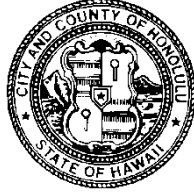


RICK BLANGIARDI
MAYOR



ANDREW T. KAWANO
DIRECTOR

CARRIE CASTLE
DEPUTY DIRECTOR

TESTIMONY OF ANDREW T. KAWANO
DIRECTOR OF BUDGET AND FISCAL SERVICES
CITY AND COUNTY OF HONOLULU
BEFORE THE SENATE COMMITTEE ON WATER AND LAND
February 4, 2022, 1:15 PM, Conference Room 229 and Videoconference

TO: The Honorable Lorraine R. Inouye, Chair
and Members of the Senate Committee on Water and Land

RE: SUPPORT OF SENATE BILL 2106, RELATING TO CONCESSIONS ON
PUBLIC PROPERTY

The Department of Budget and Fiscal Services, City and County of Honolulu (City), **supports** Senate Bill (SB) 2106, Relating to Concessions on Public Property.

Allowing for online advertisement will provide for a more efficient process and lower the costs of advertising for concessions on public property. The City offers the following comment:

"(2) Online advertisement on the ~~awarding~~ government agency's website; provided that the online advertisement shall remain posted until the due date and time for bids has passed."

For the reasons stated above, the City supports Senate Bill 2106.

Mahalo for the opportunity to testify on this bill. Should you have any questions or concerns, please feel free to contact the Department of Budget & Fiscal Services' Division of Purchasing at 808-768-5535 or bfspurchasing@honolulu.gov.

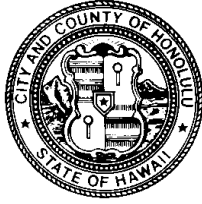
LATE

DEPARTMENT OF ENTERPRISE SERVICES
GOLF COURSE DIVISION * HONOLULU ZOO * NEAL S. BLAISDELL CENTER * WAIKIKI SHELL

CITY AND COUNTY OF HONOLULU

777 WARD AVENUE · HONOLULU, HAWAII 96814-2166
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RICK BLANGIARDI
MAYOR



JERRY PUPILLO
DIRECTOR

TRACY S. KUBOTA
DEPUTY DIRECTOR

**TESTIMONY OF JERRY PUPILLO
DIRECTOR, DEPARTMENT OF ENTERPRISE SERVICES**

Re: SB 2106—Relating to Concessions on Public Property

**SENATE COMMITTEE ON WATER AND LAND
Friday, February 4, 2022 at 1:15 p.m.
State Capitol, Conference Room 229 & Videoconference**

Chair Inouye, Vice Chair Keith-Agaran and members of the committee, the Department of Enterprise Services (DES), City and County of Honolulu, would like to offer the following comments in support of SB 2106.

SB 2106 allows advertising of concessions on public property to be done via newspaper publication or online advertising. The flexibility this bill provides will allow for DES to select the means to best support the announcement of a call for concession bids, considering factors of expediency, reach and cost-effectiveness.

Concessions are an important component of revenue generation for DES, however, over time, interest and the ability to attract competition has waned due to economic and employment factors. Under the current requirement of advertising only via a newspaper publication, re-advertising two, maybe three times or until a successful bidder can be found, is not expedient or cost-effective.

An online option to advertise a bid will provide the relief needed to more effectively manage the filling of our concessions.

The Department of Enterprise Services believes that this bill will benefit the counties and appreciates your consideration of its passage.

Thank you for the opportunity to testify on this bill.