Hawaii Products Preference

HRS § 103D – 1002
HAR 3-124, Subchapter 1

AGENDA

- What is a Procurement Preference
- What is Hawaii Products Preference (HPP)
- How to process a SPO-038 form
- How to verify a SPO-038 form cost breakdown

What is a Preference?

Contractor Proposal A

Contractor Proposal B

$100,000

For Evaluation Purposes only!

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Hawaii Products: What is HRS §103D-1001

- **Products must meet the definition of "Hawaii Products,"** which means that the products that are mined, excavated, produced, manufactured, raised, or grown in the State and where the cost of the Hawaii input towards the product exceeds fifty percent of the total cost of the product for Class I and Class II.

Summary:
There are 2 classes: Class I and Class II

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Class I Examples:

Class I = 10%

Class II Examples:

Class II = 15%

What is Hawaii Input?

- **Hawaii input** is all the **local** costs,
  - Includes costs such as:
    - The cost of labor,
    - Variable overhead costs
    - Fixed overhead costs

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How to Process an SPO-038 form

1st Way : Submitted During Solicitation

2nd Way: Submitted to SPO

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How to Process a SPO-038 form

Step 1. make sure Total > 50%

12	Definition: "Hawaii Input" is the part of the product cost attributable to production, manufacturing, or other expenses arising within the state of Hawaii. Fill in every line in column s A, B, & C
a	Cost to mine, excavate, produce, manufacture, raise, or grow the materials in the state of Hawaii.
b	The added value of that portion of the cost of imported materials incurred after landing in the state of Hawaii, including but not limited to other articles, materials, and supplies, added to the imported materials.
c	Cost of labor, variable overhead, utilities, and services, incurred in the production and manufacturing of materials or products in the state of Hawaii
d	Fixed overhead cost and amortization or depreciation cost, if any, for buildings, tools, and equipment situated and located in the state of Hawaii used in the production or manufacturing of a product.
e	**Totals**

13. Percent of Hawaii Input 72 % (12e. Column A Total ÷ Column C Total)

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How to Process a SPO-038 form

Step 2. Verify the SPO-038 form is signed and dated by the Authorized Representative of the company

14. Failure to adequately verify, deliver, or supply Hawaii products. A procurement officer who has awarded a contract finds the contractor has failed to comply with HRS §103D-1002, Hawaii products, the contract shall be cancelled and the findings shall be referred for debarment or suspension proceedings under HRS §103D-702. Any purchase made or any contract awarded or executed in violation of this section shall be void and no payment shall be made by any purchasing agency. If debarred, the person or company shall be prohibited from bidding on any state or county government solicitations for up to three (3) years.

Should the procurement officer receiving a protest challenging the validity of the classification of a Hawaii product request an audit of the information of the proper classification of the product as defined under HRS §103D-1002, the cost of the audit shall be paid for by the requester.

In the event of any change that materially alters the offeror's ability to supply the certified Hawaii products, the offeror shall notify in writing the procurement officer within five (5) working days of knowing of the change and the parties shall enter into discussions for the purposes of revising the contract or terminating the contract for convenience.

Information submitted is CONFIDENTIAL or PROPRIETARY DATA, and the procurement officer shall not disclose this form, pursuant to HRS §92F-13(3) on government records; exception's to general rule.

I certify, under penalties set forth in HRS §103D-1002, on Hawaii products, that the information provided herein has been examined by me and to the best of my knowledge and belief is true, correct, complete, and made in good faith pursuant to HRS §103D-[illegible]

Signature of Authorized Representative: [signature] Date: 09/23/2016

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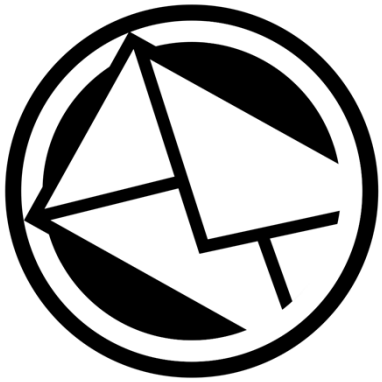
How to Process a SPO-038 form

