

4th Annual NAVFAC Hawaii Government Procurement Industry Forum

Schedule of Events

8:00 – 8:05 AM	Office of Small Business Programs, Opening Remarks
8:05 – 8:30 AM	Commanding Officer, NAVFAC Hawaii
8:30 – 8:55 AM	Command Information Office
8:55 – 9:20 AM	Environmental
9:20 – 9:40 AM	Public Works
9:40 – 10:05 AM	Small Business Administration
<u>15 MINUTE BREAK/PEER NETWORKING</u>	
10:20 – 10:40 AM	Apex Accelerators
10:40 – 11:00 AM	Society of American Military Engineers
11:00 – 11:25 AM	Planning, Design, and Construction
11:25 – 11:50 AM	Contracting
11:50 – 12:25 PM	Operations
12:25 – 12:30 PM	Office of Small Business Programs, Closing Remarks



NAVFAC

Naval Facilities Engineering Systems Command

NAVFAC Hawaii



NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM COMMAND OVERVIEW



CAPT W. Johnson, PE
Commanding Officer, NAVFAC Hawaii
AUGUST 5, 2026

NAVFAC Hawaii Mission

We are focused on providing superior construction, engineering and contracting expertise to support U.S. Naval and Joint Forces to enable warfighting lethality across the Pacific area of operations.

DIVISIONS

Planning, Design and Construction

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

Environmental

- Environmental planning/NEPA
- Environmental restoration

Real Estate

- Real property acquisition, management & disposal

STRATEGIC PRIORITIES

Execution / Authorities / Workforce

NAVFAC Hawaii Area Of Responsibility

Wake Island

Marshall Islands

Middle
Pacific

Samoa
American Samoa



Legend:



Primary Area of Operations



Supported Area of Operations

FY25 High-Volume Obligations

NAVFAC HAWAII FY25 TOP 10 NAICS		
6 Digit NAICS Code	NAICS Description	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$370,401,552
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$300,285,939
541330	ENGINEERING SERVICES	\$40,378,054
237120	OIL AND GAS PIPELINE AND RELATED STRUCTURES CONSTRUCTION	\$33,093,223
561720	JANITORIAL SERVICES	\$16,032,698
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$11,527,598
561730	LANDSCAPING SERVICES	\$7,332,598
562111	SOLID WASTE COLLECTION	\$6,659,308
561612	SECURITY GUARDS AND PATROL SERVICES	\$5,570,950
561210	FACILITIES SUPPORT SERVICES	\$4,577,143

Data from SAM.GOV 09APR2026

CUI

Other Transaction Authority: ADB, PDB

FY26 NDAA includes important reforms:

- Accelerate construction and reduces costs
- Accelerated Design-Build and Progressive Design-Build
- Repeals outdated requirements
- Other Transaction Authority (OTA) for construction projects

New tools and authorities invite opportunities!



Upcoming Architect/Engineer (A&E) IDIQ Contracts

IDIQ	Capacity	Duration	Projected Award
UNRESTRICTED UTILITIES	\$249M	5 Years	FY27
UNRESTRICTED ARCHITECTURE	\$75M	5 Years	FY26
UNRESTRICTED WATERFRONT	\$249M	5 Years	FY27
SMALL BUSINESS MECHANICAL	\$30M	5 Years	FY26
SMALL BUSINESS UTILITIES	\$49M	5 Years	FY27
SMALL BUSINESS STRUCTURAL	\$30M	5 Years	FY26
SMALL BUSINESS SPEC/COST (ARCH)	\$20M	5 Years	FY27
SMALL BUSINESS MULTI-DISCIPLINE (ARCH)	\$20M	5 Years	FY27
UNRESTRICTED SPEC/COST (ARCH)	\$200M	5 Years	FY27

Upcoming Multi-Award Construction Contracts (MACC)

MACC	Type	Duration	Capacity	Task Order Range	Projected Award
SMALL BUSINESS	DB/DBB	5-Yr Base + 3-Yr Option	\$1B	\$3M - \$40M	FY27
HUBZONE	DB/DBB	5-Yr Base + 3-Yr Option	\$1B	\$150K – \$20M	FY27
WATERFRONT	DB/DBB	5-Yr Base + 3-Yr Option	\$5B	\$3M - \$300M	FY27
SDVOSB	DB/DBB	5-Yr Base + 3-Yr Option	\$350M	\$150K - \$3M	FY27

Questions and Discussion



<https://www.facebook.com/navfachawaii/>



<https://pacific.navfac.navy.mil/Facilities-Engineering-Commands//NAVFAC-Hawaii/>

Recommendations for Implementing Cybersecurity on Facility-Related Control Systems

Julie Weinstein, NAVFAC HI CIO

August 5, 2026

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
- Work with System Owner, Design and Construction PMs to capture cybersecurity requirements:
 - Connect to CSPE: Determine closest POP
 - Follow existing Public Works J&A
 - Determine/design cybersecurity strategy: MFR or ATO. You will achieve an ATO
- CIO Reviews your submittals
- 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 ask for the NAVFAC RMF Business Rules
 - 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.**
 - 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
 - Know eMASS and its related workflows





NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM ENVIRONMENTAL DIVISION



Ms. Dayna Yoshizaki
Environmental Division Director
August 2026

Topics

- Environmental Mission
- Environmental Focus Areas
 - Compliance
 - Planning
 - Conservation
 - Restoration
- Things to Keep in Mind

Environmental Mission

Everything we do in some way supports the warfighter on land and at sea.

We provide sound environmental execution and technical support necessary to ensure compliance with environmental regulations

As the NAVFAC Environmental Division, we provide high quality, timely, cost effective and efficient environmental support to the Navy, Marine Corps, and other Supported Commands.

NAVFAC HI Environmental Focus Areas

- **Overall**

- Increased focus on providing contract execution and technical support to NAVFAC HI Supported Commands (i.e., Navy Region Hawaii, Joint Base Pearl Harbor-Hickam, Pacific Missile Range Facility, Pearl Harbor Naval Shipyard, Marine Corps Base Hawaii, PACFLT, PMO-555, Air Force, Defense Logistics Agency, etc.)

- **Environmental Compliance**

- Contract execution and technical support for drinking water, wastewater, stormwater, underground storage tank closure, spill response, laboratory analyses, RCRA monitoring, SPCC, EPCRA, etc.

- **Environmental Planning**

- Contracted preparation of Environmental Planning documents in compliance with National Environmental Policy Act (NEPA) for proposed Navy and Marine Corps actions/projects

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

- Contract execution for natural and cultural resources projects in support of installation INRMP and ICRMPs, preparation of consultation documents, surveys, archaeological monitoring, and mitigation projects

- **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 Compliance

Contract execution and technical support for drinking water, wastewater, stormwater, underground storage tank closure, spill response, laboratory analyses, RCRA monitoring, SPCC, EPCRA, etc.

- **Execution Outlook**

- **Routine requirements**

- Annual recurring: compliance inspections, monitoring and reporting
 - Non-annual recurring: permit renewal, plan updates, LIPA

- **Future budget cuts**

- **Emergent requirements**

- BTF and OWRF RCRA Permit Closure
 - PFAS Source Identification in Wastewater
 - UST Closures

- **Future Contracting Capabilities**

- Laboratory analyses
 - In-water permit application preparation
 - Air inventory + permit renewal
 - Spill response



Environmental Planning

Contracted preparation of Environmental Planning documents in compliance with National Environmental Policy Act (NEPA) for proposed Navy and Marine Corps actions/projects

- **Typical Contracted Requirements**

- Environmental Assessments
- Environmental Impact Statements
- Associated environmental studies, surveys, and consultation documents

- **Challenges**

- NEPA workload exceeds in-house capacity
 - How can we lean on contractors to support non-inherently governmental tasks
- NEPA requirements largely dependent on PDC project schedules, timely identification of requirements by the Action Proponent, and ability to mitigate potential environmental impacts

