

3rd Annual NAVFAC HI Govt. Procurement Industry Forum

Date: Tuesday, July 29, 2025

Time: 8:00 AM – 12:30 PM (doors open 7:15 AM)

Location: Oahu Veterans Center, 1298 Kukila St., Honolulu, HI 96818

Event Facilitator: Tony Anderson, Office of Small Business Programs (OSBP)

SCHEDULE OF EVENTS

8:00 – 8:05 AM	OSBP, Opening Remarks
8:05 – 8:25 AM	Commanding Officer, NAVFAC, HI
8:25 – 8:50 AM	Command Information Officer
8:50 – 9:15 AM	Environmental
9:15 – 9:40 AM	Public Works
9:40 – 10:00 AM	Small Business Administration
10 MINUTE BREAK	
10:10 – 10:35 AM	Apex Accelerators (Formerly PTAC)
10:35 – 11:00 AM	Small Business Development Center
11:00 – 11:25 AM	Planning, Design, and Construction
11:25 – 11:50 AM	Contracting
11:50 AM – 12:25 PM	Operations
12:25 – 12:30 PM	OSBP, Closing Remarks



NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM COMMAND OVERVIEW

CAPT James Sullivan, CEC, USN
Commanding Officer
JULY 29, 2025

Topics

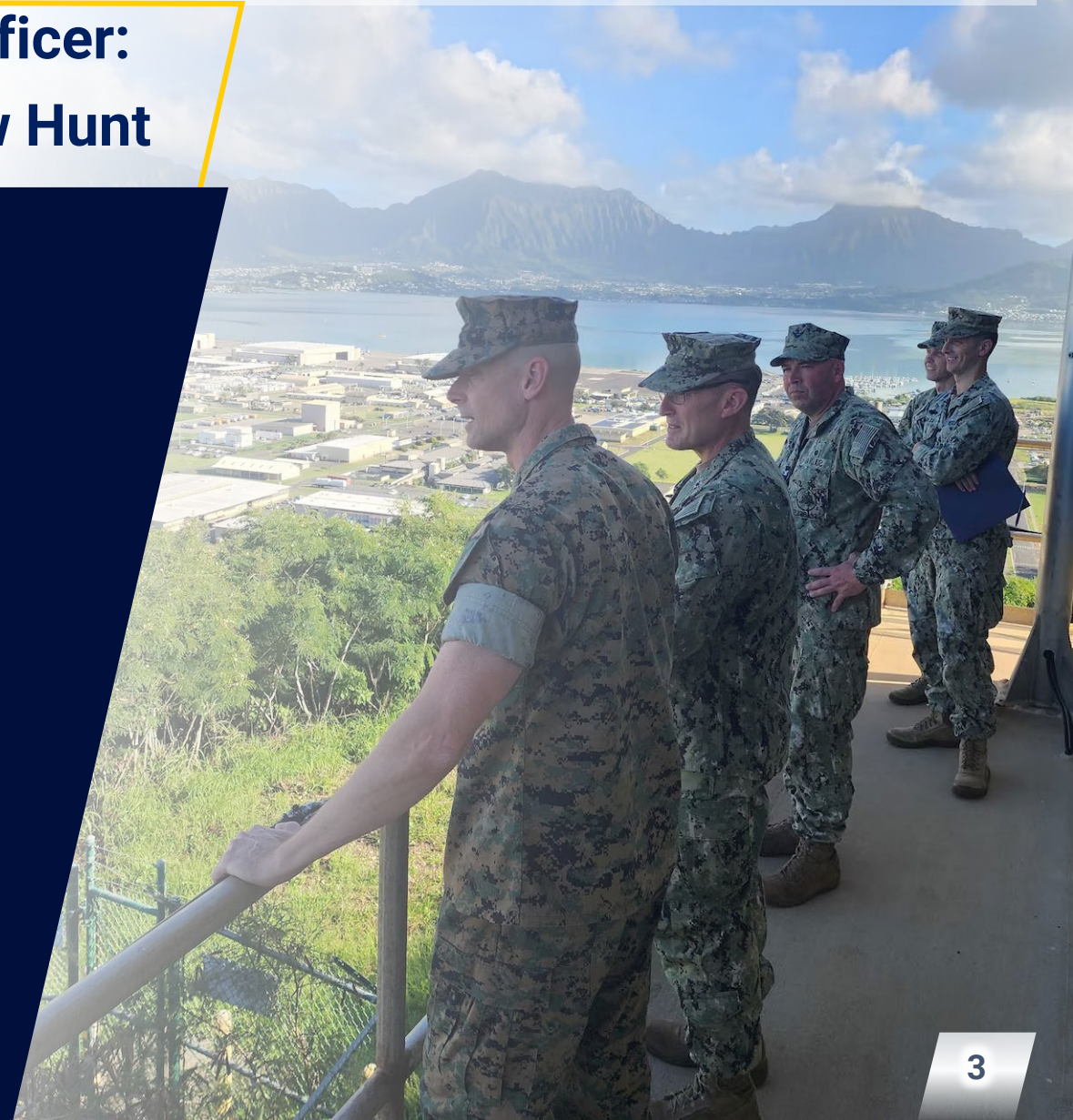
- NAVFAC, Hawaii Mission Statement
- Area of Operations
- Current NAVFAC Directorates/Divisions
- NAVFAC, Hawaii FY24 Top 10 High-Volume Obligations
- Industry Importance
- How Can Industry Get More Involved?

NAVFAC Hawaii: Mission Statement

Commanding Officer:
CAPT James R. Sullivan

Executive Officer:
CAPT Andrew Hunt

NAVFAC Hawaii's mission is to plan, build, and maintain quality, sustainable facilities through contracting, engineering, environmental, planning, public works, real estate, and utilities services to supported commands and other federal agency customers in the state of Hawaii.



NAVFAC Hawaii Area Of Operations

Kauai Island:
Pacific Missile Range
Facility

Island of Oahu:

- Joint Base Pearl Harbor Hickam
- Marine Corp Base Hawaii

Wake Island

Honolulu
Kailua-Kona
Hilo

Island of Hawaii

**Middle
Pacific**

Marshall Islands

Kolonia

Solomon
Islands

Samoa
American Samoa

Fiji

French
Polynesia

Legend:



Primary Area of Operations



Supported Area of Operations

NAVFAC Hawaii Primary Area Of Operations

Kokee Air
Force Station

Pacific Missile
Range Facility

Naval Computer &
Telecommunications Area
Master Station, Pacific

Naval
Magazine
Lualualei

Marine Corp
Base Hawaii

Joint Base Pearl
Harbor Hickam

NAVFAC Hawaii: Directorates/Divisions

Planning, Design and Construction

- Land & installation planning
- Facilities Integrated logistics support
- Construction services
- Architect & engineering services
- Design in-house
- Specialized technical services
- Ocean engineering

Public Works

- Facilities planning
- Encroachment management
- Facility sustainment
- Utility & energy management
- Base operation and maintenance
- Facility services

Environmental

- Environmental planning/NEPA
- Environmental compliance & conservation
- Environmental restoration
- Sustainable solid waste management

Real Estate

- Misc. real estate services
- Real property acquisition, management & disposal

Expeditionary

- Civil engineering support equipment
 - Logistical-over-the-shore systems
- Construction equipment and training
- Expeditionary IT systems

NAVFAC HAWAII FY24 HIGH-VOLUME OBLIGATIONS

NAVFAC HAWAII FY24 TOP 10 NAICS		
6 Digit NAICS Code	NAICS Description	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$401,226,506.02
237120	OIL AND GAS PIPELINE AND RELATED STRUCTURES CONSTRUCTION	\$120,911,119.00
541330	ENGINEERING SERVICES	\$104,465,467.45
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$40,476,675.57
561720	JANITORIAL SERVICES	\$14,149,060.38
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$12,324,682.21
561730	LANDSCAPING SERVICES	\$9,760,466.03
561612	SECURITY GUARDS AND PATROL SERVICES	\$9,285,982.25
562111	SOLID WASTE COLLECTION	\$6,681,801.25
561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)	\$4,368,773.20

Data from SAM.GOV 07/17/2025

CUI

Industry Importance

Industry Partners are essential to mission success

“The first half of 1942 is crucial,” Knudsen told a gathering of the most powerful Motor City executives. “Gentlemen, we must out-build Hitler.” As a result, industry turned the war around.

- **Key recommendations**

- Plan around supply challenges
- Reduce and eliminate mistakes
- Bid on EVERY job as applicable
 - Competition spurs innovation
 - Get personnel cleared to work on base; ahead of time
 - Have a trained work force
 - Know the challenges of doing business in Hawaii
 - Brag about your Hawaii, DoD success stories



How Can Industry Get More Involved?