Step 3. Email the contact person, listed on the SPO-038 form, and request a cost breakdown



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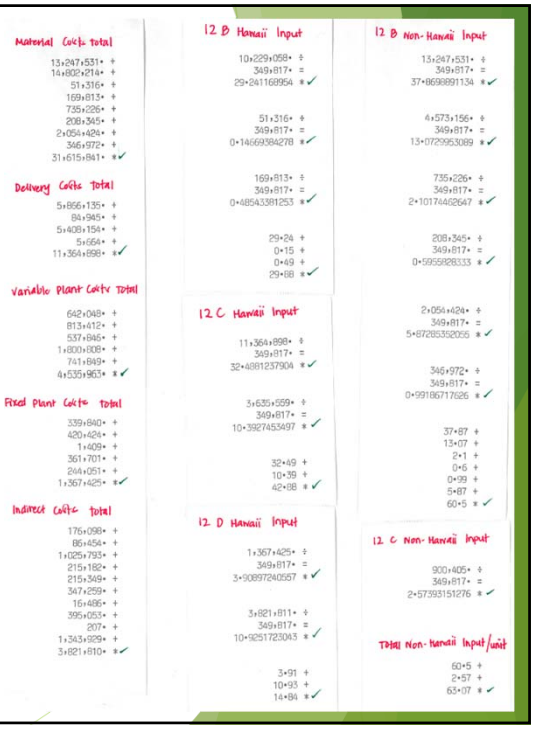
How to Verify a Cost Breakdown

	Hawaii	Non-Hawaii	Total	349,817 units	Hawaii	Non-Hawaii	Total
	Dollars				Per unit		
Material costs							
Cement		13,247,531	13,247,531			37.87	
Aggregate	10,229,058	4,573,156	14,802,214		29.24	13.07	
Aggregate transfer	51,316		51,316		0.15		
Flyash	169,813		169,813		0.49		
Fibers		735,226	735,226			2.10	
Color		208,345	208,345			0.60	
Additive		2,054,424	2,054,424			5.87	
Other		346,972	346,972			0.99	
					29.88		90.38
					29.87	60.50	90.37 12B
Delivery costs	11,364,898		11,364,898		32.49		
Variable plant costs	3,635,559	900,405	4,535,964		10.39	2.57	
					42.88	2.57	45.45 12C
Fixed plant costs	1,367,425		1,367,425		3.91		
Indirect costs	3,821,811		3,821,811		10.93		
					14.84		14.84
					14.83	-	14.83 12D
Total	30,639,880	22,066,059	52,705,939		87.60		150.67
					87.58	63.07	150.65
					58.13%		

30,639,880 / 52,705,939 = 58.13%



LET'S SEE WHAT WE LEARNED….
….TIME TO PROCESS A SPO-038 FORM

STATE OF HAWAII
STATE PROCUREMENT OFFICE

CERTIFICATION FOR HAWAII PRODUCT PREFERENCE

1. Legal Name of the company whose product is mined, excavated, produced, manufactured, raised or grown in the state of Hawaii
Requester: _____
2. dba: _____
3. Hawaii General Excise Tax Number: _____
4. Address
5. Email Address
6. Contact Person
7. Phone
Submit one (1) form for each product.
8. Specify and provide details of the product for which preference is claimed (ie: Milk, white, 2% low fat, 1 gallon, four (4) to a case etc.):
9. Quality Standards met by product (ie. California Milk Standards, ASTM/AWSTO,USDA, etc.):
10. Product available on: ☐Oahu ☐Maui ☐Hawaii ☐Lanai ☐Kauai ☐Molokai
11. Product is certified an agricultural, aquacultural, horticultural, silvicultural, floricultural, or livestock product raised, grown, or harvested in the state of Hawaii:
☐Yes or ☐No

