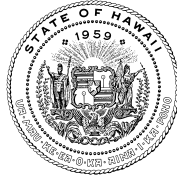


JOSH GREEN, M.D.  
GOVERNOR  
KE KIA'ĀINA



KEITH A. REGAN  
COMPTROLLER  
KA LUNA HO'OMALU HANA LAULĀ  
  
MEOH-LENG SILLIMAN  
DEPUTY COMPTROLLER  
KA HOPE LUNA HO'OMALU HANA LAULĀ

**STATE OF HAWAII | KA MOKU'ĀINA O HAWAII**  
**DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES | KA 'OIHANA LOIHELU A LAWELAWE LAULĀ**  
P.O. BOX 119, HONOLULU, HAWAII 96810-0119

WRITTEN TESTIMONY  
OF  
KEITH A. REGAN, COMPTROLLER  
DEPARTMENT OF ACCOUNTING AND GENERAL SERVICES  
TO THE  
**COMMITTEE ON FINANCE**

APRIL 2, 2026, 2:00 P.M.  
CONFERENCE ROOM 308 AND VIA VIDEOCONFERENCE, STATE CAPITOL

S.B. 2928, S.D. 1, H.D. 1

RELATING TO PROCUREMENT

Chair Todd, Vice Chair Takenouchi, and members of the Committee, thank you for the opportunity to submit testimony on S.B. 2928, S.D. 1, H.D. 1.

The Department of Accounting and General Services (DAGS) strongly **supports** S.B. 2928, S.D. 1, H.D. 1, which establishes the Small Business Procurement Program and Small Business Procurement Program Coordinator position permanently in the State Procurement Office. In addition, it repeals the Small Business Assistance Initiative established in Act 168, Session Laws of Hawai'i 2022.

S.B. 2928, S.D. 1, H.D. 1 would permanently establish the Small Business Procurement Program and the Small Business Procurement Coordinator within the State Procurement Office (SPO), replacing the time-limited Small Business Assistance Initiative authorized by Act 168 (SLH 2022). Making these functions permanent

strengthens Hawai'i's procurement infrastructure by ensuring stable staffing, sustained data collection and reporting on small business participation, and consistent statewide outreach and training for agencies and vendors including veterans, Native Hawaiian, and women-owned enterprises so more local firms can compete effectively and deliver value to the State. Permanence also supports development and maintenance of a statewide small business resource hub and related tools, enabling transparent, data-driven policy and continuous improvement across jurisdictions.

The program will create and maintain a statewide small business database, develop outreach initiatives, and aggregate resources in an accessible online format. These efforts will provide small businesses with the tools and information needed to navigate the state procurement process, fostering growth and development.

The bill mandates the collection and analysis of data on small business participation in state contracts, including metrics on contract awards and vendor challenges. This data will inform policies and rules, ensuring the program addresses the needs of small businesses effectively while promoting transparency and accountability in state procurement processes.

It is for these reasons we would humbly ask that you support this measure.

Thank you for the opportunity to provide testimony on this measure.



**DEPARTMENT OF BUSINESS,  
ECONOMIC DEVELOPMENT & TOURISM**

KA 'OIHANA HO'OMOHALA PĀ'OIHANA, 'IMI WAIWAI  
A HO'OMĀKA'IKA'I

**BUSINESS DEVELOPMENT AND SUPPORT DIVISION**

**JOSH GREEN, M.D.**  
GOVERNOR

**SYLVIA LUKE**  
LT. GOVERNOR

**JAMES KUNANE TOKIOKA**  
DIRECTOR

**DANE K. WICKER**  
DEPUTY DIRECTOR

**DENNIS T. LING**  
ADMINISTRATOR

No. 1 Capitol District Building, 250 South Hotel Street, 5th Floor, Honolulu, Hawai'i 96813  
Mailing Address: P.O. Box 2359, Honolulu, Hawai'i 96804  
Web site: [dbedt.Hawaii.gov](http://dbedt.Hawaii.gov)

Telephone: (808) 586-2355  
Fax: (808) 586-2377

Statement of  
**Dennis T. Ling**  
Administrator  
Business Development & Support Division  
Department of Business, Economic Development, and Tourism  
before the  
**HOUSE COMMITTEE ON  
FINANCE**

Thursday, April 2, 2026  
2:00 PM  
State Capitol, Conference Room 308

In consideration of  
**SB2928, SD1, HD1**  
**RELATING TO PROCUREMENT.**

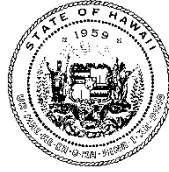
Chair Todd, Vice Chair Takenouchi and members of the Committee. The Business Development & Support Division (BDSD) of the Department of Business, Economic Development and Tourism supports **SB2928, SD1, HD1** which would appropriate funds and establish the Small Business Procurement Program within the State Procurement Office.

