



46-063 Emepela Pl. #U101 Kaneohe, HI 96744 · (808) 679-7454 · Kris Coffield · Co-founder/Executive Director

---

**TESTIMONY FOR SENATE CONCURRENT RESOLUTION 59, URGING ALL STATE DEPARTMENTS AND AGENCIES TO DULY CONSIDER WOMEN-OWNED BUSINESSES WHEN AWARDING STATE CONTRACTS**

**Senate Committee on Government Operations**

**Hon. Donna Mercado Kim, Chair**

**Hon. Russell E. Ruderman, Vice Chair**

**Tuesday, March 28, 2017, 2:47 PM**

**State Capitol, Conference Room 224**

Honorable Chair Kim and committee members:

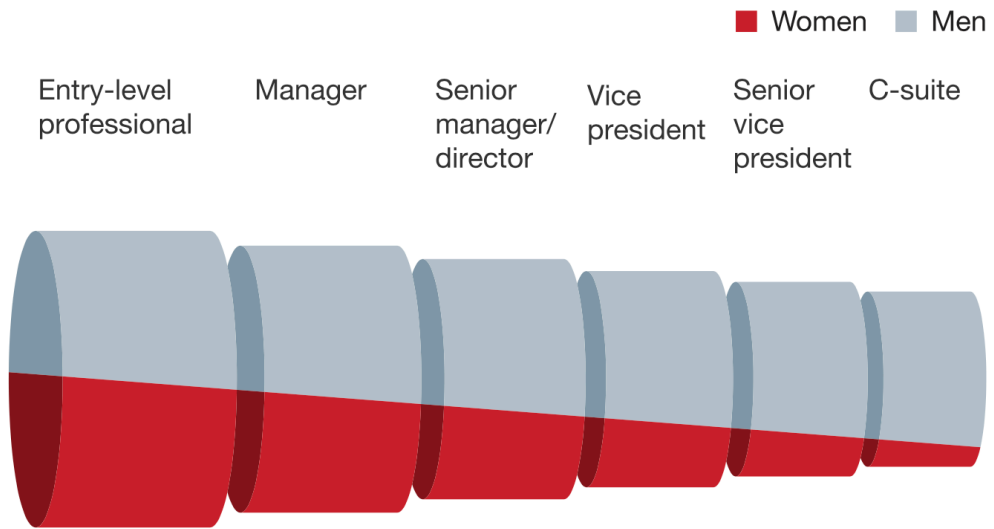
I am Kris Coffield, representing IMU Alliance, a nonpartisan political advocacy organization that currently boasts over 350 members. On behalf of our members, we offer this testimony in strong support of SCR 59, urging all state departments and agencies to duly consider women-owned businesses when awarding state contracts.

According to the Society of Women Engineers, roughly 20 percent of engineering school graduates are women. Yet, women comprise less than 14 percent of the engineering workforce. Research performed by the consulting firm McKinsey and Company likewise found that for U.S. Corporations, the career pipeline is inequitable for females, with the underrepresentation of women increasing and accelerating as the level of professional leadership becomes greater (see below).

Some states, like New York, are addressing this problem by establishing certifications for “Minority and Women-Owned Business Enterprises,” which can be easily identified by and interact with state agencies. The New York State Contract System’s Division of Minority and Women’s Business Development focuses on promoting equality of economic opportunities for MWBEs and eliminating barriers to their participation in state contracts.

Gender inequality lingers in the islands, too, where women earn 83 cents on the male dollar, a pay gap that will persist until at least the year 2058 if public policy does not change, according to the Hawai’i Commission on the Status of Women. Indicators of inequality are also indicators of the extent to which gender disparity is being resolved socially, as discourses that undergird female disempowerment—destructive myths about women’s weakness, emotionality, or inability to perform male-dominated jobs involving math and science, for example—continue to circulate.

**Corporate-talent pipeline by gender**



Pipeline, women, 2012, %	42	33	28	23	20	16
Pipeline, women, 2015, %	45	37	32	27	23	17

Source: Data for 2012 are from *Unlocking the full potential of women at work*, in which McKinsey examined the employee pipeline of 60 US corporations. Data for 2015 are from *Women in the Workplace*, in which LeanIn.Org and McKinsey examined the employee pipeline of 118 US corporations

McKinsey&Company

Women must be treated as equals, from the bedroom to the boardroom. To dispel discrimination against women in workplaces seeking state grants, we ask you to support this resolution.

Sincerely,  
 Kris Coffield  
 Executive Director  
 IMUAlliance

**LATE**

1132 Bishop St, Suite 1511  
Honolulu, Hawaii 96813  
(808) 942-7474

To: Honorable Donna Mercado Kim, Chair of Committee on Government Operations  
From: Lorraine Minatoishi, Ph.D., AIA  
Hearing: Tuesday, March 28, 2017, 2:47pm, Conference Room 224  
Subject: Support for SCR 59, URGING ALL STATE DEPARTMENTS AND AGENCIES TO DULY CONSIDER WOMEN-OWNED BUSINESSES WHEN AWARDING STATE CONTRACTS.

---

Dear Chair Mercado Kim,


I am writing in **support of SCR 59**, which supports women-owned businesses in Hawaii.

I am a women-owned small business owner of an architectural firm in downtown Honolulu which has been in business for 13 years. There are only two other women-owned architecture firms in Honolulu that I know of, though at the university, the female to male ratio was 50-50. Of those who graduated and decided to stay in the field, most work as staff architects, few venturing into administration or ownership of firms. The severe discrimination and opposition to women-owned business by government agencies, contractors, and contracting officers is so blatant and profound that Department of Transportation and other federal agencies have labeled women-owned Architect and Engineer firms as Underutilized Disadvantage Small Business Enterprises.

This is true for most professions and fields of business. Though one would like to think that the playing field has leveled out over the years, I can attest to the fact that this is not the case. Males have played domineering roles in virtually every field of business.

I support **SCR 59** as it seeks to help disadvantaged women business owners in Hawaii. This will be to the benefit of all citizens of Hawaii. Please support SCR 59.

Sincerely,



Lorraine Minatoishi, Ph.D., AIA