



**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

P.O. Box 119  
Honolulu, Hawaii 96810-0119  
Tel: (808) 586-0554  
email: [state.procurement.office@hawaii.gov](mailto:state.procurement.office@hawaii.gov)  
<http://spo.hawaii.gov>

TESTIMONY  
OF  
BONNIE KAHAKUI, ACTING ADMINISTRATOR  
STATE PROCUREMENT OFFICE

TO THE SENATE COMMITTEE  
ON  
GOVERNMENT OPERATIONS

March 15, 2022, 3:00PM

HOUSE BILL 1974 HD1  
RELATING TO PROCUREMENT

Chair Moriwaki, Vice Chair Dela Cruz, and members of the committees, thank you for the opportunity to submit testimony on HB1974 HD1. The State Procurement Office (SPO) supports the intent of this bill and offers the following comments and amendments to HRS §103D-902 as follows:

**“§103D-902 Small business assistance.** The state procurement office shall establish a small business initiative program to ensure small businesses, including businesses owned by veterans, Native Hawaiians, and women, are able to effectively participate in small business contracting opportunities in the State of Hawaii. The policy board shall adopt rules to assist small businesses in learning how to do business with the State.”

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

In 2019, the SPO launched the Small Business Initiative Database on the Hawaii Awards & Notices Data System (HANDS) pursuant to Act 42 (SLH 2017). Unfortunately, the Small Business Initiative did not receive the necessary funding and Act 42 (SLH 2017) sunset on June 30, 2020, resulting in only Phase I out of III being completed. Here is a summary of Phases I, II, and III:

Phase	Description
Phase I	Small Business (SB) registration form, vendor emails, System Administrator and Vendor views, searches, and detail pages. <b>Completed.</b> Reference: <a href="https://hands.ehawaii.gov/hands/smallbusiness">https://hands.ehawaii.gov/hands/smallbusiness</a>

Phase II (unfunded)	SB landing page as well as SB vendor and System Administrator dashboards.
Phase III (unfunded)	SB Administrator Role, announcements, and reports.

Based on SPO's findings, 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 proposed initiative will form the basis of all future small business legislation.

Monies estimated for a successful implementation of this 5-year initiative is as follows:

- (1) \$115,000 shall be used to complete the Phase II and III of the state small business database;
- (2) \$126,000 **per year** shall be used for the establishment of one full-time equivalent (1.00 FTE) small business procurement coordinator position exempt from chapter 76, Hawaii Revised Statutes, in the state procurement office **as a permanent position**; and
- (3) \$125,000 **per year** of the initiative shall be used for the hiring of a local small business to operate and maintain the small business office and for marketing of and outreach for the small business assistance initiative **for the full period of the 5-year initiative**.

For more information, please see attached *Historical Background for Small Business*.

Thank you.

**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.

In 2018, the SPO competitively procured and awarded a Competitive Sealed Proposals (RFP) contract to Solutions Pacific, LLC to provide State Small Business Office Services to help effectuate the State's new Small Business Assistance Initiative pursuant to Act 42 of 2017 Sessions of Law Hawaii (SLH). Act 42 (SLH 2017) allocated \$250,000 for fiscal year 2017-2018 for assisting small businesses to be used to: (1) complete the State Small Business Database; (2) for the establishment of a full-time equivalent temporary Small Business Procurement Coordinator in the SPO; and (3) for the hiring of a local small business to operate and maintain the Small Business Office and for marketing of and outreach for the Small Business Assistance Initiative. The original award amount was \$800,000 and the award was made to the highest evaluated, existing for-profit small business, that is owned by a native Hawaiian and female small business. Small business, for the purpose of the RFP issued was defined as a company that has a three-year average total receipt of \$7,500,00 or less.

Unfortunately, this contract was terminated for convenience, effective May 31, 2019, as a result of HB1188, SLH 2019 not advancing through the Legislature, which meant that Act 42 (SLH 2017) for the State Small Business Office Services program would not be funded for the second and third years of the planned three-year initiative.