Attend Outreach Events (Industry Days/Forums)

- **Benefits to the government**
 - Direct Contractor provided feedback on various issues
 - Identify challenges and proposed mitigations
 - Assists with identifying new industry partners
- **Benefits to the Contractor**
 - Receive valuable, direct feedback
 - Prompts Government responses to questions
 - Helps emphasize the Navy's priorities
 - Enhances visibility for your organization; increases maximum practical opportunities

Respond to Market Research published through SAM.GOV

- Used to solicit contractor feedback and interest prior to project solicitation
- Allows industry partners to create teams, review projects, and submit questions
- Assists government officials with determining final acquisition strategy (Ex. small business set-asides)

Network with other industry partners for potential opportunities!

A black and white photograph of an industrial facility, likely a power plant or refinery. The image shows a complex network of large pipes, valves, and machinery. In the foreground, several large pipes run diagonally across the frame. In the background, there are more pipes, a staircase, and various industrial equipment. A semi-transparent white rectangle is overlaid in the center of the image, containing the word "Questions?".

Questions?

Recommendations for Implementing Cybersecurity on Facility-Related Control Systems

Joshua Nelson, NAVFAC HI CIO

July 29, 2025

Disclaimer



DISCLAIMER: Although the subject matter of the following presentation deals with an ongoing or announced program by the Department of Defense, the views presented here are those of the speaker and DO NOT necessarily represent the views of the Department of the Navy, DoD or its components.

Reference: 5 CFR 3601.108

•CIO2 Cybersecurity (RMF) and CIO4 Facility-Related Control Systems Cybersecurity (CSPE)

- Work with Planning Division to determine estimated cybersecurity costs: Contractor and Government
 - Anticipate a reduction in contractor cybersecurity design and RMF support
- Work with Design and Construction PMs to capture cybersecurity requirements:
 - Connect to CSPE: Determine closest POP
 - Follow existing Public Works J&A
 - Determine/design cybersecurity strategy: 25 05 11, MFR or ATO
- Execute ISSM/ISSE roles/responsibilities during RMF
- Configure CSPE networking equipment and/or servers to connect the system.

Highlights



“Good cybersecurity design is best accomplished via good control system design” UFC 4-010-06

- **Do not try and save money on your FRCS design and components**
 - Do not purchase “off/grey” market equipment
 - Do not buy anything until your HW/SW and design has been approved
 - Equipment must be Trade Agreement Act (TAA Compliant)
- **RMF is IT-centric.**
 - Must articulate why a control can be or cannot be implemented and if not, how the risk can be mitigated. This requires a strong technical understanding of your control system hardware, software and operations
- **Read and follow the guide spec**
 - “The design specifications for control system cybersecurity developed in accordance with this UFC must derive from UFGS 25 05 11.”
 - UFGS 25 05 11 –coordinate with other disciplines

Recommendations for Success



- **Engage with the PM about cybersecurity early in the project!**
 - The PM is your POC and method to contact CIO
 - Provide Hardware/software list early for review. Include serial devices and firmware
 - Provide a bill of materials to PM
- **Know and label your deliverables**
 - Use the official templates
 - Understand the deliverable timelines
 - Ensure traceability from HW/SW to system diagram to actual install
- **Learn the language. The UFC and UFGS are “translations”**
 - National Standards and Technology (NIST) Special Publication (SP) 800-37 R2, *The Risk Management Framework*
 - NIST 800-82 R2, *Guide to Industrial Control Systems (ICS) Security*
 - NIST 800-53 R5, *Security and Privacy Controls for Federal Information Systems and Organizations*. 800-53A R5.1.1 & 800-53B
 - Committee of National Security Systems (CNSS) Policy 22
 - CNSSI No. 1253, *Security Categorization and Control Selection for National Security Systems*
- **Focus on technical controls. Know how your FRCS can be “hardened”**

Recommendations cont...



- **Know the mission. It will impact the CYBERSAFE grade. CYBERSAFE Systems require a full ATO!**
 - It will also determine the level of stringency for the cybersecurity controls that will be implemented.
- **Our systems are unique**
 - Do not “cut and paste” from what you have done before.
- **Cyber Workforce Requirements apply to contractors**
 - SECNAVINST 5239.25
 - DoD Instruction 8140.02
- **Security clearance requirements apply to contractors**
 - SECNAVINST 5510.30C
- **Find or develop your FRCS Cybersecurity experts:**
 - Know the control system
 - Know how to “harden” or secure it
 - Know how to communicate its cybersecurity posture to the government

A black and white photograph of an industrial facility, likely a water treatment plant. The image shows a complex network of large, light-colored pipes running horizontally and vertically across the frame. Various pieces of machinery, including large rectangular tanks or filter units, are visible. In the background, there are metal walkways and a staircase. The overall scene is one of a large-scale engineering project.

Questions?



NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM ENVIRONMENTAL DIVISION



Ms. Dayna Yoshizaki
Environmental Division Director
JULY 29, 2025

Topics

- Environmental Mission
- Types of Environmental Work
 - Compliance
 - Planning
 - Conservation
 - Restoration
- Emerging/Growing Areas

Environmental Mission

Our mission is to ensure that critical Navy and Air Force missions, operations, and training can continue uninterrupted by being in compliance with all Federal, State, and local environmental regulations

Types of Environmental Work

- **Environmental Compliance**

- Manage programs, permits, and regulatory requirements for compliance with Clean Air Act (CAA), Clean Water Act (CWA), Resource Conservation and Recovery Act (RCRA), Safe Drinking Water Act (SDWA), etc.

- **Environmental Planning**

- Preparation of Environmental Planning documents in compliance with National Environmental Policy Act (NEPA) for proposed Navy actions/projects. Assess potential environmental impacts based on implementation of best management practices

- **Environmental Conservation (Natural and Cultural Resources)**

- Consultations, surveys, conservation measures, and compensatory mitigation for the protection of endangered/threatened species and critical habitat (wetlands, coral reefs), historic preservation, and protection of archaeological resources

- **Environmental Restoration**

- Address historical releases of chemical contaminants and discarded munitions to the environment under the Comprehensive Environmental Response, Compensation and Liability Act (CERCLA)

- **Environmental Services**

- Hazardous waste disposal, laboratory analyses, industrial wastewater treatment, bilge and oily water treatment, bio-solids treatment, lead/asbestos sampling and remediation, spill response

Environmental Compliance and Services

Manage programs, permits, and regulatory requirements for compliance with Clean Air Act (CAA), Clean Water Act (CWA), Resource Conservation and Recovery Act (RCRA), Safe Drinking Water Act (SDWA), etc.

- **Typical Contracted Requirements**

- **Compliance sampling and laboratory analysis**
 - Drinking Water
 - Wastewater & Non-domestic Wastewater
 - Storm Water
- **Inspections**
 - Storm Water
 - Underground Injection Control Wells
 - Hazardous waste
- **Other**
 - RCRA Site Assessment
 - Lead Service Line Inventory
 - Hazardous Waste Disposal
 - Spill response



Environmental Planning

Preparation of Environmental Planning documents in compliance with National Environmental Policy Act (NEPA) for proposed Navy actions/projects. Assess potential environmental impacts based on implementation of best management practices

- **Typical Contracted Requirements**
 - Environmental Assessments
 - Environmental Impact Statements
 - Associated environmental studies and surveys
 - Navy projects include:
 - Shipyard Infrastructure Optimization Program
 - MILCON and non-MILCON
 - Real Estate Actions
 - Training

Environmental Conservation

Consultations, surveys, conservation measures, and compensatory mitigation for the protection of endangered/threatened species and critical habitat (wetlands, coral reefs), historic preservation, and protection of archaeological resources

- **Typical Contracted Requirements**

- **Natural Resources**

- Implementation of the Integrated Natural Resources Management Plan
 - Invasive species management and removal
 - Conservation measures
 - Wetland delineation and restoration
 - Predator control

- **Cultural Resources**

- Implementation of the Integrated Cultural Resources Management Plan
 - Archaeological surveys
 - Archaeological monitoring



Environmental Restoration

Address historical releases of chemical contaminants and discarded munitions to the environment under the Comprehensive Environmental Response, Compensation and Liability Act (CERCLA)

- **Types of Projects**

- Investigations – petroleum, chlorinated solvents, PCBs, PFAS, munitions constituents, radiological commodities
- Remediation – bioventing, soil vapor extraction, bioremediation, air sparging, excavation, bioreactor

- **PFAS**

- Sites at JBPHH, MCBH, and PMRF
- Remedial Investigations ongoing or planned
- Work planned and budgeted to FY30



Things to Keep In Mind

- Have a good understanding of:
 - Regulatory requirements
 - Regulatory agency expectations and priorities
 - 2nd and 3rd order effects to recommended courses of action
- Refrain from including “Controlled Unclassified Information (CUI)” in documents that may become available to the public
 - More information is not always better
- Look for ways to streamline processes and deliverables
 - Expectation to operate in parallel where possible instead of sequential
 - Administration looking to streamline and reduce costs
- Increased regulatory scrutiny and visibility to the public

Guiding Principle from DASN E&MR:

Environmental stewardship as a strategic asset for mission readiness

Questions?



NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM PUBLIC WORKS



Doug King
Public Works Directorate
JULY 29, 2025

Topics

- NAVFAC Hawaii Mission Statement
- Fact Sheet
- Supported Commands
- Facility Lifecycle Management
- Products and Services
- What is on our Plate
- What is New
- Upcoming Projects

Mission and What/Who is Public Works?

Mission

NAVFAC Hawaii's mission is to plan, build, and maintain quality, sustainable facilities through contracting, engineering, environmental, planning, public works, real estate, and utilities services to supported commands and other federal agency customers in the state of Hawaii.



The Public Works Departments keeps the Navy and Marine Corps facilities/infrastructure running smoothly and efficiently. Provides all support for installation infrastructure, facility management, utilities and energy management, base support vehicles and equipment, facility support contracts management, and facility services.

Fact Sheet

Footprint	
Plant Replacement Value	\$32B
Land Acreage	48,750
# of Installations	2
# of Buildings (Non FH)	2,959
# of Non-Bldg Structures	4,798
# of Runways	2
# of Hangars	14 (7 Active)
# of Piers/Wharves	70 (47 Active)
# of Small Arms Ranges	2
# Historical Structures	1,200+
Other: Passenger Terminal Throughput	350k+

Housing	
Family Housing Units (PPV)	6,957
BQ (Barracks)	
- Bldgs. 41	
- Beds 3,836	
NGIS (VQ)	
- Bldgs. 38	
- Spaces 890	

Supported Commands in Hawaii

Navy Region Hawaii

- \$32B Plant Replacement Value

Joint Base Pearl Harbor-Hickam

- \$30.6B Plant Replacement Value
- 29K acres
- 2,658 buildings
- 1 runway

Pearl Harbor Naval Shipyard / Intermediate Maintenance Facility

- 303 acres
- 133 buildings

Commander Naval Surface Group Middle Pacific

- 10 Homeported Surface Ships

Commander Submarine Forces Pacific

- 16 Homeported Submarines

Pacific Missile Range Facility

- \$1.4B Plant Replacement Value
- 19K acres
- 358 buildings

U.S. Indo Pacific Command HQ

- Senior U.S. military authority in the Pacific Command AOR; supported by four component commands: U.S. Pacific Fleet, U.S. Pacific Air Forces, U.S. Army Pacific, and U.S. Marine Forces, Pacific

Pacific Fleet HQ

Provides combat-ready naval forces through 12 subordinate commands

- Operates Maritime Operations Center
- Dual-hatted as PACOM Joint Force Maritime Component Commander

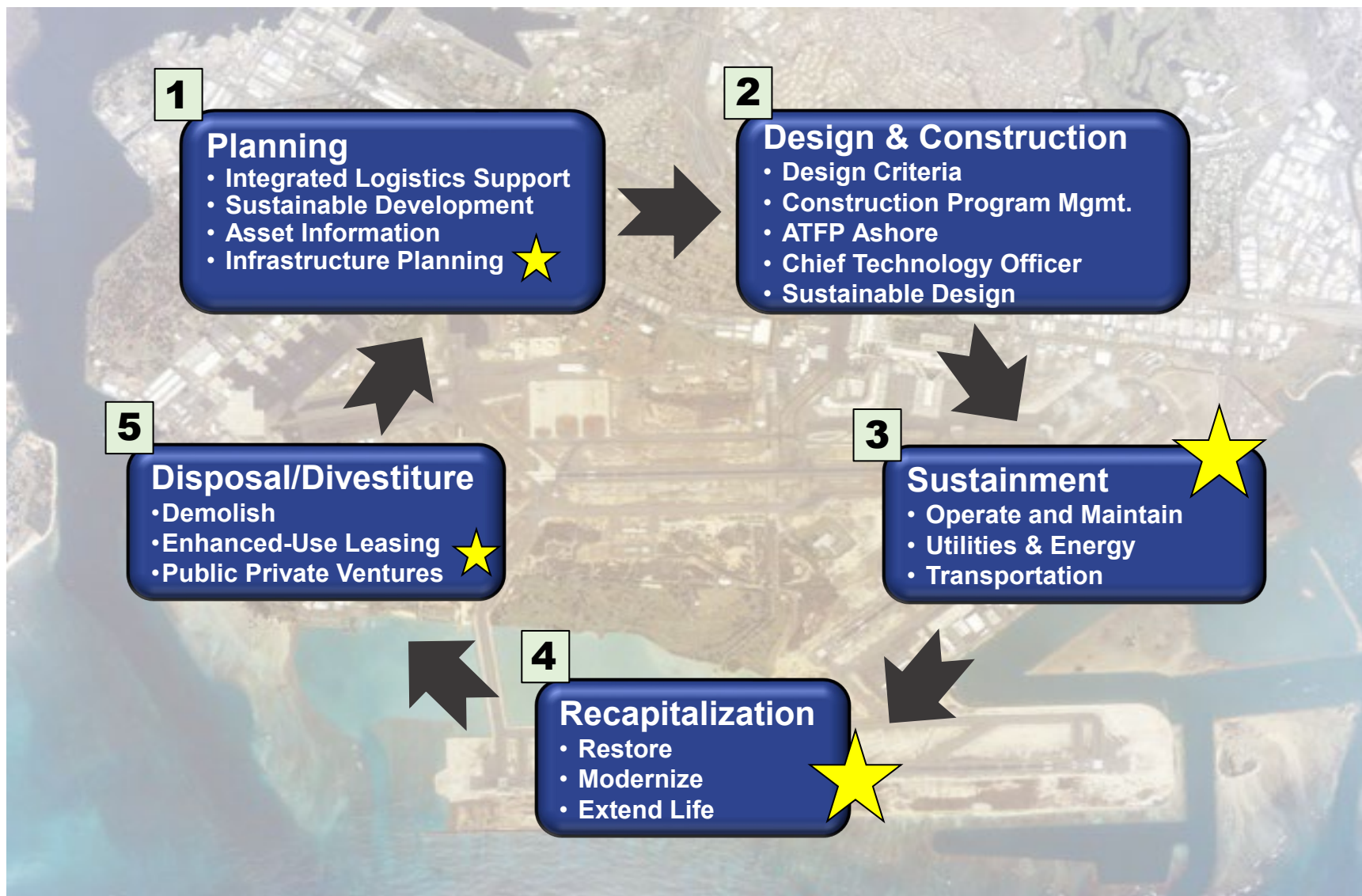
15th Wing & Pacific Air Forces HQ

- 45 Aircraft (AF & Guard)
- 2,485 family housing units

Marine Corps Base Hawaii (Home of MAG-24 & 3rd Marines)

- \$6B Plant Replacement Value
- 7 active Oahu locations
- 652 buildings
- 1,401 family housing units

Facility Lifecycle Management



Product and Service Delivery by Public Works

Public Works (PW)

Transportation (TRANS)

- Vehicle and Equipment Inventory Management
- Weight Handling Equipment/Crane Operations
- Heavy Mobile Equipment Operations
- Vehicle Maintenance
- Civil Engineering Support Equipment (CESE) Procurement
- GSA Rental Coordination
- Electric Vehicles



Public Works (PW)

Utilities Management

- Potable Water: Water Pumping Stations and Distribution Lines
- Electrical: Electric Substations and Overhead & Underground Distribution Lines
- Wastewater: Wastewater Treatment Plant, Lift Stations and Collection Lines
- Industrial: Steam (Portable Boilers), Salt Water, Demineralized Water, Low Pressure and High Pressure Compressed Air



Public Works

Facilities Sustainment

- **Maintenance**, repair, management and alteration of real property
- Minor construction for facilities, buildings and equipment
- Services can range from fire alarm and HVAC maintenance, to construction and renovation of office spaces



