

Hawai'i Small Business Development Center O'ahu Center Newsletter



Hayden Hu

Deputy Director, NAVSUP FLC
 Pearl Harbor OSBP

The Naval Supply Systems Command (NAVSUP) Fleet Logistics Center (FLC) Pearl Harbor Office of Small Business Programs (OSBP) provides small business program support to the command's contracting department and also serves as the primary liaison for small businesses interested in doing business with NAVSUP FLC Pearl Harbor. NAVSUP FLC Pearl Harbor provides acquisition services for Hawaii-based Navy commands such as the Navy Region, the Pacific Fleet, and the U.S. Pacific Command. The NAVSUP FLC Pearl Harbor contracting department procures a wide variety of non-construction related services and supplies. Common service contracts are for base operation services, port and harbor operation services, and information technology services. Frequently procured supplies include electronic and computer parts, pumps and pump-related equipment, and commercial and industrial machinery and equipment.

Hayden Hu is the Deputy Director of the NAVSUP FLC Pearl Harbor OSBP, and has headed the program since its inception in 2010. He works with NAVSUP FLC Pearl Harbor acquisition personnel to ensure they are providing small businesses maximum opportunities to participate in the command's acquisitions. He trains contracting personnel on small business regulatory and policy updates, and conducts extensive market research to find small business firms for their acquisitions. Hayden provides small businesses with advisory services and guidance on how to participate in NAVSUP FLC Pearl Harbor contract opportunities, and he also represents the command at small business outreach and training events.

During the past seven years NAVSUP FLC Pearl Harbor has steadily increased its contract awards to small businesses, and has exceeded all of its small business category targets during the past three

Dear Andra,

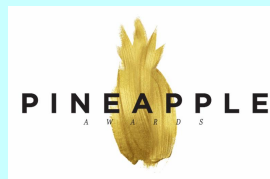
Welcome to the 2017 Third Quarter newsletter of the Hawai'i Small Business Development Center, O'ahu office. In this edition, read about the Small Business Procurement Bill recently signed into law by the Governor, how the Hawai'i SBDC worked with LS Automotive, and the upcoming PBN Pineapple awards. Check out the Calendar section for future business events.



I hope you enjoy this issue, and welcome your comments or questions. [Like us on Facebook](#), recommend us on [Yelp!](#), see our [new YouTube channel](#), and connect with us on [LinkedIn](#).

Joseph Burns
 O'ahu Center Director

Attend the PBN Pineapple Awards and Receive a 10% Discount through the Hawai'i SBDC



Here's your chance to network with the Gold Standard of Hawaii tourism and hospitality. The Pacific Business News Pineapple Awards honor the state's best in tourism and hospitality, and is the hospitality award that is given based on the merits of the organization or individual's business acumen. In addition to the five categories, PBN will be honoring their Career Achievement recipient, Jerry Gibson, Area Vice President, Hilton Worldwide.

Join PBN and the event sponsors on Tuesday, September 26, 2017 for an elegant dinner and awards celebration honoring this year's finalists and winners. Tickets include a hosted beer and wine bar, seated dinner, hosted parking, and the Pineapple Awards program, where PBN honors each finalist and announces the winners.

[Register here and use code "HSBDC" for a 10% discount.](#)

Success Story: LS Automotive Repair and Transmission

Lester and John are the owners of LS Automotive Repair and Transmission, LLC located in Waipahu, HI. They service most major makes and models serving all customer segments and providing about 95% of all automotive maintenance and repair services. While their competitors are new and used car dealerships in addition other independent shops, they frequently do business to business transactions because of their transmission expertise and efficient service turnover times.



They were referred to the SBDC from HawaiiUSA FCU, and needed a business plan and financial projections so they could apply for a loan and purchase a fee simple location. Their vision includes a larger space so they can increase the commercial and fleet vehicle service, along with

fiscal years, the longest streak in the entire NAVSUP enterprise. If you are interested in meeting with Hayden to learn how your small business could potentially participate in NAVSUP FLC Pearl Harbor acquisition opportunities, email him at Hayden.Hu@navy.mil or call him at 808-473-7778 to schedule an appointment.

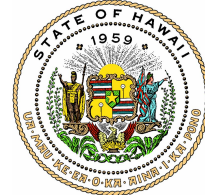
Prior to establishing the NAVSUP FLC Pearl Harbor OSBP, Hayden was a Level III contracting officer with the Defense Information Technology Contracting Organization Pacific, where he also served as the agency's small business advisor. Previously, Hayden was a contracting officer with the Naval Facilities Engineering Command Pacific; in all, he has over 20 years of acquisition experience. Hayden has Bachelors and Masters Degrees in Public Administration and a graduate certificate in International Business Management, all from the University of Hawaii. He actively serves his church, and is a Hawaii Baptist Academy board member. Hayden has been married for 34 years, and he and his wife have two adult children. In his spare time he enjoys volunteer activities, traveling, and playing golf.

performing state safety inspections, along with installing tire mounting and balancing equipment.

We worked diligently on their business plan and financial projections. This resulted in approval for a \$1 million loan to purchase a fee simple location in Leeward O'ahu. SBDC is currently assisting with locating a suitable space and strategic planning their operations in regards to employees and services. LS Automotive was recently voted one of Hawaii's best independent automotive shops for 2017. There are some 110 Yelp! reviews since 2011 with an overall rating of 4.9 out of 5 stars. In addition they have a BBB A+ rating.

Governor Ige Signs HB 1382: Small Business State Procurement Bill

To promote the growth and development of small businesses, which are the lifeblood of the state's economy, the Legislature passed [H.B. 1382](#). This bill seeks to create and implement strategies to ensure small businesses, primarily those owned by veterans, Native Hawaiians, and women, are able to effectively participate in contracting opportunities with the state.



This three-year small business initiative will convene small business stakeholders and establish a small business office with a procurement coordinator. The small business office contract will be awarded to an existing small business advocacy group owned by a veteran, Native Hawaiian, or woman. \$250,000 has been appropriated to hire a procurement coordinator and operate the small business office. The small business office is tasked with collecting data from small businesses, providing training and resource materials, and establishing a mechanism for conducting audits, handling disputes, and investigating fraud.

Additionally, stakeholders will form a small business advisory group, which will include members from state agencies, non-profits, local businesses, and the state procurement office. The advisory group will meet to establish goals for small business set asides for veteran, Native Hawaiian, and women owned-companies using metrics provided by the small business office. By November 30, 2020, the advisory group will draft and publish a final report with recommendations for a set aside program and illustrating the initiative's success in encouraging and increasing small business participation in contracting opportunities with the state. H.B. 1382 was signed by the governor on June 22, 2017 and went into effect on July 1, 2017.

Contact Us

[About Us](#)

[Business Events Calendar](#)

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Advisors to Hawaii's Business

"Drive the Economic Sustainability of Hawai'i by Assisting Businesses to Form, Grow and Thrive"

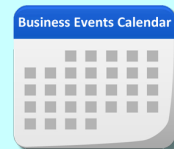


Calendar - Sign Up Now

[09/20/17 Pathways to Profits: The Business Model Canvas](#)

[10/18/17 How to Start a Small Business](#)

[11/07/17 Pathways to Profits: Human Resources Essentials](#)



In the Media

[Why Don't Small Businesses Protect Their Intellectual Property?](#)

[Rethinking Insurance Coverage](#)

[The Explosive Growth of Cross-border Ecommerce](#)



Quote of the Quarter

"I used to be indecisive. Now I'm not so sure."

-Anonymous



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