



**STATE PROCUREMENT OFFICE
NOTICE OF REQUEST FOR EXEMPTION
FROM HRS CHAPTER 103D**

TO: Chief Procurement Officer

FROM: Office of Hawaiian Affairs, Board of Trustees
Name of Requesting Department

Pursuant to HRS § 103D-102(b)(4) and HAR chapter 3-120, the Department requests a procurement exemption for the following:

1. Describe the goods and/or services:
OHA seeks to procure specialized advisory services from a qualified media brokerage and broadcast transaction advisory firm with demonstrated expertise in the valuation, due diligence, and potential acquisition of broadcast media assets. Requested services include broadcast market analysis; independent valuation of television assets; financial and operational review; transaction advisory support; due diligence of broadcast infrastructure, licensing, and operations; and strategic advisory related to the long-term viability of broadcast media operations. These services require specialized knowledge of the broadcast television industry, including FCC regulatory frameworks, station financial structures, advertising markets, network affiliation agreements, and comparable transactions. The scope is highly specialized and typically performed by firms with extensive experience in broadcast media brokerage, valuation, and media asset transactions.

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| 2. Vendor/Contractor/Service Provider | To be determined - seeking multiple bids. | 3. Amount of Request: \$ 0.00 USD |
| 4. Term of Contract From: 1-Apr-26 To: 30-Jun-26 | 5. Prior SPO-007, Procurement Exemption (PE): | |

6. Explain in detail, why it is not practicable or not advantageous for the department to procure by competitive means:
The services sought require highly specialized expertise in broadcast television asset valuation, media brokerage, and transaction advisory within FCC-regulated markets. This expertise is limited to a small number of national firms that maintain proprietary data, transaction comparables, and industry relationships necessary to perform credible valuations and advisory services. OHA is not aware of any Hawai'i-based firms with the required combination of broadcast brokerage experience, valuation expertise, and national transaction advisory capabilities. Qualified providers are primarily located in major mainland media markets. Given the limited pool of qualified firms and the time-sensitive nature of these services, a traditional competitive procurement process may not be practicable. A procurement exemption would allow OHA to directly engage a firm with the necessary expertise to effectively support this effort. Delays associated with a standard procurement process could hinder OHA's ability to evaluate potential opportunities within relevant market timelines. Additionally, engaging a firm without the requisite specialization may result in incomplete or unreliable analysis, increasing financial and operational risk.

7. Explain in detail, the process that will be or was utilized in selecting the vendor/contractor/service provider:
OHA conducted preliminary market research to identify firms with demonstrated expertise in broadcast media brokerage, television station valuation, and media asset transaction advisory services. OHA reviewed firms with: Established national reputations in broadcast media brokerage and advisory services / Demonstrated experience advising clients on television station transactions / Expertise in broadcast asset valuation and financial analysis / Knowledge of FCC regulatory considerations associated with broadcast ownership / Experience working with public, private, or nonprofit entities considering media acquisitions. Based on this review, OHA identified a limited number of nationally recognized firms that provide these specialized services. OHA intends to select a service provider based on demonstrated expertise, relevant transaction experience, industry reputation, and the firm's ability to provide independent and objective advisory services consistent with OHA's fiduciary responsibilities. The selected firm will be required to provide professional advisory services in accordance with applicable state procurement requirements and contractual obligations.

8. Identify the primary responsible staff person(s) conducting and managing this procurement. (Appropriate delegated procurement authority and completion of mandatory training required).

*Point of contact (Place asterisk after name of person to contact for additional information).

| Name | Division/Agency | Phone Number | e-mail address |
|-----------------|-----------------------|--------------|----------------|
| Kaiali'i Kahele | OHA Board of Trustees | 808-807-2710 | kaik@oha.org |
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All requirements/approvals and internal controls for this expenditure is the responsibility of the department. I certify that the information provided above is, to the best of my knowledge, true and correct.



Wednesday, March 18, 2026

Department Head Signature

Date

For Chief Procurement Officer Use Only

Date Notice Posted: _____

Inquiries about this request shall be directed to the contact named in No. 8. Submit written objection to this notice to issue an exempt contract within seven calendar days or as otherwise allowed from date notice posted to:

state.procurement.office@hawaii.gov

Chief Procurement Officer (CPO) Comments:

Approved

Disapproved

No Action Required

Chief Procurement Officer Signature

Date