PW Facility Support Contracts

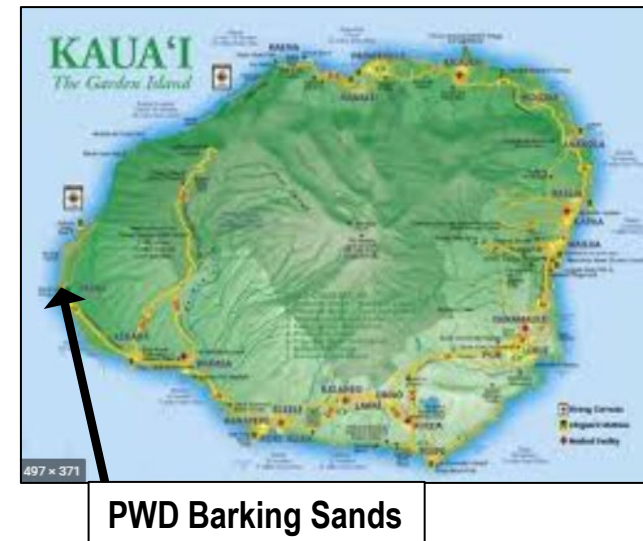
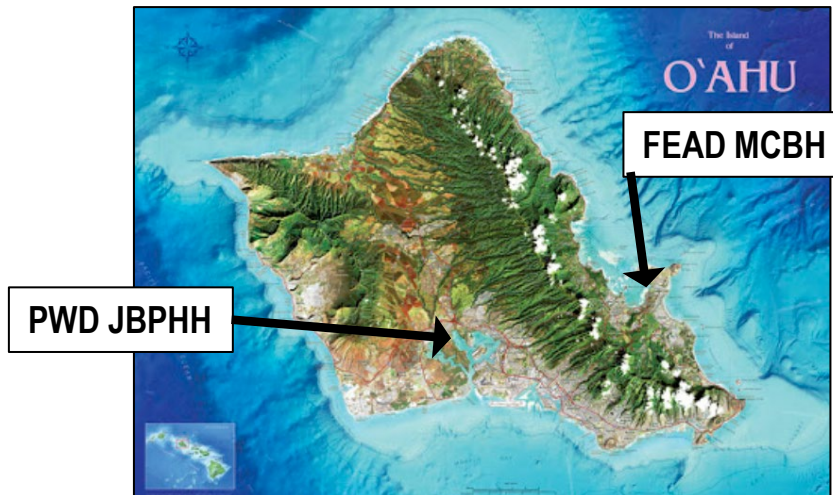
- 32 contracts with an annual FIP of \$65M
- Performance Work Statement Development
- Performance Assessment of Service Contracts

Energy Management

- Facilities Related Control Systems
- Smart Grid
- Enhanced Use Lease

Units of Action

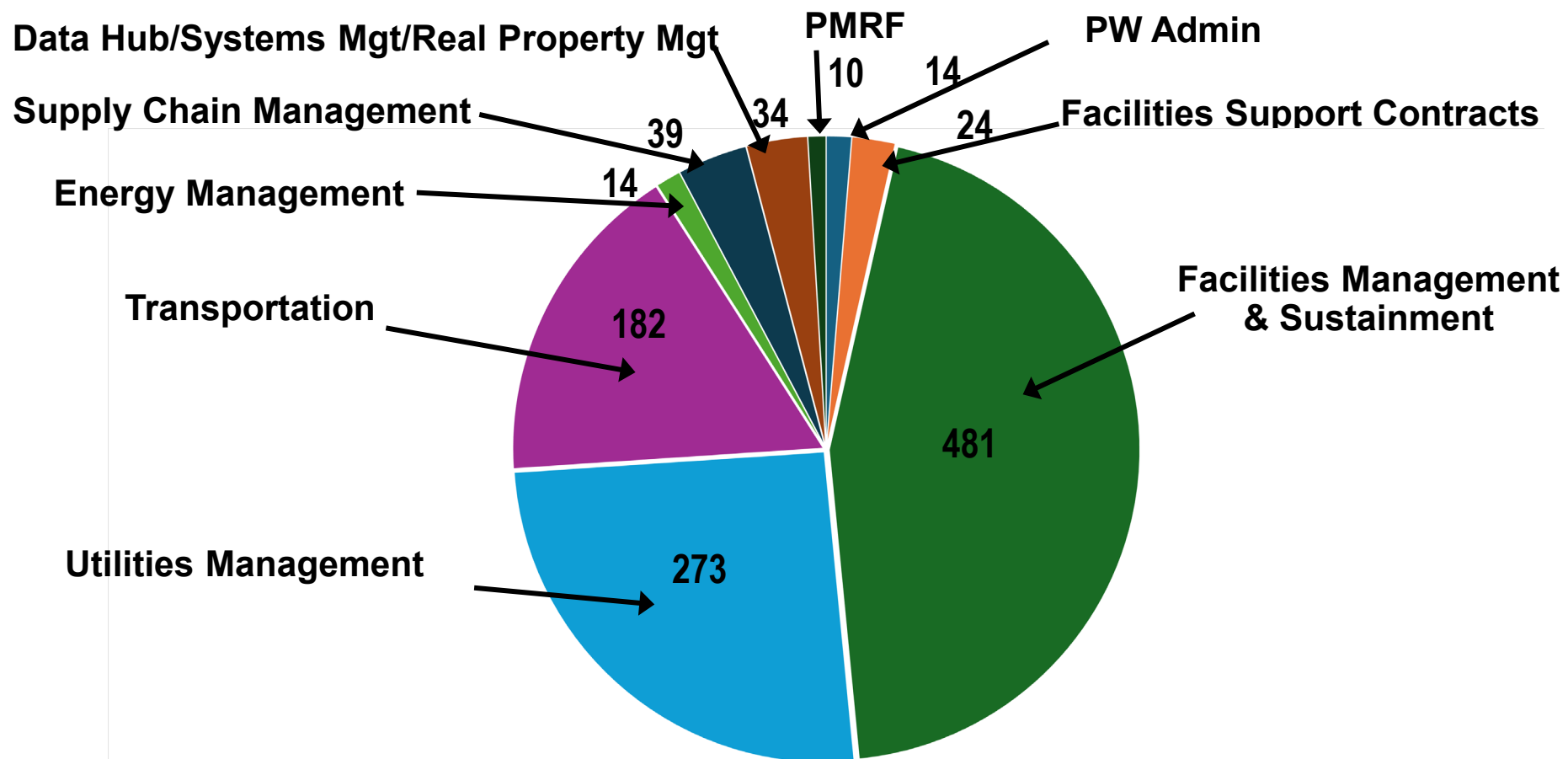
- Delivers products and services through the Commands '*Units of Action*'
 1. Public Works Department PWD Joint Base Pearl Harbor-Hickam JBPHH
 2. Public Works Department PWD Barking Sands (Kauai)
 3. Facilities Engineering and Acquisition Division (FEAD) Marine Corps Base Hawaii



Public Works Directorate/Departments

Who We Are – Staffing Summary

PUBLIC WORKS	MILPERS	CIVPERS	TOTAL
	116	1,071	1,187



WHAT IS ON OUR PLATE

- Shipyard Infrastructure Optimization Program
 - Reviewing planning and design studies and attending planning charettes for upcoming projects
- Material Procurement and Inventory
 - Buy and account for material and equipment
- Cyber Security:
 - Protecting our facilities infrastructure from cyber threats
 - Facilities Related Control Systems (FRCS) Inventory management
- Real Property Audit
 - Re-baselining over 10,000 facilities and utilities in FY24- FY27 to ensure property record cards, asset evaluations and maps are accurate
- Energy:
 - Smart Grid Energy Analytics
 - Enhanced Use Leases (MCBH and JBPHH)
 - Energy funded projects (ERCIP, UESC, ESPC, and 2912)
 - Solar Hot Water Heater and Photovoltaic Systems Maintenance Contract

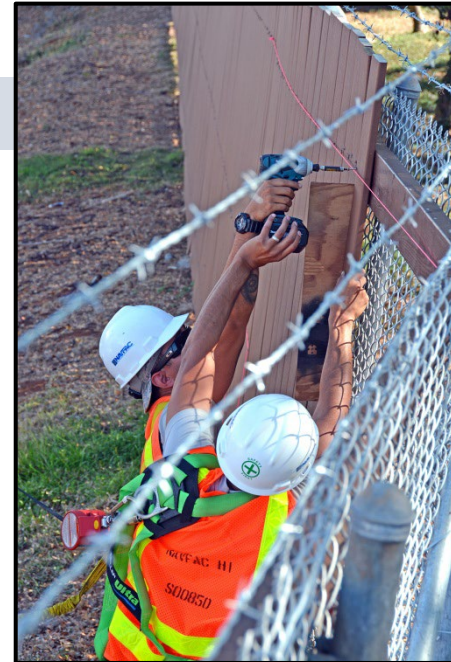
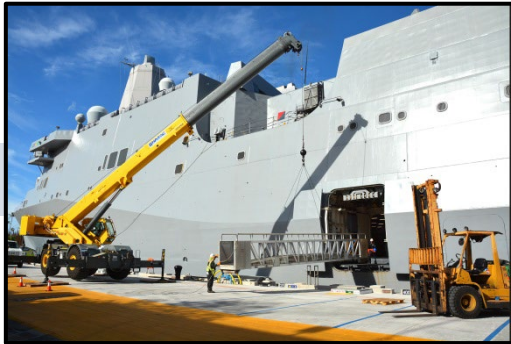
WHAT IS NEW

- Transitioned to new financial system (ERP):
 - 1 Oct 2024. Still learning new system to minimize disruption providing product and services
- Updating property record cards and basic facility requirements for our customers
 - CNIC high priority in 2026 and 2027
- Smart Grid
 - Smart Grid was installed last year to analyze HVAC DDC and electric meter usage, and minor updates will continue to occur

WHAT IS UPCOMING

- Projects related to Water/Wastewater Infrastructure Improvements
- Projects related to Electrical Infrastructure Improvements
- Projects related to Energy Initiatives
 - Energy Savings Performance Contracts, Enhance Use Leases
 - Distributed energy generation interconnection to Navy electrical system
- Facility Support Contracts (i.e. Janitorial, Solid Waste, Landscaping)
 - CPF Admin Facility Support Contract – Target award early 2027
 - FY26 – six renewals including Janitorial Services

Questions?