12.	Definition: "Hawaii Input" is the part of the product cost attributable to production, manufacturing, or other expenses arising within the state of Hawaii Fill in every line in column a, b, & c	A Hawaii Input	B Non- Hawaii Input	C Total A + B
a	Cost to mine, excavate, produce, manufacture, raise, or grow the materials in the state of Hawaii	$____ per unit	$____ per unit	$____ per unit
b	The added value of that portion of the cost of imported materials incurred after landing in the state of Hawaii, including but not limited to other articles, materials, and supplies, added to the imported materials	$____ per unit	$____ per unit	$____ per unit
c	Cost of labor, variable overhead, utilities, and services, incurred in the production and manufacturing of materials or products in the state of Hawaii	$____ per unit	$____ per unit	$____ per unit
d	Fixed overhead cost and amortization or depreciation cost, if any, for buildings, tools, and equipment situated and located in the state of Hawaii used in the production or manufacturing of a product	$____ per unit	$____ per unit	$____ per unit
e	Totals	$____ per unit (Add Column A)	$____ per unit (Add Column B)	$____ per unit (Add Column C)

13. Percent of Hawaii Input ____ % (12e. Column A Total ÷ Column C Total)

14. Failure to adequately verify, deliver, or supply Hawaii products. A procurement officer who has awarded a contract finds the contractor has failed to comply with HRS §103D-1002, Hawaii products, the contract shall be cancelled and the findings shall be referred for debarment or suspension proceedings under HRS §103D-702. Any purchase made or any contract awarded or executed in violation of this section shall be void and no payment shall be made by any purchasing agency. If debarred, the person or company shall be prohibited from bidding on any state or county government solicitations for up to three (3) years.

Should the procurement officer receiving a protest challenging the validity of the classification of a Hawaii product request an audit of the information of the proper classification of the product as defined under HRS §103D-1002, the cost of the audit shall be paid for by the requester.

In the event of any change that materially alters the offeror's ability to supply the certified Hawaii products, the offeror shall notify in writing the procurement officer within five (5) working days of knowing of the change and the parties shall enter into discussions for the purposes of revising the contract or terminating the contract for convenience.

Information submitted is CONFIDENTIAL or PROPRIETARY DATA, and the procurement officer shall not disclose this form, pursuant to HRS §92F-13(3) or government records; exceptions to general rule.

I certify, under penalties set forth in HRS §103D-1002, on Hawaii products, that the information provided herein has been examined by me and to the best of my knowledge and belief is true, correct, complete, and made in good faith pursuant to HRS §103D-101.

Signature of Authorized Representative _____ Date: _____
Print Name of Authorized Representative _____ Title: _____

GOVERNMENT USE ONLY
☐ APPROVED ☐ DISAPPROVED Procurement Officer Signature _____ Government Agency _____
Print Name _____ Title _____

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Cement Group #1 - Exercise

	HAWAII INPUT	Per Unit	NON-HAWAII INPUT	Per Unit	TOTAL INPUT	Per Unit
UNITS						
Produced - Others					145,524	
Produced - HC&D					0	
Purchased					0	
Total Sales Units					145,524	
DIRECT MATERIALS						
Aggregates	2,996,082		0		2,996,082	
Manufactured Sand	4,582,434		0		4,582,434	
Dune Sand	1,704,413	$ 63.79	0	$ -	1,704,413	$ 63.79
Cement	410,830		4,153,951		4,564,782	
Admixtures	126,713		380,140		506,854	
Fibermesh	5,540		16,620		22,160	
Other Materials	0	$ 3.73	214,010	$ 32.74	214,010	$ 36.47
Total Direct Materials	9,826,013	$ 67.52	4,764,722	$ 32.74	14,590,735	$ 100.26
VARIABLE PRODUCTION COST						
Direct Labor	126,120		0		126,120	
Indirect Labor	398,337		0		398,337	
Repairs & Maintenance	183,963		32,464		216,427	
Operating Supplies	99,875.505		33,292		133,167	
Fuel	56,656		24,281		80,937	
Utilities	227,135		0		227,135	
Other Variable Overhead	336,393		0		336,393	
Total Variable Overhead	1,428,479	$ 9.82	90,037	$ 0.62	1,518,515	$ 10.43
FIXED OVERHEAD COST	1,293,958	$ 8.89	-	$ -	1,293,958	$ 8.89

