

## SBA HONORS 2004 HAWAII'S TOP SMALL BUSINESSES

**HONOLULU, HI** - The U.S. Small Business Administration has announced the winners of the 2004 SBA Small Business Awards for the State of Hawaii. Following a rigorous selection process, the honors are awarded to top performing, innovative small business owners, entrepreneurs and advocates who have a track record of successfully managing the challenges of running a business in today's fast changing economic environment.

**Peter Robson and Randy Finlay, owners of Unlimited Construction Services, Inc.**, were selected from a highly competitive field of candidates as the outstanding **Small Business Persons of the Year for the State of Hawaii in 2004**. Based on Kauai, *Unlimited Construction Services* specializes in resort, commercial, multi-residential, and industrial projects.



**Randy Finlay**



**Peter Robson**

The SBA Awards recognizes small business owners, exporters and advocates for their achievements and their efforts to support small businesses through services and assistance to minorities, women, and veterans as well as to improve conditions through access to financial services, journalism, resources and information.

The winners will be honored at the **17th Annual Statewide Small Business Awards Luncheon** on April 28, 2004, at the Sheraton Waikiki Resort. Preceding the luncheon at 11:00 a.m., the "Winner's Circle", an exciting exhibit that focuses on the products, services and unique achievements of the outstanding small business honorees, will be open to the public. The luncheon and awards presentations will begin promptly at noon. **Kim Gennaula**, news anchor for KGMB 9, will serve as the emcee of the event along with SBA District Director Andy Poepoe. The cost for the luncheon is \$38 per seat or \$360 for a table of ten.

The annual awards event is cosponsored by the Chamber of Commerce of Hawaii, Small Business Hawaii, the Hawaii Women's Business Center, and SBA. For information or reservations for the 2004 Small Business Awards Luncheon, contact the SBA at 541-2990 or the Hawaii Women's Business Center at 522-8136. Advance reservations are required and will be accepted until April 21, 2004.



**Kim Gennaula**

See page 2 for a complete list of Hawaii's 2004 Small Business Award Winners.

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Fax (808) 522-7494  
www.sbahawaii.org

Hawaii Small Business Development  
Center Network  
808/522-8131 (Oahu)  
www.hawaii-sbdc.org

Hawaii Women's Business Center  
808/522-8136  
www.hwbc.org

SCORE  
808/522-8130  
www.hawaiiscore.org

# STATE WINNERS



## Small Business Person of the Year

### **Peter Robson & Randy Finlay**

Unlimited Construction Services, Inc.

(Nominated by: Joelle Wada, Sonia Topenio,, Bank of Hawaii)

#### Financial Services Advocate

**Rann Watumull**, Bank of Hawaii Corp., Region IX

(Nominated by: Kevin Sakamoto, BOH)

#### Small Business Journalist

**Cathy S. Cruz**, Pacific Basin Communications

(Nominated by: Steven Kaneko, BOH)

#### Women in Business Advocate

**Phoebe Lambeth**, HI Island Radiation Onc. Ltd.

(Nominated by: Marcella Stroh, CPB)

#### Minority Small Business Advocate

**Robin Danner**, Council for Native Hawaiian Advancement, Region IX

(Nominated by: Kelly Walsh, BOH)

#### Small Business Research Advocate

**Ruth Corn**, Hawaii Business Research Library

(Nominated by: Greg Knue, BOH & Sonia Isotov King, HBRL & HSBDCN)

#### Small Business Exporter of the Year

**Virginia Cho**, Campus Music

(Nominated by: Alison Jones, BOH)

## COUNTY WINNERS



### County of Maui

#### Small Business Person of the Year

**Clyde & Glenn Hamai**, Hamai Appliance Inc.

(Nominated by: Lolita Feliciano, BOH)

#### Financial Services Advocate

**Sharron Courter**, Sharron Courter CPA, LLC

(Nominated by: Mitchell Nishimoto, FHB)

#### Minority Small Business Advocate

**Cielo Molina**, SOH Dept. of Taxation

(Nominated by: Alvin Santander, BOH)