- **Anticipated/Upcoming NEPA Requirements**

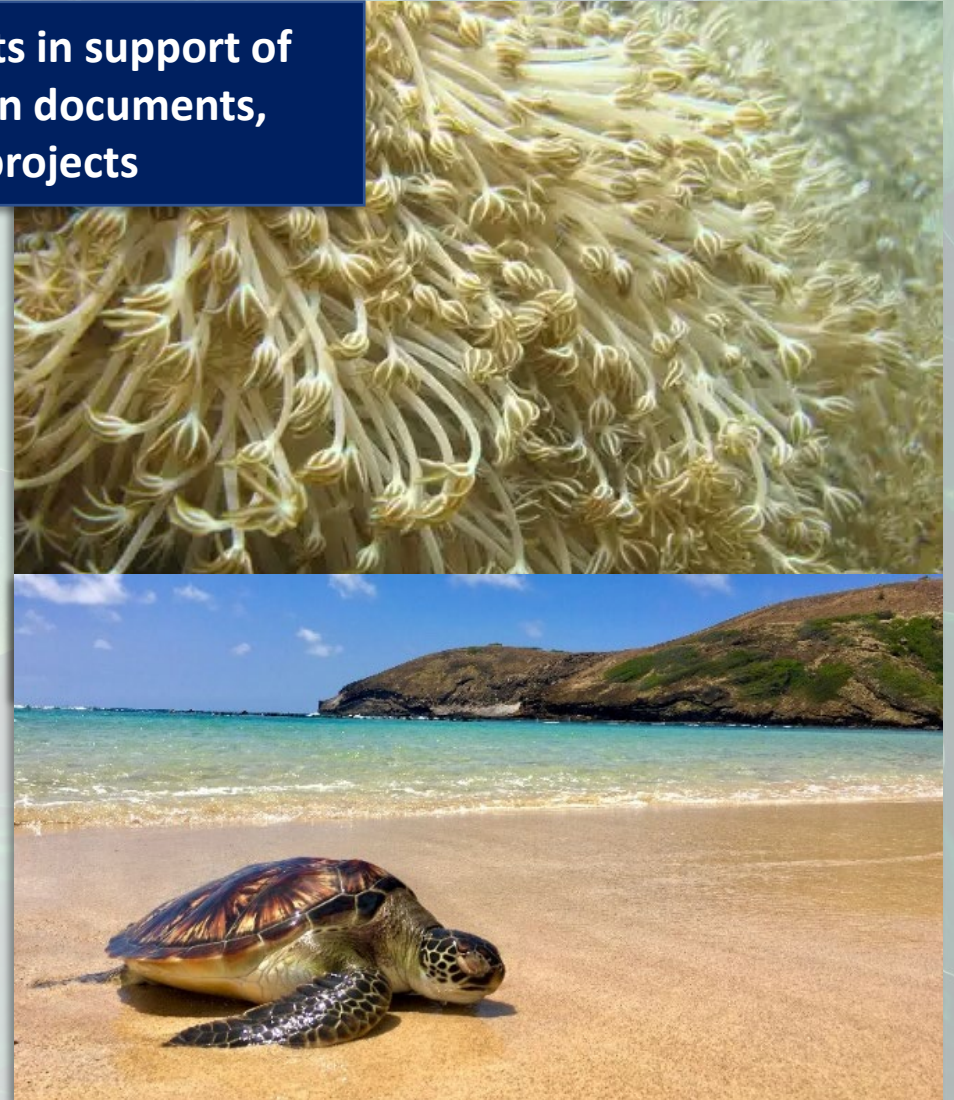
- P-079 JIOC Supplemental EA
- P-2019 SIOP WPF Supplemental EA
- P-2006 SIOP FDD EIS
- P-1017 MCBH Microgrid EA
- MCBH Restricted Airspace EA
- AF General Purpose Maintenance Hangar EA
- AF Combined Operations Facility EA
- JBPHH Facilities Management EA

Environmental Conservation

Contract execution for natural and cultural resources projects in support of installation INRMP and ICRMPs, preparation of consultation documents, surveys, archaeological monitoring, and mitigation projects

- **Execution Outlook**

- **Routine requirements**
 - Implementation of the Integrated Natural Resources Management Plan
 - Long-term mitigation (e.g., octocoral)
- **Critical habitat avoidance**
- **Support to EA/EIS and design/construction projects**
 - NR/CR consultations
 - Archaeological monitoring
 - Mitigation



Environmental Restoration

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

- **Execution Outlook / Prioritization**
 - Post-ROD remedial actions and five-year reviews
 - Investigations for sites over a drinking water aquifer, adjacent to a school, within 1 mile of a drinking water well, or has direct connection to a surface water body
 - NCTAMS response complete and delisting
- **PFAS**
 - Remedial Investigations ongoing at 13 of 18 sites
 - Prioritizing field work based on the above
- **Non-Environmental Contracts**
 - Know whether your project is near or within a restoration site – dig permit
 - EV3 provides guidance on contaminants of concern, safety measures, and waste disposal



Things to Keep in Mind

- HQ and leadership encouraging us to lean more into contractors to get our work done
- Help us leverage your expertise to build tools and capability to better support our supported commands
- PDC projects with environmental aspects could benefit from having an environmental sub on the team

Questions?