U.S. Small Business
Administration

Hawaii District Office

Dennis Kwak
District Director

SBA Mentor-Protégé Program



Access business development assistance

Build capacity and grow

Establish joint ventures

SBA Small Business Mentor-Protégé Program

The small business mentor-protégé program is designed to enhance the capabilities of protégé firms by requiring approved mentors to provide business development assistance to protégé firms and to improve the protégé firms' ability to successfully compete for federal contracts.

- Technical and/or management assistance
- Financial assistance in the form of equity investments and/or loans
- Subcontracts
- Trade education
- Assistance in performing prime contracts with the Government through joint venture arrangements

Mentor-Protégé Agreement

The mentor and protégé firms must enter a written agreement setting forth an assessment of the protégé's needs and providing a detailed description and timeline for the delivery of the assistance the mentor commits to provide to address those needs.

- Specifically identify the business development assistance to be provided and address how the assistance will help the protégé enhance its growth and/or foster or acquire needed capabilities;
- (ii) Identify the specific entity or entities that will provide assistance to or participate in joint ventures with the protégé where the mentor is a parent or subsidiary concern;
- (iii) Establish a single point of contact in the mentor concern who is responsible for managing and implementing the mentor-protégé agreement; and
- (iv) Provide that the mentor will provide such assistance to the protégé firm for at least one year.

Mentor-Protégé Program

[SBA Mentor-Protégé program | U.S. Small Business Administration](#)

- Program Improvements
- Program Benefits
- Program Qualifications
- Apply to the Program (Mentor-Protégé Agreement Template)
- Mentor-Protégé Duration
- Mentor-Protégé Annual Evaluations

What are the prime contractor's limitations on subcontracting?

Generally, in order to be awarded a full or partial small business set-aside contract with a value greater than the simplified acquisition threshold, an 8(a) contract, an SDVOSB contract, a VOSB contract, a HUBZone contract, or a WOSB or EDWOSB contract, a small business concern must agree that:

It will not pay more than the applicable percentage (50%, 75%, or 85%) of the amount paid by the government to it to firms that are not similarly situated. Any work that a similarly situated subcontractor further subcontracts will count towards the subcontract amount that cannot be exceeded.

SBA Lending

Small Business Drives our Economy

30.7 Million

small businesses
operate in the U.S.

47.3%

Of the private workforce
is employed by a small
business

2 out of 3 jobs

small businesses have
created 2 out of every 3
jobs over the past 25
years

6.43 Million

jobs have been added by
small businesses since
the COVID recession

* SBA Office of Advocacy

Access to Capital is an Obstacle for Small Businesses



*The Kauffman Foundation ** CB Insights*** JPM Chase

Who is Eligible?

Businesses must:

- Operate for profit
- Be considered a small business, as defined by [SBA](#)
- Be engaged in, or propose to do business in, the United States or its possessions
- Have reasonable invested equity
- All 20% or more owners willingly personally guarantee debt
- Use alternative financial resources, including personal assets, before seeking financial assistance
- Not be delinquent on any existing debt obligations to the U.S. government

SBA Drives Access to Capital through its approved Lending institutions

SBA supports small business lending through offering guaranteed loans through traditional banks, credit unions, CDFI's, and other SBA approved lending institutions.

- 1,782 lenders made an SBA guaranteed loan in FY2022

Find a Lending Partner: SBA Lender Match

- Takes 5 minutes to answer a few base questions about your business
- Matches your business with a lender in 48 hours
- Allows you to talk to lenders comparing rates, terms, fees, etc.
- Learn more by visiting [Lender Match](#)



Loan Programs

- **Express**- Develop sales and grow
- **7(a)**- Long- term working capital, asset acquisition, refinance and purchase business
- **504**- Fixed rate financing for major assets
- **EWCP**- Short-term working capital to generate export sales

Solution: Express Loans

Amounts:

- Maximum Loan Amount: \$500,000
- Maximum Guarantee: 50%
- Export Express - 90% guarantee on loans \leq \$350,000; 75% for loans \geq \$350,000 up to \$500,000

Structure:

- Term loan or Revolving line
 - **working capital** – inventory, A/R, marketing
 - **fixed assets** – equipment and real estate
 - **refinancing** – contributing to export growth
 - **revolving lines**-60-month max maturity with a maximum 60-month term our following
- Use lender's own underwriting/collateral standards
- Delegated approval authority to be more responsive to clients and fund more quickly

Solution: 7(a) Loan

Amounts:

- Maximum Loan Amount: \$5 million
- Maximum Guarantee: 85% guarantee on loans \leq \$150,000; 75% \geq \$150,000; 90% for loans supporting both direct and indirect exports (ITL program)

Features:

- Term loan credit facility-no revolving lines
- Preferred tool for business acquisition
- Can facilitate franchise projects
- Refinance of business debt eligible

Solution: 504 loan

Amounts:

- Maximum Loan Amount: \$5 million (\$5.5 million for certain energy related project)
- Maximum Project Amount: No more than 40% of the project

Structure:

- Term loan
 - Second lien loan behind a first lien loan funded by a traditional lender at 50% LTV
 - Existing buildings or land
 - New facilities
 - Long-term machinery and equipment
 - Improvement or modification of utilities, parking lots and landscaping
 - Improvement and modification of existing facilities
- Available through [Certified Development Companies \(CDCs\)](#)

Interest Rates

- Pegged to an increment above the current market rate for 5-year and 10-year U.S. Treasury issues
- Totals approximately 3 % of the debt, rate may be financed with the loan

Example: 504 loan

Company:

- Building supplies manufacturer, \$850,000/year annual sales

Transaction:

- \$1,000,000 commercial real estate acquisition
- Bank first lien- \$500,000; 15-year with a 5-year balloon (conventional CRE mortgage underwritten under lender's own policy)
- Lender Collateral: 1st UCC on all business assets and commercial real estate
- SBA Second lien- \$400,000- 25-year note (can be 10 year), no balloon with a fixed
- SBA collateral: 2nd lien on commercial real estate
- \$100,000 borrower equity (required minimum of 10% equity)

Use of Proceeds:

• Land Costs	\$150,000
• Building Costs	\$410,000
• Equipment Costs	\$100,000
• Refinance Debt (Limited to 85% of new uses of funds)	\$330,000
• Soft Costs (architectural fees, legal fees, permits, and insurance)	\$10,000
• Total Uses of Funds	<u>\$1,000,000</u>

Solution: Export Working Capital Program (EWCP)

Amounts:

- Maximum Loan Amount: \$5 million
- Maximum Guarantee: 90%
- Maximum SBA guaranteed portion: \$4.5 million

Structure:

- Asset-based or transaction-based (purchase order or contract) financing allowing companies to utilize their foreign assets as collateral
- Single Project or Revolver for multiple transactions
- Non-PLP: Export Finance Managers underwrite deals with quick turnaround time- 10-day brand promise

Local Resources

Resource Partners:

Free business counselors supported and trained by SBA who can help with financial planning and other resources for your business:

- Small Business Development Centers (SBDC)
- SCORE Business Counselors
- Women's Business Centers
- Veterans Business Outreach Centers

For assistance, contact a Resource Partner of your local SBA District Office - <https://www.sba.gov/local-assistance>

SBA local resources:

SBA [District Offices](#)

Office of International Trade [Export Finance Managers](#)



U.S. Small Business
Administration

Thank You!

dennis.kwak@sba.gov

U.S. Small Business Administration



***Government
Procurement
Industry Forum
NAVFAC***

July 29, 2025

***Erin Kanehira
Procurement Counselor***



Hawaii APEX was created to:

- ▶ *Help small businesses understand government procurement*
- ▶ *Assist with SAM registration and contracting assistance programs*
- ▶ *Keep government dollars in Hawaii*



All Hawaii APEX services are free.

- ▶ We are federally funded.