#### Women in Business Advocate

**Jeanne Skog**, Maui Economic Dev. Board

(Nominated by: Steve Williams, FHB)

### County of Hawaii

#### Small Business Person of the Year

**Gerald & Wendy Yamada**, G.W. Construction

(Nominated by: Roberta Chu & Greg Ayau, BOH)

#### Minority Small Business Advocate

**Judith Fox-Goldstein**, UH Hilo & Hawn. EDventure

(Nominated by: Art Taniguchi & Beth Dykstra, BOH)

#### Small Business Journalist

**Jim Wilson**, Hawaii Tribune Herald

(Nominated by: Art Taniguchi, BOH)

#### Small Business Research Advocate

**George Yokoyama**, HI County EOC

(Nominated by: Marcella Stroh, CPB)

### City & County of Honolulu

#### Small Business Person of the Year

**Michael Fox**, Hawaii Modular Space, Inc.

(Nominated by: Jarrett Oshiro, HNB)

#### Small Business Exporter

**Thomas Reed IV**, Oceanic Imaging Consultants, Inc.

(Nominated by: Carolyn Ching, Carolyn Ching CPA)

#### Financial Services Advocate

**Larry Lee Anderson, EA**, Fiducial

(Nominated by: Keene Fujinaka, BOH)

#### Minority Small Business Advocate

**George Toyama**

General Trades & Services, Inc.

(Nominated by: Jean Williams, MBDC of Honolulu)

#### Small Business Journalist

**Richard Blangiardi**

Emmis Communications

(Nominated by: Ann Takiguchi, CPB)

#### Small Business Research Advocate

**Pearl Imada Iboshi**, State of Hawaii DBEDT

(Nominated by: Naomi Masuno, CPB)

#### Women in Business Advocate

**Dr. Tyrie Lee Jenkins**, Tyrie Lee Jenkins, MD, Inc.

(Nominated by: Fay Wengler, BOH)

### County of Kauai

#### Women in Business Advocate

**Geri Gallagher**, Hale Kauai, Ltd.

(Nominated by, Bank of Hawaii)

## SBA District Director Andy Poepoe Receives 'Ō'ō Award



Andrew K. Poepoe

The Native Hawaiian Chamber of Commerce has selected SBA District Director Andy Poepoe as a 2004 'Ō'ō Award winner. The award will be presented on Friday, April 23, 2004, at the chamber's annual awards and scholarship dinner at the Hyatt Regency Waikiki.

Since 1977, the Native Hawaiian Chamber has honored individuals of Hawaiian ancestry for their accomplishments and leadership in business, industry and the professions. Each year, winners are presented with an 'Ō'ō, the Hawaiian digging stick, to symbolize the hard work that these recipients put forth in order to be successful in their fields. Poepoe joins 44 prior winners of this distinguished award along with Representative Ezra R. Kanoho of Kaua'i.

Poepoe has been the district director of the Hawai'i office of the U.S. Small Business Administration (SBA) since 1991. In the last fiscal year, the office performance was ranked #7 among the 70 SBA offices across the nation. Under Poepoe's management, the district office has delivered consistently high levels of production for the financing, counseling and training, and 8(a) government contracting programs. Prior to joining the SBA, he enjoyed a long management career with Dole Pineapple as well as serving on the Honolulu City Council and in the State Legislature.

The awards ceremony will also serve as a benefit for the scholarship fund of the Native Hawaiian Chamber. The scholarship funds are used to assist Native Hawaiians who are pursuing higher education and professional development. Mr. Robert Piper is the president of the Native Hawaiian Chamber of Commerce.

For more information on the 'Ō'ō Awards and the Native Hawaiian Chamber, please call 531-3744 or log on to the website at [www.nativehawaiianchamberofcommerce.org](http://www.nativehawaiianchamberofcommerce.org). For information on the awards dinner call Linda Paik at 672-5655.