This measure provides a path for small businesses, including those owned by veterans, Native Hawaiians, and women, to effectively participate in small business contracting opportunities in the State. It also establishes a permanent Small Business Procurement Coordinator position to oversee the proper administration, enforcement, and facilitation of programs necessary to assist small businesses effectively participate in the State's public procurement processes.

BDSD agrees that small businesses are the lifeblood of the State's economy. Establishing a permanent procurement program and developing an effective small

business state contracting program within the state procurement process will help promote the growth and development of small businesses in Hawai'i.

Thank you for the opportunity to testify.



**STATE OF HAWAII | KA MOKU'ĀINA O 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, ADMINISTRATOR  
STATE PROCUREMENT OFFICE**

**TO THE HOUSE COMMITTEE  
ON  
FINANCE**

April 2, 2026, 2:00 p.m.

**SENATE BILL 2928, SD1, HD1  
RELATING TO PROCUREMENT**

Chair Todd, Vice Chair Takenouchi, and members of the committee, thank you for the opportunity to submit testimony on Senate Bill 2928, SD1, HD1. The State Procurement Office (SPO) strongly supports this bill, which permanently establishes the Small Business Procurement Program and small business procurement coordinator position within the SPO, and respectfully requests continued funding.

The term of the current small business assistance initiative ends on June 27, 2027. This measure represents a modest, targeted investment to sustain and build upon an initiative that is already operational and producing measurable results.

Since the implementation of Act 168, SLH 2022 and the hiring of the Small Business Procurement Coordinator in 2025, the SPO has established the foundational infrastructure necessary to improve small business participation, including businesses owned by Native Hawaiians, veterans, and women, in state contracting. This includes a statewide small business database, outreach and education efforts, and the development of data to inform procurement policy. These efforts have already resulted in:

- A 56% increase in registered vendors in the HANDS small business database;
- \$6.3 million in contract awards to registered small businesses in FY2025, and >\$3.4 million in FY2026 to date; and
- Statewide engagement with small businesses, procurement staff, and other small business agencies, identifying clear, addressable barriers to participation in state procurement.

These efforts have improved both vendor readiness and procurement staff awareness and generated the early-stage data necessary to inform policy development and administrative rulemaking. The data and systems that are now in place position the State to scale these results more effectively over time.

Senate Bill 2928, SD1, HD1 builds upon this progress by formalizing and stabilizing the existing initiative by placing it within Part IX of Chapter 103D HRS, allowing the State to fully realize the benefits of its initial investment under Act 168, SLH 2022. Without this measure, Hawai'i risks losing the momentum, data systems, educational infrastructure, and capacity to assist more small businesses in gaining access to state contract opportunities.

The fiscal impact is limited and clearly defined. The measure requests the continued annual appropriation of \$126,000 for one permanent full-time equivalent (1.0 FTE) small business procurement coordinator position within the SPO, as noted in the Senate Committee on Government Operations report. This position is already functionally in place and funds have been appropriated under the current initiative through FY2027.

In the long term, the program will continue to increase small business participation in state contracts, improve competition, strengthen local supply chains, and ensure that public procurement dollars circulate within Hawai'i's economy. The requested funding associated with the program is modest relative to the demonstrated and anticipated economic benefits, and supports a more efficient, inclusive, and resilient procurement system.

SPO respectfully recommends revisions to Section 5, page 9, lines 16-21 to read as follows:

"Section 5. There is appropriated out of the general revenues of the State of Hawaii the sum of \$126,000 or so much thereof as may be necessary annually beginning in fiscal year 2026-2027 to establish one permanent full-time equivalent (1.00 FTE) small business procurement coordinator position within the state procurement office."

Thank you for the opportunity to testify in support of this important measure.

April 2, 2026

House Committee on Finance  
Representative Chris Todd, Chair  
Representative Jenna Takenouchi, Vice Chair

Thursday, April 2, 2026, 2:00 p.m.  
Conference Room 308 and via video conference



**RE: SB 2928 SD1 HD1 Relating to Procurement**

Dear Chair Todd, Vice Chair Takenouchi, and Members of the Committee,

My name is Kiran Polk, and I am the Executive Director & CEO of the Kapolei Chamber of Commerce. The Kapolei Chamber of Commerce is an advocate for businesses in the Kapolei region including Waipahu, Kapolei, 'Ewa Beach, Nānakūli, Wai'anae and Mākaha. We work on behalf of our members and the broader business community to improve the regional and State economic climate and to help West O'ahu businesses thrive.

The Kapolei Chamber of Commerce **strongly supports SB 2928 SD1 HD1**, which permanently establishes the Small Business Procurement Program and the Small Business Procurement Coordinator position within the State Procurement Office, repeals the Small Business Assistance Initiative established under Act 168, Session Laws of Hawai'i 2022, and appropriates funds to support the continuation of this work.

