climate and to foster positive action on issues of common concern.

According to the U.S. Small Business Administration, 96.2% of Hawaii businesses are considered Small Businesses, which is defined by the Federal Government as firms with less than 500 employees. Small Businesses employ 52.4% of the private workforce in Hawaii and of that, 36.6% were from firms of less than 100 employees (2013).

Our suggestion is to provide a provision in the bill that defines a "Small Business" in Hawaii that would be the focus of this effort. No definition of "Small Business" is currently provided in Chapter 103D HRS.

The proposed bill recognizes that the State must create, develop, and implement strategies to ensure that small businesses are able to effectively participate in small business contracting opportunities within the State.

The purpose of this bill is to assist small businesses in obtaining state contracts through the state procurement office by:

1. Creating a small business assistance initiative to convene small business stakeholders, collect and develop relevant data and information necessary for small businesses to



Chamber *of* Commerce HAWAII

The Voice of Business

compete for small business contracts, and develop an effective small business contracting program within the State; and

2. Appropriating funds for staffing of the small business assistance initiative.

We are in strong support of SB 1059 and appreciate the opportunity to express our views on this matter.



February 13, 2017

Senator Donna Mercado Kim
Chair, Committee on Government Operations
Senator Glenn Wakai
Chair, Committee on Economic Development, Tourism, and Technology
Hearing on SB 1059
State Capitol, Conference Room 414

Aloha Chair Kim, Chair Wakai, and Committee Members,

The Oahu Economic Development Board stands in support of SB 1059 and the effort to establish a small business assistance initiative within the State Procurement Office. In our completion of Hawaii's 5-year Comprehensive Economic Development Strategy, business leaders in our committees recognized a need to better equip local businesses to secure state and federal contracts.

The opportunity to build local small business capacity and expertise will be significant to the development of Hawaii's economy and could help increase job opportunities across the state. Finding a champion to lead the small business office with the ability to develop the relationships necessary to move this initiative forward will be of the utmost importance. The Oahu Economic Development Board pledges to provide guidance and direction if it's need and requested by the State Procurement Office and the Small Business Office.

Please feel free to contact me directly should you have any questions.

Sincerely,
Pono Shim
President and CEO
Oahu Economic Development Board





Native Hawaiian Chamber of Commerce

P.O. Box 597

Honolulu, HI 96809

nativehawaiianchamberofcommerce.org nhccoahu@gmail.com

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Statement of
Native Hawaiian Chamber of Commerce
before the
Senate Committee on Government Operations
And
Senate Committee on Economic Development, Tourism, and Technology

Monday, February 13, 2017

1:25 PM

State Capitol, Conference Room 414

In consideration of
SB 1059
RELATING TO SMALL BUSINESS.

Chairs Mercado and Wakai, Vice Chairs Ruderman and Taniguchi, and Members of the Committee Government Operations and Economic Development, Tourism, and Technology.

The Native Hawaiian Chamber of Commerce supports SB 1059, which establishes and defines a three-year small business assistance initiative and its parts within the state procurement office to develop an effective small business state contracting program. And establishes a small business assistance coordinator position, small business office, and small business advisory group as part of the initiative.

- The Native Hawaiian Chamber of Commerce (NHCC) was founded in 1974 with a mission to connect and strengthen Native Hawaiian businesses, professions and communities by building on a foundation of relationships, resources and Hawaiian values.
- The NHCC strongly supports Native Hawaiian and other Small Businesses, The NHCC believes that Native Hawaiian Small Business success equates to the success of the State of Hawaii.

Small businesses are critical to our economy. These businesses not only create invaluable employment opportunities in our communities, but also spur innovation and creativity. Many states throughout the nation recognize the value of their local small businesses and have small business procurement programs to help facilitate their growth and development. It is long overdue that the State of Hawaii have similar initiatives to ensure local small businesses obtain State contracting opportunities and the ability to grow and succeed.

We strongly urge the passage of SB 1059. Thank you for the opportunity to submit testimony on this measure.

Me ka ha'aha'a,

A handwritten signature in black ink, appearing to read 'Ron Jarrett', with a long horizontal flourish extending to the right.