## SBA Simplifies Size Standards

The SBA is proposing new rules that will simplify the standards by which the SBA determines the size of a business. If the rule is adopted, the SBA's size standards will undergo a major restructuring. The current 37 size standards will be reduced to 10, which will be employee-based with the exception of the agriculture industry, which is required by law to be measured by receipts.

The size standards for small businesses will range between 50 and 1,500 employees, depending upon the industry and the relevant SBA program. Small businesses that meet the standard can obtain small business status and become eligible for SBA's programs and services.

The SBA also proposes to establish an annual average receipts cap for some industries. There are 31 industries under the cap including construction, computer services, engineering, consulting and facilities support services. Small businesses in these industries that meet the employee-based size standard will not be able to exceed a specific receipts cap if they wish to qualify as an eligible small business.

SBA's size standards define whether a business entity qualifies as small and whether it is eligible for government programs and assistance reserved for small businesses, including some programs in other agencies.

If approved, more small businesses will be eligible to apply for SBA's financing and loan programs as well as contracting and business development programs. Public comments are welcomed and due by May 18, 2004 on the proposed rule change, e-mail your comments to [restructure.sizestandards@sba.gov](mailto:restructure.sizestandards@sba.gov).



- Free Business Consulting
- Business Training

Visit [www.hawaiiscore.org](http://www.hawaiiscore.org)

Call 522-8130 to schedule appointments.  
Consulting services are provided free!

- Small Business Resource Center, Honolulu - 808/522-1830
- Maui Mall Shopping Center, Kahului - (808)873-8247

## State & Federal Tax Procedures for Small Business Workshop

Very few business owners fully understand the importance of and the methods for managing taxes in their business. In April, the Hawaii Women's Business Center and the SBA will host an all-day comprehensive business development workshop about Hawaii's General Excise and use taxes and will focus on the "What, When and Where" of filing business taxes. The small business owner should walk away from this class with a clear understanding of their tax rights and responsibilities. Federal tax procedures are also included in the curriculum.

- Where:** SBRC, 1041 Nu'uuanu Avenue, Suite A, Honolulu  
**When:** Tuesday, April 13, 2004, 9:00 a.m. to 4:00 p.m.  
**Admission:** Advance registration \$40 - Light refreshments included ten percent discount to HWBC Members – No refunds given unless HWBC cancels the class  
**Parking:** Call 522-8130 for options and information to register

## Record Year for Small Business Contracts

*More Than 25% of All Federal Contracts Went to Small Businesses in 2003*

The SBA announced recently that the federal government, for the first time ever, awarded more than a quarter of its prime contracting dollars to small businesses in fiscal year 2003. The FY 2003 data indicate that small businesses did \$62.7 billion of business with the federal government as prime contractors, representing 25.37 percent of all government prime contracting dollars. That is an increase of \$9.7 billion over FY 2002. The \$62.7 billion in prime contracts awarded to small businesses in 2003 will create or retain approximately 469,632 jobs.



The federal government, which purchased a record \$62.7 billion in products from small businesses last year, is not only meeting but exceeding its overall small business contracting goal. That's good news for taxpayers since small businesses can often provide goods and services more quickly and less expensively than their larger competitors. And good news for the economy, since more business for small businesses means more jobs for Americans."

Every category of small business tracked by SBA showed impressive gains in federal contracts in FY 2003:

- Small disadvantaged businesses were awarded 2.3 billion more in federal contracts in FY 2003, receiving \$18.2 billion in contracts.
- Likewise, participants in the 8(a) Business Development program received \$3.97 billion more than in FY 2002, for a total of \$9.6 billion in FY 2003.
- Dollars to women-owned small businesses increased by \$1.1 billion, from \$6.8 billion to \$7.9 billion in FY 2003.
- The HUBZone program, which just celebrated its fifth anniversary, was awarded \$2.447 billion in contracts.
- Service-disabled veterans also saw an impressive jump in the value of contracts awarded, receiving \$510 million in FY 2003 as opposed to \$298 million in FY 2002.

Two agencies in particular showed strong results from their efforts to reach out to small businesses in 2003. The Department of Defense awarded 24.8 percent of its prime contracts to small businesses, and the Department of Homeland Security awarded an impressive 40.68 percent of its prime contracts to small businesses in its first year.

