



STATE OF HAWAII | KA MOKU'ĀINA O HAWAII'
STATE PROCUREMENT OFFICE

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TESTIMONY
OF
BONNIE KAHAKUI, ADMINISTRATOR
STATE PROCUREMENT OFFICE

TO THE HOUSE COMMITTEE
ON
ECONOMIC DEVELOPMENT & TECHNOLOGY
MARCH 20, 2026, 9:30 AM

SENATE BILL 2928, SD1
RELATING TO PROCUREMENT

Chair Ilagan, Vice Hussey, and members of the committee, thank you for the opportunity to submit testimony on Senate Bill 2928, SD1. 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 for the program and position from FY2028 and beyond.

Hawaii's small businesses are a critical driver of the State's economy, yet historically they have faced structural barriers to participating effectively in public procurement. While prior legislative efforts sought to address this issue, many of those initiatives were temporary, under-resourced, or lacked the staffing and data necessary for effective implementation. As a result, earlier programs did not achieve sustained improvements in small business participation in state contracting.

Act 168, Session Laws of Hawaii 2022, marked a significant turning point by establishing a five-year small business assistance initiative within the SPO. Since its implementation and hiring of the Small Business Procurement Coordinator in 2025, the initiative has delivered the following:

1. Established and expanded a statewide small business database to track participation, including:
 - Increasing the small business vendor registration by 48%.
 - Tracking small business awards data: \$6.3M in contract dollars awarded to registered small businesses in FY2025, and \$3.4M in FY2026 to date.
2. Developed a centralized small business resource website with a monthly newsletter.
3. Conducted statewide surveys of small businesses and procurement personnel, which revealed:
 - A strong desire from both small businesses and procurement staff to address the complexity, ambiguity, and information gaps preventing success in state contracting; and

- A need to reduce barriers through education and simplification of the procurement process.
- 4. Participated in 16 outreach events, collaborating with other state and county agencies, and small business programs in other states.
- 5. Developed draft administrative rules to support Hawai'i Revised Statutes (HRS) chapter 103D Part IX, Assistance to Small Businesses.

These efforts have improved both vendor readiness and procurement staff awareness and generated the data necessary to inform policy development and administrative rulemaking. Senate Bill 2928 builds upon this progress by transitioning the temporary initiative into a permanent program to support small businesses in state procurement. Permanently establishing the Small Business Procurement Program ensures continuity, preserves institutional knowledge, and allows the state to fully realize the benefits of its initial investment under Act 168, SLH 2022. Without this measure, Hawai'i risks losing momentum, data infrastructure, and the capacity to address long-standing participation gaps in a meaningful and sustainable way.

Impacts and Implementation Considerations

This bill formalizes existing operations rather than creating a new or duplicative program. By placing the Small Business Procurement Program within Part IX of Chapter 103D, HRS, the measure provides clear statutory authority for ongoing data collection, outreach, policy development, and coordination with state agencies.

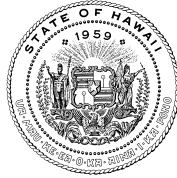
The fiscal impact is limited and clearly defined. The bill requests the continued annual appropriation from FY28 and onwards for one permanent full-time equivalent (1.0 FTE) Small Business Procurement Coordinator position within the SPO, as noted in the Committee on Government Operations report. This position is already functionally in place under the current initiative, and funds have been appropriated through FY27.

In the long term, the program is expected to continue increasing small business participation in state contracts, improving competition, strengthening local supply chains, and ensuring that public procurement dollars circulate within Hawai'i's economy. Any ongoing costs associated with the program are modest when weighed against these economic and operational benefits.

This bill strengthens oversight, accountability, and transparency by requiring data-driven reporting and program evaluation and enables the development of effective administrative rules grounded in data. This measure also advances the Legislature's long-standing intent to assist small businesses, including veteran-owned, Native Hawaiian-owned, and women-owned businesses, by providing tools, guidance, and fair access to state procurement opportunities.

Thank you for the opportunity to submit testimony on this important initiative.

