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**ARMY CORPS OF ENGINEERS AND SMALL BUSINESS ADMINISTRATION
HOST SECOND "DOING BUSINESS WITH THE ARMY" SEMINAR**

**Story by Bob McElroy, Pohakuloa Training Area, Public Affairs Officer
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(KAILUA-KONA, Hawaii – May 17, 2005 - NR-11-05) - Small businesses owners here had another opportunity to learn how to do business with the Army May 3, 2005 when the Honolulu District Army Corps of Engineers and the Hawaii Small Business Development Center Network held its second "Doing Business with the Army" seminar on the Big Island.

The first seminar took place in September 2004 at the University of Hawaii-Hilo campus for East Hawaii small businesses. About 60 people attended that seminar.

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2-2-2 KONA SB SEMINAR

Approximately 35 people attended the Kailua-Kona seminar and represented a diverse array of small businesses: everything from bomb-disposal to helicopter tours, contractors and builders.

The idea for both seminars came from a suggestion Pohakuloa Training Area commander Lt. Col. Fred Clarke received at a land use meeting last year. Clarke discussed the idea with the Corps and the seminars were born.

As he had in Hilo, Clarke opened the Kailua-Kona seminar by encouraging the participants to take advantage of the knowledge and information the subject matter experts on hand could provide them and turn it into business opportunities.

Monica Kaji, the Corps Honolulu District's Deputy for Small Business, followed Clarke and outlined the procedures small businesses to follow should they want to bid for and win contracts with the Army.

Kaji stressed the importance of registering online with the Central Contractor Registration; without it a small business cannot get federal awards she said.

Newton Yuen, Associate Director of the Army Contracting Agency, Pacific Region, followed Kaji.

Yuen said that small business awards from Hawaii totaled \$138 million in Fiscal Year 2004, proof of the Army's commitment to small businesses.

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3-3-3 KONA SB SEMINAR

Yuen said that there are a number of goods and services the Army can purchase from subcontractors: custodial refuse collection, grounds maintenance, equipment maintenance, food service, laundry service, Soldier Leader Development Program and Language Immersion Training.

The Army also buys supplies and enlists subcontractors to perform Minor Construction—repairs, alterations and demolition—as well as Open-Ended Construction—roofing, painting, paving, sidewalks and flooring, Yuen added.

Yuen said that the Army does not purchase Military Construction or Architect and Engineering Services--they are performed by the Corps of Engineers—Commissary and Post Exchange stocked items or Non-Appropriated Fund requirements.

In closing, Yuen emphasized that he's always looking for businesses owned by Native Hawaiians, Service-Disabled Veterans and businesses located in Historically Underutilized Business Zones.

Next up was Michael Youth of the Small Business Administration who explained the SBA programs open to subcontractors, especially businesses owned by Native Hawaiians, Service Disabled Veterans and the socially-disadvantaged.

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4-4-4 KONA SB SEMINAR

Youth explained that the latter category includes individuals who are presumed to have been socially disadvantaged and subject to racial or ethnic prejudice or cultural bias. This group includes: Black American, Asian Pacific American, Subcontinent Asian American, Hispanic American and Native American (includes Native Hawaiians).

The SBA also provides opportunities for economically disadvantaged small businesses to compete for and win federal contracts, Youth said. This group includes individuals whose ability to compete in free enterprise is impaired by diminished capital and credit.

To be considered an economically-disadvantaged business or individual, the net worth cannot exceed \$250,000 at the time of application.

Mary Spencer, also of the SBA, spoke next and reiterated Kaji's admonition that subcontractors must register online with the Central Contract Registry in order to compete for federal contracts.

Small businesses desiring to work with the Army should know the marketplace they planned to enter, she stressed. They should be competitive, persistent and patient in their pursuit of federal contracts. Finally, she said, they should be Internet savvy and know the government contracting and small business websites.

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5-5-5 KONA SB SEMINAR

Clarke wrapped up the morning seminar with an outline of the mission of PTA as well as the latest information on how Transformation will affect PTA and the Big Island, especially the business opportunities it could provide for local subcontractors.

The morning seminar transitioned into a subcontractor's fair with representatives present from six businesses currently doing business with the Army. One of the six, Kiewit Pacific, has been the prime contractor for the new Saddle Road on the Big Island.

Another contractor, Nan, Inc. of Honolulu, has been the contractor responsible for the renovation of Quad C and F on Schofield Barracks; those projects cost \$56.2 million and \$48.4 million respectively. Nan, Inc is also renovating Quad C at Schofield Barracks. According to a company brochure, the Quad C renovation should be completed by June 2006 and is projected to cost \$56.2 million.

Jocelyn Peralta, Nan's office manager, said that approximately 50 percent of the firm's site work is performed by subcontractors. They especially look for subcontractors to perform electrical and plumbing work, Peralta said.

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