Without the funding, the SPO determined that continued outreach efforts would be a futile endeavor knowing there was no support by the Legislature for the Small Business Assistance Initiative to enable implementation of part IX (assistance to small businesses), Chapter 103D, Hawaii Revised Statutes. In response to the contract's cancellation, Solutions Pacific submitted

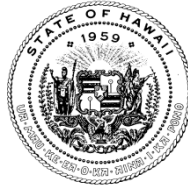


a final 478-page report of recommendations and the progress of the initiative to the SPO, which also included:

- An Awareness Campaign to increase awareness, outreach, and active engagement in the small business target market;
- Baseline Survey(s) to small businesses, advocates, and procurement workforce;
- Small Business Office Webpage ([www.hawaiiisbo.org](http://www.hawaiiisbo.org) which expired on July 2, 2020) and Social Media Account(s) initially to be setup on Facebook and LinkedIn;
- Procedures for Handling Registration Disputes based on the Small Business Database eligibility questions as well as a possible way(s) to overcome the dispute;
- Customer Support to potential small business vendors, the public, and other small business stakeholders (with customer service contact logs for March and April 2019);
- Small Business Newsletter (planned but not executed) and Email Campaign(s);
- Small Business Advocate Matrix identifying a network of small business advocates in the State; and
- Data Collection Mechanisms to Track Progress of Initiative.

SPO already worked on developing the Hawaii Awards & Notices Data System (HANDS) database that could be modified to allow for registration of small business owners. HANDS 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.

The HANDS Small Business Database has remained intact by the SPO and may become active when a full eProcurement system is implemented. A robust eProcurement system would reduce costs, promote transparent spending, increase productivity, reduce substantial paperwork, increase transaction efficiency, standardized buying, and reduce errors. More importantly for this purpose, an eProcurement system will enable buyers to easily implement set-asides and preferences without a tremendous time-burden, as well as automatically calculate the percentage achieved against Executive Memo 08-02, issued on May 20, 2008, "requiring that 20% of State contracts be procured by either creating set-aside for small businesses with contractors suitable for performance by small businesses or by requiring the use of small businesses as subcontractors on large contracts." As of March 14, 2022, there was a total of 364 Small Businesses self-registered on the database.



**TESTIMONY BY:**

JADE T. BUTAY  
DIRECTOR

Deputy Directors  
ROSS M. HIGASH  
EDUARDO P. MANGLALLAN  
PATRICK H. MCCAIN  
EDWIN H. SNIFFEN

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

March 15, 2022

3:00 p.m..

State Capitol, Conference Room 016 & Videoconference

**H.B. 1974, H.D. 1  
RELATING TO PROCUREMENT**

Senate Committee on Government Operations

---

The Hawaii Department of Transportation (HDOT) supports H.B. 1974, H.D. 1 because it will enhance opportunities for small businesses to compete for government contracts.

The purpose of this bill is to establish a small business assistance initiative and small business procurement coordinator within the State Procurement Office to, among other things, collect and maintain data from the small business database. The small business assistance initiative, through the small business office, will provide training, and facilitate opportunities for small businesses to network with larger companies, resource partners, business organizations, and other small business advocates.

The HDOT's Disadvantaged Business Enterprise (DBE) program is a federally mandated small business initiative that provides business opportunities within HDOT's contracting marketplace to minority- and women-owned small businesses. The proposed small business assistance initiative closely aligns with the mission and objectives of the DBE program. HDOT will work with the small business office to develop a robust network of resource partners and service providers that collaboratively provide opportunities for small businesses to grow and become successful in the state and federal contracting arena.

Thank you for the opportunity to provide testimony.