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 ECONOMIC DEVELOPMENT & TECHNOLOGY

MARCH 20, 2026, 9:30 A.M.
CONFERENCE ROOM 423 AND VIA VIDEOCONFERENCE, STATE CAPITOL

S.B. 2928, S.D.1

RELATING TO PROCUREMENT

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

The Department of Accounting and General Services (DAGS) strongly **supports** S.B. 2928, S.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 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.

WAHIAWĀ VALUE-ADDED PRODUCT DEVELOPMENT CENTER

Statement of
Chris Bailey
Manager

Wahiawā Value-Added Product Development Center

before the
House Committee on Economic Development & Technology

Friday, March 20, 2026
9:30 AM

State Capitol, Conference Room 423 & Videoconference

In strong support of
SB 2928, SD1
RELATING TO PROCUREMENT

Aloha Chair Ilagan, Vice Chair Hussey, and Members of the Committee:

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

The Wahiawā Value-Added Product Development Center (WVAPDC) was established to strengthen Hawai'i's agricultural economy by helping farmers and food entrepreneurs transform raw commodities into market-ready, value-added products. SB 2928 represents an important step toward aligning state procurement policy with that mission. Every year, the State spends substantial public funds on food and food-related products for schools, correctional facilities, healthcare institutions, and other agencies. At the same time, we work with farmers and small manufacturers who are eager to scale production, meet institutional standards, and supply those very markets, but face structural barriers to entry.

The missing link is access. At WVAPDC, we provide certified commercial processing space, technical assistance, food safety compliance support, and product development services. We help entrepreneurs meet regulatory standards and scale their recipes to commercial volumes. What many of these businesses need next is a clear, accessible pathway into state contracting opportunities.

SB 2928 strengthens Hawai'i's small business procurement framework in ways that can create that pathway. By expanding participation and improving alignment between small business development and state purchasing, this measure supports:

- Increased competition and vendor diversity
- Growth of locally owned agricultural and food manufacturing businesses

- Stronger supply chain resilience
- Reduced dependence on imported food products

Importantly, this bill has implications beyond procurement mechanics. It directly supports economic diversification and food security.

When small, local producers are able to secure stable institutional contracts, they can invest in equipment, hire employees, expand production, and purchase more raw product from Hawai'i farmers. This creates multiplier effects throughout the agricultural sector. It also provides greater predictability for both producers and public agencies.

Facilities like WVAPDC are designed to prepare businesses to meet institutional standards. SB 2928 helps ensure that once they are ready, there is a viable opportunity to compete.

As a state, we have already invested in infrastructure to grow local food manufacturing capacity. Aligning procurement practices with that investment maximizes its return. SB 2928 moves Hawai'i toward a more intentional system—one where economic development, agriculture, and procurement policy work in concert rather than in isolation.

For these reasons, the Wahiawā Value-Added Product Development Center respectfully urges the Committee to pass SB 2928, SD1.

Mahalo for your consideration.

Respectfully,

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

Chris Bailey
Manager
Wahiawā Value-Added Product Development Center



**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

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Statement of
Dennis T. Ling
Administrator

Business Development & Support Division
Department of Business, Economic Development, and Tourism
before the
**HOUSE COMMITTEE ON
ECONOMIC DEVELOPMENT & TECHNOLOGY**

Friday, March 20, 2026
9:30 AM
State Capitol, Conference Room 423

In consideration of
SB2928, SD1
RELATING TO PROCUREMENT.

Chair Ilagan, Vice Chair Hussey and members of the Committee. The Business Development & Support Division (BDSD) of the Department of Business, Economic Development and Tourism supports **SB2928, SD1** 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.



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

IN SUPPORT OF SB 2928 SD1 – RELATING TO PROCUREMENT

Committee on Economic Development & Technology
Rep. Greggor Ilagan, Chair
Rep. Ikaika Hussey, Vice Chair

Friday, March 13, 2026
10:00 a.m.
Conference Room 423 & Videoconference

Aloha Chair Ilagan, Vice Chair Hussey, 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.

