



Capability Statement

1. Introduction

Hana Enterprises, Inc. is a 8(a) Small Disadvantaged Business. By virtue of its ownership by the Native Hawaiian Organization (NHO) Hui O Hana Pono, LLC. Hana Enterprises is owned and managed by Native Hawaiian veterans. Hana Enterprises began working as a subcontractor to affiliated companies under the NHO gaining valuable experience in capturing and managing government contracts.

Hana Enterprises operates under the same management team that currently operates or previously operated the following contracts for its sister company, Hana Industries:

- Grounds and Tree Maintenance Services at Central & West Oahu - Navy (N62478-14-D-2419)
- U.S. Indo-Pacific Command, Headquarters, Warehouse Support Services – Navy (N0060418P4166)
- Naval Station Guam Material Processing Services – Navy (N0060418P4231)
- Army Tree Trimming Services on the Island of Oahu - Army (W912CN-15-D-0018)
- Land Rehabilitation and Management for the Army on Oahu – Army (Booze Allen Hamilton Subcontract)

Hana Enterprises currently operates the following contract:

- Grounds Maintenance and Vegetation Control at Various Army Military Installations on the Island of O’ahu, Hawaii (W912CN19D0010)

Hana Enterprises currently operates the following contract as a Joint Venture with Surecan as Surecan-Hana JV:

- Grounds and Tree Maintenance Services, Marine Corps Base Hawaii, Camp H. M. Smith, Central and West Oahu and Various Areas, Oahu, Hawaii (N62478-19-D-2477)

Hana Enterprises currently has a Joint Venture Contract with Tunista Logistics Solutions for Furniture Management for Joint Base Pearl Harbor Hickam N0060422C0006.

Hana Enterprises attributes its rapid growth to its core values of continued and dedicated service to the Country. With offices in Hawaii, Pennsylvania and Virginia, we are well positioned to support our customers across the enterprise.



2. Company Information

Organization Information & Size Classification	
Company Name:	Hana Enterprises, Inc.
Address:	841 Bishop Street, Suite 1050 Honolulu, HI 96813
Phone Number:	(808)522-7278 ext 29
Point of Contact:	Michael Rawlins, President Hana Enterprises, Inc. 841 Bishop Street, Suite 1050 Honolulu, HI 96813 (808)522-7278 ext 29 mrawlins@hanaenterprisesinc.com
Size Classification	SBA certified 8(a) Small Disadvantaged Business
DUNS Number	079750286
CAGE Code	7GTT2

3. Support from Hui O Hana Pono

Hana Enterprises is organized under the NHO, Hui O Hana Pono. By virtue of its ownership by the NHO, Hana Enterprises is able to leverage the corporate infrastructure, resources and affiliated companies include (HI). Incorporated in 2004, The Hana Group successfully graduated from the 8(a) program in April 2014 while HBC successfully graduated from the 8(a) program in April 2015. Led by Hana and HBC, Hui O Hana Pono is the first NHO to have received the distinguished SBA Hawaii award for exceeding the \$100M contract value, not once, but twice in five years.

The benefit to a government customer of contracting with Hana Enterprises is that the government is partnered with a small business that brings with it a proven and experienced corporate infrastructure:

- ✓ Hana Enterprises is able to leverage the past performance and corporate experience of both Hana Industries and HBC;
- ✓ Hana Enterprises is able to leverage the corporate and project resources of Hana Industries and HBC

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Hui O Hana's recent portfolio includes the following contracts:

Project Name	Co.	Contract #	Total Value	PoP
Protective Security Officer for the IRS Headquarters in DC and Maryland	Hana Industries	70RFP2-18-DEC-000019	\$56,940,000	9/27/2018 to 9/26/2023
Protective Security Officer for four Federal Buildings in Washington DC	Hana Industries	70RFP2-18-DEC-000006	\$21,575,000	3/21/18 to 3/20/2023
Protective Security Officer Services Throughout Northern New Jersey	HBC	HSHQE2-15-R-00001	\$61,384,600	4/1/15 to 3/31/20
Regional Grandfathered Armed Security Guard Services	HBC	N40085-14-D-5509	\$41,449,098	5/1/14 to 12/31/18
Regional Armed Security Guard Services, Commander Navy District Washington	HBC	N40085-12-D-0467	\$17,391,253	2.22.12 to 2.21.15
Pacific Missile Range Facility Range and Finance Support Services	Hana	N00178-07-D-5082-EH02	\$36,330,023	12/3/10 to 12/2/15
NOAA Janitorial Services	HI	ST133018 CN0026	\$2,935,428	3/1/18- to 2/28/23