Services

- ▶ Counseling
- ▶ Education and Training
- ▶ Bidmatch service
- ▶ Networking



Bidmatch service



- Set up profile with email address, sources (federal, state, county), geographic restrictions, keywords, NAICS
- System will send email with any matches



Need help securing registrations:

- ▶ NAICS
- ▶ Unique Entity Identifier
- ▶ System for Award Management





[Data Services](#) [Help](#)



Official U.S. Government Website
100% Free

The Official U.S. Government System for:

Contract Opportunities

(was fbo.gov)

Contract Data

(Reports ONLY from fpds.gov)

Wage Determinations

(was wdol.gov)

Federal Hierarchy

Departments and Subtiers

Assistance Listings

(was cfda.gov)

Entity Information

Entities, Disaster Response Registry,
Exclusions, and Responsibility/
Qualification (was fapiis.gov) **NEW**

Entity Reporting

SCR and Bio-Preferred Reporting

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity



Check Entity Status

<https://sam.gov>



Dynamic Small Business Search

Skip Navigation Accessibility Options

SBA DSBS [Print](#) [Exit](#) [Help](#) [DSBS](#) [Quick Market Search](#) [TM OnLine](#) Ready

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
Use the "Quick Market Search" button above to go to the **Quick Market Search**

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

All form fields that require typing in data have "tooltips" with data format information.

Location of Profile

State(s):
(How to make multiple selections.)

(any state)

AL - Alabama

AK - Alaska

AA - American Atlantic (APO/FPO)

AE - American Europe (APO/FPO)

Searching within a State:
(Requires exactly one state from the list at left.)

Last modified: 07/13/2004 12:00:00 AM

> FirstGov > E-Gov > Regulations.gov > WhSBA Processing: 0.189 seconds Version: Small Business Source System 7.3

* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

Session timeout in 59 minutes

https://dsbs.sba.gov/search/dsp_dsbs.cfm



Small Business Certifications

Programs that document a special status that will help you compete in the federal marketplace:

- *Women-owned*
- *Service-disabled veteran-owned*
- *8(a) BD Program*
- *HUBZone*



Sources Sought

- ▶ Market research prior to posting solicitation
- ▶ Determine possible set-asides
- ▶ Get company's name out there



Capability Statements

- ▶ A one-page resume for your business
- ▶ Used for networking opportunities and Sources Sought
- ▶ Better than a business card



•Core competencies

•Past performance

•Differentiators

•Company data

CAPABILITY STATEMENT Sample Template	
Title this document: Capability Statement	
Show your logo and contact information, with a specific person's name, phone and email. TargetGov Tip: This is a CONTENT template, not a design template. Add color & graphic elements!	
Core Competencies	
Short introduction statement relating the company's core competencies to the agency's specific needs followed by key-word heavy bullet points TargetGov Tip: <ul style="list-style-type: none">• No long paragraphs.• Use short sentences followed by keyword heavy bullet points• Create a new document for each agency, prime or teaming opportunity• Tailor each Capability Statement to the agency mission or specific opportunity• Call this document a Capability Statement• Preferably, this Capability Statement is one page, one side• Go to two sides only if absolutely necessary• Save and distribute as a PDF, not a Word, PowerPoint or other format	
Past Performance	Differentiators
List past customers for whom you have done similar work. <u>Prioritize</u> by related agency, to all federal to other government to commercial contracts. If the past projects do not relate to the targeted agency's needs, do not list it. TargetGov Tip: Ideally, include specific contact information for immediate references. Include name, title, email, phone.	Identify what makes you different from your competitors and how this benefits the targeted agency TargetGov Tip: Relate your key differentiators to the needs of the agency, prime or teaming partner.
COMPANY DATA One very brief company description detailing pertinent data. TargetGov Tip: Readers will visit your web site for additional information. Make sure your web site is constantly updated and government-focused.	List Specific Pertinent Codes <ul style="list-style-type: none">• DUNS• Socio-economic certifications: 8(a), HUB Zone, SDVOB, etc.• NAICS (all)• CAGE Code• Accept Credit and Purchase Cards• GSA Schedule Contract Number(s)• Other federal contract vehicles• BPAs and other federal contract numbers• State Contract Numbers
Your logo, address, phone numbers (voice, mobile and fax) email, web site and other related contact information	



Updates

- ▶ **SBA Certifications Portal**
- ▶ **CMMC—yes, still a thing!**
- ▶ **FAR rewrite**



All HI-APEX services are free.

Register today!

www.hawaiiapex.org



Contact info:

Erin Kanehira

Procurement Counselor

Erin@hawaiiapex.org





Larry Nagayama



- Senior Business Advisor
- Larry.nagayama@hisbdc.org
- M (808) 272-1329
- O (808) 945-1430

Mahalo Nui Loa

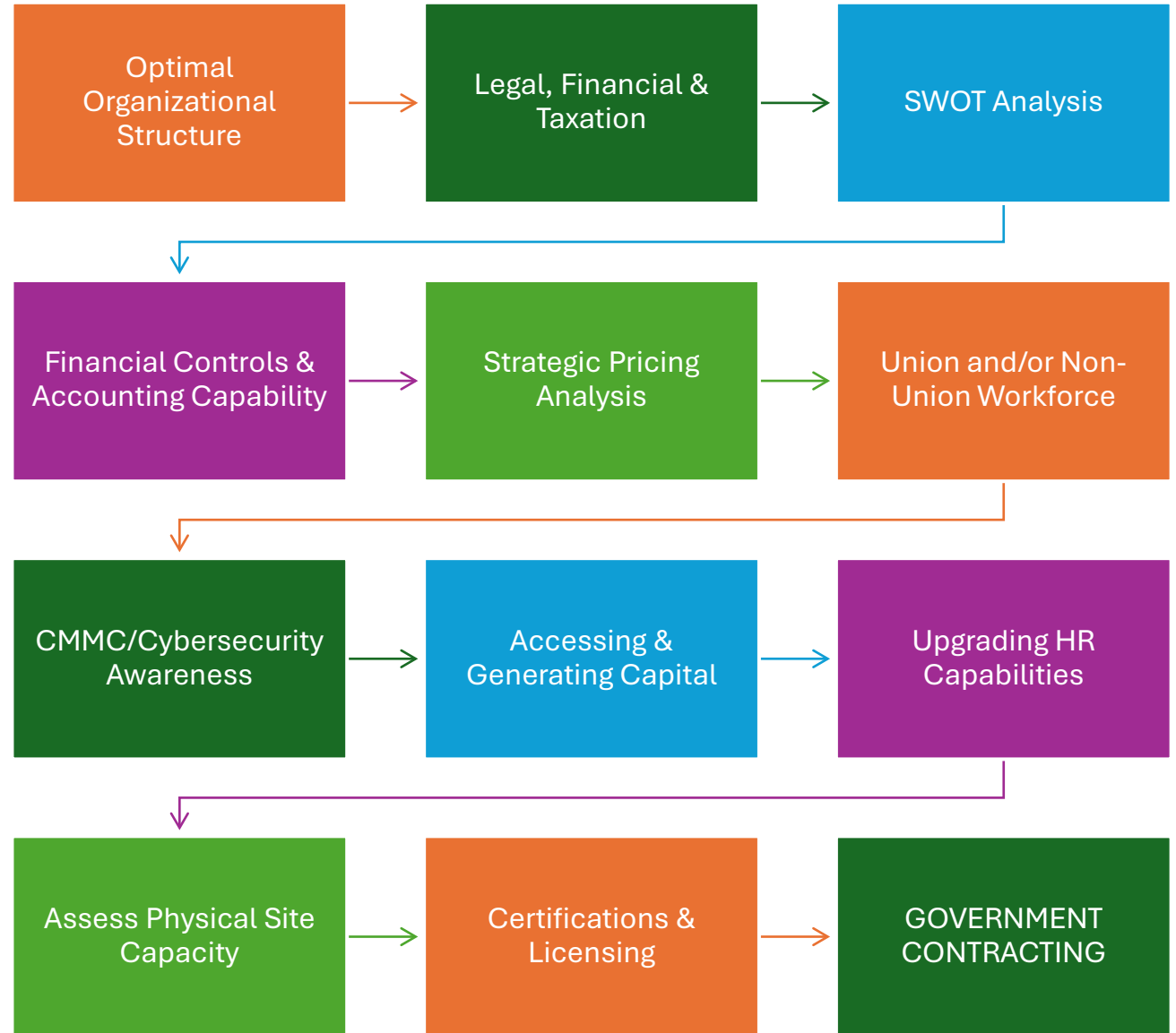
KEY SERVICES

All Island coverage with Free One to One Small Business Advising

- Business Development / Planning
- Market Research Library
- Financial Projections / Analysis
- Capital Access Support
- Legal Support Program
- Government Contracting Prep
- Buying and Selling business
- Training Webinars & Events
- And More



Our UNDER the HOOD GUIDANCE



IS IT TIME?





TO MOVE YOUR NEEDLE?

REGISTER AT: WWW.HISBDC.ORG



Drive the economic sustainability of Hawai'i by assisting businesses to form, grow, and thrive.