Programs like the Small Business Procurement Program **play an important role in strengthening Hawai'i's small business ecosystem** by helping local companies successfully compete for public contracts and participate more fully in the State's economic development.

**SB 2928 appropriately transitions the work initiated under Act 168 into a permanent structure within the State Procurement Office, ensuring that services continue without interruption while strengthening accountability, stability, and long-term planning.**

The Kapolei Chamber of Commerce has had the opportunity to participate in small business resource and outreach events in partnership with the Small Business Procurement Coordinator and the Small Business Assistance Initiative. We have seen firsthand how impactful this program is for small businesses seeking to enter or expand their participation in state procurement opportunities. At these events, **business owners receive practical, accessible guidance on business registration, certifications, locating bidding opportunities, and navigating state procurement processes.** Just as importantly, these sessions provide direct access to knowledgeable staff, allowing business owners to ask questions, build relationships, and gain confidence navigating a system that can often feel complex and intimidating. For many participants, these workshops represent their first meaningful introduction to government contracting.

Businesses consistently leave these sessions better informed, more prepared, and more motivated to pursue public-sector opportunities. This targeted support helps move businesses from interest to action and from potential to performance. **Without this kind of hands-on assistance, many small businesses, particularly those new to government contracting, would remain on the sidelines.**

SB 2928 is critical to sustaining and expanding this progress. The Small Business Assistance Initiative has established strong partnerships with chambers of commerce, business associations, and community organizations, enabling outreach and training to reach businesses where they are, within their local communities and trusted networks. **Making this program permanent ensures continuity, strengthens these partnerships, and avoids disruption caused by funding uncertainty or program sunsets.**

**From a fiscal perspective, establishing this program permanently maximizes the State’s prior investment by institutionalizing a proven and effective model rather than repeatedly rebuilding capacity through temporary initiatives.** Stable staffing and continuity reduce inefficiencies, minimize administrative disruption, and allow the program to focus on measurable outcomes for small businesses.

From an economic development perspective, SB 2928 strengthens Hawai‘i’s local business ecosystem. **When more local businesses are equipped to compete for state contracts, public dollars are more likely to remain in the local economy—supporting workforce stability and community growth.**

The Kapolei Chamber of Commerce works closely with small businesses across West O‘ahu, and we have seen the positive impact this initiative has had on their readiness and confidence. Allowing this program to expire would represent a step backward in our shared efforts to support small businesses and strengthen Hawai‘i’s economy.

For these reasons, the Kapolei Chamber of Commerce strongly supports **SB 2928 SD1 HD1** and respectfully urges the Committee to **pass SB 2928 SD1 HD1.**

Thank you for the opportunity to provide testimony.

Respectfully,

Kiran Polk  
Executive Director & CEO

**Testimony to the House Committee on Finance  
Representative Chris Todd, Chair  
Representative Jenna Takenouchi, Vice Chair**

**Thursday, April 2, 2026, at 2:00PM  
Conference Room 308 & Videoconference**

**RE: SB2928 SD1 HD1 Relating to Procurement**

Aloha e Chair Todd, Vice Chair Takenouchi, and Members of the Committee:

My name is Sherry Menor, President and CEO of the Chamber of Commerce Hawaii ("The Chamber"). The Chamber supports Senate Bill 2928 Senate Draft 1 House Draft 1 (SB2928 SD1 HD1), which establishes the Small Business Procurement Program and Small Business Procurement Coordinator position permanently in the State Procurement Office.

SB2928 SD1 HD1 aligns with our 2030 Blueprint for Hawaii: An Economic Action Plan, specifically under the policy pillar for Small Business. This pillar supports institutional assistance for small business growth and development. This legislation improves access to state procurement opportunities for these important businesses, that may have otherwise not been aware of these opportunities. The Chamber appreciates the sentiment in the preamble of this legislation, to make good on prior legislative intent to provide this support to small businesses. As economic cost pressure continues to mount and the cost of doing business continues to rise, the permanence of a Small Business Procurement program and a Small Business Procurement Coordinator will be instrumental in connecting Hawaii's small business with economic opportunity while keeping taxpayer money productive and circulating within the state.

The Chamber appreciates the comprehensive scope of this legislation and is hopeful that further administrative infrastructure will magnify the impact the Small Business Procurement Coordinator has already delivered. This position has increased small business vendor registration by 42% and supported \$8.9M in contract dollars awarded since FY2025. The Chamber supports many small businesses within the state and recognizes the benefit this legislation can deliver to our members.

The Chamber of Commerce Hawaii is the state's leading business advocacy organization, dedicated to improving Hawaii's economy and securing Hawaii's future for growth and opportunity. Our mission is to foster a vibrant economic climate. As such, we support initiatives and policies that align with the 2030 Blueprint for Hawaii that create opportunities to strengthen overall competitiveness, improve the quantity and skills of available workforce, diversify the economy, and build greater local wealth.