DAVID Y. IGE  
GOVERNOR



CRAIG K. HIRAI  
DIRECTOR

GLORIA CHANG  
DEPUTY DIRECTOR

**STATE OF HAWAII**  
**DEPARTMENT OF BUDGET AND FINANCE**  
P.O. BOX 150  
HONOLULU, HAWAII 96810-0150

EMPLOYEES' RETIREMENT SYSTEM  
HAWAII EMPLOYER-UNION HEALTH BENEFITS TRUST FUND  
OFFICE OF THE PUBLIC DEFENDER

ADMINISTRATIVE AND RESEARCH OFFICE  
BUDGET, PROGRAM PLANNING AND  
MANAGEMENT DIVISION  
FINANCIAL ADMINISTRATION DIVISION  
OFFICE OF FEDERAL AWARDS MANAGEMENT (OFAM)

**WRITTEN ONLY**  
TESTIMONY BY CRAIG K. HIRAI  
DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE  
TO THE SENATE COMMITTEE ON GOVERNMENT OPERATIONS  
ON  
HOUSE BILL NO. 1974, H.D. 1

**March 15, 2022**  
**3:00 p.m.**  
**Room 016 and Videoconference**

RELATING TO PROCUREMENT

The Department of Budget and Finance (B&F) offers comments on House Bill (H.B.) No. 1974, H.D. 1.

H.B. No. 1974, H.D. 1, establishes the Small Business Assistance Initiative within the State Procurement Office (SPO), to consist of a Small Business Procurement Coordinator and Small Business Office. The measure appropriates unspecified general funds in FY 23 to SPO for this purpose.

B&F notes that, with respect to the general fund appropriation in this bill, the federal Coronavirus Response and Relief Supplemental Appropriations Act requires that states receiving Elementary and Secondary School Emergency Relief (ESSER) II funds and Governor's Emergency Education Relief II funds must maintain state support for:

- Elementary and secondary education in FY 22 at least at the proportional level of the state's support for elementary and secondary education relative to the state's overall spending, averaged over FYs 17, 18 and 19; and

- Higher education in FY 22 at least at the proportional level of the state's support for higher education relative to the state's overall spending, averaged over FYs 17, 18 and 19.

Further, the federal American Rescue Plan (ARP) Act requires that states receiving ARP ESSER funds must maintain state support for:

- Elementary and secondary education in FY 22 and FY 23 at least at the proportional level of the state's support for elementary and secondary education relative to the state's overall spending, averaged over FYs 17, 18 and 19; and
- Higher education in FY 22 and FY 23 at least at the proportional level of the state's support for higher education relative to the state's overall spending, averaged over FYs 17, 18 and 19.

The U.S. Department of Education has issued rules governing how these maintenance of effort (MOE) requirements are to be administered. B&F will be working with the money committees of the Legislature to ensure that the State of Hawai'i complies with these ESSER MOE requirements.

Thank you for your consideration of our comments.





STATE OF HAWAII  
**DEPARTMENT OF DEFENSE**  
**OFFICE OF THE VETERANS' SERVICES**  
459 PATTERSON ROAD, E-WING, ROOM 1-A103  
HONOLULU, HAWAII 96819-1522  
Telephone Number 433-0420

TESTIMONY ON HOUSE BILL 1974, HD1 RELATING TO PROCUREMENT

PRESENTATION TO THE  
COMMITTEE ON GOVERNMENT OPERATIONS

BY

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

MARCH 15, 2022

Chair Moriwaki, Vice Chair Dela Cruz, and members of the Committee.

I'm Ron Han, Director of the State Office of Veterans Services (OVS). I appreciate this opportunity to provide testimony in **Support** of the concepts in House Bill 1974, HD1.

This measure establishes the small business initiative within the State Procurement Office, to consist of a small business procurement coordinator and a small business office. This will help to create, develop, and implement strategies to facilitate small businesses owned by Veterans, Native Hawaiians and women to be able to effectively participate in small business contracting opportunities throughout the State.

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

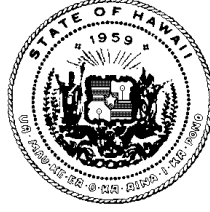
Thank you for this opportunity to provide testimony on behalf of Hawaii's Veterans and their families.

Point of Contact: Ron Han/ email: [ronald.p.han@hawaii.gov](mailto:ronald.p.han@hawaii.gov) / (808) 433-0422.

## Testimony in support of HB 1974

I support this Bill that re-establishes and funds the procurement initiative that will help veteran- owned, women-owned, and Native Hawaiian-owned small businesses better compete for State Contracts. This is particularly important with the current economic conditions.