12 a) Cost to mine, excavate, produce, manufacture, raise or grow materials in state of Hawaii	$ 63.79	$ -	$ 63.79
12 b) Added value of that portion of the cost of imported materials incurred after landing in the state of Hawaii	$ 3.73	$ 32.74	$ 36.47
12 c) Cost of labor, variable overhead, utilities, and services, incurred in the production and manufactureing of materials or products in the stat of Hawaii	$ 9.82	$ 0.62	$ 10.44
12 d) Fixed overhead costs	$ 8.89	$ -	$ 8.89
Totals	$ 86.23	$ 33.36	$ 119.59
Percent of Hawaii Input	72%		

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Cement Group #1 - Results

Submit one (1) form for each product.

8. Specify and provide details of the product for which preference is claimed (ie: Milk, white, 2% low fat, 1 gallon, four (4) to a case etc.):
Ready-Mix Concrete per cubic yard

9. Quality Standards met by product (ie. California Milk Standards, ASTM/AHSTO,USDA, etc.) : ASTM C94

10. Product available on: ☒Oahu ☐Maui ☐Hawaii ☐Lanai ☐Kauai ☐Molokai

11. Product is certified an agricultural, aquacultural, horticultural, silvicultural, floricultural, or livestock product raised, grown, or harvested in the state of Hawaii.
☐ Yes or ☒ No

12	Definition: "Hawaii Input" is the part of the product cost attributable to production, manufacturing, or other expenses arising within the state of Hawaii. Fill in every line in column s A, B, & C	A Hawaii Input	B Non- Hawaii Input	C Total A + B
a	Cost to mine, excavate, produce, manufacture, raise, or grow the materials in the state of Hawaii.	$63.79 per unit	$0 per unit	$63.79 per unit
b	The added value of that portion of the cost of imported materials incurred after landing in the state of Hawaii, including but not limited to other articles, materials, and supplies, added to the imported materials.	$3.73 per unit	$32.74 per unit	$36.47 per unit
c	Cost of labor, variable overhead, utilities, and services, incurred in the production and manufacturing of materials or products in the state of Hawaii	$9.82 per unit	$0.62 per unit	$10.43 per unit
d	Fixed overhead cost and amortization or depreciation cost, if any, for buildings, tools, and equipment situated and located in the state of Hawaii used in the production or manufacturing of a product.	$8.89 per unit	$0 per unit	$8.89 per unit
e	Totals	$86.23 per unit (Add Column A)	$33.36 per unit (Add Column B)	$119.59 per unit (Add Colum C)

13. Percent of Hawaii Input 72 % (12e. Column A Total ÷ Column C Total) sla 10/4/2016 CLASS I

14. Failure to adequately verify, deliver, or supply Hawaii products. A procurement officer who has awarded a contract finds the contractor has failed to comply with HRS §103D-1002, Hawaii products, the contract shall be cancelled and the findings shall be referred for debarment or suspension proceedings under HRS §103D-702. Any purchase made or any contract awarded or executed in violation of this section shall be void and no payment shall be made by any purchasing agency. If debarred, the person or company shall be prohibited from bidding on any state or county government solicitations for up to three (3) years.

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I certify, under penalties set forth in HRS §103D-1002, on Hawaii products, that the information provided herein has been examined by me and to the best of my knowledge and belief is true, correct, complete, and made in good faith pursuant to HRS §103D-101.

Signature of Authorized Representative: Walt Disney Date: 9/22/2016
Print Name of Authorized Representative: Walt Disney Title: Office Manager

GOVERNMENT USE ONLY
☒ APPROVED ☐ DISAPPROVED
Administrator Signature
Sarah Allen Print Name
State Procurement Office Government Agency
10/24/16 Date

- Hawaii Input %: 72%
- Classification: Class I
- Hawaii Product: Yes
- Recommendation: Approve

Cement Group #2 - Results

Submit one (1) form for each product.

