



Hawai'i District Office Lenders Quarterly

U.S. Small Business Administration Hawai'i District Office

300 Ala Moana Blvd., Suite 2-235
Honolulu, HI 96850
(808) 541-2990

(808) 541-2976 - fax

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For More Information

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- SBA Answer Desk:
1-800 U ASK SBA
- Fax: 202-205-7064
- E-mail: answerdesk@sba.gov
- TDD: 704-344-6640
- Your rights to regulatory fairness:
1-800-REG-FAIR
- SBA Home Page: www.sba.gov

All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.

More 7(a) and 504 Outreach by HDO

Hawai'i District Office continues to aggressively market the SBA 7(a) guaranty loan and 504 loan programs. The District Office's SBA Resource Days and Business Loan Blitz have resulted in guaranty loans being approved. To continue our momentum, the District Office will maintain its proactive marketing strategy and has calendared the following events:

<u>"SBA Resource Day"</u>			
June 15	Hawai'i National Bank	Makiki	1163 S. Beretania St.
June 16	Central Pacific Bank	McCully	2002 S. King St.
June 22	Bank of Hawai'i	Ala Moana	1441 Kapi'olani Blvd.
June 23	Central Pacific Bank	Beretania	1338 S. Beretania St.
June 29	Bank of Hawai'i	Main	111 S. King St.
July 6	Bank of Hawai'i	Ward	210 Ward Ave.
-August-	First Hawaiian Bank		
-August-	American Savings Bank		

Please call Jerry M. Hirata at 541-2969 for more information.

Mark Your Calendar

Contracting Workshop and SBA's "Business Loan Blitz and Banking Expo" in Kapolei on July 27-Thursday 9:00am to 3:00pm

The "Business Loan Blitz and Banking Expo" will involve all of our participants, including credit unions and out-of-state lenders. This should be an exciting event, as lenders will be meeting with customers who should have their business plans or loan proposals in hand and their credit scores. This venue should facilitate financing in a relatively short period of time, with lenders gaining a new customer or servicing an existing one. Please call Kim Hite at 541-3024 or Jerry M. Hirata at 541-2969 for more information and to participate in the loan blitz and banking expo.

As a reminder, guaranty loans generated from SBA Resource Day and SBA Business Loan Blitz will garner additional bonus points in the Lending Officer Awards program.



The entire State of Hawai'i has been designated as a HUBZone (Historically Underutilized Business Zone). Accordingly, all businesses located in the State are eligible to apply for SBA CommunityExpress.

Please call Jerry M. Hirata at 541-2969.



Helimover US

Entrepreneur Mike Iven exudes energy even when he's standing still. The small business owner can be found wheeling around the hangars at the end of Lagoon Drive in a golf cart, greeting everyone with a big wave and pointing out planes, helicopters, and privately-owned jets that dot the airstrip. After seven years working in the aviation service industry – five as the business owner - Iven has worked on and repaired most of the machines in sight, always keeping his eye on the new innovations and equipment to keep his competitive edge.

His company, MGI Helicopter, LLC, provides general aviation services including recovery, maintenance, moving, sales, and, most recently, export of helicopters. This keeps Iven and his three employees busy enough now, but he's been eager to expand his business and sees any number of opportunities in the industry.

One of those opportunities appeared in 2005 when Iven gained the distribution rights for a new electric tug manufactured in England called a “Helimover.” The sturdy yellow lift is designed to be an economical way to move Robinson R22 and R44 helicopters on the ground. He snapped up the entire North and South America territory and started right away to develop his business and marketing plans. To successfully capture his huge market, Iven knew he needed working capital, and quickly, to enable him to capitalize on a top aviation trade show scheduled soon in Texas.

Enter the SBA's Community Express Loan, a financing tool designed for small businesses located in low to moderate income areas, HUBZones, or owned by minorities, women or veterans who are underrepresented in the small business population. These guaranteed loans can be used for most business purposes, including expansion, start up, working capital, equipment and other business purchases. In Hawai'i, four banks have partnered with SBA to offer this special loan, each tailoring the program for their small business customers within SBA guidelines. A technical assistance component must also be part of every loan.

Iven welcomed the consulting appointment with an approved technical assistance provider and contacted SCORE, a volunteer organization of experienced business people, to help prepare for the loan application. He was pleased to hear from SCORE member Deana Jackson - who also works with Business Factoring Hawaii - that one of the Community Express lenders had just increased their loan limits to \$25,000 and, with a complete application, could potentially meet his aggressive timeline to prepare for the trade show.

“Mike is a bright, enthusiastic young businessman with a vision of where he wants to go,” said Jackson. “He applied for \$20,000 for working capital and to improve his website, develop marketing collateral for Helimover, and prepare for the Texas show. Within a few days, his funding came through from Innovative Bank of California.” The loan was the first loan submitted through SCORE and the first loan for Innovative's increased loan limit in Hawai'i.

For more information on Community Express, please call Jane Sawyer at 541-2973 and, if you require technical assistance, please call SCORE at 547-2700 and make an appointment with a counselor.

