

Hawai'i Small Business Development Center O'ahu Center Newsletter

Makana North Shore Urgent Care Opens in Princeville, Kaua'i



A new facility has opened in Princeville to provide essential medical services to residents and visitors.

Last December, Makana North Shore Urgent Care clinic received a \$1.1 million loan from the U.S. Department of Agriculture (USDA) to complete construction and help with operating costs of the clinic.

The Kaua'i and O'ahu SBDC offices joined forces to create the Financial Feasibility Report required by the USDA.

Construction took nearly a year at an estimated cost of \$4.4 million. The 4,400-square-foot clinic is equipped with the latest diagnostic tools including a digital X-ray suite and laboratory. A combination of board-certified emergency physicians, acute-care nurse

Dear Andra,

Welcome to the 2018 Second Quarter newsletter of the Hawai'i Small Business Development Center, O'ahu office. In this edition, take a look at the newly opened acute medical care clinic in Princeville, Kaua'i. Read the latest news on Hawai'i PTAC; how the Hawai'i SBDC is working with client Sugarlina; and check out SBDC Day 2018. See the Calendar section for upcoming business events.



I hope you enjoy this issue, and welcome your comments or questions. [Like us on Facebook](#), recommend us on [Yelp!](#), see our [new YouTube channel](#), and connect with us on [LinkedIn](#).

Joseph Burns
O'ahu Center Director

The PTAC Report

This is the Hawai'i PTAC updated 2018 calendar of events:



- May 2, 2018: Government Contracting 101 - O'ahu
- May 30, 2018: Government Contracting 101 - Kona
- June 12, 2018: Small Business Forum - O'ahu
- June 20, 2018: Government Contracting 101 - Kaua'i

The DoD Inspector General's office released a draft report on the results of its investigation into the status of DFARS 7012 (cyber security) compliance at Missile Defense Agency (MDA) contractor locations. The Inspector General studied a sample group of seven MDA contractors, and found that none of them were fully compliant with DFARS 7012 and NIST 800-171 requirements, leaving critically sensitive national defense information vulnerable to security breaches. An article detailing this study can be [downloaded here](#).

[Register here for free assistance with government contracting](#)

Success Story: Sugarlina Bakeshop

practitioners and physician assistants, registered nurses, lab and X-ray technicians make comprehensive urgent medical care available.

"As a nonprofit, the staff and board of directors are looking forward to being a partner, working together to take care of each other and our community," said Makaala Kaaumoana, member of the Makana North Shore Urgent Care board of directors.

The center was founded by Dr. Ted Kimball and a group of emergency-room doctors from Utah. The center will be open 24 hours, seven days a week to serve all people with non-life-threatening injuries who commonly end up in the emergency room. The facility will refer patients to local practitioners for general services, as well as offer the doctors use of the center's state-of-the-art X-ray, ultrasound and diagnostic facilities.

"This project will provide 24/7 urgent medical care, including X-ray and lab facilities to a rural and remote population on Kaua'i," Kimball said. "This care will be delivered by a team of experienced, board-certified emergency physicians, nurse practitioners and nurses."

Kimball, an emergency medicine and critical-care physician, has been working with the local community the past four years to gather resources and create a clinical practice paradigm for delivering sustainable urgent care. He has recruited 15 board-certified emergency physicians and 14 physician assistant/nurse practitioners who have committed to practice along with him at the new facility.

Celeste and her sister Jennifer approached the O'ahu SBDC in December of 2016 seeking assistance in reviewing their business plan to purchase an existing business and to obtain a referral to a bank lender. They were interested in purchasing the Sugarlina Bakeshop in the Pearl Kai Shopping Center in Aiea. Their vision for the store is to take advantage of the potential increase in business because of the future rail station in the area.



Once the business plan and financial projections were reviewed and enhanced by Senior Business Advisor Richard Kebo of the SBDC, the sisters quickly went to the lender and applied for a business loan for which they were approved. Soon after, the purchase transaction was completed. While the previous business owner sold mostly baked goods, they have since expanded to making various drinks, along with selling stationary and other retail items from Japan. As new owners of the bakeshop, Celeste and Jennifer will continue to benefit from SBDC support in the form of financial analysis and marketing strategy to build the business, and position the company to benefit from their location.

