



News Release

U.S. Army Garrison, Pohakuloa

Public Affairs Office
Pohakuloa Training Area
P.O. Box 4607, Hilo, Hawaii 96720
Office phone: (808) 969-2411

FOR IMMEDIATE RELEASE

Release number: 2008-01-10
January 23, 2009

PTA hosts 'Doing Biz with Government' seminar

POHAKULOA TRAINING AREA, Hawaii—If you want to do business with the government, the key is to gain as much knowledge as possible to understand the process and make your business profit from the unlimited possibilities of obtaining a contract with the government.

More than 28 men and women from various Big Island businesses converged at Pohakuloa Training Area (PTA), host of the “Doing Business with the Government” seminar on Jan. 21.

After welcome remarks by Steve Troute, PTA community relations officer, and Bill Moore, Big Island Civilian Aide to the Secretary of the Army (CASA), and a commander’s overview by Lt. Col. Warline Richardson, commander, U.S. Army Garrison, Pohakuloa, three speakers shared their insights on contracting with the government.

Gary George, chief, Regional Contract Division, (located on Oahu) gave a presentation on regional contracting in Hawaii; Catherine Yoza, deputy, Small Business, and contract specialist, U.S. Army Corps of Engineers (ACE), Honolulu

District provided information about the Army Corps of Engineers contracts; and Michael Youth, Business Development Specialist, Small Business Administration, shared tips about the SBA application process.

“It was great to have this outreach and to link up the Big Island business community with the government,” said Bill Moore, Big Island Civilian Aide to the Secretary of the Army (CASA). “The information provided was incredible with the amount of information wherein the meeting showed a lot of opportunity and potential for small businesses for Big Island businesses to work with government, so they can be successful.”

Most of the attendees were extremely satisfied with the information provided.

“I have been conducting business on the Big Island for more than seven years, and been involved in most of the local chambers of commerce, Rotary Clubs and business development organizations,” said Michael Williams, owner, Uniserv Technology, and publisher of *Big Island B2B*, a Hilo/Kona-based publication. “As a minority business owner on the Big Island, I truly appreciate the efforts and support that PTA staff has been doing to help the local business community.”

One person, who has been in business for eight years and has done small business contracts with the government for at least five years, thinks the seminar was very beneficial to all who attended.

“As a small business owner, it is necessary to have these kind of informational meetings so people can understand how to get contracts with the government and knowing what are the requirements needed to obtain a government contract,” Michael Goode, president of Goode Construction, who worked as an Alaska small business owner and is currently doing range work here at PTA.

“I think a lot of people need to know the steps if they want to do contract work with the government by understanding the system,” he added. “I think small businesses need to get together, and Big Island businesses can benefit by networking, since there are a lot of military dollars available in the state of Hawaii. Big Island small businesses can be successful if more people know how to navigate the avenues needed to get a contract with the government and be part of the system. I think that PTA and the military are sincerely supportive in helping small businesses, and this is the way to improve our local economy.”

The PTA garrison commander believes in a strong community partnership.

” We are obligated, I believe, as members of the Big Island community to provide any opportunities we can to small businesses during the local economic recession,” said Warline Richardson. “It truly strengthens our community partnership.”

“The seminar on ‘Doing Business with the Government’ was one mechanism that we used to support the campaign “*Buying Local First*” here on the Big Island (which was started by Michael Williams, *B2B* magazine publisher),” Richardson added. “In April, we will continue with the second seminar on ‘How to get Government Jobs.’ As long as the campaign is running, we will try to assist with quarterly government seminars. That is our contribution and investment to our Big Island community.”