Ron Jarrett,
Government Relations Chairman,
Native Hawaiian Chamber of Commerce

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**Testimony to the Senate Committees on Government Operations, and
Economic Development, Tourism, and Technology
Monday, February 13, 2017
1:25 p.m.
Conference Room 414**

RE: SB 1059 – Relating to Small Business

Chairs Kim & Wakai, Vice-Chairs Ruderman & Taniguchi, and members of the committees:

My name is Gladys Quinto Marrone, CEO of the Building Industry Association of Hawaii (BIA-Hawaii). Chartered in 1955, the Building Industry Association of Hawaii is a professional trade organization affiliated with the National Association of Home Builders, representing the building industry and its associates. BIA-Hawaii takes a leadership role in unifying and promoting the interests of the industry to enhance the quality of life for the people of Hawaii.

BIA-HAWAII is in strong support of S.B. 1059 which proposes to establish and define a three-year small business assistance initiative and its parts within the state procurement office to develop an effective small business state contracting program. The bill establishes a small business assistance coordinator position, small business office, and small business advisory group as part of the initiative. The bill also appropriates funds for the administration and operation of the initiative.

According to the U.S. Small Business Administration, 96.2% of Hawaii businesses are considered Small Businesses, which is defined by the Federal Government as firms with less than 500 employees. Small Businesses employ 52.4% of the private workforce in Hawaii and of that, 36.6% were from firms of less than 100 employees (2013). Most of our builder, supplier and associate members are small businesses.

Our suggestion is to provide a provision in the bill that defines a "Small Business" in Hawaii that would be the focus of this effort. No definition of "Small Business" is currently provided in Chapter 103D HRS.

The proposed bill recognizes that the State must create, develop, and implement strategies to ensure that small businesses are able to effectively participate in small business contracting opportunities within the State.

The purpose of this bill is to assist small businesses in obtaining state contracts through the state procurement office by:

1. Creating a small business assistance initiative to convene small business stakeholders, collect and develop relevant data and information necessary for small businesses to compete for small business contracts, and develop an effective small business contracting program within the State; and
2. Appropriating funds for staffing of the small business assistance initiative.

We are in strong support of S.B. 1059 and appreciate the opportunity to express our views on this matter.

February 11, 2017

To: The Honorable Chair Donna Mercado Kim
Senate Committee on Government Operations

The Honorable Vice Chair Russell E. Ruderman
Senate Committee on Government Operations

From: Holomua Consulting Group, LLC
Shannon Edie, President
Daphne Tong-Pave, Vice President
Kanoë Tjorvatjoglou, Junior Consultant

Re: SB 1059, Relating to Procurement;
In Support
Monday, February 13, 2017, 1:25 P.M.; Conference Room 414

Chair Kim, Vice Chair Ruderman, and Members of the Committee on Government Operations.

Holomua Consulting Group, LLC (Holomua) offers our support of SB 1059, which establishes a temporary small business assistance initiative, small business advisory council, small business office, and small business procurement coordinator position within the state procurement office.

Holomua is a women- and Native Hawaiian-owned small business located in Honolulu. Since 2014, our consulting firm has assisted small businesses, both in Hawaii and on the Continental U.S., with succeeding as government contractors. In particular, we assist businesses with obtaining small business certifications, maximizing the benefits of federal small business contracting programs, and navigating the complex legal and compliance landscape of Federal government contracting. We are passionate about helping small businesses and strongly believe that government contract opportunities can help facilitate growth and development of these businesses.

We have seen first-hand the invaluable assistance provided to small businesses that participate in the various federal small business contracting programs, including the 8(a) Business Development, HUBZone, Women-Owned, and Service Disabled Veteran-Owned Programs. The resources and preferences provided through these programs help small businesses obtain contracts that they otherwise would not have access to. This enables small

businesses to build their experience and capabilities, create jobs, and establish strong businesses.

While we do not believe a state program should completely replicate the federal programs, we firmly believe that a small business program in the State of Hawaii is needed and could provide much-needed support to our local business community. We have consistently heard concerns from local businesses about the challenges with finding and pursuing state contract opportunities. We believe the provisions in SB 1059 will help identify these problems and provide solutions, based on metrics and data, to help ensure small businesses are able to successfully obtain state small business contracting opportunities.

According to the U.S. Small Business Administration (SBA) Office of Advocacy's Small Business 2017 Profile for the State of Hawaii, there are over 120,000 small businesses in the state, of which roughly 74,000 are minority-owned, 11,000 are veteran-owned, and 44,000 are women-owned.¹ These figures demonstrate that there is a significant amount of small businesses that could benefit from a state small business program. Unfortunately, other than data from federal agencies, such as the SBA and U.S. Census Bureau, there is not a lot of information about our local businesses, particularly businesses that seek contract opportunities with the state. We strongly believe that data is needed to not only create a successful small business program, but moreover to provide the assistance and support that our small businesses need. We are pleased that SB 1059 supports this and provides for the collection of relevant information and data.