Governor Ige Issues Official Proclamation for SBDC Day - March 21, 2018



L to R: Joseph Burns, Director of the O'ahu SBDC Center; Governor David Ige; Cathy Wiltse, State Director of the Hawai'i SBDC; Mary Dale, Economic Development Specialist, U.S. Small Business Administration, Hawai'i District Office.

Governor David Ige proclaimed March 21, 2018 as "SBDC Day", presenting an official proclamation to Cathy Wiltse, State Director of the Hawai'i SBDC at the State Capitol.

Businesses have always celebrated ribbon cuttings, grand openings and company anniversaries, and for a second year they'll be able to celebrate the people who help them turn their dreams into reality - Small Business Development Centers. America's SBDC Day was on March 21, 2018, a day that unites nearly 1,000 SBDCs across the country and the hundreds of thousands of clients we've served in our near 40-year history.

"We support the dedicated primary care providers on the North Shore," Kimball said. "Our laboratory and X-ray will be available to local primary-care providers, saving patients time and travel."

To provide around-the-clock availability, the second floor of the clinic contains housing for medical staff. The new center is located behind the Princeville fire and police stations.

<https://www.makanacare.org>

Contact Us

[About Us](#)

[Business Events Calendar](#)

andra.carroll@hisbdc.org

(808) 945-1430

Advisors to Hawaii's Business

"Drive the Economic Sustainability of Hawai'i by Assisting Businesses to Form, Grow and Thrive"



SBDC Day is a national proclamation of the success of America's Small Business Development Centers (SBDCs) on the success of the nation's dreamers, innovators and doers - America's small businesses.

"It's great to see SBDCs, their clients and supporters come together to celebrate SBDCs and their amazing clients. With SBDC support small businesses around the country raised over \$5 billion in capital and created nearly 100,000 jobs," said Charles "Tee" Rowe, President & CEO of America's SBDC.

Since 1980, 63 state and regional Small Business Development Center networks have provided free one-on-one consulting to small businesses at nearly 1,000 locations throughout the nation. A new business is opened with the assistance of the SBDC around the country every 30 minutes; a new job is created every 5.5 minutes; more than \$100,000 in new sales are generated every 8.2 minutes, and small businesses are able to obtain more than \$100,000 in capital every 10 minutes.

In 2017, the statewide Hawai'i SBDC consulted over 1,300 entrepreneurs which accounted for 99 business starts, 373 jobs created, \$19.9 million in new sales, and \$29.4 million in capital investments.

"We look forward to working with our stakeholders, partnering organizations, and our clients to build on these successes into 2018 and beyond", said Joseph Burns, Director of the O'ahu SBDC Center.

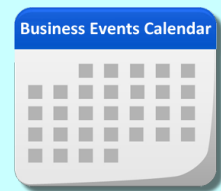
America's SBDC network is a partnership that includes the U.S. Congress, SBA, the private sector, and the colleges, universities and state governments that host SBDCs across the nation. SBDCs provide management and technical assistance to an estimated one million small business owners and aspiring entrepreneurs each year. Small business owners and aspiring entrepreneurs can go to their local SBDCs for free, face-to-face business consulting and at-cost training on writing business plans, accessing capital, marketing, regulatory compliance, international trade and more.

Calendar - Sign Up Now!

[06/19/18: Mana Up Accelerator Info Session](#)

[06/27/18: Cybersecurity Beyond the Firewall - Microsoft](#)

[08/04/18: Small Business Fair - Save the Date!](#)



In the Media

[How Small Businesses Sidestep Traditional Advertising to Grow Sales](#)

[One Year of Equity Crowdfunding: Initial Market Developments](#)

[10 Incredibly Useful Human Resource Policies for Small Businesses](#)





Quote of the Quarter

"Efficiency is doing things right, but effectiveness is doing the right things."

-Peter Drucker



UNIVERSITY
of HAWAII®
HILO

U.S. Small Business Administration



Hawaii SBDC Network, Manoa Innovation Center, 2800 Woodlawn Drive,
Suite 299, Honolulu, HI 96822

[SafeUnsubscribe™ {recipient's email}](#)

[Forward this email](#) | [Update Profile](#) | [About our service provider](#)

Sent by andra.carroll@hisbdc.org in collaboration with



Try it free today