Disadvantaged Business Enterprise (DBE) Workshop

East-West Center
Keoni Auditorium
1777 East West Road
Honolulu, Hawaii 96848

(2 Separate Sessions)

Wednesday, April 27, 2011

Session 1:
One-on-One networking
9:00 a.m. - 12:00 p.m.

Session 2:
Surety Bonding Demystified
Government Contracting
1:30 p.m. - 4:00 p.m.

Lunch is on your own.

Registration begins at 8:30 a.m.

Disadvantaged Business Enterprise (DBE) Workshop

Registration Procedure
1. Please contact Gail Yamamoto at 808-956-8367 or gyamamo@hawaii.edu by Wednesday, April 20, 2011.
2. Attendance is limited, and registration is required including your 6 digit NAICS code or a description of your business.

Parking
A limited number of East-West Center (EWC) parking passes are available at $5/day. If you would like a parking pass please contact us by Wednesday, April 20, 2011. All vehicles (including government vehicles) are required to have an EWC parking pass in order to park in the EWC specified areas.

Payment
Payment can be made via Check – payable to the Research Corporation of the University of Hawaii (RCUH), Purchase Order, Credit Card (Visa & MasterCard) or Purchasing Card. Please mail payments to:
Hawaii LTAP
University of Hawaii at Manoa
Dept. of Civil & Environmental Engineering
2540 Dole Street, Holmes Hall #383
Honolulu, HI 96822

Cancellations
Please contact us if you are unable to attend or if someone will be substituting for you. Refunds will be made if notice of cancellation is received at least 3 working days prior to the workshop date and the parking passes are returned prior to the workshop date.
Workshop Description:

**Session 1**

**One-on-One Networking**

Here’s a chance for small businesses, prime contractors, architects/engineering firms to build business relationships.

- Meet and learn more about contracting opportunities
- 15 minutes to market your firm and learn more about doing business
- One stop shop to meet with businesses and government agencies.
- No cost to find out more about contracting opportunities.

**Target Audience:**

Small businesses such as contractors, sub-contractors (construction related), consultants, hauling, suppliers, manufacturers, goods and services providers.

*Please provide us with your NAICS code or a brief description of your business at the time of registering for this session.

The North American Industry Classification System (NAICS) is the standard used by Federal agencies in classifying business establishments its table of small business size standards. For more information about NAICS, see [http://www.census.gov/eos/www/naics](http://www.census.gov/eos/www/naics).

Example: NAICS: 561730 - landscape and maintenance contractor.

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**Session 2**

**Surety Bonding Demystified!**

The essentials of what you need to know about getting bonded & staying bonded:

Join Nick as he walks you through the basics of surety bonding and then find out what the bonding companies are really looking for as he takes you through the underwriting process from the bonding company’s point of view. What are the bonding companies focusing on these days? How do I get started if I’ve never had bonding before? Is the process really as complicated as people make it out to be? All of these questions and more will be answered as Nick demystifies the process and breaks it all down into an easy to understand format that will help you make informed business decisions. This presentation is geared for contractors that are considering bonding, interested in bonding, and already involved in bonding.

**Nick Tan,** Assistant Vice President and Surety Manager for Atlas Insurance Agency, has over 10 years of experience in surety underwriting and agency experience working for various companies locally and on the mainland. As an underwriter, Nick worked for three top 10 Insurance Carriers and successfully managed the surety underwriting programs for a large, well diversified book of California and Hawaii’s most sophisticated general contractors, subcontractors, specialty subcontractors, and general engineering firms. In his current role as the Surety Manager for Atlas Insurance Agency, Nick is supported by his extensive surety underwriting foundation as he proactively services some of Hawaii’s top construction firms.

Nick is the former President of the Surety Association of Northern California and currently serves on the Board of Directors for the Honolulu Chapter of the Construction Financial Managers Association.

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**Session 2 continued**

**Ready for Government Contracting**

- Things to consider when pursuing government contracting
- Financing your business as a government contractor
- Getting started: SBA certification and State of Hawaii DBE certification

**Dana O. Hauanio** is Director of the Honolulu Minority Business Center (HMBC) located at the University of Hawai`i’s Shidler College of Business. In this role, which is funded by the U.S. Department of Commerce, Dana manages a team of business consultants that provide technical assistance to minority business enterprises in the local community. Prior to HMBC, Hauanio spent six years at the Native Hawaiian Revolving Loan Fund (NHRLF) Program funded by U.S. Administration for Native Americans and the Office of Hawaiian Affairs. As the NHRLF Manager, Dana managed a $28 million lending and training program for Native Hawaiian owned businesses unable to secure conventional financing through traditional lending sources. Hauanio started her professional career in 1995 as a commercial credit management trainee with the Bank of Hawai`i, relocating to San Francisco to work as a Small Business Banking Manager and Senior Commercial Underwriter for now U.S. Bank.

Passionate about enterprise development, Dana serves on various boards and councils focused on business and entrepreneurship including the Native Hawaiian Chamber of Commerce, Hale Ku`ai Cooperative, Chamber of Commerce Hawai`i Affiliated Chambers and Business Organization Committee, and the Native Hawaiian Hospitality Association’s Council of Hawaiian Representatives.