In Hawaii, contact the SBA District Office (54102990) for information on SBA's government contracting programs.

## Batter's Box Hawaii Hitting it out of the Park

Bill Gregory rolled open the doors of Batter's Box Hawaii just 1 ½ years ago at the Ukee Street location near Mililani. Today, he feels like he hit a homerun as he anticipates plans for further expansion. The company offers top of the line batting cages for practice, coaching programs, and a specialized retail shop for equipment and logo wear along with electronic diagnostic imaging to train little leaguers as well as pros. The business has found success with a winning combination of customer service, quality products and a keen knowledge of the competition on the local baseball scene.

Gregory relates to his customers: He's a ball player himself and it shows. He combined that personal experience with in depth market research before making this entrepreneurial vision a reality. He tracked activities at ball parks, batting cages and ball clubs. He talked with other shoppers in sporting goods outlets and with team mates about what they were looking for and even who they were buying from. He studied his competition. He estimates he spent a several seasons planning and developed strategies to beat internet, mail order and other vendors that claimed a major share of the local market.



Bill Gregory with John Dickinson

With his business plan in hand, Gregory got a positive response with American Savings Bank. Despite his start up status, the Mililani branch manager called in business banker John Dickenson to look at the Batter's Box proposal. Dickenson was impressed with Gregory's knowledge, planning and experience. With the SBA guarantee, American Savings Bank funded Gregory's dream and provided support through the start up phase.

Bill Gregory feels the momentum for his growing business. "What a team! American Savings Bank, SBA, and Batter's Box: All the way."

# Double Your Skills

The Hawaii Women's Business Center is offering two customized intensive workshops to assist proactive entrepreneurs in April. Each workshop includes two sessions.

**The Management Plan**, addresses evaluating a management team and developing a comprehensive plan for improvement. Learn to identify challenges, acquire expert information, and construct infrastructure plans for growth resulting in a viable and dynamic management team.

**The Product/Service Plan**, assists proactive entrepreneurs in identifying unique aspects of their product or service while focusing on ways to differentiate themselves from the competition. Attendees will evaluate the strengths, limitations, opportunities and threats related to their products and services while developing an action plan to address these issues.

## FasTrac™ The Management Plan

**When:** Two-day session Thursday April 22 and Saturday April 24, 9:00 a.m. to 4:30 p.m.

## FasTrac™ The Product/Service Plan

**When:** Two-day session Thursday April 15 and Saturday April 17, 9:00 a.m. to 4:30 p.m.

**Where:** SBRC, 1041 Nu'uuanu Avenue, Suite A, Honolulu

**Admission:** Advance registration of \$95 required for either class— Materials and light refreshments included 10% discount to HWBC Members – No refunds given unless HWBC cancels the class

**Parking:** Admission, Parking and Registration are the same for both classes Call 522-8130 for options and information to register



### Top 10 Reasons To Love Small Business *The Heart Of The American Economy*

Just in time for Spring, the SBA offers the top 10 reasons to love small business, the heart of the American economy.

#### Top 10 Reasons To Love Small Business

10. Small businesses make up more than 99.7% of all employers.
9. Small businesses create more than 50 percent of the non-farm private gross domestic product (GDP).
8. Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.
7. The 22.9 million small businesses in the United States are located in virtually every neighborhood.
6. Small businesses employ about 50 percent of all private sector workers.
5. Home-based businesses account for 53 percent of all small businesses.
4. Small businesses make up 97 percent of exporters and produce 29 percent of all export value.
3. Small businesses with employees start-up at a rate of over 500,000 per year.
2. Four years after start-up, half of all small businesses with employees remain open.
1. The latest figures show that small businesses create 75 percent of the net new jobs in our economy.

