

STATEMENT OF QUALIFICATIONS

Core Corporate Capabilities



The Kīnā'ole Family of Companies (Kīnā'ole) offers a broad range of exceptional end-to-end services dedicated to helping clients solve the complex challenges created by today's rapidly changing global business environment. Our expertise, experience, and cutting edge technologies deliver innovative, cost-saving solutions that meet and exceed our client's expectations. Our mission is to be your trusted partner, earning customer loyalty while fostering growth for our Ohana and enriching our community.

CONSTRUCTION / O&M

Design-Build / Design-Bid-Build
Sustainment, Restoration, & Modernization
Secured / SCIF Construction
Medical Construction
Civil Construction Including Roads & Utilities
Facility Operations & Maintenance

ENVIRONMENTAL

Compliance
Remediation / O&M
MMRP
Natural & Cultural Resources

FUELING SYSTEMS & SERVICES

Military Fueling System, Construction, & Repairs
Aboveground Bulk Fuel Storage Tanks
Hydrant Systems
Coating & Linings

DISASTER RECOVERY & EMERGENCY RESPONSE

Recovery Assessment & Planning
Debris Reduction, Removal, & Disposal
Facilities & Emergency Shelter Construction
Emergency Food & Beverage Service

SUPPLY CHAIN LOGISTICS

Shipping, Receiving & Warehouse O&M
Quality Control Inspections & Audits
Data Input & Validation
Kitting & Processing

PROFESSIONAL & TECHNICAL

Temporary Services Help
Installation Maintenance & Support
Operation Centers
Education & Training
Program & Project Management
Organizational Development

IT & Cybersecurity

Cybersecurity & Information Assurance
Data Center Operations
Network Engineering
Service Desk & Help Desk Services
Database Management & Business Intelligence

Federal Healthcare

Healthcare & Medical Staffing
Medical Education & Training Support

As Native Hawaiian Organization (NHO), certified 8(a) and HUBZone small disadvantaged businesses, the Kīnā'ole Family of Companies (Kīnā'ole) provides service to support the evolving needs of Federal and military clients (CONUS and OCONUS) across multiple business lines including Construction, Operations and Maintenance (O&M), Environmental Services, Fueling Systems and Services, Supply and Logistics, and Professional and Technical Services (PTS).

Kīnā'ole's 400 plus employees are qualified, seasoned personnel in each of our core capability areas and available to support mission-critical requirements. We offer deep bench strength through integration and partnering with our SBA-approved mentors for Construction/O&M and IT/Cybersecurity, select PTS capabilities, and strategic partnerships for Environmental, Fuels, and Healthcare. With offices and personnel resources located in Guam, Hawaii, Diego Garcia, South Korea, Japan, California, Alabama, Alaska, Texas, and the National Capital Region, we have the geographic coverage to perform both CONUS and OCONUS work concurrently. For more information, visit www.kinaole.com.

Kīnā'ole companies are subsidiaries of the Kīnā'ole Foundation, a 501(c)(3) non-profit Native Hawaiian Organization founded in 2006 and based in Honolulu, HI. The Kīnā'ole Foundation was created to give back to the Native Hawaiian community through helping Native Hawaiians with economic development, including supporting local Native Hawaiian businesses, serving Hawaiian community and educational interests including tuition grants and scholarships for higher education, providing entrepreneurial training workshops, special awards and support for our veterans and wounded warriors, and directly encouraging the pursuit of Science, Technology, Engineering, and Mathematics (STEM) by Native Hawaiian youth. For more information visit www.kinaole.com.

CONTACT KĪNĀ'OLE

Direct Business Inquiries to:

Leon F. De Souza

P: (303) 475-3778

E: ldesouza@kinaole.com

Jessica Matthews

P: (760) 504-7316

E: jmatthews@kinaole.com

Area Operations Managers:

Kurt Gates (CONUS)

P: (210) 859-6242

E: kgates@kinaole.com

Steve Chan P.E. (Hawaii)

P: (808) 210-8732

E: schan@kinaole.com

John Mafnas (Guam)

P: (671) 477-3058

E: jmafnas@kinaole.com

Public Relations Requests:

PR@kinaole.com

KĪNĀ'OLE FAMILY OF COMPANIES



HO'OLAULIMA GOVERNMENT
SOLUTIONS, LLC (HGS)

UEI: N18QTR8HAZL5

CAGE: 778J3

NHO, 8(a), SDB

CMMC L2 UID: S200032518



GY6, LLC

UEI: S4Y4KF6N82K1

CAGE: 8Q900

NHO, 8(a), SDB, HUBZone

CMMC L2 UID: S200032522



GALAIDE PROFESSIONAL
SERVICES, INC. (GPSI)

UEI: RLGE67MK76X4

CAGE: 6A1A4

NHO, 8(a), SDB, HUBZone

CMMC L 2 UID: S200032516



MARIANAS
SOLUTIONS, LLC

UEI: D1AFC3KR6167

CAGE: 9LW37

NHO, SDB, 8(a) (pending)



BLACKWELL GOVERNMENT
SOLUTIONS, LLC

UEI: TCLELVW49KA7

CAGE: 8T4B8

NHO, SDB, 8(a) (pending)

CMMC L 2 UID: S200032523

As Native Hawaiian Organization (NHO), SBA Certified 8(a) Program Participant small businesses, the Kīnā'ole Family of Companies offers the ability to provide rapid, cost-effective contracting solutions through direct awards.

As an NHO-owned 8(a) participant, Kīnā'ole companies are eligible for sole source awards in accordance with FAR 6.103-5(e) and FAR Part 19, with no Justification and Approval (J&A) required for awards under \$30 million, consistent with statutory authority. Using this method provides our customers the ability to procure services rapidly, at fair and reasonable prices, and with fewer uncertainties compared to the competitive bidding process across all requirements.



NHO 8(a) PROGRAM ADVANTAGE

The NHO 8(a) direct award process can accelerate the procurement cycle by as much as 120 days compared to traditional procurement methods. This helps reduce cost, reduce risk of protests, and enables projects to begin more quickly for our customers.

NHO 8(a) Direct Award vs. Traditional Procurement (Minimum days to contract award)



The NHO 8(a) direct award option can significantly shorten the procurement cycle, reduce cost, and enable work to start sooner.

BENEFITS OF CONTRACTING WITH KĪNĀ'OLE

- **Authorized for direct awards under \$30M** with no Justification & Approval per FAR 6.103-5(e) as outlined in the Revolutionary FAR Overhaul (RFO), February 2026.
- **The eligibility of Kīnā'ole** for 8(a) sole-source or competitive awards **is not subject to protest** [13 CFR 124.517(a)].
- **Exemption** from competitive bid limitations on DoD contracts.
- **Eligibility for incentive payments** up to 5% of the total contract value for DoD contracts (DFARS 252.226-7001).
- **Support small business goals.** Earn credit toward socially and economically disadvantaged business requirements.

NHO 8(a) DIRECT AWARD PROCESS

- 1 Customer requirements, timeline, and costs are identified and a SOW is developed.
- 2 Contracting Officer contacts SBA for acceptance of NHO 8(a) sole source.
- 3 RFP is prepared and issued to Kīnā'ole company as a NHO 8(a).
- 4 Kīnā'ole company submits proposal to Contracting Officer in response to RFP.
- 5 Contract is negotiated and awarded to Kīnā'ole company and work performance begins.