We respectfully ask to pass Senate Bill SB2928 Senate Draft 1 House Draft 1. Thank you for the opportunity to testify.



# MAUI

CHAMBER OF COMMERCE

VOICE OF BUSINESS

**HEARING BEFORE THE HOUSE COMMITTEE ON FINANCE  
HAWAII STATE CAPITOL, HOUSE CONFERENCE ROOM 308  
THURSDAY, APRIL 2, 2026 AT 2:00 P.M.**

To The Honorable Representative Chris Todd, Chair  
The Honorable Representative Jenna Takenouchi, Vice Chair  
Members of the Committee on Finance

## **SUPPORT SB2928 SD1 HD1 RELATING TO PROCUREMENT**

As an organization representing Maui's business community, with a particular focus on small businesses, we recognize the importance of equitable access to state procurement opportunities. The Maui Chamber of Commerce supports SB2928, as it proposes to establish the Small Business Procurement Program and a dedicated coordinator within the State Procurement Office, aiming to address long-standing barriers that small businesses face in competing for government contracts.

Small businesses are vital contributors to Hawai'i's economy, yet they often lack the resources, technical expertise, or institutional knowledge to navigate complex procurement processes. By permanently creating a Small Business Procurement Coordinator, this bill offers a dedicated advocate to help level the playing field, streamline communication, and provide targeted support.

Appropriating funds for this initiative demonstrates a commitment to investing in Hawai'i's business ecosystem, which is especially important as many small firms continue to recover from recent economic disruptions.

We respectfully recommend that the implementation of the new program prioritize outreach to ensure all eligible small businesses are aware of and able to access these services.

Mahalo for the opportunity to share our support of SB2928 SD1 HD1.

Sincerely,

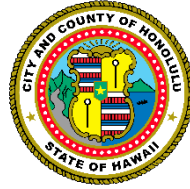
Pamela Tumpap  
President

To advance and promote a healthy economic environment for business, advocating for a responsive government and quality education, while preserving Maui's unique community characteristics.

**OFFICE OF ECONOMIC REVITALIZATION  
KE KE'ENA HO'OMOHALA WAIWAI  
CITY AND COUNTY OF HONOLULU**

711 KAPIOLANI BLVD., 12TH FLOOR • HONOLULU, HAWAII 96813  
PHONE: (808) 768-2330 • FAX: (808) 768-4242 • WEBSITE: [revitalizeoahu.org](http://revitalizeoahu.org)

RICK BLANGIARDI  
MAYOR  
MEIA



AMY ASSELBAYE  
EXECUTIVE DIRECTOR  
PO'O HO'OKO

DEBORAH ZYSMAN  
DEPUTY DIRECTOR  
HOPE PO'O

April 2, 2026

The Honorable Chris Todd, Chair  
The Honorable Jenna Takenouchi, Vice Chair  
and Members of the Committee on Finance  
House of Representatives  
415 South Beretania Street, Room 308  
Honolulu, Hawaii 96813

SUBJECT: Honolulu Office of Economic Revitalization Support for Senate Bill 2928  
SD1 HD1

Relating to Public Procurement

Aloha Chair Todd, Vice-Chair Takenouchi and members of the Committee:

The Office of Economic Revitalization offers testimony in **support of SB 2928 SD1 HD1**, which permanently establishes the small business procurement program and small business procurement coordinator position within the State Procurement Office.

Small businesses play an essential role in Hawai'i's economic vitality, but many have historically been excluded from meaningful participation in public contracting. Previous attempts to address these gaps lacked permanence, sufficient capacity, or reliable data, limiting their long-term effectiveness. Expanding access to public procurement remains one of the most practical tools for strengthening economic resilience and supporting local enterprises.

The establishment of the Small Business Assistance Initiative under Act 168 (SLH 2022) created a more durable and data-informed approach within the State Procurement Office. The initiative has already produced tangible results, including improved small business registration and visibility, centralized access to resources, statewide vendor and procurement staff feedback, and expanded outreach and training.

We encourage you to make the small business procurement program and small business procurement position permanent.

The Honorable Chris Todd, Chair  
The Honorable Jenna Takanouchi Vice-Chair  
and Members of the Committee on Finance  
April 2, 2026  
Page 2

Should there be any questions, please contact the Office of Economic Revitalization's Deputy Director Deborah Zysman at (808) 768-3893 or via email at [deborah.zysman@honolulu.gov](mailto:deborah.zysman@honolulu.gov).

Sincerely,

Amy Asselbaye  
Executive Director



P.O. Box 253, Kunia, Hawai'i 96759  
Phone: (808) 848-2074; Fax: (808) 848-1921  
e-mail [info@hfbf.org](mailto:info@hfbf.org); [www.hfbf.org](http://www.hfbf.org)

April 2, 2026

HEARING BEFORE THE  
HOUSE COMMITTEE ON FINANCE

**TESTIMONY ON SB 2928, SD1, HD1**  
RELATING TO PROCUREMENT

Conference Room 308 & Videoconference  
2:00 PM

Aloha Chair Todd, Vice-Chair Takenouchi, and Members of the Committee:

I am Brian Miyamoto, Executive Director of the Hawai'i Farm Bureau (HFB). Organized since 1948, the HFB is comprised of 1,800 farm family members statewide and serves as Hawai'i's voice of agriculture to protect, advocate, and advance the social, economic, and educational interests of our diverse agricultural community.