NAVFAC, HAWAII GOVERNMENT PROCUREMENT INDUSTRY FORUM PUBLIC WORKS



Ivan Biza
Public Works Directorate
August 5, 2026

Topics

- Mission Statements
- 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

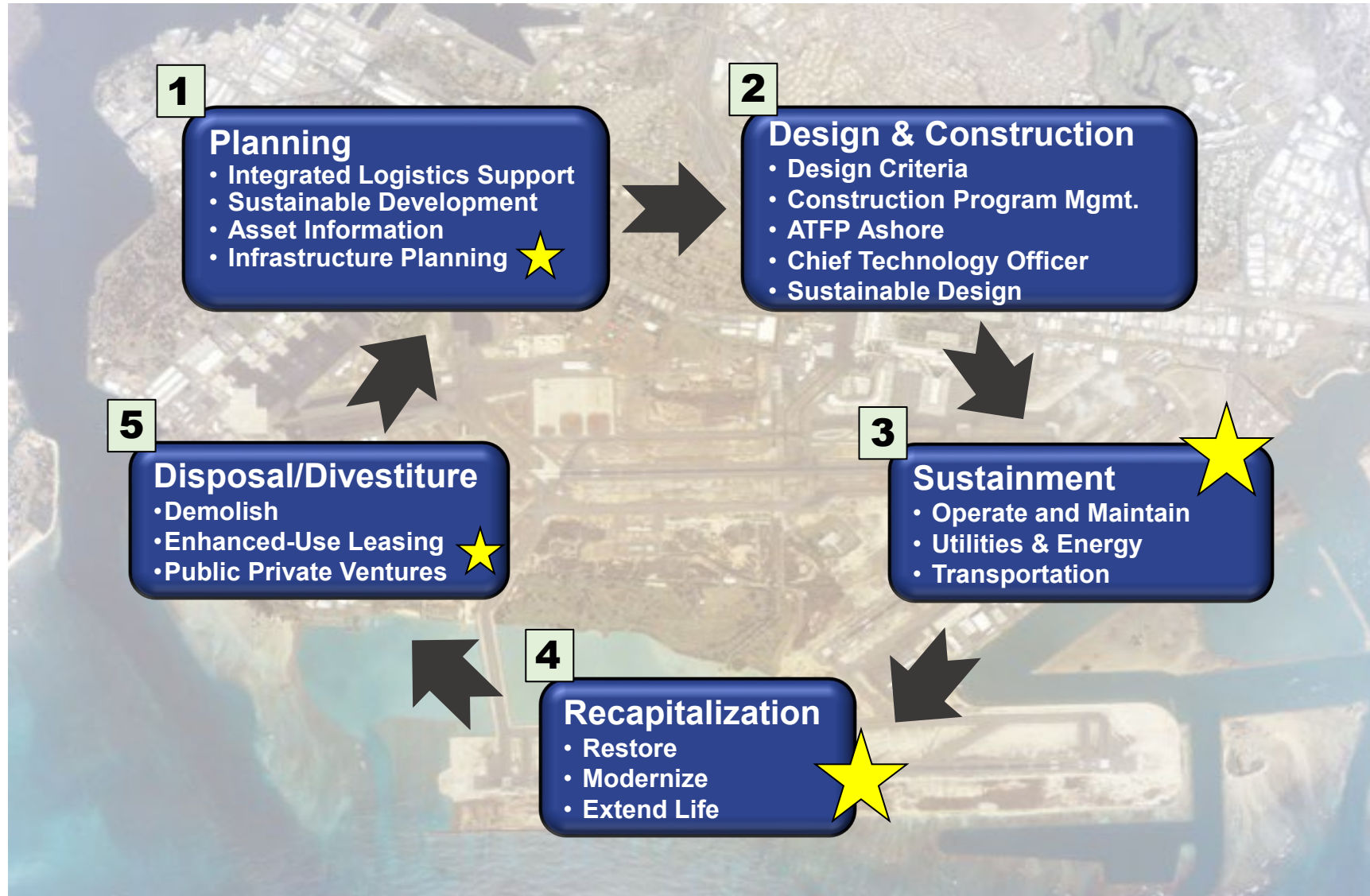
15th Wing & Pacific Air Forces HQ

- 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

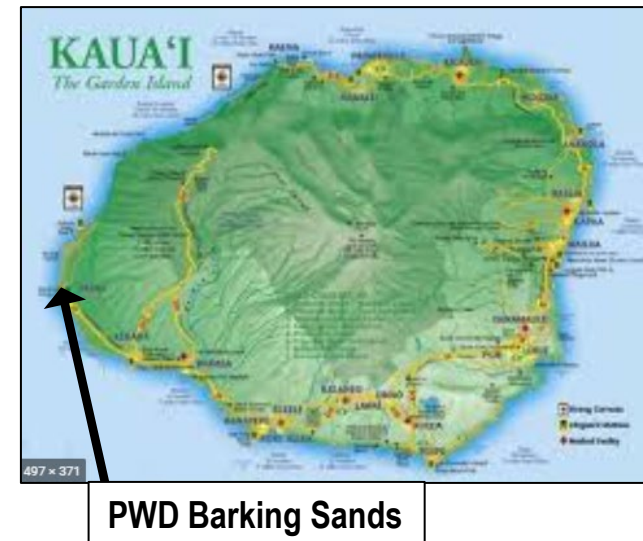
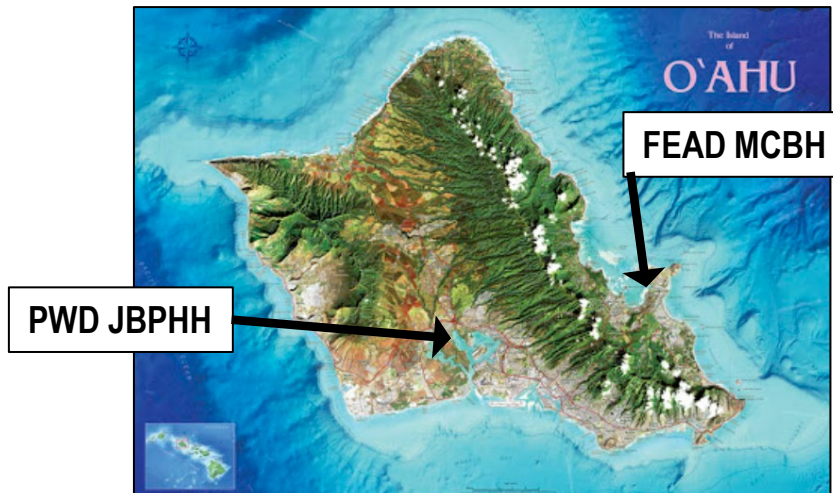
- 32 contracts with an annual FIP of \$68M
- Performance Work Statement Development
- Performance Assessment of Service Contracts

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. Resident Officer in Charge of Construction (ROICC) JBPHH and Marine Corps Base Hawaii



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. Transitions to JBPHH on Sep 20.
- 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

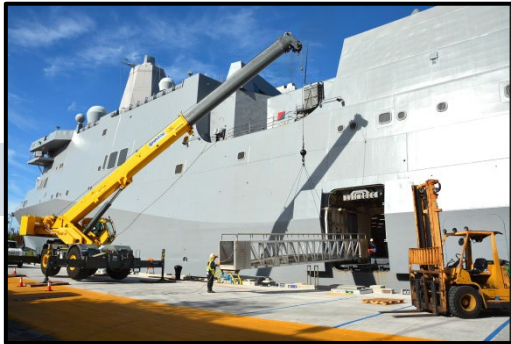
WHAT IS NEW

- Transitioning to Acquisition Management System (AMS):
 - New pre award system for contracts. Still learning new system to minimize disruption in 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 continues to be updated to analyze HVAC DDC and electric meter usage

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 2028
 - FY27 – 7 contract renewals
 - Vehicle PM contract
 - Utility SCADA Maintenance contract

Questions?





U.S. Small Business
Administration

Hawaii District Office

Mary Dale

Economic Development Specialist

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

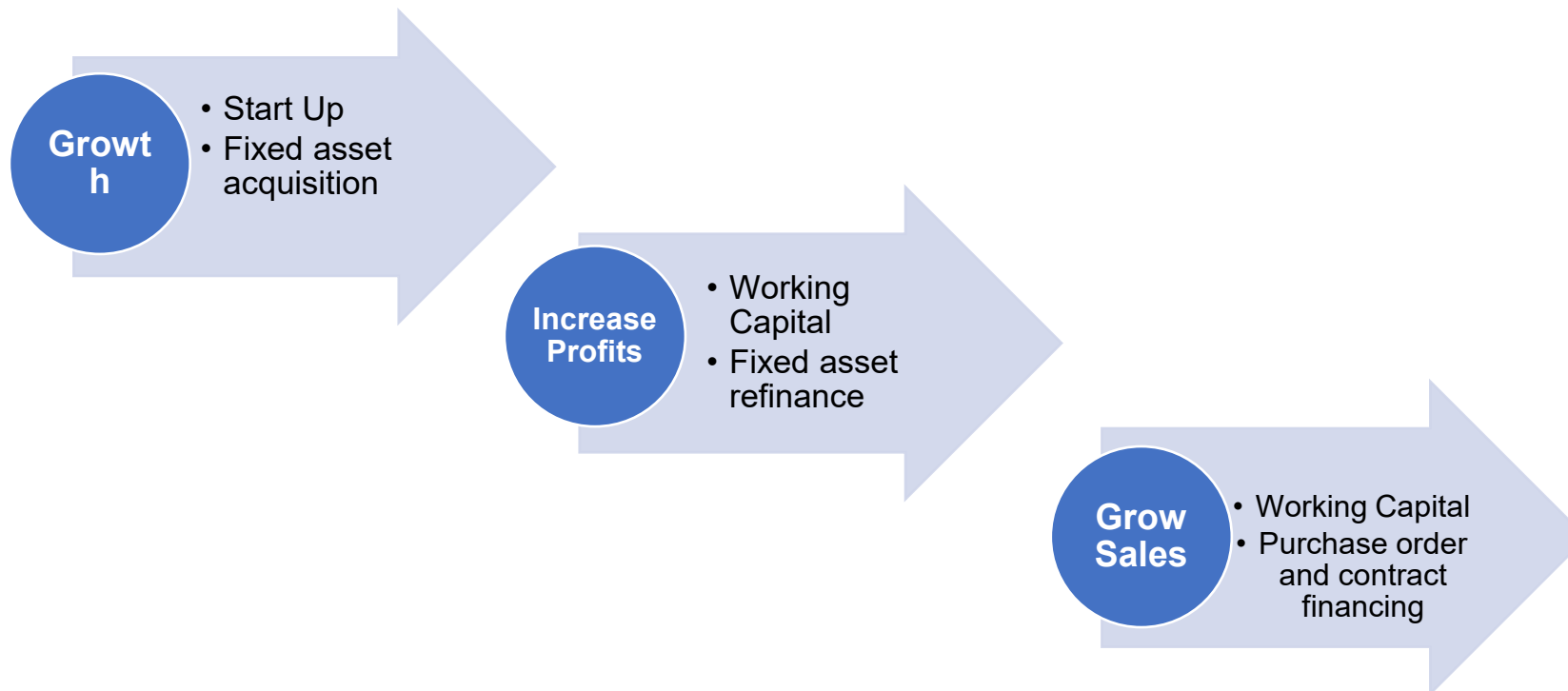
Access to Capital is an Obstacle for Small Businesses



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

SBA Loans Offer Solutions Throughout the Entire Life Cycle of a Small Business

SBA guaranteed \$34.9 Billion loan dollars in Fiscal Year 2022 that supported:



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](#)



U.S. Small Business
Administration

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!

Mary.Dale@sba.gov

U.S. Small Business Administration



***NAVFAC Hawaii
Government
Procurement
Industry Forum***

5 August 2026

***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
- Bidmatch service
- Education and Training
- Networking



Need help securing registrations:

- Unique Entity Identifier
- System for Award Management

** FSD helpdesk phone number discontinued.*



Contract Awards

- FPDS website shutdown February 2026 moved to SAM
- Home → Contracting → Dropdown → Contracting Awards
- Same information—different look



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*



8(a) Business Development Program

- SBA Proposed Rule removes requirement for proving social disadvantage.
 - Does not apply to entity-owned.
- Test would be whether a government or private entity was biased against a racial, ethnic, or cultural group.
- Comments closed on 13 July 2026.