All the provisions outlined in SB 1059, including the establishment of a temporary small business assistance initiative, small business advisory council, small business office, and small business procurement coordinator position within the state procurement office, are crucial first steps to establishing successful policies and recommendations relevant to state contract opportunities and a state small business program.

We urge the passage of SB 1059. Thank you for your time and the opportunity to submit testimony.

¹ https://www.sba.gov/sites/default/files/advocacy/Hawaii_1.pdf



AMEL Technologies, Inc.

Engineering Consulting Services

Melek Yalcintas, Ph.D., P.E., LEED AP, CxA, CEM

2800 Woodlawn Drive, Suite 251, Honolulu, Hawaii, 96822

Tel: 808 988 0200, Fax: 808 988 0204, E-mail: melek@ameltech.com

www.ameltech.com

11 February 2017

COMMITTEE ON GOVERNMENT OPERATIONS

Senator Donna Mercado Kim, Chair

Senator Russell E. Ruderman, Vice Chair

Subject: **TESTIMONY IN SUPPORT** of SB 1059

Relating to Small Business –

Hearing: Monday, February 13, 1:25 pm, State Capitol Room 414

My name is Melek Yalcintas and I am the president and owner of AMEL Technologies, Inc. an engineering consulting firm located in Honolulu, HI.

I respectfully submit this written testimony in support to SB 159 relating to Small Business. I believe this bill is late but it is a step in right direction. I say this is late but a step in right direction based on the data available on Hawaii Procurement Office web page and my experience as female business owner for over 13 years in Hawaii. Attached is the data compiled from Hawaii Procurement Office's web page. As noted in the data, The Hawaii Department agencies only awarded 3% of its contracts women owned Architectural and Engineering (A&E) firms in Hawaii. To put the numbers in perspective, over 20% of the graduates College of engineering and about 40% of the Architectural schools are female.

Over the years, I have noted time and again, local small A&E firms close their doors because they are treated unfairly. Unfair treatment of women owned and small business owners are well documented in the report prepared by Hawaii Department of Transportation. Attached is the cover page of the report. The full report is available online and free of charge. I would like to believe that the Hawaii Legislators are not proud of the findings of this report. Contrary, I would like to believe that the Hawaii legislators would be shocked with the content and finding of the report.

Further, just looking examples of progressive states such as California is sufficient to conclude the necessity of such a measure.

Should you have any question, please do not hesitate to call me at my cell: 808-988-0200

Sincerely,

AMEL Technologies, Inc.

Melek Yalcintas, Ph.D., P.E., CxA, CEM, LEED AP
President

Table 1. Summary of awarded A&E contracts by the agencies of the State of Hawaii and the City and County of Honolulu

Agency Name	Duration of Evaluated Data	Total \$ Amount of Contract Award	Total \$ Amount of Contract Awarded to WO A&E Firm	# of Total Awarded A&E contract	# of Contracts Awarded to WO A&E Firms	# of MO Firms Awarded Contract	# of WO Firms Awarded Contract	% of # of A&E Contracts Awarded to WO Firms	% of \$ Amount of A&E Contracts Awarded to WO Firms	# of project per number of MO A&E Firm	# of project per number of WO A&E Firm	Notes
Department of Accounting and General Services	7/7/2014-1/15/2009	\$56,692,437	\$3,281,551	349	13	76	4	3.7	5.8	4.4	3.3	One WO A&E firm received 96% of the \$ contract award
Department of Agriculture	7/17/2014-	\$12,043,565	\$646,913	37	3	18	2	8.8	5.37	1.9	1.5	One WO A&E firm received 89% \$ contract
Department of Business, Economic Development & Tourism	7/15/2014-10/17/2011	\$12,483,239	\$550,000	33	1	26	1	3.3	4.4	1.2	1.0	
Department of Education	7/28/2014-1/5/2009	\$95,359,434	\$3,978,803	765	42	126	10	5.5	4.2	5.7	4.2	Two WO A&E firms received 50% of total \$ contract
Department of Hawaii Homes and Land	6/27/2014-2/3/2009	\$37,553,568	\$2,832,867	75	7	25	2	9.3	8.2	2.7	3.5	One WO A&E firm received 93% of \$ contract
Department of Natural and Land Resources	7/25/2014-1/13/2009	\$24,866,914	\$768,401	124	4	52	2	3.2	3.1	2.3	2.0	One WO A&E firm received 95% of \$ contract
Department of Defense	7/9/2014-2/5/2009	\$9,883,977	\$183,158	68	2	37	2	2.9	1.9	1.8	1.0	
Department of Transportation	2/5/2009	\$385,937,990	\$325,000	257	1	74	1	0.4	0.08	3.5	1.0	WO A&E Firm out of State
University of Hawaii	8/4/2014-7/1/2009	\$96,146,698	\$2,467,475	450	15	119	8	3.33	2.6	3.7	1.9	All awarded contracts to WO A&E firms were architectural firms. No WO engineering firm received award.
Total State of Hawaii Departments		\$730,967,822	\$15,034,168	2158	88	553	32	2.06	4.08	3.7	2.8	
City and County of Honolulu	8/2/2013-8/4/2014	\$262,770,880	\$676,000	79	2	55	1	2.5	0.25	1.4	2.0	One Firm received all WO Award
Honolulu Board of Water Supply	15-Jul-14-5/22/2009	\$49,626,430	\$1,233,525	122	4	47	2	3.3	2.5	2.5	2.0	One WO A&E firm received 79% \$ award
City and County of Honolulu Agencies		\$312,397,310	\$1,909,525	201	6	102	3	0.6	3.0	1.9	2.0	