### SBA Hawaii District Office **SBA Loans** Six Months Ending 3/31/2004

Bank	No. of Loans	Loan Amt. (000's)
Bank of Hawaii	49	5,411.6
First Hawaiian Bank	31	3,252.0
Central Pacific Bank	12	1,881.5
Citizens Security Bank	10	2,345.0
Bank of Guam	6	979.4
American Savings Bank	5	819.5
City Bank	5	790.0
Hawaii National Bank	3	249.6
Bank Pacific	2	125.0
Innovative Bank	87	656.0
Capital One	5	<b>225.0</b>
<b>Total 7(a) Loan</b>	<b>215</b>	<b>16,734.6</b>
HEDCO 504 Loans	18	7,899.0
Lokahi Pacific 504 Loans	3	1,493.0
<b>Grand Total</b>	<b>236</b>	<b>26,126.6</b>

**SAVE THE DATE !**

Everyone is invited to attend the 2004 Small Business Person of the Year Awards Luncheon and Winner's Circle . The luncheon event is being held at the Sheraton Waikiki Resort Hotel on April 28.

The 11:00 am "Winner's Circle" is a unique exhibit that focuses on the products, services and achievements of the outstanding business honorees. The awards presentation will begin at Noon.

See article on page one for details. To attend, register with the HWBC at 522-8136.

**Upcoming SCORE Workshops**

**Subject: YOUR ENTERPRISE WORKSHOP – OPTIMIZING BUSINESS FINANCES & PRESERVING PERSONAL WEALTH-401**

**Description:** Professional insurance experts will cover a variety of financial solutions to preserving personal wealth such as risk management, employee benefits, retirement plans, business continuation, and estate conservation.

**When:** Saturday, April 24, 2004, 9:00 am to 12:00 noon

**Place:** Guardian Insurance Office – 1357 Kapiolani Blvd., Suite 1500 in the American Savings Building across from Sears at the Ala Moana Center.

**Cost:** \$30.00 per person (includes workbook)

**Subject: BE YOUR OWN BOSS! – STARTING A BUSINESS IN HAWAII-403**

**Description:** Milton Kwock from the State of Hawaii Business Action Center and Dan Flood, SCORE Counselor and small business management consultant, present an informal discussion on how to start and run a small business in Hawaii. Topics include licensing, protecting your business name, selecting a legal entity, choosing an attorney or CPA and writing a business plan.

**When:** Tuesday evening, April 27, 2004, 6:00 pm to 9:00 pm

**Where:** Makaha Economic Development Center, 84-1170 Farrington Highway in Makaha.

**Cost: FREE**

**Subject: GRANT WRITING FOR DOLLARS-404**

**Description:** Professional grant writer, Jim Cathey, introduces workshop attendees to the grant writing process. Topics include: defining clear goals, developing ideas for the proposal, the importance of a mission related needs statement, and researching funders.

**When:** Thursday morning, May 6, 2004, 9:00 am to Noon

**Where:** Central Union Church, 1660 South Beretania St.

**Cost:** \$20.00 per person



**2004 Hawaii Small Business Fair**

**Starting a business? Planning to expand? Need Help?**

Come to the Hawaii Small Business Fair on Saturday, May 22, 2004 - 8:30 am -2:30 pm at Kapiolani Community College.

There will be:

- ✦ **Exhibitors**
- ✦ **Breakout Sessions**
- ✦ **Industry and Success Panels**
- ✦ **Counseling**

For more information visit the SBF website at [www.smallbusinessfair.state.hi.us](http://www.smallbusinessfair.state.hi.us) or, email: [team\\_teach@tax.state.hi.us](mailto:team_teach@tax.state.hi.us)

**Telephone: 808-587-1786. The Fair is FREE!**

*The Hawaii Women's Business Center is the first organization in the state focused on helping women start and grow their own businesses.*



- ❖ Free Business Consulting
- ❖ Business Training Classes
- ❖ Reference Library
- ❖ Computer Lab Resources

**Visit [www.hwbc.org](http://www.hwbc.org)**

*Call 808/522-8136 to schedule consultations or reserve seating at one of our numerous training opportunities*

Our mission is to stimulate the economy and help individuals statewide by developing entrepreneurial skills among small businesses and the broader Community through counseling, training, research, advocacy and other resources and activities.