4. Financial Capability

Through its support from Hui O Hana Pono, Hana Enterprises is able to offer the speed and flexibility of a small business, yet also offer the business reach and financial strength of a much larger organization.

Hana Enterprises has access to a substantial \$5 M line of credit. Not only does the line of credit demonstrate our financial viability, financial responsibility and financial expertise but also operationally it allows us to execute projects in a timely and efficient manner. Our financial strength allows a smooth transition for a project, including the timely and accurate payment of transition expenses ensuring continuity of operations.

Having the comfort of financial stability, Hana Enterprises has been able to work with each customer to anticipate changes in the scope of work and making adjustments based on equitable adjustment rules. Hana Enterprises also possesses an additional \$2 M in cash reverses.

5. Corporate Infrastructure and Capability

Hana Enterprises' Corporate Team is a full-service capability with over 10 years of experience in supporting government customers. With corporate offices located in Honolulu, HI with offices located in Alexandria, VA and Wayne, PA, Hana Enterprises is highly experienced with managing and leading geographically dispersed operations.

a. Accounting and Finance - Our A&F team is headed up by our CFO, Tom Murphy who has led the development of a sophisticated, CAS-compliant financial system. Annual audits

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by DCAA and SBA of our financial have resulted in praise for the in-depth accountability procedures and processes. We recently implemented a bio-metric time keeping system that fully integrates with our payroll system. We have found that time keeping under this system is accurate, efficient and consistent with Department of Labor requirements regarding pay for performance.

b. Human Relations and Recruiting – Our HR team has created an infrastructure that focuses on supporting our projects while ensuring compliance with all laws and regulations. Much of our success at the project level springs from HR’s focus on employee job satisfaction. By providing competitive compensation and benefits and employee retention programs, we have been highly successful in minimizing employee turnover.

c. Facility Security Officer – Hana Enterprises has submitted its application to be a Top Secret Facility. Hana Enterprises’ Facility Security Officer is Michael Cooper. With nearly 8 years of experience, Michael has successfully supported each project while maintaining a perfect record for compliance with DoD and DoE requirements

d. Environmental Health & Safety Programs - Safety is Hana Enterprises’ number one concern. One of the requirements under the Corporate Safety Plan is that each of the project managers and key corporate leaders must be OSHA 10 certified; many of our key managers are OSHA 30 certified. Additionally, HOHP safety officer conducts monthly Safety Calls with each of the Project Managers and Safety Managers. During these monthly safety calls, each Manager details safety incidents, describes safety education and information initiatives and shares lessons learned with the other Safety Managers. The impact of these monthly calls is predictable: focused leaders dedicated to zero incidents.

e. Quality Control Programs (QCP) - Quality is a Core Value for Hana Enterprises, and, as a daily focus, quality performance forms the very basis of our Team’s philosophy of meaningful partnership and positive leadership. Our approach to quality control constantly evolves as we seek to integrate leadership and innovation with the following lessons learned:

- Quality begins with recruiting the most qualified candidates and providing each candidate with the training and leadership necessary to meet and exceed contract standards and customer expectations.
- An experienced Project Manager is essential to lead the project team and serve as the single customer point of contact for all operational and contractual matters.
- Quality Assurance must integrate supervisory oversight, fair, impartial and consistent treatment of our employees, quality training and employee incentives into every aspect of contract execution as delineated throughout our QCP.
- The Corporate Quality Assurance process must be strictly followed. Hana Enterprises’ Quality Management System (QMS) forms the basis of the QCP; the QCP ensures that performance and contract deliverables are met and exceed contract requirements, timelines and customer expectations.