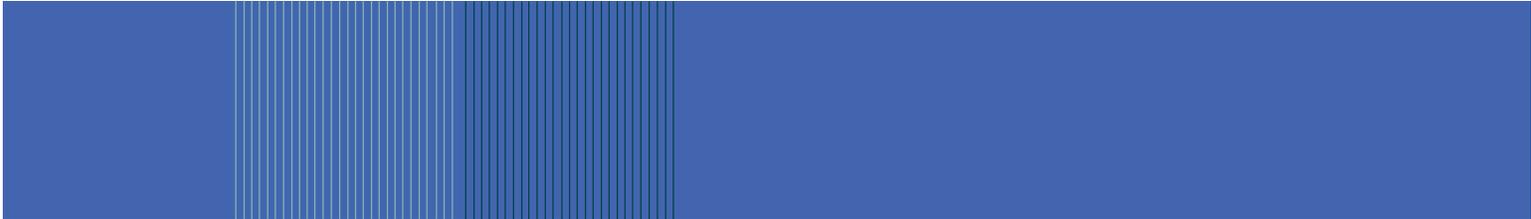
WO: Women Owned

MO: Male Owned

October 18, 2010

The State of Minority- and Women-
Owned Business Enterprise:
Evidence from Hawai'i

Prepared for the Hawai'i Department of Transportation



NERA
Economic Consulting

Senate Committees:

Economic Development, Tourism, and Technology Chair Senator Glenn Wakai
Government Operations Chair Donna Mercado Kim
Ways and Means Chair Jill Tokuda

SUBJECT: Testimony in support of Senate Bill SB1059, Related to Small Business Assistance Initiative; Procurement Initiative; Appropriation

Chairpersons, Vice Chairs and distinguished members of the Committees, I thank you for this opportunity to testify in support of the bill related to SB1059.

I'm Dr. Raymond Jardine Jr., Chairman and CEO of Native Hawaiian Veterans, LLC the SBA Small Business Leader of the Year and second runner up for the SBA National Small Business Leader of the Year for 2016. I had been appointed by the President of the United State as the Vice Chari to the National Veterans Business Development Corporation and the Veterans Administration Advisory Committee for Minority Veterans. I am the past president of the Native Hawaiian Organizations Association (NHOA) which has done over \$3 Billion in federal contract work over the last 10 years. My company is the largest SBA 8(a) and Service Disabled Veterans Owned Company in the State of Hawaii in the federal marketplace doing work in all 50 States and 4 Territories and has done work in 20 countries as well.

The sale and provision of services by businesses based and domiciled in Hawaii to the federal government is a vital part of our state and local economy. These opportunities provide jobs, economic development, and opportunities for our local residents to establish well-paying careers to sustain themselves and their families in Hawaii.

There are many small businesses in Hawaii doing business in the federal marketplace of which many are part of the SBA preferred program as indicated below:

• Small Business (SB)	2095
• Small Disadvantage Business (SDB)	128
• SBA 8(a)	124
• Service Disabled Veterans Owned Small Business (SDVOSB)	128
• Historically Underutilized Business Zone (HUBZone)	69
• Women Owned Small Business (WOSB)	328
• Veteran Owned Small Business (VOSB)	189
• Native Hawaiian Organizations (NHO)	19 note: 35 firms

Although federal contracting is a highly lucrative field with the opportunity to greatly benefit our local businesses and economy, it is only possible because of the federal government preference program allocating 23% of all federal contracts to Small Businesses.