8(a) Business Development Program

- *2026 audit of all current and recently graduated 8(a) firms (4300 firms total)*
- *Still accepting applications, however, 92% of applicants have not been accepted (in the last year)*
- *Unsure what will happen to pending applications after SBA Final Rule goes into effect*



Solicitations & Proposals

APEX can assist with

- Answering questions
- Establishing a timeline
- Providing a detailed review before submission



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: • 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. Prioritize 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.	Identify what makes you different from your competitors and how this benefits the targeted agency
TargetGov Tip: Ideally, include specific contact information for immediate references. Include name, title, email, phone.	TargetGov Tip: Relate your key differentiators to the needs of the agency, prime or teaming partner.
COMPANY DATA	List Specific Pertinent Codes
One very brief company description detailing pertinent data.	• 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
TargetGov Tip: Readers will visit your web site for additional information. Make sure your web site is constantly updated and government-focused.	
Your logo, address, phone numbers (voice, mobile and fax) email, web site and other related contact information	



Update

- CMMC Phase 2 suspended (on 13 July 2026).
- Phase 1 requirements still in place.
 - Self-assessment demonstrating compliance with NIST SP 800-171.
 - Report score to SPRS.
 - DFARS clause 252.204-7012



**All Hawaii APEX services are
free.**

Register today!

www.hawaiiapex.org



Contact info:

Erin Kanehira

Procurement Counselor

erin@hawaiiapex.org



Society of American Military Engineers



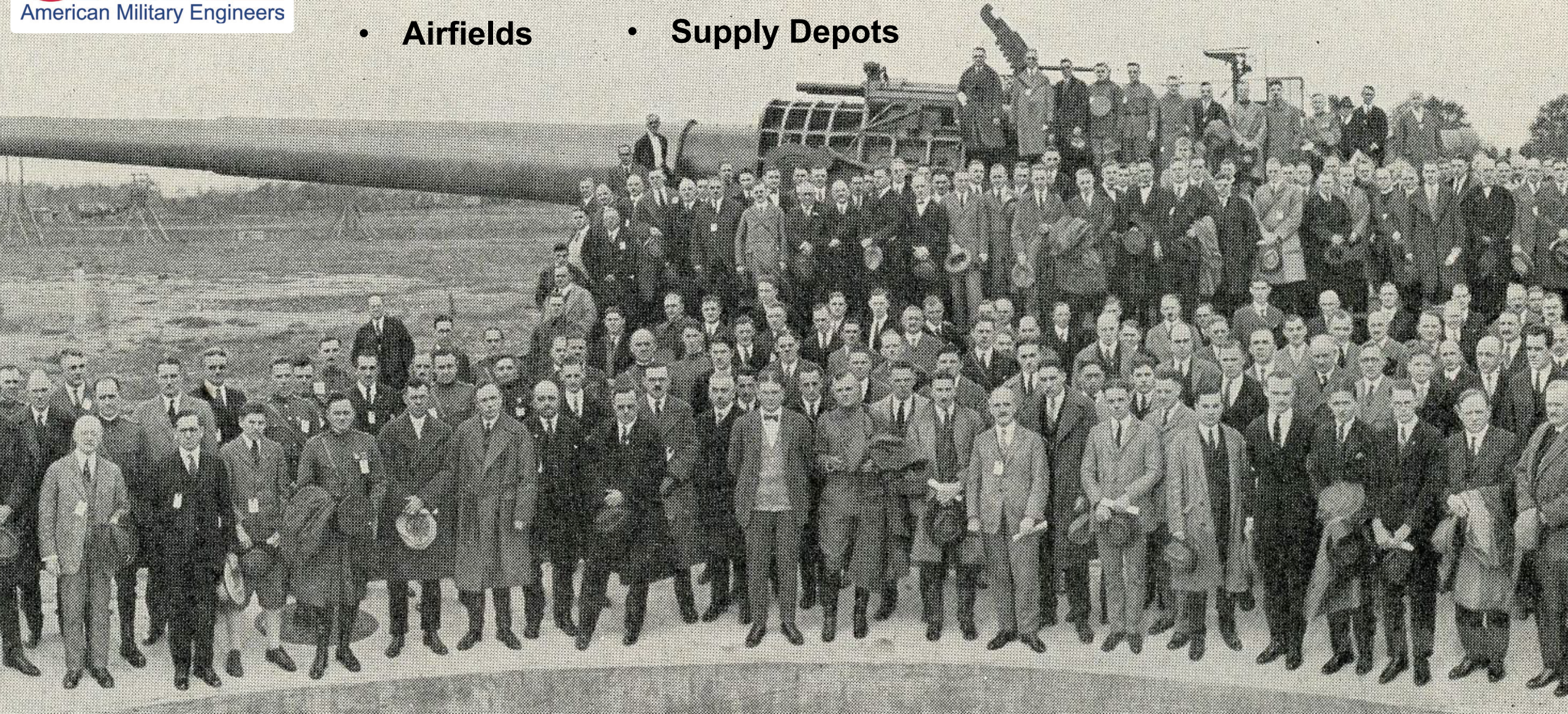
**Alyssa
Agustin**

Senior Coastal Scientist, GHD
SAME National Elected Director
SAME Hawaii Camp Director





- Ports
- Railroads
- Roads
- Airfields
- Utilities
- Water Systems
- Camps
- Supply Depots





- **Collaboration**
- **Shared Knowledge**
- **Improvisation**
- **Trust**





We are establishing at this time a Society of American Military Engineers. This society will serve no selfish ends. **It is dedicated to patriotism and national security.** Its objects are, in brief, to promote solidarity and co-operation between engineers in civil and military life, to disseminate technical knowledge bearing upon progress in the art of war and the application of engineering science thereto, and to preserve and maintain the best standards and traditions of the profession, all in the interests of patriotism and national security.

The Military Engineer, January-February 1920



National Conferences

- 2027 - May 18-20 | Milwaukee, WI JETC
- 2027 - Nov 17-19 | St. Louis, MO SBC
- 2028 - May 9-11 | Pittsburgh, PA JETC
- 2028 - Nov 15-17 | Nashville, TN SBC
- 2029 - Nov 7-9 | Salt Lake City, UT SBC



U.S. Navy Awards

- - **Moreell Medal:** For outstanding contribution to military engineering
- **Shields Medal:** For outstanding contributions to facility construction and/or maintenance
- **Peltier Award:** For most outstanding Navy construction battalion
- **Toner Award:** For outstanding contribution to military engineering



SAME Joint Engineer Training Conference & Expo
MAY 19-21 2026
PORTLAND OREGON



Career Transition Workshop

→ Online Program begins: January 12, 2027 | On-site: February 10 – 12, 2027

Embassy Suites by Hilton
Baltimore at BWI Airport
1300 Concourse Dr, Linthicum
Heights, MD 21090



Local Events

**2026 SAME Pacific Industry Forum
| Sept 15–17, 2026 | Honolulu, HI**



**Monthly Lunches at Hale Ikena
August 12: Environmental
Monitoring and Remediation at the
Red Hill Bulk Fuel Storage Facility,
CDR Benjamin Dunn, CEC, USN
(PE)**



Credentialing Assistance Program

→ CCM NICET LEED
 CEM PE DBIA
 CFM PMP FMP
 CPSM RA



U.S. NAVY SEABEE

ENLISTED CAREER PATH CREDENTIALS

As you progress through your career in uniform, there are different types and levels of credentials to pursue at each stage. These can increase your skills and knowledge while performing your job in the service, then because they are industry-recognized will help position you for a successful transition after.

YEARS OF SERVICE	CAREER MILESTONE	JOB ASSIGNMENTS	CIVILIAN CREDENTIALS OR CERTIFICATIONS
22+	E9 (CBCM) FORCM/CMDCM	Executive Level Learning: Strategy management and execution.	- Portfolio Management Professional (PfMP) - Program Management Professional (PgMP)
	E7-E9 (OF-7 Chief, CECS, CMCS, CUCS, EOCS, UTCS, CBCM)	Command Senior Enlisted Leader: Strategy execution and oversight of construction related operations.	- Program Management Professional (PgMP) - Project Management Professional (PMP) - Lean Six Sigma (ASQ or IASSC)
	E7-E9 (OF-7 Chief, CECS, CMCS, CUCS, EOCS, UTCS, CBCM)	Master Level Learning: Master the construction and project management of multiple job sites or be responsible for the work.	- Project Management Professional (PMP) - Certified Construction Manager (CCM) - Lean Six Sigma (ASQ or IASSC)
13-22	E6-E8 (OF-7 PO1, OF-7 Chief, CECS, CMCS, CUCS, EOCS, UTCS)	Middle Level Management; First/Second Line Supervisor: Learn to address external factors impacting productivity and incorporate lesson learned or best practices.	- Construction Manager in Training (CMIT) - Certified Facility Manager (CFM) - Certified Energy Manager (CEM) - Facility Management Professional (FMP) - Lean Six Sigma (ASQ or IASSC)
5-13	E4-E5 (OF-7)	Journeyman Level Learning; Crew Leader: Learn to lead and address quality control at the deckplate as a site safety or workcenter supervisor. Be a crew leader or superintendent for your project site. Begin to perform scheduling, cost estimating, and inspections of other people's work.	- OSHA 30-hour Safety - USACE Quality Control - Board of Certified Safety Professional (BCSP) - Operator Certifications - Lean Six Sigma (ASQ or IASSC) - Examination Board of Professional Home Inspectors (EBPHI) - Construction Specifications Institute (CSI) - American Society of Home Inspectors (ASHI) - American Institute of Constructors (AIC) - International Code Council (ICC)
0-5	E1-E4 (OF-7)	Apprentice Level Learning: Learn your rate, trades skills, become an expert within and across your rate/field. Track your hours with U.S. Military Apprenticeship Program (USMAP) from the start.	Hundreds available to validate your skills and experience, such as: National Institute for Certification in Engineering Technologies (NICET), National Inspection Testing and Certification Corporation (NITC), American Concrete Institute (ACI), and National Roofing Contractors Association (NRCA).