Jim Traxler



‘O kēia ‘ōlelo hō’ike no ke  
**Komikina Kūlana Olakino o Nā Wāhine**

Testimony on behalf of the  
**Hawai‘i State Commission on the Status of  
Women**

Support for H.B. 1974 HD 1  
March 14, 2022

Dear Chair Morwaki, Vice Chair Dela Cruz, and Honorable Members,

The Hawai‘i State Commission on the Status of Women supports H.B. 1974, HD1, which establishes the small business assistance initiative within the state procurement office, to consist of a small business procurement coordinator and small business office.

This bill could help women and women-owned small businesses recover short-term from the challenges of capitalism and sexism that have been aggravated by the covid-19 pandemic. To be successful, this bill should also be accompanied by restoration of funding and enhanced investment in agencies, initiatives and programs that support the female workforce in Hawai‘i.

Sincerely,

Hawai‘i State Commission on the Status of Women



**Native Hawaiian Chamber of Commerce**  
P.O. Box 597  
Honolulu, HI 96809  
[www.nativehawaiianchamberofcommerce.org](http://www.nativehawaiianchamberofcommerce.org)  
[nhccoahu@gmail.com](mailto:nhccoahu@gmail.com)

**LATE**

March 14, 2022

Hearing Date: March 15, 2022

Time: 3:00 p.m.

Location: Room 016 & Videoconference

To: The Honorable Chair Sharon Y. Moriwaki  
Senate Committee on Government Operations

The Honorable Vice Donovan M. Dela Cruz  
Senate Committee on Government Operations

Re: Testimony in SUPPORT of House Bill 1974, Relating to Procurement

Aloha Chair Moriwaki, Vice Chair Dela Cruz and Members of the Senate Committee on Government Operations:

The Native Hawaiian Chamber of Commerce (NHCC) strongly supports HB 1974 which establishes the small business assistance initiative within the state procurement office and provides funding for a small business procurement coordinator and small business office.

Founded in 1974, and with over 200 members across the State of Hawai'i, NHCC's mission is to *mālama Native Hawaiians in business and commerce through leadership, relationships and connections to economic resources and opportunities*. Based on both research and anecdotal evidence, it is clear that Native Hawaiians are extremely underrepresented among business owners. As we endeavor to fulfill our mission and tackle the challenges Native Hawaiian-owned businesses face, we believe we believe that our members (many of whom are Native Hawaiian small business owners) would greatly benefit if this measure becomes law.

At the Federal level, 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 qualify for and obtain Federal 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. These programs provide a helpful frame of reference and have data that speak to each program's effectiveness with respect to the target group(s).

Other states have successfully created their own state procurement programs that target specific underrepresented and vulnerable groups, similar to those which HB 1974 focuses on. To that

end, NHCC firmly believes that a small business program in the State of Hawaii is long overdue and could provide much-needed support to our local business community. We have consistently heard concerns from our small business members about challenges with finding, pursuing and qualifying for State contract opportunities. We believe the provisions in HB 1974 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 2021 Profile for the State of Hawaii, there are over 130,000 small businesses in the State, of which roughly 81,500 are minority-owned, 8,100 are veteran-owned, and 48,500 are women-owned.<sup>1</sup> These figures demonstrate that there is a significant number of small businesses that could benefit from a State small business program.

Unfortunately, other than data from Federal agencies, such as the U.S. Small Business Administration and U.S. Census Bureau, there is not a lot of information about our local small businesses, particularly: 1) Native Hawaiian-owned businesses; and 2) 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. To that end, we are pleased to note that in providing for the collection of relevant information and data, HB 1974 recognizes the importance of data collection and metrics.

All the provisions outlined in HB 1974, including the establishment of the small business assistance initiative, 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 an effective state small business program.

Again, we strongly urge the passage of HB 1974. Thank you for your time and the opportunity to submit testimony.

Mahalo,



Shannon H. Edie  
President  
Native Hawaiian Chamber of Commerce

---

<sup>1</sup> <https://cdn.advocacy.sba.gov/wp-content/uploads/2021/08/30141859/Small-Business-Economic-Profile-HI.pdf>