In 2005, the legislature passed the Small Business Bill, which, the Governor signed into law under Act 50. However, what is lacking is the ability to implement the law due to inadequate resourcing.

Over 34 states have Small Business Preference Programs giving opportunities to Small Business to compete and grow their businesses. It is nearly impossible for Small Businesses to compete against a Larger Business as the do not have the past performance, scalability and depth. Thus, the federal government and 34 other state governments have developed Small Business Preference Programs to create economic growth, limiting a handful of Large Business from monopolizing government contracting.

Therefore, with the State of Hawaii ranking 49th and 50th of the worst states to conduct business in the last 10 years, the question is; what can the State of Hawaii do to change this and transform this paradigm.

Small Businesses in Hawaii is shrinking at a alarming rate. Over 500 firms have closed their doors as they cannot maintain competitiveness. This bill will help to start changing this pattern and create a mechanism to grow Small Businesses in Hawaii.

By passing this bill you will help establish the necessary resources to implement the Small Business Preference Program and create a more healthy economy for the State of Hawaii and its constituents.

Furthermore, it is a fact that Hawaii is one of the most unfriendly states to start and grow a business. It is critical to the State of Hawaii that we protect our economy and workforce by allowing our businesses to be competitive in State Procurement, leading them to become competitive in the federal marketplace as well.

Thus, growing Small Businesses in Hawaii will allow them to become competitive in federal contracting and will build a core to compete in CONUS and OCONUS.

Chairpersons and distinguished members of the Committees, I thank you once again for this opportunity to present my views on this critical bill to safeguard Small Businesses, grow our economy and the workforce in the State of Hawaii.

Dr. Raymond Jardine Jr.

Hawaii Business Magazine Best New Business – 2010
Native Hawaiian Economic Alliance Business Mentor – 2010
Hawaii Business Magazine Best Places to Work – 2011
Asian Enterprise Entrepreneur of the Year – 2013
SBA Hawaii Veterans Small Business Champion – 2014
Hawaii Business News FAST 50 – 2014
Hawaii Business Magazine Top 250 – 2014
Pacific Edge Magazine Business Executive of the Year – 2015
Hawaii Business Magazine CEO of the Year - 2015
Pacific Business News Magazine #1 Veterans Owned Business – 2015
Hawaii Business Magazine TOP 250 Companies – 2015
#1 Native Hawaiian Owned Company – 2015
#1 SDVOSB in Hawaii – 2015
#1 8(a) Company in Hawaii – 2015
INC Magazine Top 500 – 2015
Hawaii SBA Business Leader of the Year – 2016
SBA National Business Leader of the Year Second Runner Up – 2016
Pacific Business Magazine Business Leader of the Year Runner Up - 2016
Hawaiian Chamber of Commerce O’o award – 2016
Pacific Business News Magazine #1 Veterans Owned Business – 2016
Pacific Business News #1 Minority Owned Business – 2016
Pacific Business News Magazine Fastest 50 – 2016
Hawaii Business Magazine TOP 250 Companies – 2016
#1 Native Hawaiian Owned Company – 2016
#1 SDVOSB in Hawaii – 2016
#1 8(a) Company in Hawaii – 2016



"Locally Owned & Operated in Hawaii Since 1961"

99 134 Waiua Way, Aiea, HI 96701

February 10, 2017

**Testimony to the Senate Committee on Government Operations and
Economic Development, Tourism and Technology
Monday, February 13, 2017,
1:25p.m. State Capitol-Conference Room 414**

RE: Senate Bill 1059, Relating to Small Business

Chair Mercado Kim and Wakai, Vice Chairs Ruderman and Taniguchi, and members of the committees:

My name is Anthony Borge and I am a board member on the Small Business Regulatory Review Board. Today however, I am here personally as a small business. RMA Sales is a locally owned small business manufacturing and distributing louver jalousie windows, storm/security doors, screens and ancillary products here in Hawaii since 1961.

We are in **strong support H.B 1382** which would assist small businesses like ours in the state procurement process by establishing a temporary small business assistance initiative, small business advisory council, small business office, and small business procurement coordinator position within the state procurement office.

The proposed bill would definitely help small businesses navigate and understand the State of Hawaii's procurement process, nurture the growth and economic vitality of small businesses and communities throughout the state.

Thank you.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Anthony Borge". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Anthony Borge
General Manager

**RMA Sales
99-134 Waiua Way
Aiea, HI 96701**