(List of acronyms on back)



Leader Development Program

→ A flagship, year-long program cultivating the next generation of SAME leaders through hands-on training, mentorship, and real-world service projects.





STEM Camps

Hawaii STEM Camp - Honolulu, HI

U.S. Navy Camp - Port Hueneme, CA

U.S. Army Camp - Vicksburg, MS.

**U.S. Marine Corps Camp - Camp
Lejeune, N.C.**

U.S. Navy Camp - NAS Jacksonville, FL.

**U.S. Air Force Academy Camp -
Colorado Springs, CO.**



Industry- Government Engagement

→ SAME hosts collaborative problem-solving forums. These connections enable industry to better understand mission needs and allow government agencies to access expertise, innovation, and capabilities in industry.



The Military Engineer (TME) Magazine



In the Indo-Pacific, military engineers form the backbone of an asymmetric advantage, providing combat power from dispersed sites with adaptability and speed.

THE INDO-PACIFIC'S STRATEGIC ADVANTAGE: Airmen in a Contested Theater

In the world's largest theater, airmen with Pacific Air Forces are the difference-makers who enable Agile Combat Employment, leveraging highly trained specialists, multi-capable personnel, and integrated partnerships to overcome the tyranny of distance and advance prospects for a free and open region.

By Brig. Gen. Mike Zuhlke, USAF, Capt. Olantho Atterley, USAF, and Capt. Meredith Vaughan, USAF, USAF

In the Indo-Pacific, strategic advantage is shaped less by platforms and even policies than by the airmen who build, sustain, protect, and enable operations. This reality is embodied by Agile Combat Employment (ACE): dispersed air forces that generate combat power at the time and place of America's choosing. The airmen of the U.S. Air Force create asymmetric advantage by enabling distributed operations that disrupt adversaries, complicate targeting, strengthen partnerships, and sustain high operational tempo with minimal footprint requirements—core attributes identified as the theater's competitive edge.

Through resilience, speed, adaptability, and the ability to project power under pressure, airmen can transform a network of individual bases into a connected, agile, combat-credible enterprise enabling the missions of Pacific Air Forces (PACAF). When we speak of asymmetric advantage in the Indo-Pacific, it is not a platform, weapon, or software—it is the airmen who detect, compete, and guarantee we prevail.

AGILE, ASYMMETRICAL
When the general public discusses military power, the focus typically centers on hardware and software—aircraft, weapons systems, information networks. But the truth is more nuanced, and decidedly human-centric. It is the U.S. airmen at the nexus of those platforms who generates asymmetric advantage, bringing to bear a defining level of capability, adaptability, and judgment. Without question, U.S. airmen are fundamental to the nation's security and the future of global stability. While technology matters, the human element transforms capability into dominance. This idea is embodied in the Air Force's ACE concept, which defines how dispersed, adaptable airmen increase survivability while generating combat power.

Our enduring asymmetric advantage resides in people, and not just those in the cockpit or managing a satellite or missile site.

It is carried out by ACE airmen who enable power projection, create and sustain readiness, and preserve resilience. These are the servicemembers who generate the mission, build and maintain installations, protect the force, maintain the fleet, and provide the fuel and logistics that keep operations moving at the speed of relevance. This is the human engine that turns ACE from concept into practice across posture, command and control, maneuver, protection, and sustainment.

These airmen are the backbone of PACAF's foundational strength. Their skill, adaptability, and focus (fortified by centralized planning, decentralized execution, and robust training) give senior leaders the ability to deter aggression, compete with confidence, and prevail whenever called. Their collective efforts ensure the United States maintains freedom of action throughout the Indo-Pacific.

REGIONALLY RESPONSIVE

In what is largest and most complex operational theater covering half the planet, Air Force logisticians move people and equipment with precision, agility, and purpose. They build supply chains to remain functional even when contested, and they make the ACE concept real. Where others see distance as an obstacle, our logisticians turn it into opportunity. As the logistics environment becomes increasingly contested, PACAF security forces, medics, maintainers, fusers, and engineers form a lattice of operational strength, turning routine tasks into strategic leverage.

Guardians of Agile Power Projection (Security Forces). PACAF security forces play a pivotal role in projecting combat power across the Indo-Pacific. They secure expeditionary airfields, critical infrastructure, and high value assets as air operations can continue despite adversary pressure. Their ability to rapidly establish and defend forward operating

locations is essential to ACE. A growing element of this mission is the integration of point-defense capabilities and counter-small unmanned aircraft systems to defeat

emerging aerial threats. Defenders employ layered defenses, advanced sensors, and rapid-response tactics to detect, track, and neutralize hostile drones and other low-signature threats. This is in alignment with the War Department's Strategy for Countering Unmanned Systems and the Air Force's ongoing fielding of deployable small drone kits and Red Air Cell Training. By integrating with joint forces and allied partners, Security Forces contribute to a unified defensive network that strengthens deterrence and enhances regional stability, ensuring that distributed operations remain resilient, responsive, and ready to generate combat airpower when and where needed.

Sustaining the Human Weapon System (Medics). Medics are a critical advantage opportunity. These airmen deliver high-quality care in austere, resource-limited environments, preserving force health and operational endurance. Their capabilities extend beyond routine care, however. They provide preventive medicine, trauma care,

CONUS ENGINEERING

ALLIES, PARTNERS, PROGRESS

Central to PACAF's mission is working alongside allies and partners to ensure regional stability and security. While speaking at the 2024 Air, Space, and Cyber Conference, Gen. Kevin Schneider, USAF, PACAF Commander, underscored the three asymmetric advantages that adversaries cannot match: the growing network of alliances and partnerships, the professionalism and discipline of our people, and the inherent strength of the joint force.

Schneider reinforced this in a 2025 interview with Jones, describing deepening interoperability with allies and partners as a defining advantage—modernizing together to ensure agility and effectiveness across the full spectrum of challenges in the theater. "We continue to integrate and operate with our network of allies and partners more deeply than ever before," he said. "We modernize alongside them to ensure interoperability and agility across the full spectrum of challenges."

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CONUS ENGINEERING

ACCELERATING MISSION READINESS THROUGH COASTAL RESILIENCY

Throughout the Pacific, coastal science and engineering are being applied to strengthen shoreline resilience, sustain critical infrastructure, and accelerate mission readiness.

By Alyssa Agostini, PAE, USACE

Across the Pacific, the coastline is more than a geographic boundary—it is a strategic front line. The collection of ports, airfields, refueling sites, and installations in Hawaii, Guam, and across Micronesia underpin U.S. defense posture, logistics, and humanitarian response. These assets face mounting natural challenges: chronic erosion, sea level rise, and intensifying storms that complicate construction, maintenance, and long-term resilience planning. Increasing logistical constraints across the vast expanse of distance further strains planning and execution.

Across the region, service leaders consistently emphasize the same priority: readiness is needed faster, in more locations, and under increasingly complex conditions. The embrace of coastal science and engineering plays a critical role in meeting this growing demand. By applying disciplined execution, sound data, and context-appropriate solutions, resiliency efforts can directly support operational continuity and mission success across the Pacific.

VULNERABLE SITES

The realities of island environments amplify engineering complexity. Construction materials and equipment often must travel thousands of miles. Delivery schedules are often dictated by weather, port capacity, and limited local infrastructure. Environmental sensitivity adds another layer. Coral reefs, mangroves, and culturally significant sites must be protected even as shorelines are reinforced. At the same time, operational requirements such as dry dock availability, fuel security, navigation aids, and reliable access routes leave little tolerance for prolonged downtime.