8. Specify and provide details of the product for which preference is claimed (ie: Milk, white, 2% low fat, 1 gallon, four (4) to a case etc.):
Portland Cement - Type I/II

9. Quality Standards met by product (ie. California Milk Standards, ASTM/AHSTO,USDA, etc.) : ASTM C-150 and AASHTO M 85

10. Product available on: ☒Oahu ☒Maui ☒Hawaii ☒Lanai ☒Kauai ☒Molokai

11. Product is certified an agricultural, aquacultural, horticultural, silvicultural, floricultural, or livestock product raised, grown, or harvested in the state of Hawaii.
☐ Yes or ☒ No

12	Definition: "Hawaii Input" is the part of the product cost attributable to production, manufacturing, or other expenses arising within the state of Hawaii. Fill in every line in column s A, B, & C	A Hawaii Input	B Non- Hawaii Input	C Total A + B
a	Cost to mine, excavate, produce, manufacture, raise, or grow the materials in the state of Hawaii.	$_____ per unit	$68 per unit	$68 per unit
b	The added value of that portion of the cost of imported materials incurred after landing in the state of Hawaii, including but not limited to other articles, materials, and supplies, added to the imported materials.	$4 per unit	$_____ per unit	$4 per unit
c	Cost of labor, variable overhead, utilities, and services, incurred in the production and manufacturing of materials or products in the state of Hawaii	$30 per unit	$_____ per unit	$30 per unit
d	Fixed overhead cost and amortization or depreciation cost, if any, for buildings, tools, and equipment situated and located in the state of Hawaii used in the production or manufacturing of a product.	$5 per unit	$_____ per unit	$8 per unit
e	Totals	$39 per unit (Add Column A)	$68 per unit (Add Column B)	$107 per unit (Add Colum C)

13. Percent of Hawaii Input 37 % (12e. Column A Total ÷ Column C Total)

14. Failure to adequately verify, deliver, or supply Hawaii products. A procurement officer who has awarded a contract finds the contractor has failed to comply with HRS §103D-1002, Hawaii products, the contract shall be cancelled and the findings shall be referred for debarment or suspension proceedings under HRS §103D-702. Any purchase made or any contract awarded or executed in violation of this section shall be void and no payment shall be made by any purchasing agency. If debarred, the person or company shall be prohibited from bidding on any state or county government solicitations for up to three (3) years.

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I certify, under penalties set forth in HRS §103D-1002, on Hawaii products, that the information provided herein has been examined by me and to the best of my knowledge and belief is true, correct, complete, and made in good faith pursuant to HRS §103D-101.

Signature of Authorized Representative: Date: 2/24/2017
Print Name of Authorized Representative: Ariel Title: Controller

GOVERNMENT USE ONLY
☐ APPROVED ☒ DISAPPROVED
Administrator Signature
Sarah Allen Print Name
State Procurement Office Government Agency
3/2/17 Date

- Hawaii Input %: 37%
- Classification: Class I
- Hawaii Product: No
- Recommendation: Disapprove

Beef Group - Exercise

Animal Info			
Ranch Weight (lbs/hd)	1154	Travel Shrink %	10.0%
Live Weight @ Plant (lbs/hd)	1039	Dressing %	54.7%
Rail Weight (lbs/hd)	568	Carcass Cutting Yield	71.0%
Red Meat Weight (lbs/hd)	403.26	Bandsaw Loss %	6%
Live Cost ($/lb)	0.55		
Live Cost ($/hd)	634.7		
Rail Cost ($/lb)	1.12		
Red Meat Cost ($/lb)	$1.574		
Freight			
Live Freight-In Fees ($/hd)	125		
Red Meat Freight-In Fees ($/lb)	0.31		
Freight-out Fees ($/lb)	0.30		
Total Freight Fees ($/lb)	$0.610		
MeatCo Fees			
Slaughter Fee ($/hd)	200		
Rail Processing Fee ($/lb)	0.59		
Total Fees ($/hd)	535.12		
Total Fees ($/lb)	$1.327		
		Total Cost, Delivered	
Cost/lb As BrandCo	$3.511		1415.80
BrandCo Gross Margins			
@3.75 delivered	6.4%		
@3.65 delivered	3.8%		
@3.55 delivered	1.1%		