**The Hawai'i Farm Bureau supports SB 2928, SD1, HD1**, which permanently establishes the Small Business Procurement Program and Small Business Procurement Coordinator position within the State Procurement Office.

Agriculture in Hawai'i is largely made up of small businesses. Farmers, ranchers, and agricultural processors often operate as small enterprises that may benefit from improved access to state procurement opportunities. Programs that help small businesses better understand and navigate the State's procurement process can help expand opportunities for local agricultural producers and value-added agricultural businesses.

Improving access to procurement opportunities may also help strengthen local supply chains and create new markets for Hawai'i-grown and Hawai'i-made products, including locally processed foods, value-added livestock products, and nursery and floriculture products. Increased participation by local businesses in state contracting can help keep more public procurement dollars circulating within Hawai'i's economy while supporting the State's agricultural sector.

HFB encourages continued coordination with existing efforts that promote local food production and support Hawai'i's small agricultural businesses.

Thank you for the opportunity to provide testimony.



TESTIMONY OF DAVE ERDMAN  
INTERIM PRESIDENT & CEO  
RETAIL MERCHANTS OF HAWAI'I

**IN SUPPORT OF SB 2928, SD1, HD1 – RELATING TO PROCUREMENT**

COMMITTEE ON FINANCE  
Rep. Chris Todd, Chair  
Rep. Jenna Takenouchi, Vice Chair

Thursday, April 2, 2026  
2:00 p.m.  
Conference Room 308 & Videoconference

Aloha Chair Todd, Vice Chair Takenouchi, and Members of the Committee:

My name is Dave Erdman, and I serve as Interim President and CEO of the Retail Merchants of Hawai'i (RMH), a statewide nonprofit trade association representing retailers, shopping centers, restaurants in shopping centers, and allied businesses across the islands.

**Retail Merchants of Hawai'i supports SB 2928, SD1, HD1**, which permanently establishes the Small Business Procurement Program and the Small Business Procurement Coordinator position within the State Procurement Office.

Small businesses are a vital part of Hawai'i's economy and represent a significant portion of the retail, service, and supplier businesses that make up our local business community. However, many small businesses have historically found the state procurement process difficult to navigate due to complex procedures, limited awareness of opportunities, and lack of direct guidance on how to successfully participate in government contracting.

The Small Business Assistance Initiative established under Act 168, Session Laws of Hawai'i 2022 has already begun to address these barriers by improving outreach, providing educational resources, and helping small businesses better understand how to register, locate contracting opportunities, and compete for state work. The creation of a centralized resource and the work of the Small Business Procurement Coordinator have helped increase small business vendor registration and participation.

Making this program permanent will provide continuity and ensure that the progress made over the past several years continues. Stable staffing, consistent outreach, and ongoing data collection

will allow the State to better identify barriers and strengthen participation by local businesses in public procurement opportunities.

Expanding access to state contracting opportunities for small businesses helps keep more public dollars circulating within Hawai'i's economy. When local businesses can compete for and win state contracts, they hire locally, invest in their communities, and strengthen local supply chains.

For these reasons, **the Retail Merchants of Hawai'i respectfully supports SB 2928, SD1, HD1 and urges the Committee to pass this measure.**

Thank you for the opportunity to testify.

April 1, 2026

Representative Chris Todd, Chair  
Representative Jenna Takenouchi, Vice Chair  
and Members of the Finance Committee

Subject: Testimony: SB 2928, Relating to Procurement  
Hearing: April 2, 2026, at 2:00 PM, Conference Room 308

Dear Chair Todd, Vice Chair Takenouchi, and Members of the Committee:

Stanford Carr Development, LLC (SCD) respectfully submits testimony **in support** of SB 2928, SD1, HD1, relating to the Small Business Procurement Program.

As a Hawai'i-based developer, SCD has had the privilege of working alongside state agencies, community partners, and a wide range of local businesses to help deliver housing and mixed-use communities across the state. These partnerships are central to how we approach our work. Many of the contractors, subcontractors, and service providers we collaborate with are local small businesses that bring both technical expertise and a deep understanding of the communities we serve.

We view SB 2928 as an opportunity to strengthen and expand these relationships. By creating a more intentional framework for small business participation, this measure helps ensure that more local firms are aware of, prepared for, and able to engage in public projects—particularly those delivered through public-private partnerships.

