

State Procurement Office
Small Business Procurement Program

Investing in Hawai‘i’s Small Businesses

GVO Informational Briefing
December 16, 2025



The Small Business Procurement Program

Supporting Local Growth

This program is designed to empower small businesses within our state, promoting economic growth and supplier diversity. By providing essential resources and opportunities, the Small Business Procurement Program out of the State Procurement Office aims to create a robust ecosystem where Hawai‘i small businesses can thrive and contribute to our State’s economy.



Statutory Directive

Pursuant to HRS §103D Part IX, Assistance to Small Businesses, the small business initiative was established to create, develop, and implement strategies to ensure that small businesses, including businesses owned by veterans, Native Hawaiians, and women, are able to effectively participate in small business contracting opportunities within the State.

The proposed Small Business Procurement Program shall provide a sustainable increase in the State's buying of goods, services, and construction from small and veteran-, Native Hawaiian-, and women-owned small businesses.

Program Mission

To support Hawai‘i’s economic growth by promoting and increasing small business participation in state contracting through outreach, advocacy, education, certification, and compliance.

STATE PROCUREMENT OFFICE
SMALL BUSINESS PROCUREMENT PROGRAM

Small Business Procurement Coordinator Mission

To serve as a resource that educates and empowers Hawai‘i's small business community to confidently engage in state contracting, while simultaneously equipping procurement professionals with the expertise needed to effectively implement small business-focused initiatives.

STATE PROCUREMENT OFFICE
SMALL BUSINESS PROCUREMENT PROGRAM

Vision

A thriving procurement ecosystem where Hawai‘i’s small businesses are integral to state contracting, supported by clear, accessible guidance and efficient processes, making the SBPP a model for small business inclusion and ensuring the permanent institutionalization of Hawai‘i small business advocacy.

STATE PROCUREMENT OFFICE
SMALL BUSINESS PROCUREMENT PROGRAM

2025 Highlights

Outreach & Advocacy

Attended 14 outreach events to connect with the small business community and educate small businesses about the SBPP & resources

Monthly newsletter

Draft Administrative Rules

Outreach to the small business community, met with all members of the Procurement Policy Board for input

First draft of HAR for Small Business Assistance

Statewide Surveys

Conducted two statewide surveys:

- Small Business Owners
- Government Procurement Personnel

Statewide Small Business Database

- 164 small businesses in HANDS database
- 532 small businesses on SBO list
- 180 NHOs on SBO list
- 3283 small businesses in SBA SBS

Small Business Procurement Program Events & Trainings

2025

APR
28-30

NHOA SMALL BUSINESS SUMMIT
SPO Small Business Office table -
resources for small businesses

NOV
14

MNHCC HOLO MUA 2025
Business Workshop by SPO:
Navigating State
Opportunities - Keari Shibuya
& Shannon Ota

JUL
16

SBA CONTRACTOR'S TOOLKIT WORKSHOP
Training on SPO eProcurement -
Shannon Ota, Small Business
Procurement Program - Keari Shibuya,
Surplus Property - Mei Phillips

NOV
20-21

ILIMA INTERMEDIATE CAREER EXPLORATION SERIES
8th Grade Math Lesson on
Starting a Small Business - Keari
Shibuya & Kelli Nekomoto

SEP
13

OBC IDEA2 BIZ GRADUATION
SPO table - resources
for small businesses

DEC
18

UMGC VETWORK HAWAII EVENT
Education & outreach
for veteran-owned
small businesses

SEP
17

SPO HŌ'IKE
Presentation to government
personnel on the Small Business
Procurement Program

Small Business Surveys



For Small Businesses

- Increase training for small businesses to learn how to identify and navigate State contracting opportunities
- Identify specific contracts to prioritize small business preferences to demonstrate process and viability
- Consider communications tools that simplify the process and answer frequent questions
- Consider contracts that may allow small businesses to be more competitive if the scope of work is in alignment

For Government Procurement Personnel

- Increase training opportunities for state agency staff, particularly those involved in procurement
- Create easy-to-access and use tools to educate agencies on contract vehicles
- Clarify for agencies options for contracting outside of low-bid IFBs or ensuring IFBs are selecting best value for the State
- Provide greater education on the requirements for small business contracting
- Clarify opportunities for small business contracting prior to rules and educate agencies

HANDS Small Business Database

 **HANDS** Hawaii Awards & Notices Data System

Welcome Bidding Opportunities Contract Awards CPO Requests Compliance Contractor Performance Small Business HlePRO Help

Small Business: 164 Registered Small Businesses

 [Small Business](#) / Search

This page displays small businesses who have completed the State's small business registration application. To be added to this listing [Start a New Registration](#).