Beef Group - Exercise

- For the TOTAL Red Meat Cost ($/lb) of $1.574 we factor that by dividing the Live Cost ($/hd) which is what it costs us to raise the animal and then divide that cost by the Red Meat Weight (lbs/hd) which is the total amount of salable product that we end up with after processing.
- The Rail Cost as listed below is listed only to show how the value of the product increases the further it goes through processing so this cost is more of an intermediary step and shows how much the animal costs us when it is hanging on the rail before going into the chiller to age and before being broken down into red meat / salable product. This cost is factored by dividing the Live Cost ($/hd) which again is what it costs us to raise the animal and then divide that cost by the Rail Weight (lbs/hd). As you can see the further the animal is processed, the more it costs to produce a finished product.

Animal Info Description	Amount	Calculation (how I got Amount)
Live Cost ($/lb)	$0.55	Live Cost ($/hd) □□nch Weight (lbs/hd) = 634.7 □□54
Rail Cost ($/lb)	$1.12	Live Cost ($/hd / Rail Weight (lbs/hd) = $634.70 / 568
TOTAL Red Meat Cost ($/lb)	**$1.574**	**Live Cost ($/hd) □□d Meat Weight (lbs/hd) = $634.70 / 403.26**

- For Freight, how did you come up with 0.30 (Freight-out Fees $/lb)? I think I calculated the 0.31 for Red Meat Freight-In Fees ($/lb) correctly: **(please see explanation below)**

Freight Description	Amount	Calculation (how I got Amount)
Red Meat Freight-In Fees ($/lb)	0.31	Live Freight-In Fees ($/hd) □□d Meat Weight (lbs/hd) = 125 □□3.26
+ Freight-out Fees ($/lb)	0.30	This calculation is based purely off of what we are charged by our distribution partners and only for distribution on Oahu. We are charged $0.30/lb
		to distribute to Times supermarkets here on Oahu through HFa (Hawaii Foodservice Alliance) and any outer-island distribution is $0.40/lb. So the total freight fees ($/lb) will vary between $0.61-$0.71/lb depending on where the customer is but for simplicity and whereas the bulk of our distribution is on Oahu we listed it as $0.30.
TOTAL Freight Fees ($/lb)	**$0.610**	

- For MeatCo Fees, I could not figure out the $1.327 for Total Fees ($/lb). Please provide the calculations on how you came to this amount. **(Explanations in-line below)**

MeatCo Fees Description	Amount	Calculation
Slaughter Fee ($/hd)	$200	This is a flat rate fee that Kunoa charges to all producers. Whereas we treat the slaughterhouse as a separate business we charge ourselves this fee for every animal that we process. Since we also process for our a lot of other ranchers and local beef brands we hold ourselves to the same fee and level of accountability. To slaughter 1 animal at our Kapolei facility the fee is $200.
+ Rail Processing Fee ($/lb)	$0.59	This includes the storage and processing costs of turning that carcass into salable product after slaughter. The main factors here are the storage/refrigeration/electricity and the labor cost that add up to an average of $0.59/lb. This fluctuates gently depending on the amount of time it takes to process the animal, if electricity goes up, if workers are having an off-day etc. but the average rail processing fee ($/lb) for MeatCo is $0.59/lb.
TOTAL Fees ($/lb)	**$1.327**	**To find out the TOTAL Fees ($/lb) we divide the total fees ($/hd) of $535.12 by the Red Meat Weight (lbs/hd) of 403.26 lbs. You get a total of $1.327.**

Beef Group - Results

Submit one (1) form for each product.