Announcement

Risk Management Assn. Hawai'i Chapter presents----Economic Opportunities for Small Business Forum
July 26, 2006 Wednesday, O'ahu Country Club 8:00am-11:30am

Featuring:

Bruce Thompson, SBA Regional Administrator
Nick Griffin, Commissioner Division of Financial Institutions
Darryl Mleynek, State Director Hawai'i Small Business Development Center Network

Additional speakers focusing on:
Federal Initiatives – Impact of the Stryker Brigade
C-17 Home Base – Contracting Opportunities
Commercial Real Estate and Outlook for Hawai'i
Privatization of Military Housing

Contact: Laurice Otsuka, American Savings Bank ph: (808) 539-7843
On-line registration: www.rmahq.org

Following the Economic Opportunities Forum--SBA Networking and Mixer

11:30am-12:30pm

Contact: SBA- Mary Dale 541-2984 or David Brown 541-2986



Miyake Concrete Accessories, Inc.

In 1979, David Miyake took a small supplier of wire and concrete fasteners with less than \$1 million in sales and near bankruptcy, and built it into a very successful business. Today it is one of Maui’s largest local independent building supply firms.

With locations in Wailuku, Kihei, Makawao and Lahaina, Miyake Concrete Accessories positioned itself to compete with big box retailers—Lowe’s and Home Depot. It carries a varied and extensive inventory of building and hardware products, as the firm’s niche is the single-family home construction and remodeling—the present growth market on Maui.



The Wailuku headquarters was originally constructed on leased land and in 1985, David Miyake purchased the fee, along with expanding the square footage to 30,000 sq. ft. In 1991, David purchased two (20,000 sq. ft.) industrial lots in Kihei and built a warehouse/office. In 1995, Miyake Concrete Accessories expanded to Makawao and, **in 2001, David purchased two adjoining lots in Lahaina with a total of 37,940 sq. ft. With the assistance of Charles Keyes of Central Pacific Bank and using the 504 loan program with HEDCO LDC, David Miyake refinanced the raw land “bridge loan” and improved the Lahaina parcel with an office and warehouse structure.**

Per David Perkins of HEDCO LDC, the expansion strategy is a reflection of David Miyake—consistent and well-planned, with great execution.

“Miyake Concrete’s family-owned-and-operated business philosophy prides itself on its excellent customer service, quality products at competitive prices and product expertise.....we have expanded our product lines and locations to better serve the community.” In the mid 1990’s, David Miyake offered material house bonding to its small contractors—contrary to advice provided by his closest associates. He saw a need to offer bonding to potential homeowners who were required to get bonding by the mortgage lenders but were unable to because of the limited number of companies providing this service. The small contractors were also caught in a “catch 22,” as they were unable to qualify for surety bonds. David saw a “niche” to provide a service in spite of the risks. This strategy proved to be very positive, as Miyake Concrete Accessories has experienced increased sales due to this relationship.



Most recently, David opened a “home planning department” to help the new homeowners plan their new construction. He, again, saw an underserved niche. Because of the tremendous construction growth on Maui, individual homeowners could not obtain architectural assistance, as most companies were designing multi-million-dollar homes in resort areas. Homeowners with more modest design requirements were made to wait and pay high prices for the service. Miyake Concrete Accessories entered the market, keeping to its mission statement “to better serve the community.”



David Miyake is very familiar with providing services for his community and service to his country. He is a decorated Vietnam combat veteran who served from 1968-1969 with the 173rd Airborne Brigade as a paratrooper. He was awarded the Bronze Star....service to his country.

Miyake Concrete Accessories, Inc. originally started with 6 employees in 1979 and, today, it employs 70 full and part time staff. SBA applauded the success of Miyake Concrete Accessories Inc. by recognizing David Miyake as the “Small Business Person of the Year 2006” for the County of Maui.

Loan Activity, FY 2006

Eight Months Ended 5/31/06

<u>Bank</u>	<u>No. of Loans</u>	<u>Loan Amount(000's)</u>	
		<u>Gross</u>	<u>SBA</u>
Bank of Hawaii	76	5654.1	3072.6
First Hawaiian Bank	24	3249.6	2017.6
Capital One	22	940.0	470.0
Central Pacific Bank	20	1154.0	742.9
Citizens Security Bank	14	2145.0	1429.0
American Savings Bank	4	470.0	331.3
Hawaii National Bank	4	598.6	463.3
UPS Capital Business Credit	2	1278.0	958.5
Bank of Guam	2	90.0	76.5
Wilshire State Bank	1	1850.0	1387.5
Comerica Bank	1	1700.0	1275.0
Branch Banking & Trust Co.	1	400.0	300.0
Center Bank	1	350.0	262.5
Stearns Bank National Association	1	200.0	170.0
Sub-total	173	20079.3	12956.7
Business Loan Center LLC	28	739.0	628.2
Innovative Bank	23	260.0	221.0
Microloan	1	21.5	21.5
Total 7(a) Loans	225	21099.8	13827.4
HEDCO 504 Loans	13	4807.0	4807.0
Lokahi Pacific 504 Loans	1	1122.0	1122.0
Grand Total	239	27028.8	19756.4