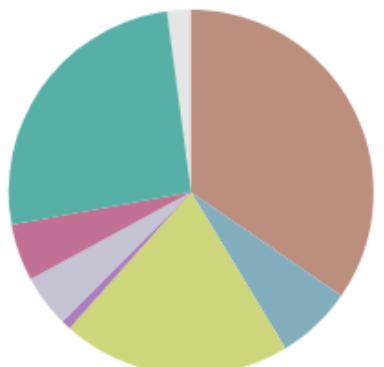
Enter keyword(s)

Example keywords: business name, construction, Maui, tree trimming, painting

[Show More Search Criteria](#)

164 Results [!\[\]\(5eeeb8e0016508f032725f18952e486a_img.jpg\) Export to Excel](#)

Small Businesses by Designation



Woman	35%
U.S. Veteran	5%
Native Hawaiian	15%
Native Alaskan	2%
African American	2%
Hispanic American	2%
Asian Pacific American	30%
Subcontinent Asian American	1%

Looking Ahead

FY	2024-25	2025-26	2026-27	2027-28	2028-29 & beyond
Phase		1 - Research & Planning		2 - Implementation	
Goals		First Draft of SB HAR	Gather feedback, revisions on Draft HAR	Board approval & revisions of HAR	Rollout and Training of Interim HAR for small business assistance
		Data collection, surveys, networking, outreach, training workshops		Producing, publishing, and disseminating training materials	
		Maintain & expand HANDS small business database		Develop into Hawai'i Small Business List of registered small businesses for set-asides & other small business assistance in state contracts	



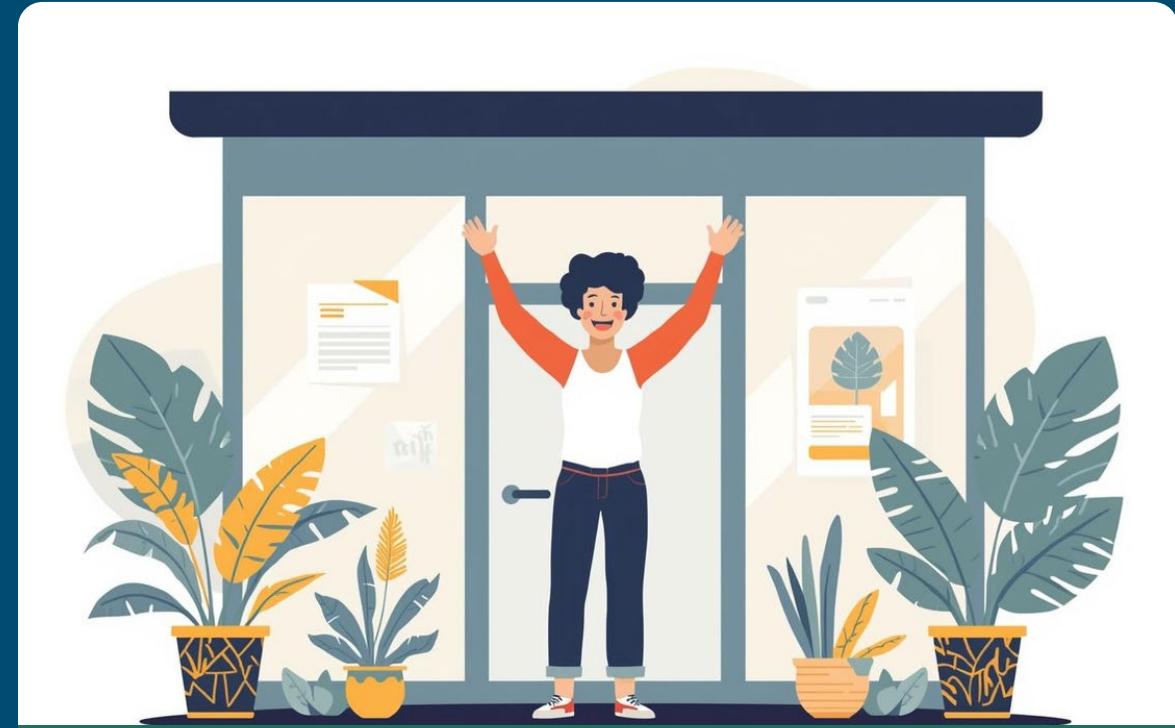
Build Strong
Partnerships for
Success

HELPING THE COMMUNITY



Navigate the State
Procurement
Process Effectively

HELPING SMALL BUSINESSES



Keep taxpayer
dollars in Hawai‘i, to
Hawai‘i small
businesses

HELPING GOVERNMENT

Legislative Needs

5-year Initiative



Permanent program
to support Hawai'i
small business
participation in state
contracting

Hawai‘i needs the SBPP to serve as the bridge between small businesses and state government opportunities.

Educate and empower
Hawai‘i's small business
community to
confidently engage in
state contracting.



Equip government
procurement
professionals with the
expertise needed to
effectively implement
small business -
focused initiatives.

Mahalo & Q&A

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