In our experience, successful projects are built not only through strong planning and financing, but through trusted relationships with capable partners. Programs that help connect small businesses to opportunity—while supporting their growth and readiness—can lead to more resilient project teams and better long-term outcomes for our communities.

We also recognize that continued collaboration between the State and industry will be important to ensure the program is implemented effectively. Considerations such as clear communication, alignment with project timelines, and support for small business capacity-building will help maximize participation while maintaining efficient project delivery.

SCD appreciates the State's commitment to supporting local businesses and fostering inclusive economic growth. We look forward to continuing to work in partnership with government and community stakeholders to expand opportunities for small businesses across Hawai'i.

For these reasons,

Mahalo for the opportunity to provide testimony in support of SB 2928, SD1, HD1.

Sincerely,

A handwritten signature in black ink, appearing to read 'Stanford S. Carr', with a large, stylized flourish at the end.

Stanford S. Carr

# Testimony on SB2928 SD1 HD1 RELATING TO PROCUREMENT.

**DATE:** 04/02/2026, 2:00PM

**ROOM:** 308

**COMMITTEE:** FIN

Dear chair Todd, vice chair Takenouchi, and members of the committee,

## **Support**

My name is Seiichi Nagai. I am the CEO of CivicNexus, a Hawaii-based small business. I am submitting testimony on behalf of CivicNexus in support of SB2928, which would make permanent the Small Business Procurement Program and the Small Business Procurement Coordinator within the State Procurement Office.

For a small business, state procurement involves a meaningful learning curve around registrations, certifications, compliance steps, and contract requirements. In my experience, the Small Business Procurement Coordinator played a valuable role in helping me understand and complete those requirements, and in navigating the procurement and contracting process.

In particular, the Coordinator provided three types of support:

### **Guidance on registrations, certifications, and compliance steps.**

The Coordinator walked me through the multiple state systems and websites a small business must use to register, pursue certifications, and understand compliance requirements, and helped clarify how bidding related steps fit into the broader process. This reduced confusion and helped ensure I completed the right steps in the right order.

### **Facilitating early introductions for practical, stakeholder-level feedback.**

The Coordinator connected me with relevant State Procurement Office staff early on so I could share what our platform does and receive candid feedback from real government users about applicability and practical needs. That kind of early, real-world input is difficult for small businesses to obtain without help, and it materially improved how I approached building for and working with government.

SB2928 would help ensure this kind of hands-on support remains available to Hawai'i's small businesses and continues to improve small business participation in state contracting.

Sincerely,  
Seiichi Nagai  
CEO, CivicNexus



Statement of  
**Derek J. Sakaguchi**  
**President & Chairman**  
**Native Hawaiian Community Development Corporation**  
before the  
**House Committee on Finance**

Thursday, April 2, 2026  
2:00 PM  
State Capitol, Conference Room 308 & Videoconference

In strong support of  
**SB 2928, SD1, HD1**  
**RELATING TO PROCUREMENT**

Aloha Chair Todd, Vice Chair Takenouchi, and Members of the Committee:

My name is Derek Sakaguchi, President and Chairman of the Native Hawaiian Community Development Corporation, and I strongly support Senate Bill 2928, SD1, HD1.

In my work with Native Hawaiian and locally owned small businesses in the government sector, I consistently see capable companies unable to access state contracts—not due to lack of skill, but due to limited guidance and barriers in navigating procurement. This program directly addresses that gap.

The State has already made meaningful progress with the current small business assistance initiative, building a database, conducting outreach, and developing a pipeline of qualified small business vendors. SB 2928 protects that investment. Allowing the program to sunset would mean losing momentum, relationships, and infrastructure the State has already paid to build, only to recreate it later at greater cost.

From a fiscal standpoint, this is a modest investment with strong returns. Increasing small business participation strengthens competition, improves procurement outcomes, and keeps more public dollars circulating within Hawai'i's economy. Local businesses hire locally, reinvest locally, and contribute to long-term economic stability. This bill is about continuity, efficiency, and maximizing the impact of existing state spending; not creating a new program, but sustaining one that is already working.

For these reasons, I respectfully urge the Committee to pass SB 2928, SD1, HD1. Mahalo nui for the opportunity to testify in strong support of this important measure.

Respectfully,

Derek J. Sakaguchi -  
Chairman & President  
Native Hawaiian Community Development Corporation

# TESTIMONY IN STRONG SUPPORT OF SB 2928, SD1, HD1

*Relating to Procurement*  
House Committee on Finance  
Thursday, April 2, 2026, 2:00PM

Aloha Chair Todd, Vice Chair Takenouchi, and Members of the Committee,

My name is Lance Roylo, owner of Hello Momentum, a Hawai'i-based marketing and consulting company. I am writing in strong support of SB 2928, SD1, HD1.

State contracting can be a lifeline for small businesses. During the COVID-19 pandemic, a state contract provided my small business with stable revenue at a time when private-sector work declined. It allowed me to retain employees and continue operations during significant economic uncertainty.