NUMBER OF LOANS BY COUNTY & GUAM

	<u>Oahu</u>	<u>Guam</u>	<u>Hawaii</u>	<u>Maui</u>	<u>Kauai</u>	<u>Samoa</u>	<u>Total</u>
Bank of Hawaii	36	15	15	5	4	1	76
First Hawaiian Bank	18		5		1		24
Capital One	18		1	3			22
Central Pacific Bank	14		4	2			20
Citizens Security Bank		14					14
American Savings Bank	3			1			4
Hawaii National Bank	4						4
UPS Capital Business Credit	1			1			2
Bank of Guam		2					2
Wilshire State Bank	1						1
Comerica Bank			1				1
Branch Banking & Trust Co.	1						1
Center Bank	1						1
Stearns Bank National Association	1						1
Sub-total	98	31	26	12	5	1	173
Business Loan Center LLC	15	4	3	6			28
Innovative Bank	18				5		23
Microloan	1						1
Total 7(a) Loans	132	35	29	18	10	1	225
HEDCO 504 Loans	9	1	2	1			13
Lokahi Pacific 504 Loans				1			1
Grand Total	141	36	31	20	10	1	239

**Lending Officer Awards
as of May 31, 2006
8 months**

Lending Officer	Bank	Branch	# Loans	Pts. = # Loans X 2	Bonus Points					# Blitz	Total = Pts. + Bonus Pts.
							504	504 Startup	# Blitz X 2		

Oahu

Masuno, Naomi	CPB	Kaimuki	8	16	6					2	1	24
Au, Randy	BOH	Waipahu	6	12	1	2	1			0		16
Nguyen, Dan	CPB	Kalihi	4	8	1	2				2	1	13
Dickinson, John	ASB	Main	4	8	1					0		9
Wong, Alison	BOH	Waikiki	3	6						0		6
Shigeta, Darin	BOH	Waialae-Kahala	3	6						0		6
Kihe, Demaney	FHB	Kaneohe	3	6						0		6
Kaneko, Steven	BoH	Waialae-Kahala	3	6						0		6
Honda, Lori	BOH	Waiakamilo	3	6						0		6
Yost, Lesley Ann	BOH	Pearlridge	2	4	1					0		5
Rostron, Sean	BOH	Ala Moana	2	4	1					0		5
Koyanagi, Jason	BOH	Kailua	2	4	1					0		5
Kanoa, Manly	BOH	Pearlridge	2	4	1					0		5
Comes, Steve	FHB	Ewa Beach	2	4		1				0		5
Yamashita, Bryan	BOH	Main	2	4						0		4
Wong, Dennis	HNB	Airport	2	4						0		4
Mukai, Spencer	FHB	Makiki	2	4						0		4
Racadio, Mel	BOH	Ala Moana	2	4						0		4
Pingree, Gayle	FHB	Waipahu	1	2		1				0		3
Olanolan, Beulah	BOH	Pearlridge	1	2	1					0		3
Kam, Katharine	FHB	Miilani	1	2	1					0		3
Corpuz, Victor	FHB	Waikiki	1	2	1					0		3

Kauai

Sandrowski, Jennifer	BOH	Kukui Grove	2	4						0		4
Mayfield, Jim	BOH	Kauai	2	4						0		4
Rezentes, Wally	FHB	Lihue	1	2	1					0		3
Total			5	10	1	0	0	0	0	0	0	11

Maui

Matsumoto, Pat	CPB	Kahului	2	4	1					0		5
Feliciano, Lolita	BOH	Kahului	1	2		1				0		3
Knue, Greg	BOH	Kahului	1	2	1					0		3
Pasion, Troy	BOH	Lahaina	1	2						0		2
Baker, Sue	BOH	Kihei	1	2						0		2
Santander, Alvin	BOH	Wailuku	1	2						0		2
Kuitake, Glenn	HNB	Maui	0	0			1			0		1
Peroff, Rod	FHB	Kahului	0	0			1			0		1
Total			7	14	2	1	2	0	0	0	0	19

East Hawaii

Fujinaka, Keene	BOH	Kaikoo	7	14	2	1				2	1	19
Kang, Calvin	CPB	Hilo	4	8						0		8
Kouchi, Don	FHB	Kamehameha	2	4						0		4
Uyetake, Roxann	BOH	Kaiko'o	2	4						0		4
Miho, Lani	FHB	Hilo	1	2						0		2
Total			16	32	2	1	0	0	0	2	1	37

West Hawaii

Binney, Jocelyn	BOH	Kailua Kona	3	6	1					0		7
Fernandez, Phillip	BOH	Kailua Kona	2	4	1	1				0		6
Potter, Emily	BOH	Kamuela	1	2	1					0		3
Henley, Joane	FHB	Kona	1	2		1				0		3
Grugier, Elina	FHB	Kailua Kona	1	2						0		2
Total			8	16	3	2	0	0	0	0	0	21

