



H B C

HBC Management Services, INC.
A Native Hawaiian Corporation

September 5, 2005

Ms Deborah Tronic
Defense Acquisition Regulations Council
Attn: Ms. Deborah Tronic
OUSD (AT&L) DPAP (DAR), IMD 3C132
3062 Defense Pentagon
Washington, DC 20301-3062

Re: DFAR Case 2004-D031 ("Interim Ruling"); Comment on Sole Source § 8(a) Awards to Small Business Concerns Owned by Native Hawaiian Organization

Aloha Ms Tronic,

I am the President/CEO of HBC Management Services, INC ("HBC"), a Native Hawaiian-owned and operated company located in Honolulu, Hawaii. HBC engages in high-tech, information technology consultancy. The Interim Ruling allows us to provide Service to the Native Hawaiian communities and Economic Self-Sufficiency, both major factors in the NHO interim ruling; Self-Esteem and Self-Worth, both major goals of the NHO interim ruling; and, Effective Leadership and Efficient Management, both major objectives of the NHO interim ruling.

On behalf of HBC and myself, we strongly urge the NHO interim ruling be made permanent. The Council's decision to make the present interim rule permanent would give Native Hawaiians the same status in the DFAR as Alaskan Natives and Native Americans.

Like our Alaskan and Native American brethren, Native Hawaiians are burdened by an unhappy history of defeat, exploitation, inferiority, and self destruction. Along with other indigenous groups, Native Hawaiians continue to suffer economically and socially, leading to dreadful statistics of their well-being. We are high where we should be low, such as incarceration; welfare rolls; school dropouts and absenteeism; family and social violence, and alcohol/drug abuse problems. We are low where we should be high such as higher education (the key to leadership and reversing their situation); health care (low life span, high rates of cancer, diabetes, and heart problems); employment in other than low paying jobs; wages, and housing.

The Interim Ruling results from United States recognition of, and atonement for U.S. actions which resulted in economic, social and cultural harm to indigenous Native Hawaiians. It sends a loud and clear message to Native Hawaiians, particularly the young. That Message is: "We, the United States, have done wrong, we cannot change the past, but we can affect the present and the future. We offer a level playing field opportunity to Native Hawaiians to compete and then achieve success. The choice is for Native Hawaiians. It is for Native Hawaiians to choose whether to complete on that level playing field or "to curse the darkness."

Sole source is not a hand out. It is an opportunity to obtain DOD contracts, but only after arms length negotiations and demonstration of competence and performance. These contracts offer opportunities for Native Hawaiians—not a free ride. Opportunities to perform, demonstrate competence, achieve line/staff/field/management empirical experience and knowledge, gain confidence, and experience success. We most certainly do compete. We compete in winning the contract, we compete in performance, and we compete in achieving success. For us, the phrase "Failure is not an option," is not a cliché. Failure exposes us to ridicule and loss of future opportunities. For us, Success is not an option, it is the only option.

Soon, the Defense Acquisition Regulations Council will decide the fate of the Interim Ruling. But the larger reality is, you will decide the destinies of thousands of present, and future young Native Hawaiians. Making permanent the Interim Ruling conforms with the American principle to make right those who were wronged, and is consistent with American common sense to preserve and develop any country's most valuable capital asset----its human resources.

Sincerely,
Irwin K. Cockett, Jr.

A handwritten signature in cursive script that reads "Irwin K. Cockett Jr." The signature is written in dark ink and is positioned above the typed name and title.

President/CEO
HBC Management Services, Inc