Resiliency is foundational to operational continuity. In Hawaii,

approximately 85 percent to 90 percent of food is imported; commercial stocks typically last only five to seven days. Disruption at a major port would ripple across civilian and military supply chains. Similar vulnerabilities exist throughout the Pacific, where a single storm can sever lifelines for weeks.

These risks are accelerating. Global mean sea level is rising at approximately 3.1 mm per year. Regionally, rates vary—averaging about 1.54 mm annually in Hawaii and up to 6.6 mm per year in Guam. This trend compounds extreme weather events and pushes infrastructure beyond original design thresholds.

Island coastlines are shaped by complex interactions. Waves arrive from multiple directions, and with their own period and frequency; they also interact with varying reef morphologies that transform wave energy and influence the forces acting on the shoreline. These processes are further shaped by variables that ebb and flow like the tides: ocean currents with changing intensity, shoreline geology that responds differently

to incoming forces, geotrophic eddies that alter background water levels, winds influenced by island topography, and severe storms that can override typical conditions altogether. Together, these interacting factors drive localized coastal behavior, underscoring the need for site-specific data, modeling, and design approaches when planning resilient infrastructure in island environments.

By applying disciplined execution, sound data, and context-appropriate solutions, resiliency efforts can directly support operational continuity and mission success across the Pacific.



Installations positioned on remote locations in the Pacific face accelerating risks to coastal infrastructure driven by extreme weather, logistical difficulties, and limited construction windows, among others.

THE RIGHT BALANCE

Coastal projects in Hawaii and across the Pacific are among the most heavily regulated in the United States. They routinely require coordination across federal, state and county agencies. These processes can extend timelines beyond the pace at which conditions are changing. Planning, designing, engineering, and constructing with urgency is paramount. Both owners and contractors must get solutions approved on the correct schedule.

Resiliency efforts of the military need to coexist with environmental stewardship. On a project in Hawaii for the U.S. Coast Guard, corals were relocated in coordination with the National Oceanic & Atmospheric Administration and the National Marine Fisheries Service prior to tower replacement. The construction windows were aligned with ecological calendars to protect spawning and nesting cycles as well.

With tight schedules for construction and delivery, priority is often given to



Adaptation planning in island environments often needs to balance resilience, environmental stewardship, and mission continuity when weighing options.

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SPOTLIGHT ON TYNDALL REBUILD

Academy of Fellows

→ The SAME Academy of Fellows recognizes those members who have rendered dedicated and outstanding service to the Society, military engineering, and the A/E/C profession.

My Name, F.SAME



Membership

SAME offers individual membership categories for military/government

- Regular: \$75
- Young Prof. (<40 yrs old): \$50

<https://www.same.org/membership-communities/join/uniformed-membership/>





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

Mr. Aaron Darley
PDC Director and Chief Engineer
AUG 5, 2026

Topics

- Missions and Programs
- Strategic Plan
- NAVFAC Hawaii Focus
- Program Estimates

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. Quality of Life

- BEQs/BQs/UH

6. Ammunition Storage

- Adding Storage and New Capability

NAVFAC Strategic Plan

1. Focus on Construction, Engineering, Contracting

- Construction → Improve Cost, Schedule, Quality
- Engineering → Technical Excellence, Technical Authority
- Contracting → Agility and Speed

2. Lean, Accountable, Integrated Organization

- Maintenance to CNIC → Shore C2
- Simplify Command Structure
- Align Workforce to Operations/Mission

3. Recruit and Develop the Workforce

- Recruit and retain required skills
- Develop Technical and Leadership Competencies



NAVFAC Hawaii Focus

- **Execute Faster → Meet Mission Requirements**
 - Design Faster
 - Award Faster
 - Construct Faster
- **New Authorities**
 - Progressive Design Build
 - Accelerated Design Build
 - Other Transaction Authority
 - Industrialized Construction
 - Programmatic Execution

NAVFAC Hawaii Program Estimates

- FY26/27 MILCON→ \$4B

- Airfield Pavement
- Hangars
- Magazines
- Utilities
 - Water Treatment
 - Wastewater Treatment
- BEQ's/BQ's/Unaccompanied Housing
- Command Centers

- FY26/27 FSRM→ \$800M

- Industrial Facilities Repair/Renovation
- Utilities (Electrical Distribution)
- Pier and Wharf Upgrades
 - Utilities
 - Structural
- Airfield Pavement

- FY28 MILCON→ \$1B

- Magazines and other Facilities
- Utilities (Electrical Distribution)
- Pier and Wharf Facilities
- Command/Operations Centers

- FY28 FSRM→ \$600M

- Industrial Facilities Repair/Renovation
- Airfield Pavement
- Caisson Repair/Construction
- Utilities (Water Distribution)



Questions?



CONTRACTING DIVISION



2026

About NAVFAC Hawaii Contracting

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

Revolutionary FAR Overhaul (RFO)

- <https://www.acquisition.gov/far-overhaul>
- New Era for Commercial Buying
- Most significant reform since first published in 1984
- “The old rules were built for paperwork; the new rules are built for performance.”
- Rewrites the FAR in plain language and returns it to its statutory roots
- Creates non-regulatory buying guides providing best practices

Revolutionary FAR Overhaul (RFO)



*Graphic above is courtesy of GSA RFO Training

Revolutionary FAR Overhaul (RFO)

- *The FAR Companion Guide* provides strategic “how to” tips and other insights from experienced practitioners across the government on using the new streamlined FAR to meet taxpayer needs.
- *The Practitioner’s Albums* provide tested learning tools to accelerate adoption of innovative practices for getting better contract outcomes.
- *The Category Guide* includes practical advice from category managers for getting the most out of best-in-class and other preferred government-wide contracts. These tools will enable the Federal Government’s acquisition workforce to quickly understand and implement the streamlined FAR.

* Graphic above is courtesy of Whitehouse.Gov

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)
- Sources Sought Notices
- Small Business Searches



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

Cybersecurity Maturity Model Certification (CMMC)

- Three Year Phased Rollout:
 - Phase 1 (Begins Nov 10, 2025): DoD program managers are inserting Level 1 or Level 2 self-assessments as a condition of contract award.
 - Phase 2 (~~Begins Nov 10, 2026~~): Level 2 C3PAO (Third-Party Assessor) certification assessments will be required for solicitations containing CUI. **CURRENTLY SUSPENDED**
 - Phase 4 (By Nov 10, 2028): Complete implementation. CMMC compliance is required for all applicable contracts and options
- Key Clauses:
 - DFARS 252.204-7021 Contractor Compliance with CMMC Requirements
 - DFARS 252.204-7025 Notice of CMMC Level Requirements in Solicitations
 - If your system processes, stores, or transmits Federal Contract Information (FCI) or Controlled Unclassified Information (CUI), you must hold the specified CMMC level status at the time of award.
 - Action for SB: Register and post your self-assessments/affirmations in the Supplier Performance Risk System (SPRS).



Questions?