RMH supports SB 2928 SD1, 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 and urges the Committee to pass this measure.**

Thank you for the opportunity to testify.



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

Friday, March 20, 2026
9:30 AM
State Capitol, Conference Room 423 & Videoconference

In strong support of
SB 2928, SD1
RELATING TO PROCUREMENT

Aloha Chair Ilagan, Vice Chair Hussey, 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, which permanently establishes the Small Business Procurement Program and Small Business Procurement Coordinator position within the State Procurement Office. I also testified in support of its companion bill, House Bill 1772.

Through my work with Native Hawaiian entrepreneurs and family-owned businesses, I have seen firsthand both the talent that exists in our communities and the systemic barriers that have limited their access to government contracting opportunities. Many of these businesses have the skills, capacity, and desire to work with the State, yet they are often excluded simply because they lack access to information, guidance, and institutional support.

For too long, state procurement has been difficult to navigate for small, locally owned businesses. Complex rules, unfamiliar processes, limited outreach, and inconsistent assistance have made it challenging for many entrepreneurs to even know where to begin. As a result, too many capable Native Hawaiian-owned businesses have been left out of opportunities that could help them grow, hire locally, and reinvest in their communities.

The Small Business Procurement Program will help to change this reality. For the first time, many Native Hawaiian-owned businesses will have access to centralized resources, training workshops, direct outreach, and personalized guidance on how to compete for state contracts. The creation of a statewide database, educational materials, and a dedicated coordinator has made the state procurement system more transparent and more accessible. These efforts have and will continue to help demystify the process and build confidence among business owners who previously felt excluded.



However, this progress is fragile. Because the current initiative is temporary, many business owners remain uncertain about whether this support will continue. Without permanence, relationships are disrupted, institutional knowledge is lost, and trust within the community is weakened. SB2928 addresses this concern by making the program permanent and ensuring that the State's commitment to small businesses—especially those owned by Native Hawaiians—is not subject to expiration. This program is especially critical now, as uncertainty surrounding federal small business programs has created additional challenges for local entrepreneurs seeking stable and reliable opportunities.

Continuity matters. Building capacity within Native Hawaiian-owned businesses does not happen overnight. It requires consistent outreach, long-term mentoring, reliable data collection, and sustained engagement. This bill recognizes that reality. By permanently establishing the Small Business Procurement Program, the Legislature affirms that supporting small businesses, especially Native Hawaiian entrepreneurs, is not a short-term project, but a long-term investment in Hawai'i's future.

When Native Hawaiian-owned businesses can access state and local contracts, the benefits extend far beyond individual companies. These businesses hire locally, support 'ohana, preserve cultural values, and strengthen the economic resilience of our islands. I've experienced through my work that government contracting can be a powerful tool for economic self-determination, but only if access is fair and meaningful.

SB2928 moves Hawai'i closer to that goal. This measure ensures that the data, relationships, and systems built under Act 168 will not be lost. It provides accountability through reporting and oversight. It institutionalizes outreach and advocacy within the procurement system. Most importantly, it sends a clear message to local and Native Hawaiian small businesses that the State is committed to their success.

For these reasons, I strongly urge the committee to pass SB 2928, SD1.

Mahalo nui for the opportunity to testify in strong support of this important measure.

Respectfully submitted,

Derek J. Sakaguchi
Chairman & President

TESTIMONY IN STRONG SUPPORT OF SB2928, SD1

Relating to Procurement

House Committee on Economic Development & Technology

Friday, March 20, 2026, 9:30AM

Aloha Chair Ilagan, Vice Chair Hussey, and Members of the Committee,

My name is Lance Roylo, and I am a small business owner here in Hawai'i. I own and operate Hello Momentum, a marketing and consulting company. I am submitting this testimony in strong support of SB2928, SD1.

Like many small business owners, I started with limited resources, a lot of determination, and a deep commitment to serving my community. Running a business means constantly balancing payroll, overhead, marketing, and client delivery. Every decision matters, and every opportunity can make the difference between surviving and thriving.