However, accessing that opportunity was not straightforward. Navigating registration systems, compliance requirements, and competitive solicitations can be overwhelming, especially for small businesses with limited capacity. Many qualified businesses never participate simply because the process is too complex or inaccessible.

SB 2928 strengthens the Small Business Procurement Program, which helps address these barriers by providing outreach, guidance, and technical assistance. These efforts improve participation, increase competition, and ensure that more qualified local businesses are able to respond to state contracting opportunities.

From a fiscal perspective, this is a smart investment. Expanding small business participation strengthens Hawai'i's local economy, keeps public dollars circulating within the state, and builds a more resilient and diversified vendor pool. It also helps the State achieve better value by increasing competition and engagement.

Making this program permanent ensures continuity and allows small businesses to plan, invest, and grow with greater confidence. Consistent support leads to stronger businesses, which in turn leads to stronger communities and a more stable economic base.

My experience is just one example of the tangible impact this program can have. SB 2928 creates real opportunities for local businesses and delivers meaningful economic returns for the State.

For these reasons, I respectfully urge you to pass SB 2928, SD1, HD1.

Mahalo for the opportunity to testify.

**Lance Roylo**  
Owner, Hello Momentum  
555 South Street #4003  
Honolulu, HI 96813



Testimony of  
Pacific Resource Partnership

Hawai'i State Legislature House Committee on Finance (FIN)  
Thursday, April 2, 2026

**Subject: Testimony in Strong Support of SB2928 SD1 HD1, relating to procurement.**

Aloha Chair Todd, Vice Chair Takenouchi, and esteemed members of the committee.

Pacific Resource Partnership (PRP), representing more than 6,000 union carpenters and apprentices along with over 250 signatory contractors statewide, respectfully submits this testimony in **STRONG SUPPORT** of SB2928 SD1 HD1. This measure would permanently establish the Small Business Procurement Program and create a dedicated Small Business Procurement Coordinator position within the State Procurement Office. It also repeals the temporary Small Business Assistance Initiative from Act 168 (2022).

Hawai'i's small businesses form the backbone of our local economy — driving innovation, generating jobs, and building community resilience. In the construction sector, this is especially important. Many of our skilled union carpenters use the expertise gained through our programs to launch their own contracting businesses. Numerous signatory contractors also began as small operations and continue to qualify as such. Unfortunately, these small contractors frequently face significant barriers when trying to compete for public contracts, including complex registration and certification requirements, and the challenge of bidding against much larger firms. Making the Small Business Procurement Program permanent will build on the proven successes of the temporary initiative, which has already expanded vendor databases, improved outreach, and delivered millions of dollars in contract awards to small businesses.

Establishing a dedicated coordinator is a modest but smart investment. This position will deliver ongoing guidance, training, process improvements, and data tracking to help small businesses successfully navigate state contracting opportunities. For PRP's members and the broader construction industry, this



legislation means fairer access to public projects in housing, infrastructure, and other critical areas. It strengthens local supply chains, keeps taxpayer dollars circulating within Hawai'i's economy, and supports meaningful economic diversification.

PRP respectfully urges the committee to pass SB2928 SD1 HD1 to ensure small businesses continue to thrive and contribute to our state's growth.

Mahalo for your consideration.

Andrew Pereira



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**SB-2928-HD-1**

Submitted on: 4/1/2026 9:47:26 AM

Testimony for FIN on 4/2/2026 2:00:00 PM

Submitted By	Organization	Testifier Position	Testify
kaloa@stanfordcarr.com	Individual	Support	Written Testimony Only

Comments:

TESTIMONY IN STRONG SUPPORT OF SB 2928, SD1, HD1

Relating to Procurement

House Committee on Finance

Thursday, April 2, 2026, 2:00 PM

Conference Room 308 & Videoconference

Aloha Chair Todd, Vice Chair Takenouchi, and Members of the Committee:

I am submitting this testimony in strong support of SB 2928, which permanently establishes the Small Business Procurement Program and small business procurement coordinator position within the State Procurement Office.

In my line of work in real estate development with a locally-owned firm, I am constantly engaged with contractors, engineers, designers, suppliers, and service providers. I see every day how projects succeed when we can partner with strong local small businesses. These businesses bring local knowledge, accountability, and long-term commitment to our communities. Most importantly, they keep our economic activity circulating here at home.

From firsthand experience, I can say that many capable small businesses want to work with the State but struggle to access government contracting opportunities. The procurement system can be complex, difficult to navigate, and intimidating, especially for smaller, locally owned companies that do not have dedicated compliance or legal staff. Too often, this results in large out-of-state firms dominating contracts, even when qualified local companies exist.

By providing centralized resources, the Small Business Procurement Program has helped local businesses better understand bidding requirements, certification processes, and compliance standards. When more small local businesses are prepared to compete or subcontract for state work, we have a deeper and more reliable pool of partners. That strengthens the entire

development ecosystem and reduces reliance on outside firms that may have little long-term investment in Hawai'i.

