

The Kīnā'ole Family of Companies offers a broad range of cost exceptional end-to-end fueling systems and services that are dedicated to helping clients solve the complex challenges created by today's rapidly changing global business environment. We leverage our expertise, experience, and cutting edge technologies to deliver innovative, cost-saving solutions that meet and exceed our client's expectations. This results in long-term solutions that allow our clients to focus on their core business areas.



FUELING SYSTEMS EXPERIENCE & SERVICES

- ▶ Abrasive Blasting & Coatings
- ▶ Interior Tank Liners
- ▶ Underground Coatings
- ▶ High Temp Coatings
- ▶ Coatings Under Insulation
- ▶ Thermal Insulation Coatings
- ▶ Intumescent Coating/Fireproofing
- ▶ Cementitious Fireproofing
- ▶ Corrosion Surveys
- ▶ Hydrant Systems
- ▶ API-620 & 650, New Tank Construction
- ▶ API 653, Tank Repair & Maintenance
- ▶ Pumping Systems
- ▶ Loading/Unloading Systems
- ▶ AST Roof & Bottom Installations & Repairs
- ▶ Mechanical Systems
- ▶ Cathodic Protection
- ▶ Lead Abatement
- ▶ Military Fueling System, Construction, & Repairs
- ▶ Aboveground Bulk Fuel Storage Tanks

KĪNĀ'OLE FAMILY OF COMPANIES

HGS, LLC (NHO, 8(a), SDB) CAGE: 778J3 UEI: N18QTR8HAZL5	GPSI, INC. (NHO, 8(a), SDB, HUBZone) CAGE: 6A1A4 UEI: RLGEG7MK76X4	GY6, LLC (NHO, 8(a), SDB, HUBZone) CAGE: 8Q900 UEI: S4Y4KF6N82K1	Marianas Solutions, LLC (NHO, SDB, 8(a) pending) CAGE: 9LW37 UEI: D1AFC3KRG167	Blackwell Government Solutions, LLC (NHO, SDB, 8(a) pending) CAGE: 8T4B8 UEI: TCLELWV49KA7
---	--	--	--	--

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

The Kīnā'ole Family of Companies (Kīnā'ole) are NHO, certified 8(a) and HUBZone small disadvantaged businesses providing end-to-end professional, technical, management, environmental, and construction/O&M services for the Department of Defense (DoD) and other federal agencies CONUS and OCONUS. Customers can expect Kīnā'ole companies to deliver quality, value-added services, solutions, and products that meet mission requirements. To learn more about our services and capabilities, visit www.kinaole.com.

Kīnā'ole is a subsidiary 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 support programs promoting social and economic advancement for the people of Hawaii.

CONTRACTING WITH KĪNĀ'OLE

A Native Hawaiian Organization (NHO)



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.

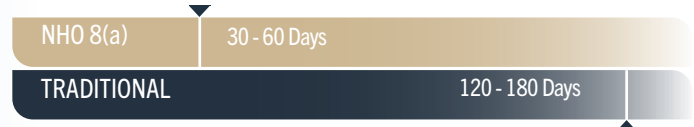


NHO 8(a) PROGRAM ADVANTAGE

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.