Several years ago, during the COVID-19 pandemic, Hello Momentum was awarded a state contract. That opportunity changed everything.

That contract provided consistent revenue, stability, and credibility at a time when private-sector work had largely dried up. It allowed me to keep my business running, retain talent, and continue serving clients when many other small firms were closing their doors. It gave me the foundation I needed to build something lasting.

Accessing that opportunity was not easy. Learning how to register, bid, comply with requirements, and compete against much larger firms was overwhelming. Without guidance and support, many small business owners simply give up before they even submit a proposal. I was fortunate to find help along the way, but many others are not.

That is why the Small Business Procurement Program through SB2928 is so important. This program helps entrepreneurs understand the system, respond competitively to solicitations, and build confidence. It gives small businesses a fair chance to participate instead of being shut out by complexity. It creates pathways for local talent to grow through state contracting.

I see this impact not only in my own experience, but in the stories of other business owners I meet through my professional networks. Many of them have the skills and passion to serve the State, but they lack access to information and technical support. This program bridges that gap.

Making this initiative permanent matters. Small businesses need stability. We plan years ahead; we invest cautiously; we grow slowly and responsibly. When support programs come and go, it becomes harder to rely on them as part of our development strategy. SB2928 ensures that the progress made under the initiative is not lost and that future entrepreneurs will have the same opportunities I was fortunate to find.

When local businesses succeed, our communities succeed. We hire neighbors. We support local suppliers. We keep money circulating here in Hawai'i. State contracts are not just transactions—they are investments in local families and local futures. SB2928 strengthens that investment.

As someone whose business was sustained and strengthened by a state contract during one of the most challenging economic periods in recent memory, I can say with confidence that this program is critical. It creates real opportunities with real outcomes.

For these reasons, I stand in strong support of SB2928, SD1. Mahalo for the opportunity to testify.

Warmly,

Lance Roylo

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

TESTIMONY IN SUPPORT OF SB2928, SD1

Relating to Procurement
House Committee on Economic Development & Technology
Friday, March 20, 2026, 9:30AM

Aloha e Chair Ilagan, Vice Chair Hussey, 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 SB2928.

Legacy Visuals provides photography services for organizations and nonprofits, as well as social media and content management support. As a 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, technical 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. SB2928 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 SB2928, SD1.

Mahalo nui for the opportunity to testify.

Sincerely,

Kamalani Keao
Owner, Legacy Visuals LLC

March 20, 2026

House Committee on Economic Development and Technology
Representative Greggor Ilagan, Chair
Representative Ikaika Hussey, Vice Chair

Friday, March 20, 2026, 9:30 a.m.
Conference Room #423 and via video conference



RE: SB 2928 SD1 Relating to Procurement

Dear Chair Ilagan, Vice Chair Hussey, 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**, 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, effective January 1, 2025, 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** and respectfully urges the Committee to **pass SB 2928 SD1**.

Thank you for the opportunity to provide testimony.

Respectfully,

Kiran Polk
Executive Director & CEO

Testimony to the House Committee on Economic Development & Technology (ECD)

**Representative Greggor Ilagan, Chair
Representative Ikaika Hussey, Vice Chair**

**Friday, March 20, 2026, at 9:30AM
Conference Room 423 & Videoconference**

RE: SB2928 SD1 Relating to Procurement

Aloha e Chair Ilagan, Vice Chair Hussey, 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 (SB2928 SD1), which establishes the Small Business Procurement Program and Small Business Procurement Coordinator position permanently in the State Procurement Office.

SB2928 SD1 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. Thank you for the opportunity to testify.



MAUI

CHAMBER OF COMMERCE

VOICE OF BUSINESS

**HEARING BEFORE THE HOUSE COMMITTEE ON
ECONOMIC DEVELOPMENT & TECHNOLOGY
HAWAII STATE CAPITOL, HOUSE CONFERENCE ROOM 423
FRIDAY, MARCH 20, 2026 AT 9:30 A.M.**

To The Honorable Representative Greggor Ilagan, Chair
The Honorable Representative Ikaika Hussey, Vice Chair
Members of the Committee on Economic Development & Technology

SUPPORT SB2928 SD1 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.