UNIVERSITY
of HAWAII®
HILO





NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM PLANNING, DESIGN, AND CONSTRUCTION DIRECTORATE

Mr. Aaron Darley
PDC Director and Chief Engineer
JULY 29, 2025

Topics

- Missions and Programs
- Strategic Plan
- NAVFAC Hawaii Focus

NAVFAC Hawaii Missions and Programs

1. Utility Infrastructure Improvements

- Water Treatment Plant/Potable Water Distribution/Wastewater Treatment Plant

2. New Laydown Infrastructure

- Pier Structure Impartments/Utility Improvements

3. Shipyard Infrastructure Improvement Plan

- Repair/Reshape the Shipyard to meet the needs of todays NAVY

4. Airfield Improvements

- Taxiways/Aprons/Hangars

5. Ammunition Storage

- Adding Storage and New Capability

NAVFAC Strategic Plan

1. Accelerate Execution Performance

- Provide capability to the Fleet
- Speed and Agility

2. Aggressively Exercise SYSCOM Authorities

- Better and more timely Information/Assessments to make decisions
- Risk Analysis
- Investments where it is needed
- Temp Facility Alternatives

3. Strengthen, Enhance, and accelerate Workforce learning and performance



NAVFAC Hawaii Focus

- **Execute on time → Meet Mission Requirements**
 - Design on Time
 - Award on Time
 - Construct on Time
- **KPIs → Key Performance Indicators**
 - Design Completion
 - Award Construction
 - Complete Construction

NAVFAC Hawaii Focus

- **“Green Zone” KPIs**
 - **Get Moving Early**
 - Mobilize as soon as possible
 - **Pre Construction Submittals**
 - Have a schedule and stick to it
 - **Get Pre Con Done**
 - **Find ways to move fast**
 - **Overcome Delays**
 - Find Ways to adjust and reconfigure Schedule
 - **Welcome Value Engineering that saves time**
 - Meets Code, Cost Effective
- **Let's Partner**
 - The faster you get done the better for us ALL!



Questions?



CONTRACTING DIVISION



JULY 29, 2025

About NAVFAC Hawaii Contracting

- NAVFAC Hawaii Contracting is responsible for the award and administration of contracts for design, construction, base operating support, and facilities support in various locations throughout the State of Hawaii.

System for Award Management (SAM.gov)

- Register/revalidate every 12 months
- Sources Sought Notices
- Pre-Solicitation Notices (Synopses)
- Solicitations
- Submit proposals
- Special notices
- Award notices
- Disaster Response Registry
- Small Business Search
- Contract Data

Market Research

- Requests for Information (RFIs)
- Small Business Search (SBS)
- Sources Sought Notices



Sources Sought Notices

- Write an effective capability statement versus a pre-written/generic capability statement
- Address each task or element specifically
 - include details- task by task
- Explain your capability level- is it general knowledge, detailed knowledge, experience as prime or sub?
- Identify contract experience & past performance
 - include details that give the experience credibility

Sources Sought Notices (Continued)

- **Scope of the Contract-** Respond with examples that match the scope of the contract (type and scale of work)
- **Transition Plan-** Do you have a plan to transition this contract from the previous vendor to you? (Base Operating Support)
- **Always respond by the deadline!**

Contract Data

Standard reports:

- Awards by Contractor Type
- Contract Detail
- Contractor Search
- Federal Contract Actions and Dollars
- Geographical Report by Place of Performance
- Geographical Report by Vendor Location
- Local Area Set Aside Report
- Procurement History for Market Research
- Total Actions by NAICS Report
- Total Actions by PSC Report
- Workload Report

Project Labor Agreements (PLA)

- **FAR 22.503:**
 - (a) Executive Order (E.O.) 14063, Use of Project Labor Agreements for Federal Construction Projects, requires agencies to use project labor agreements in large-scale construction projects to promote economy and efficiency in the administration and completion of Federal construction projects.
- **FAR 36.104:**
 - (c) (1) Agencies shall require the use of a project labor agreement for Federal construction projects with a total estimated construction cost at or above \$35 million, unless an exception applies (see subpart 22.5).



Questions?



NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM OPERATIONS



CDR Jason Christensen, CEC, USN
Operations Officer
JULY 29, 2025

Topics

- Areas of Acquisition
- Construction Projection
- Upcoming IDIQs and MACCs
- FY2026 – FY2028 Programmed Projects
- Issues: How Can Industry Get More Involved?

NAVFAC Hawaii: FY2024 Areas of Acquisition

Major Construction

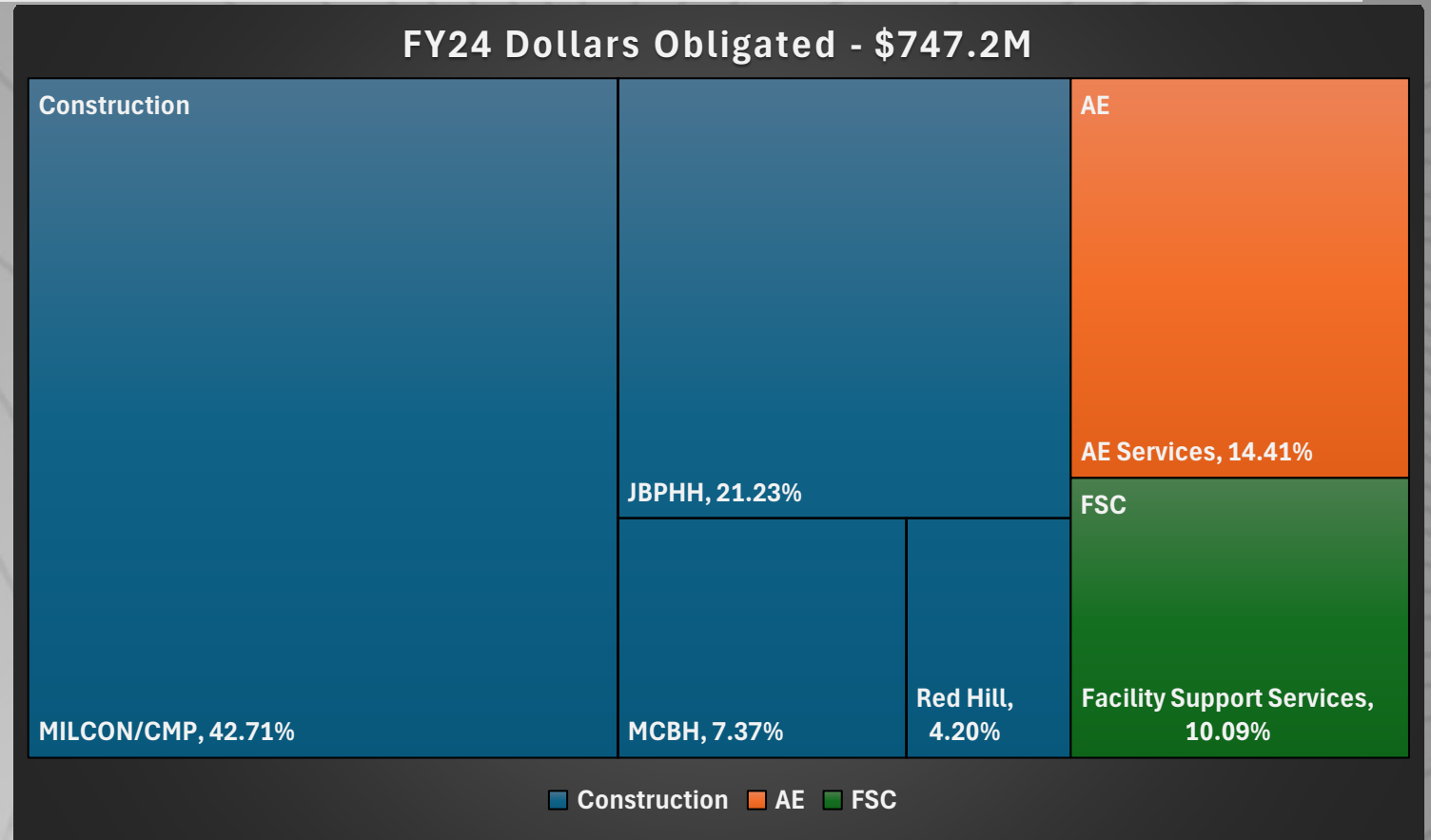
- Commercial & Institutional Building Construction
- Highway, Street & Bridge Construction
- Other Heavy & Civil Engineering Construction
- Roofing Contractors

A & E Services

- Architectural Services
- Engineering Services

Facility Support Services

- Remediation Services
- Landscaping Services
- Janitorial Services
- Solid Waste Collection