**[www.hawaii-sbdc.org](http://www.hawaii-sbdc.org)**

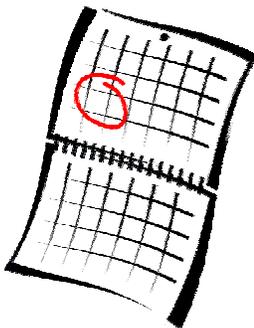
In Honolulu, Call 522-8131

Neighbor Islands Call (808) 974-7515

# SBRC Training Calendar

## APRIL

- 13 State & Federal Tax Procedures
- 11 Government Contracting
- 6, 13, 20, 27, 29  
Computerized Bookkeeping 101
- 15, 17 FasTrac Management Planning
- 17 Your Enterprise Workshop  
Preserving Personal Wealth
- 22, 24 FasTrac Product/Service Plan
- 24 Your Enterprise Workshop  
Preserving Personal Wealth
- 22 Contracting with State of Hawaii
- 23 Micro Enterprise 101
- 27 Website 101  
SBDC NX Level Class
- 29 FasTrac Marketing Plan



## MAY (continued)

- 11 State & Federal Tax Procedures
- 13 FasTrac Financial Plan 4
- 14 Big Money for Small Business
- 21 Micro Enterprise 101
- 22 SMALL BUSINESS FAIR
- 27 Small Business Resources for Veterans
- 29 How to Start/Expand Your Business

## JUNE

- 1, 8, 15, 22, 29  
SBDC NX Level
- 3, 5  
FasTrac Growth & Exit Plan
- 4 Computerized Bookkeeping 102
- 8 State & Federal Tax Procedures
- 18 Micro Enterprise 101

### **Orientation**

- Every Tuesday At 9:00 Am
- Every Thursday At 2:00 Pm
- 2nd & 4th Wednesday At 5:30 Pm

### **Computer Boot Camp**

- Every Tuesday At 3:00 Pm

## MAY

- 1 Professional Development  
FasTrac Marketing Plan
- 4, 11, 18, 25  
SBDC Nxlevel Training
- 5 Community Express Financing
- 6 Grant Writing for Dollars
- 4, 11, 18, 25  
Computerized Bookkeeping 102

**Call 522-8130 for training registration**

U.S. Small Business Administration  
300 Ala Moana Blvd. Room 2-235  
Honolulu, HI 96850




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# Big Money for Small Business



**When:** Friday May 14, 2004  
**9:00 am - Noon**

**Where:** Small Business Resource Center (SBRC)  
**1041 Nu'uauu Avenue, Suite A**

**Cost:** NO CHARGE

**Phone:** 522-8130; FAX: 522-7494

- Learn About Federal Programs That Enable Small Business Financing
- Hear From Commercial Lenders Who Understand Small Business Needs
- See How You Can Gain Access To Business Capital
- Become Financially Stronger And Wiser
- Give Yourself Opportunity For Growth

This workshop is being provided free to help small business owners take advantage of financial assistance programs provided through both public and private resources.

The U.S. Small Business Administration and local commercial lenders will discuss numerous avenues small business owners can take to capitalize their operations.

Learn how to prepare your loan proposal, what documentation will be required and where you can get free technical assistance services.

Join us in this **FREE** opportunity to meet financial experts and take the key steps to reaching your business objectives. Just Sign Up!



## Call 522-8130

For details and parking information

*I'll Be There!* To register, complete below and mail/fax/deliver to SBRC.

Name \_\_\_\_\_

Daytime Phone \_\_\_\_\_

Reasonable arrangements for persons with disabilities will be made if requested at least 2 weeks in advance. The Service Corps of Retired Executives (SCORE) Association is funded by the U.S. Small Business Administration (Cooperative Agreement No. SBAHQ-03-S-0001). The support given by the SBA through such funding does not constitute an expressed or implied endorsement of any of the co-sponsor's or participants' opinions, findings, conclusions, recommendations, products or services.