NAVFAC, HAWAII



LCDR Kelvin Edmonds, PE, CCM, USN
Assistant Operations Officer
AUGUST 5, 2026

Topics

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

NAVFAC Hawaii: FY2025 Areas of Acquisition

Major Construction

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

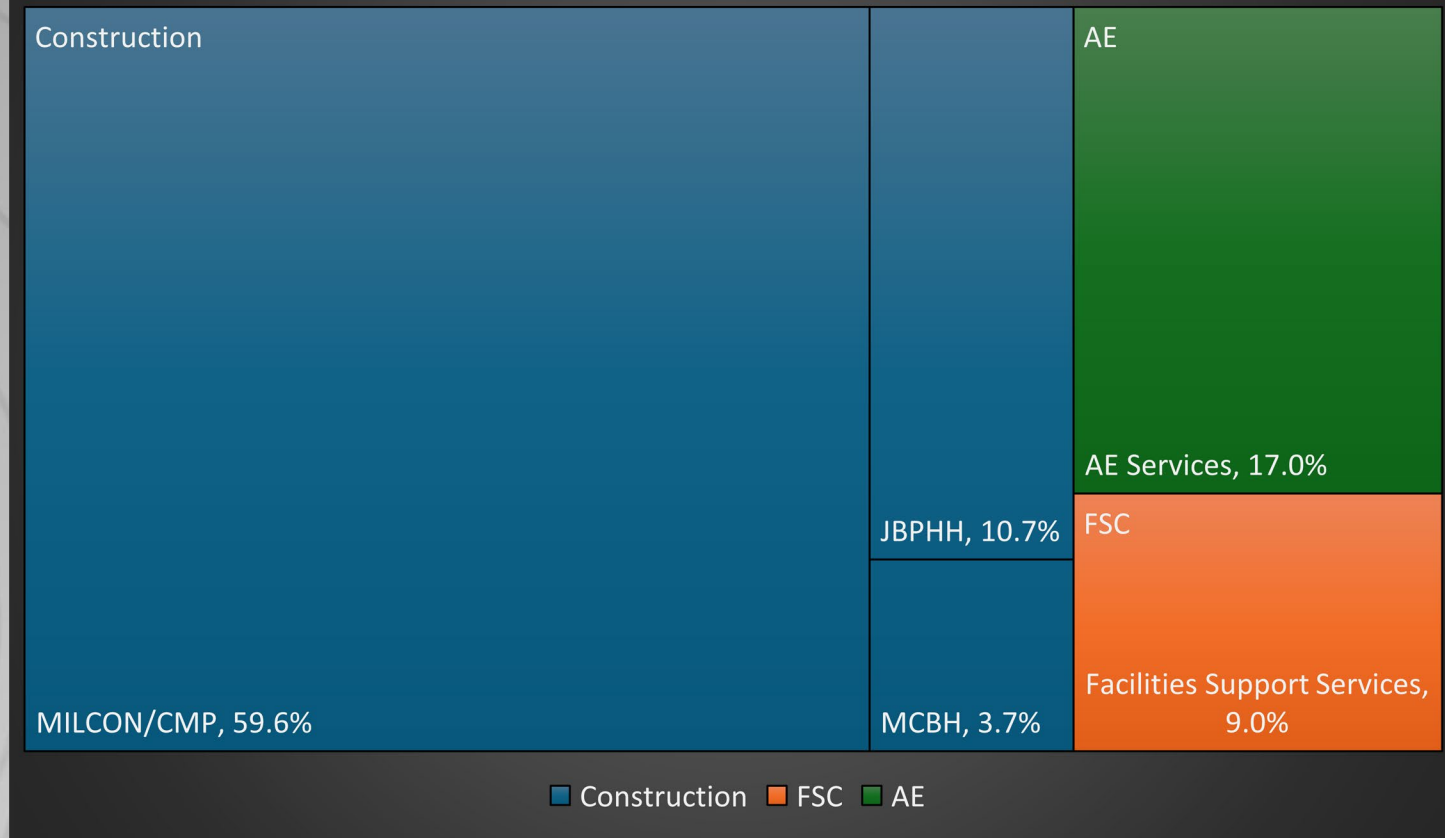
A & E Services

- Architectural Services
- Engineering Services

Facility Support Services

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

FY25 Dollars Obligated - \$785M

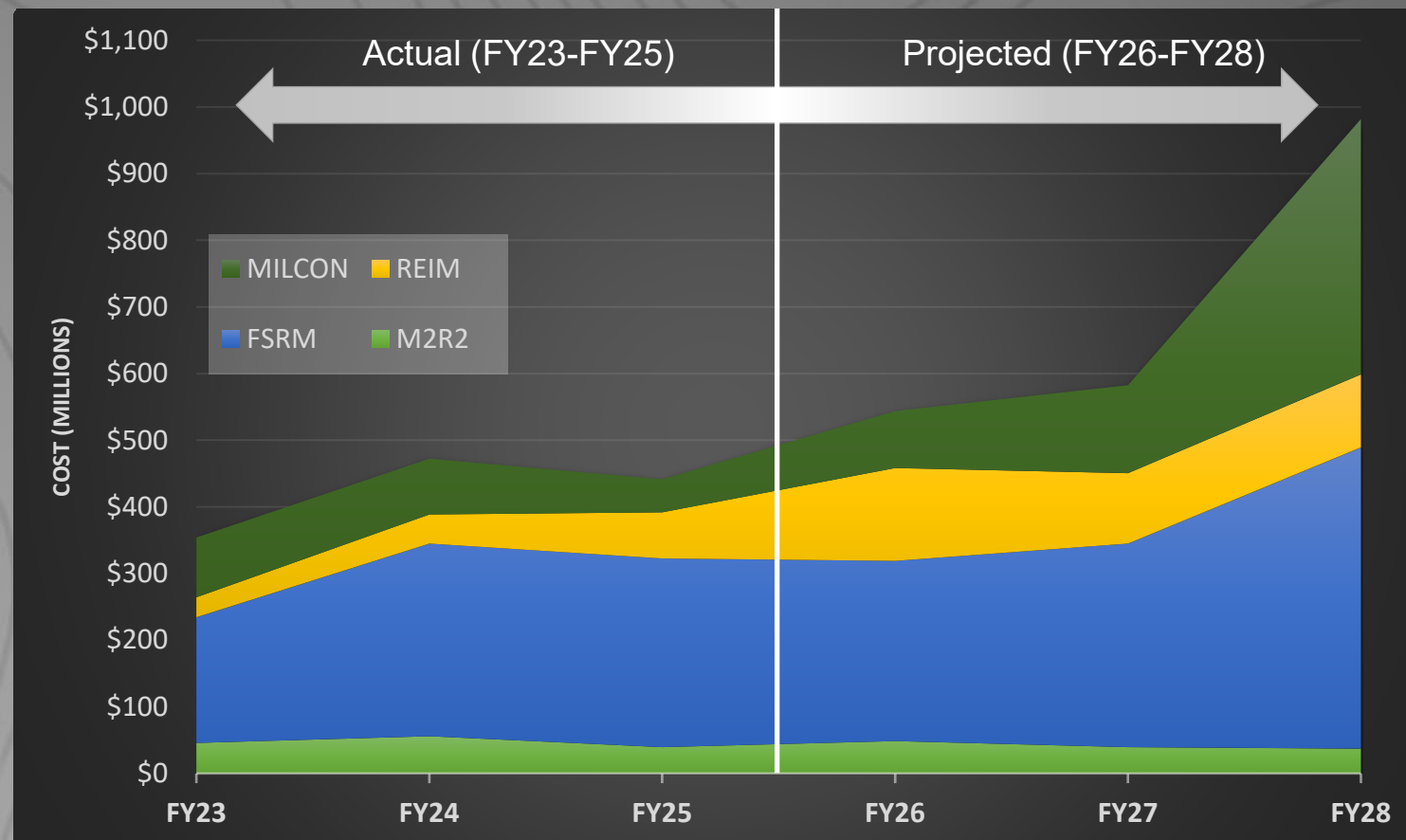


36.4% of Major Construction and A & E services went to Small Business → \$285.6M

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
Unrestricted Utilities	\$249M	5 Years	FY27
Unrestricted Architecture	\$75M	5 Years	FY26
Unrestricted Waterfront	\$249M	5 Years	FY27
Small Business Mechanical	\$30M	5 Years	FY26
Small Business Utilities	\$49M	5 Years	FY27
Small Business Structural	\$30M	5 Years	FY26
Small Business Spec/Cost (Arch)	\$20M	5 Years	FY27
Small Business Multi-Discipline (Arch)	\$20M	5 Years	FY27
Unrestricted Spec/Cost (Arch)	\$200M	5 Years	FY27

Upcoming Construction MACCs

FY26	Type	Duration	Capacity	Task Order Range	Projected Award
SB MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$1B	\$3M - \$40M	FY27
HUBZone MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$1B	\$150K – \$20M	FY27
Waterfront MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$5B	\$3M - \$300M	FY27
SDVOSB MACC	DB/DBB	5-Yr Base + 3-Yr Option	\$350M	\$150K - \$3M	FY27

FY 26 Remaining Large Projects Pending RFP

FY26 Projected Estimate: \$2.6B

Project Title	Location	Est. Value
C-40 AIRCRAFT MAINTENANCE HANGAR & PARKING APRON	MCB HAWAII KANEOHE	\$10M+
WATER RECLAMATION FACILITY COMPLIANCE UPGRADE (INC)	MCB HAWAII KANEOHE	\$10M+
PHNSY - WR152943 BRAVO 1 / BRAVO 2 UNDER PIER HPA PIPING REPLACEMENT, JBPHH	JBPHH PEARL HARBOR HI	\$1M - \$5M
HI2618R AN FPN-68A PAR INSTALLATION, KBAY	MCB HAWAII KANEOHE	\$1M - \$5M
PHNSY - WR152920 B167 INSTALL 3RD FLOOR RESTROOM, JBPHH	JBPHH PEARL HARBOR HI	\$1M - \$5M
PHNSY - WR152854 BLDG 394 Repair Emergency Exit Stairs, JBPHH	JBPHH PEARL HARBOR HI	\$1M - \$5M
DLA-POL AFFF Retrofit B1554	JBPHH PEARL HARBOR HI	\$1M - \$5M
WATERFRONT - UH - B 1330, B1334 REPLACE ROOF COVERING	JBPHH PEARL HARBOR HI	\$1M - \$5M
WATERFRONT - UH - B 1333/1369/1370/1722 COAT METAL ROOFING AND PAINT EXTERIOR	JBPHH PEARL HARBOR HI	\$5M - \$10M
HI2622M DEMOLISH BUILDING 5069 MCBH	MCB HAWAII KANEOHE	\$5M - \$10M
WATERFRONT - CBMM - NIOC - B 324 REMOVE AND REPLACE HVAC SYSTEMS	JBPHH PEARL HARBOR HI	\$5M - \$10M
WATERFRONT - DLA - B 479 - DLA INDO PACIFIC OPS CENTER	JBPHH PEARL HARBOR HI	\$10M+
Bldg 11 Reroof & Renovate 2nd & 3rd Floors, SIOP, PHNS, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
AIRFIELD - 15 MXG - B 2045H DESIGN HANGAR 3 RENOVATION	JBPHH PEARL HARBOR HI	\$10M+
BUILDING 1168 REMODELING AND MODERNIZATIONS	JBPHH PEARL HARBOR HI	\$10M+
WATER TREATMENT PLANT (INC)	JBPHH PEARL HARBOR HI	\$10M+
ELECTRICAL BACKBONE	JBPHH PEARL HARBOR HI	\$10M+

