

Hawai'i SBDC Network O'ahu Center Newsletter



David Sikkink, Director
Foreign Trade Zone 9

FTZ9 Offers Many International Trade Services

This year, the Hawai'i Foreign-Trade Zone (FTZ) celebrated its 50th Anniversary as the primary state provider of infrastructure and services dedicated to international business and related service companies. This statewide program is administered by the Foreign-Trade Zone division within the Department of Business, Economic Development and Tourism.

Currently, over 300 businesses lease office space from us, use our 133,000 square foot warehouse for storage, or both. A majority of the Hawai'i customs brokers have offices in the Zone as well as agents for major shipping companies, U.S. Customs and Border Protection, and the U.S. Export Assistance Center. In 2015, nearly \$8.5 billion worth of goods from 34 countries flowed through FTZ9's warehouse and subzone sites.

An FTZ is a secured place authorized by the United States government, considered to be outside the Customs territory of the United States though under U.S. Customs and Border Protection supervision and control. Normally, when foreign cargo lands on U.S.

Dear Andra,

Welcome to the 2016 Fourth Quarter newsletter of the Hawai'i Small Business Development Center, O'ahu office. In this edition, read about how you can add your voice to the Federal Reserve's inquiry into the state of small business lending in Hawai'i, a new financing program to support the installation of PV systems for small business, and how you can participate in [Small Business Saturday on November 26, 2016](#).



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

Make Your Voice Heard - Please Participate

The Federal Reserve's Small Business Credit Survey turns business owners' credit experience into hard data to spotlight their issues. The O'ahu office of the Hawai'i SBDC has partnered with the Federal Reserve to solicit small business owners to complete a 10-minute online survey. We are joining with other organizations to get the word out to encourage the participation of small businesses. Although national information will be available after the data are compiled, we will not get a state level view unless there is a minimum of 200 valid responses from Hawai'i businesses.



Take a few minutes and click here: [Make your voice heard](#).

Sufficient responses will lead to valuable insight about the Hawai'i lending climate, and what we can do to improve it. The deadline is almost here, so act now!

Success Story - Hokulani Bake Shop

Having grown up in a third generation family food business, having managed a large retail establishment for 10 years, and being blessed with a strong dose of entrepreneurial DNA, Marie Lau had a vision to create a business which would allow her to put into practice many of the ideas she had not yet been able to realize.



Through a fortuitous referral from an existing client, Center Director Joe Burns learned that the owners of Hokulani Bakery wanted to sell their well-established business to pursue other interests, and so he brought

soil it is subject to clearance through Customs and payment of U.S. Customs duty. Many firms use FTZs to postpone and, in the case of re-export of cargo, avoid the application of U.S. Customs laws that impose duties, taxes, bonds, quotas and certain other requirements. Hawaii FTZ 9 is one of the oldest FTZs in the country and among its many firsts was the first to receive the President's "E" for Export Award and to receive approval from the FTZ board for the establishment of an oil refinery in an FTZ.

In addition to its administrative headquarters and general purpose warehouse at Pier 2, FTZ 9 oversees 13 other FTZ-designated sites on O'ahu, Maui, and the Big Island and 5 subzones located on O'ahu.

A subzone is an FTZ site that is dedicated to a single company for a specific activity or purpose.

Businesses and organizations interested in participating in the FTZ program must be actively involved in international commerce which can include transactions in both goods and services. In the FTZ, we have a combination of trade veterans and others that are relatively new to international business which makes for a stimulating work environment. Combined with its downtown location, proximity to airport and harbor shipping, and affordable office and warehouse rates, the FTZ is an ideal program for international businesses to consider.

For a greater understanding of the foreign-trade zone program please view our website at www.ftz9.org. For inquiries about becoming a tenant and/or warehouse user, contact us at:

Phone: (808) 586-2507

E-mail: administrator@ftz9.org

Contact Us

[About Us](#)

[Business Events Calendar](#)

andra.carroll@hisbdc.org

(808) 945-1430

them together with Marie. This was a good match, since the owners wanted to see the company continue, and not disappoint their loyal customers; while the opportunity for Marie to take over an existing food retail business gave her the platform to unleash her creative and entrepreneurial instincts.

Negotiations lasted several months, often at the SBDC office. With help from an SBA loan from Central Pacific Bank, and the blessing of the attorneys, the sale closed on January 1, 2016. Although she has been at the helm only a short time, Marie has been able to implement some of her ideas, such as developing a financial management system, revamping products and packaging and upgrading the company website. She also has begun to sell selected products through Nordstrom at Ala Moana Center. Order online at [Hokulani Bake Shop](#).

GEMS: Low-cost Financing for Small Business Solar PV Installations



The Hawai'i Green Infrastructure Authority's Green Energy Market Securitization (GEMS) commercial PV loan program is a public-private collaboration. It is a long-term financing tool for small businesses and non-profits, designed to complement conventional bank/credit union financing and provides low-cost capital to encourage clean energy adoption via the installation of solar photovoltaic systems. Features and Benefits include:

- *Lower than market fixed rates
- *Long repayment term up to 20 years
- *Up to 100% financing
- *Flexible repayment schedules
- *No prepayment Penalty
- *GEMS able to partner with any lender

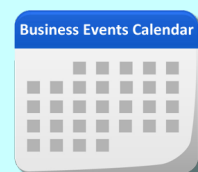
For further information and details, [contact the Hawai'i SBDC](#), or the [Hawai'i Green Infrastructure Authority](#).

Shop Small on Small Business Saturday! November 26, 2016



The Hawai'i SBDC O'ahu Center has partnered with HART, American Express and the Small Business Administration (SBA) to recruit and help businesses to promote Small Business Saturday events on November 26, 2016. It's a special holiday created so communities can show appreciation and support for small businesses. [Click here](#) for more information. Shoppers, mark your calendars for November 26, the Saturday after Thanksgiving, and get ready to **Shop Small!** And please don't forget to share your favorite Small Business Saturday moments on Facebook, Twitter, and Instagram with #ShopSmall.

Calendar - Sign Up Now



[11/26/16 Shop Small on Small Business Saturday!](#)

[12/02/16 Xero - Beautiful Accounting Software \(Free event\)](#)

[12/14/16 How to Start a Small Business](#)

Advisors to Hawaii's Business

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



In the Media

[Isle Artisans Find Friend in Business Aid Program](#)

[The SBA Small Business Awards 2017](#)

[Business Credit Cards for Bad Credit](#)



Limited-Time Offer for SBDC Clients and Friends Buy QuickBooks at a 30% Discount

This offer applies to QuickBooks Pro, QuickBooks Premier, or QuickBooks Online. For further information, contact us before this offer expires.



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