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.



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

March 20, 2026

HEARING BEFORE THE
HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY

TESTIMONY ON SB 2928, SD1
RELATING TO PROCUREMENT

Conference Room 423 & Videoconference
9:30 AM

Aloha Chair Ilagan, Vice-Chair Hussey, 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, 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 on SB2928 SD1 RELATING TO PROCUREMENT.

DATE: 03/20/2026, 9:30AM

ROOM: 423

COMMITTEE: ECD

Dear chair, vice chair, 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



Testimony of
Pacific Resource Partnership

Hawai'i State House Committee on Economic Development & Technology (ECD)
Friday, March 20, 2026

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

Aloha Chair Ilagan, Vice Chair Hussey, and esteemed members of the committee.

Pacific Resource Partnership (PRP) is a collaborative partnership between the Hawai'i Regional Council of Carpenters, which represents more than 6,000 union carpenters and apprentices across the islands, in addition to over 250 signatory contractors. We collectively represent a major segment of the state's construction workforce and business community.

PRP enthusiastically supports SB2928 SD1. This important legislation permanently establishes the Small Business Procurement Program along with a dedicated Small Business Procurement Coordinator position within the State Procurement Office (SPO). It also repeals the temporary Small Business Assistance Initiative created under Act 168, Session Laws of Hawai'i 2022. Hawai'i's small businesses serve as the foundation of our local economy. They drive innovation, create jobs, and enhance community resilience.

Within the construction industry, this is particularly relevant. Many of our journey-level carpenters leverage the skills and experience gained in our union programs to start their own contracting companies. Many of our signatory contractors also qualify as small businesses, having grown from humble beginnings through dedication and opportunity. These small business entrepreneurs often struggle with barriers to public procurement opportunities. These include complex registration requirements, certification processes, and competing against larger firms in the bidding system.

Making the Small Business Procurement Program permanent will preserve and build upon the successes of the temporary initiative. That program has already shown results through expanded vendor databases, targeted support resources, and effective outreach, which have increased small business participation in




state contracts and resulted in millions of dollars in awards. The establishment of a permanent Small Business Procurement Coordinator represents a smart, modest investment. This role will provide ongoing coordination, practical guidance, data tracking, training, and streamlined processes to help small businesses navigate and succeed in state contracting.

For PRP's members and the wider construction sector, this measure promotes fairer access to opportunities. It helps strengthen local supply chains, keeps public funds circulating in Hawai'i, and supports economic diversification. Small contractors are essential for projects in infrastructure, housing, and other critical areas. PRP strongly urges the Committee to pass SB2928 SD1.

Mahalo for the opportunity to testify in strong support of this measure.

Andrew Pereira



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SB-2928-SD-1

Submitted on: 3/18/2026 7:06:50 PM

Testimony for ECD on 3/20/2026 9:30:00 AM

Submitted By	Organization	Testifier Position	Testify
Derek Turbin	Individual	Support	Written Testimony Only

Comments:

Strong support.

SB-2928-SD-1

Submitted on: 3/19/2026 9:17:03 AM

Testimony for ECD on 3/20/2026 9:30:00 AM

Submitted By	Organization	Testifier Position	Testify
Kaloa Robinson	Individual	Support	Written Testimony Only

Comments:

TESTIMONY IN STRONG SUPPORT OF SB2928, SD1

Relating to Procurement

House Committee on Economic Development & Technology

Friday, March 20, 2026 9:30AM

Conference Room 423 & Videoconference

Aloha Chair Ilagan, Vice Chair Hussey, and Members of the Committee:

My name is Kaloa Robinson, and I am submitting this testimony in strong support of SB2928, 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.

SB2928 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 SB2928, SD1.

Respectfully,

Kaloa Robinson