8. Specify and provide details of the product for which preference is claimed (ie: Milk, white, 2% low fat, 1 gallon, four (4) to a case etc.):

1139Axxx – Beef Slices (can be packed to customer specifications, pricing based on 40 pound cases containing four (4), ten (10) pound, vacuum-sealed bags in each case)

9. Quality Standards met by product (ie. California Milk Standards, ASTM/AHSTO,USDA, etc.) : USDA Inspected (est. 6208)

10. Product available on: ☒Oahu ☒ Maui ☒ Hawaii ☐ Lanai ☒ Kauai ☐ Molokai

11. Product is certified an agricultural, aquacultural, horticultural, silvicultural, floricultural, or livestock product raised, grown, or harvested in the state of Hawaii. ☒ Yes or ☐ No

		A Hawaii Input	B Non-Hawaii Input	C Total A + B
12	Definition: "Hawaii Input" is the part of the product cost attributable to production, manufacturing, or other expenses arising within the state of Hawaii. Fill in every line in column s A, B, & C			
a	Cost to mine, excavate, produce, manufacture, raise, or grow the materials in the state of Hawaii.	$1.57 per unit	$0.00 per unit	$1.57 per unit
b	The added value of that portion of the cost of imported materials incurred after landing in the state of Hawaii, including but not limited to other articles, materials, and supplies, added to the imported materials.	$0.00 per unit	$0.00 per unit	$0.00 per unit
c	Cost of labor, variable overhead, utilities, and services, incurred in the production and manufacturing of materials or products in the state of Hawaii	$1.94 per unit	$0.00 per unit	$1.94 per unit
d	Fixed overhead cost and amortization or depreciation cost, if any, for buildings, tools, and equipment situated and located in the state of Hawaii used in the production or manufacturing of a product.	$0.00 per unit	$0.00 per unit	$0.00 per unit
e	**Totals**	$3.51 per unit (Add Column A)	$0.00 per unit (Add Column B)	$3.51 per unit (Add Colum C)

13. Percent of Hawaii Input 100 % (12e. Column A Total ÷ Column C Total) ALL 9/4/2018 CLASS II

14. Failure to adequately verify, deliver, or supply Hawaii products. A procurement officer who has awarded a contract finds the contractor has failed to comply with HRS §103D-1002, Hawaii products, the contract shall be cancelled and the findings shall be referred for debarment or suspension proceedings under HRS §103D-702. Any purchase made or any contract awarded or executed in violation of this section shall be void and no payment shall be made by any purchasing agency. If debarred, the person or company shall be prohibited from bidding on any state or county government solicitations for up to three (3) years.

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I certify, under penalties set forth in HRS §103D-1002, on Hawaii products, that the information provided herein has been examined by me and to the best of my knowledge and belief is true, correct, complete, and made in good faith pursuant to HRS §103D-101.

Signature of Authorized Representative: Moana Date: 9/4/2018 7:09:17 PM PDT

Print Name of Authorized Representative: Moana Title: Channel Manager

GOVERNMENT USE ONLY

☒ APPROVED ☐ DISAPPROVED Administrative Signature State Procurement Office Government Agency

Sarah Allen Print Name 9/10/18 Date

SPO-038 (Rev. 11/12/10)

- Hawaii Input %: 100%
- Classification: Class II
- Hawaii Product: Yes
- Recommendation: Approve

What to Remember

1) There should only be one product per SPO-038 form;
2) Cost data for each product shall reflect the product's actual total production cost per unit. And agencies should ask for a detailed cost breakdown for line items 12a to 12d for Hawaii input in order to verify that the percent total for Hawaii input really is over 50%;
3) Once the Department/Agency completes its review and the Procurement Officer finds that the product has qualified as a Hawaii Product, the PO shall notify the approved applicant in writing that their product qualified (i.e. an email is fine). You may also want to include the link to our Hawaii Product site where the product(s) are posted.

   Here's the link: http://spo.hawaii.gov/for-vendors/hawaii-product-preferences/.
4) The Procurement Officer shall also submit the approved SPO-038 form to SPO within five (5) working days of the approved date so we can post the approved products to our Hawaii Product Preference site.
5) Lastly, please check our Hawaii Products' site, about 10 days after the approved SPO-038 form is submitted to SPO, to make sure your approved product(s) are posted.


Thank You for Attending!
Questions? Please contact:
Jittima "Jah" Laurita at
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Noon: Break – feel free to visit vendors
12:15: Buffet lunch
12:45 pm: AWARDS PROGRAM
1:30 pm: Surveys due
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