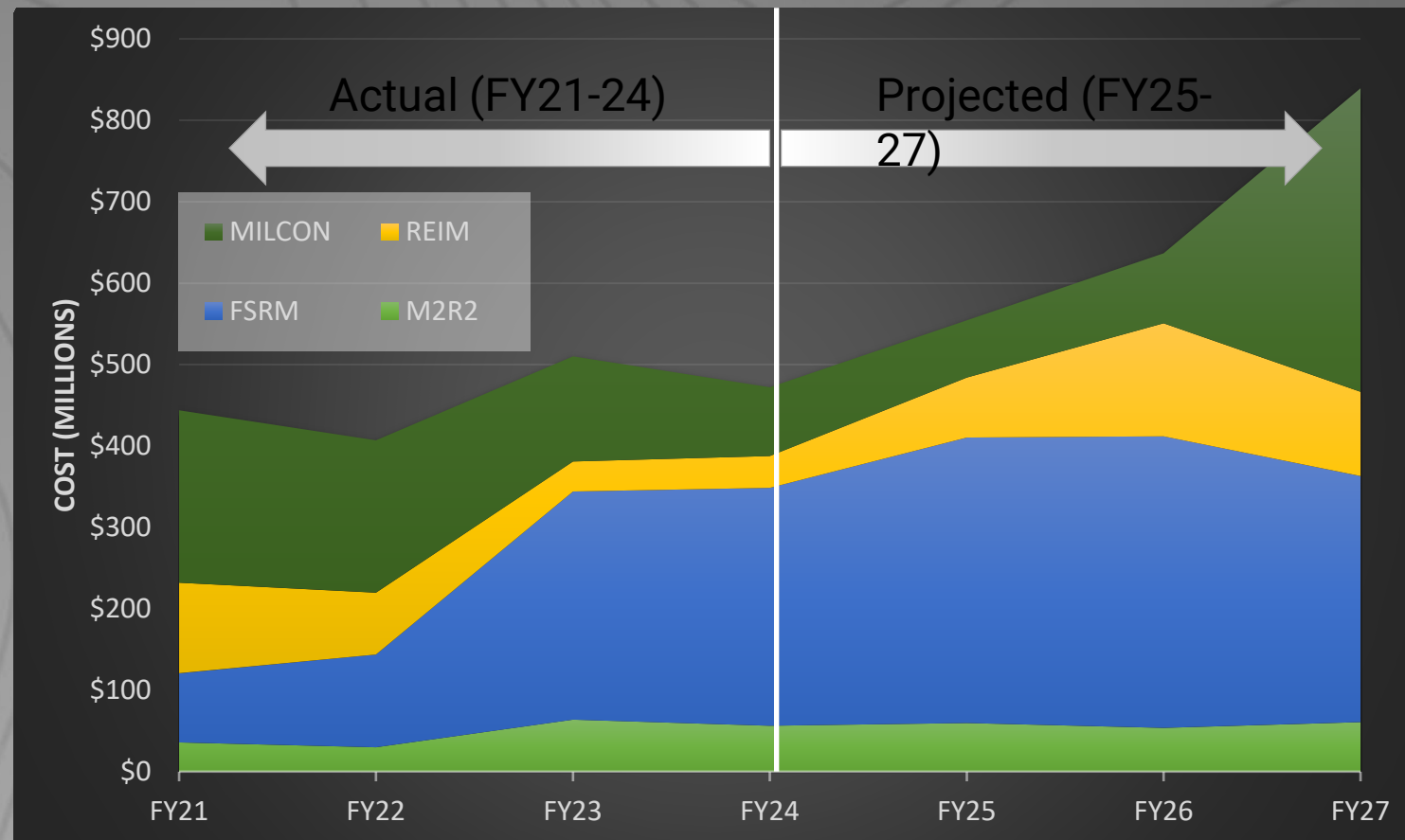


37.9% of Major Construction and A & E services went to Small Business → \$283.4M

NAVFAC Hawaii: Projected Construction

Initiatives/Programs

- Red Hill
- SIOP
- Critical Utilities Infrastructure
- Smartgrid
- FSCS/ICS Cybersecurity
- Army/Navy Magazines
- Marine Corps Force Design
- Hickam Airfield Pavement
- Wake Island



Upcoming A&E IDIQ Contracts

IDIQ	Capacity	Duration	Projected Award
Small Business Architecture	\$20M	Base + 4 Options	FY25
Unrestricted Multi-Discipline (Civil)	\$249M	5 Years	FY25
Unrestricted Utilities	\$249M	5 Years	FY26
Unrestricted Architecture	\$75M	5 Years	FY25
Unrestricted Waterfront	\$249M	5 Years	FY26
Small Business Mechanical	\$20M	5 Years	FY25
Small Business Utilities	\$50M	5 Years	FY26
Small Business Structural	\$30M	5 Years	FY26
Small Business Spec/Cost (Arch)	\$20M	5 Years	FY26
Small Business Multi-Discipline (Arch)	\$20M	5 Years	FY26
Unrestricted Spec/Cost (Arch)	\$200M	5 Years	FY26

Upcoming Construction MACCs

FY26	Type	Duration	Capacity	Task Order Range	Projected Award
Unrestricted MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$8B	\$40M - \$300M	FY25
SB MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$1B	\$3M - \$40M	FY26
HUBZone MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$1B	\$150K – \$20M	FY26
Unrestricted MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$10B	\$300M - \$5B	FY26
Waterfront MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$5B	\$3M - \$300M	FY26
SDVOSB MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$350M	\$150K - \$3M	FY26

FY 25 Remaining Large Projects Pending RFP

Project	Est. Value
P-133 Army Ammunition Storage, West Loch	\$20-40M
Repair Ammunition Wharves W3 and W1 (Phase 1)	\$20-40M
Repair Wharves B20 and B21 (Phase 1)	\$50-80M
Repair Airfield Taxiways Tango and Victor Phase 1	\$20-40M
Repair Airfield Taxilanes HA and HB Phase 1	\$20-40M

****Majority of large projects are issued as task orders on MACCs**

FY26 Planned Large Projects

FY26 Projected Estimate: \$2.6B

Project	Est. Value	Planned Vehicle
P-716 Red Hill Water Treatment Facility	>\$500M	Stand Alone
P-034 Missile Magazines	\$100M-\$250M	\$8B UNR MACC
P-428 PDI: Airfield Upgrades, PMRF	\$25M-\$100M	SB MACC or \$8B UNR MACC
P-951 MCBH Main Gate Entry Control Point	\$25M-\$100M	SB MACC or \$8B UNR MACC
P-968 MCBH Electrical Distribution Modernization	\$25M-\$100M	\$8B UNR MACC
P-1013 DDG-1000 Ship Support Infrastructures	\$25M-\$100M	\$8B UNR MACC
RM17-1007 Repair Wharves B20 & B21, JBPHH Phase 2	\$25M-\$100M	WF MACC – Already Issued
RM22-1212 DD4 Floor & Electrical Upgrades	\$25M-\$100M	WF MACC – Already Issued
RM19-0926 Repair Ammunition Wharves W1&3 Phase 2	\$25M-\$100M	WF MACC – Already Issued
Replace DD4 Caisson – DD Cert	\$25M-\$100M	WF MACC
Upgrade Electrical Station S99 J	\$25M-\$100M	\$8B UNR MACC
Repair Airfield Aprons Row 1-6 Phase 1 of 5	\$25M-\$100M	\$8B UNR MACC

****Majority of large projects are issued as task orders on MACCs** 8

FY27 Planned Work Projection

FY27 Projected Estimate: \$2.6B

Planned Large Projects	Est. Value
P-002 PDI: Construct Aircraft Parking Apron, Wake Island	\$100-300M
P-002 Construct New Base Operations Facility, Wake Island	\$100-300M
P-5101 Construct Bulk Fuel Storage, Wake Island	\$20-40M
Building 6 Remediation & Conversion Waterfront Storage, SIOP	\$80-100M
Building 5 Space Renovation, SIOP	\$100-300M
Repair and Upgrade Berths B10-B13, Phase 1	\$100-300M
Repair Airfield Taxiways Tango and Victor Phase 2	\$20-40M
Dry Dock Soil Improvement for Seismic Hazard Mitigation, SIOP	\$500-800M
Repair Airfield Aprons Row 1-6 Phase 2 of 5	\$80-100M

FY28 Planned Work Projection

FY28 Projected Estimate: \$8B

Planned Large Projects	Est. Value
Repair Taxilane HA/HB Phase 2	\$50-80M
Replace Dry Dock 2 Intermediate Caisson 2I, SIOP	\$50-80M
B14 Agile Shop Space Modernization, SIOP	\$20-40M
Dry Dock 1 Caisson Overhaul	\$20-40M
B72 Modernize and Consolidate Surface Ship Facility	\$20-40M
Repair & Upgrade Berths B15-B18	\$100-300M

Issues

- Wake Island Construction Program
 - \$1.6B (Estimate)
 - Severely Constrained Logistical Environment
- Shipyard Infrastructure Optimization Program (SIOP)
 - Still a thing
 - Flattening our WIP Curve
- Project Labor Agreements (PLAs)
- Design-Build
 - Increased focus on Cost Baseline
- Minimum Viable Product and Alternate Construction Methods
- New Ways of working



Questions?



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