FY27 Planned Large Projects

FY27 Projected Estimate: \$3.3B

Project Title	Location	Est. Value
P-7005 BEQ AT LITTLE MAKALAPA	JBPHH PEARL HARBOR HI	\$10M+
PDI: AIRCRAFT APRON PARKING (PHASE 1)	WAKE ISLAND AFB	\$10M+
AIRCRAFT HANGAR & PARKING APRON	MCB HAWAII KANEOHE	\$10M+
PDI: PACIFIC WARFIGHTING CENTER EXPANSION	JBPHH PEARL HARBOR HI	\$10M+
PDI: AIRFIELD PAVEMENT UPGRADES	CNI PMRF HAWREA BARKING SANDS	\$10M+
Bldg 5/5A Waterfront Project Team Space Renovation, SIOP, PHNSY, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
ATC CO M COMPOUND	MCB HAWAII KANEOHE	\$10M+
BACHELOR ENLISTED QUARTERS	MCB HAWAII KANEOHE	\$10M+
Bldg 6 Remediation & Conv For Waterfront Storage, SIOP, PHNS, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
CHILD DEVELOPMENT CENTER	JBPHH PEARL HARBOR HI	\$10M+
RM22-0731 Repair Airfield Parking Apron Rows 1-6, Phase 2 of 5, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
3D MLR ARMORY EXPANSION	MCB HAWAII KANEOHE	\$10M+
RM23-0836 Upgrade S99 Electrical Station J, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
RM19-1256 Repair and Upgrade Berths B10-B13, Phase 1 of 2, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
Replace Caisson DD4 - DD Cert, SIOP, PHNSY	JBPHH PEARL HARBOR HI	\$10M+
RM22-0731 Repair Airfield Parking Apron Rows 1-6, Phase 1 of 5, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
MAIN GATE ENTRY CONTROL POINT	MCB HAWAII KANEOHE	\$10M+
ST19-1225 Reroof and Lightning Protection Sys, B700, JBPHH	MCB HAWAII KANEOHE	\$10M+
ST25-4080 MAINTENANCE DREDGE IROQUOIS POINT, JBPHH	JBPHH PEARL HARBOR HI	\$10M+

FY28 Planned Work Projection

FY28 Projected Estimate: \$1.8B

Project Title	Location	Est. Value
CONTAINERIZED LONG WEAPONS STORAGE MAGAZINE	JBPHH PEARL HARBOR HI	\$10M+
CPS WEAPONS MAINTENANCE OPERATIONS & STORAGE FAC	JBPHH PEARL HARBOR HI	\$10M+
ELECTRICAL DISTRIBUTION MODERNIZATION	MCB HAWAII KANEOHE	\$10M+
RM19-0327 B1766 MODERNIZATION SIOP, PHNSY	JBPHH PEARL HARBOR HI	\$10M+
RM21-2135 REPLACE DRYDOCK 2 INTERMEDIATE CAISSON 2I SIOP	JBPHH PEARL HARBOR HI	\$10M+
RM22-0732 Repair Taxilane HA/HB, Phase 2 of 2, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
POTABLE WATER STORAGE TANK AT WAIAWA	JBPHH PEARL HARBOR HI	\$10M+
RM25-4331 LSM Squadron Headquarters Support Facility B170B, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
RM16-1469 BLDG 155 STRUCTURAL SHOP REROOF SIOP	JBPHH PEARL HARBOR HI	\$10M+
SANITARY SEWER LINE UPGRADES	JBPHH PEARL HARBOR HI	\$10M+
Bldg 14 Agile Shop & Support Space Modernization, SIOP	JBPHH PEARL HARBOR HI	\$10M+
DLA-POL PH-003 FUEL OIL RECLAMATION FACILITY MODIFICATIONS, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
DLA-POL BLDG 1037H Replace 4 USTs with 2 AST, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
UM - WW - JBPHH WWTP HEADWORKS SCREENS REPLACEMENT	JBPHH PEARL HARBOR HI	\$5M - \$10M
UM - B1353 - Replace Centrifuges for Fort Kamehameha WWTP	JBPHH PEARL HARBOR HI	\$5M - \$10M
UM - BLDG 1575 SY-06 REHABILITATION, JBPHH	JBPHH PEARL HARBOR HI	\$5M - \$10M
HI2607M REPLACE EMERGENCY GENERATOR 1 AND AUTO TRANSFER SWITCH, B82 CS	MCB HAWAII KANEOHE	\$5M - \$10M
HI2736M REPLACE S326 POTABLE WATER STORAGE TANK, CS	MCB HAWAII KANEOHE	\$5M - \$10M

FY29 Planned Work Projection

FY29 Projected Estimate: \$2.4B

Project Title	Location	Est. Value
Dry Dock Soil Improvement for Seismic Haz Mitigation, SIOP, PHNSY	JBPHH PEARL HARBOR HI	\$10M+
ACC REPLACEMENT JB PEARL HARBOR - HICKAM	JBPHH PEARL HARBOR HI	\$10M+
LSM SHIP BERTHING WHARF F 12/13 IMPROVEMENTS	JBPHH PEARL HARBOR HI	\$10M+
PACAF Combined Operations Center	JBPHH PEARL HARBOR HI	\$10M+
BLOCK V SUB STORAGE, MAINTENANCE & OPERATIONS FAC	JBPHH PEARL HARBOR HI	\$10M+
RM20-0234 REPAIR AND UPGRADE BERTHS B15-B18	JBPHH PEARL HARBOR HI	\$10M+
NEW PUMPHOUSE AND UPPER TANK FARM RECONFIGURATION	JBPHH PEARL HARBOR HI	\$10M+
VIRGINIA CLASS SUBMARINE SHORE POWER	JBPHH PEARL HARBOR HI	\$10M+
UM - REPLACE SEWER LIFT STATIONS 1/1A	JBPHH PEARL HARBOR HI	\$10M+
RM17-1491 REPLACE PONTOON PIER 186 AT NISMF, JBPHH	JBPHH PEARL HARBOR HI	\$10M+
HI2501M Repair MCBH Airfield Taxiway Alpha KBAY MCBH	MCB HAWAII KANEOHE	\$10M+
PHNSY - WR152169 BLDG 178 Rehabilitation, JBPHH	JBPHH PEARL HARBOR HI	\$5M - \$10M
B1 - REPLACE ROOF/WINDOWS AND RE-PAINT BLDG B47 Mitigation	JBPHH PEARL HARBOR HI	\$5M - \$10M
UM - REPLACE STATIONS B-18 AND B-26	JBPHH PEARL HARBOR HI	\$1M - \$5M
OUTLYING - BLDG 700/701 - SUPPLEMENT USINDOPACOM GENERATORS WITH SPIDERS GENERATORS	MCB HAWAII KANEOHE	\$1M - \$5M
HI2610M RENOVATE BUILDING 1 BASEMENT FOR MARFORPAC G4, CS	MCB HAWAII KANEOHE	\$1M - \$5M
HI2606M REPLACE ELEVATOR 53, BLDG 3AA, CS	MCB HAWAII KANEOHE	\$1M - \$5M

Issues

- Wake Island Construction Program
 - \$1.5-2.5B (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 Alternative Construction Methods
- New Ways of working

Questions ?



NAVFAC Hawaii Office of Small Business Programs

- Antonia (Tony) J. Anderson
- Email: antonia.j.anderson.civ@us.navy.mil
- Comm: 808-397-9601