SB 2928 is a smart economic development policy. It protects the public's investment. It supports workforce development. It strengthens local supply chains. And it ensures that taxpayer dollars circulate within our state. As someone who works every day to build in Hawai'i and for Hawai'i, I strongly urge the Committee to pass this measure.

Mahalo for the opportunity to testify in strong support of SB 2928, SD1, HD1.

Respectfully,

Kaloa Robinson

Statement of  
**Chris Bailey**  
Manager  
**Wahiawā Value-Added Product Development Center**  
before the  
**Senate Committee on Ways and Means**

Thursday, April 2, 2026  
2:00 PM  
State Capitol, Conference Room 308 & Videoconference

In strong support of  
**SB 2928, SD1, HD1**  
**RELATING TO PROCUREMENT**

Aloha Chair Todd, Vice Chair Takenouchi, and Members of the Committee:

Thank you for the opportunity to testify in strong support of SB 2928, SD1, HD1.

The Wahiawā Value-Added Product Development Center (WVAPDC) was established to expand Hawai'i's capacity to produce, process, and scale locally made food products. We work directly with farmers and small manufacturers to develop shelf-stable, compliant, and market-ready goods, many of which are well-suited for institutional purchasing.

From our vantage point, the State has already made meaningful investments in building local production capacity. SB 2928 is a complementary step that ensures those investments have a pathway translating into real economic participation through procurement.

Often, we see capable local producers reach a point where they are technically ready to supply larger buyers but are unable to access state and local government contracting opportunities due to structural barriers such as contract size, administrative complexity, or lack of visibility into procurement pipelines. As a result, public dollars continue to flow out of state, even when local options exist.

SB 2928 helps address this disconnect by strengthening the Small Business Procurement Program and creating more intentional pathways for qualified small businesses to participate in state contract opportunities. For WVAPDC clients, this has practical implications:

- Creates a clearer pathway from product development to institutional sales
- Encourages entrepreneurs to invest in compliance, capacity, and workforce
- Supports aggregation of local agricultural inputs into higher-value goods

From a fiscal perspective, this bill is not simply about expanding participation, it is about maximizing the return on existing state investments. When state and local government programs collaborate to support local businesses in securing contracts, more dollars recirculate within Hawai'i's economy, supporting jobs, tax revenue, and agricultural viability.

WVAPDC stands ready to be a partner in this effort. With alignment between small business support in procurement policy and production infrastructure, Hawai'i can build a more

resilient, self-sustaining food system while supporting the growth of its small business community.

For these reasons, we respectfully urge the Committee to pass SB 2928, SD1, HD1.

Mahalo for your consideration.

Respectfully,

A handwritten signature in black ink, appearing to read "Chris Bailey", with a long horizontal stroke extending to the right.

Chris Bailey  
Manager

Wahiawā Value-Added Product Development Center

**TESTIMONY IN SUPPORT OF SB 2928, SD1, HD1**

Relating to Procurement

House Committee on Finance

Thursday, April 2, 2026, 2:00PM

Aloha e Chair Todd, Vice Chair Takenouchi, and Members of the Committee,

My name is Kamalani Keao, and I am the owner of Legacy Visuals LLC, a small women- and Native Hawaiian-owned business based on O‘ahu. I am writing in strong support of SB 2928.

Legacy Visuals provides photography services for organizations and nonprofits, as well as social media and content management support. As a new small business owner, accessing government contracting opportunities can feel overwhelming. Like many entrepreneurs, I have had to learn how to navigate how to find opportunities and the procurement process while also running the day-to-day operations of my business.

Through the City & County of Honolulu’s Office of Economic Revitalization (OER) Idea2Biz cohort and the support of the State Procurement Small Business Program, I have received guidance on how to position my business for government opportunities. The collaboration between agencies and programs has made a meaningful difference. I have been connected to potential opportunities through the small business procurement program and have gained a better understanding of how to compete for state contracts.

The outreach, registration assistance, and coordinated support I have received demonstrate that these programs are working to broaden participation and create pathways for small, locally owned businesses like mine. SB 2928 would continue to strengthen these efforts and ensure that small businesses, including women-owned and Native Hawaiian-owned companies, have fair access to opportunities within state government.

When the State invests in programs that support local entrepreneurs, it keeps dollars circulating in our communities and builds long-term economic resilience.

I respectfully urge you to pass SB 2928, SD1, HD1.

Mahalo nui for the opportunity to testify.

Sincerely,

Kamalani Keao

Owner, Legacy Visuals LLC

**SB-2928-HD-1**

Submitted on: 4/1/2026 12:18:52 PM

Testimony for FIN on 4/2/2026 2:00:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Testify</b>
Derek Turbin	Individual	Support	Written Testimony Only

Comments:

Strong support.