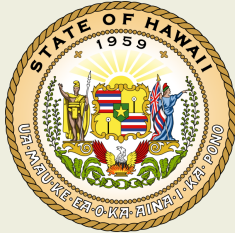


Hawai'i SBDC Network O'ahu Center Newsletter



The Small Business Regulatory Review Board

The Small Business Regulatory Review Board's (SBRRB's) mission is to review any proposed new or amended rule that impacts small business. In accordance with Chapter 201M, Hawai'i Revised Statutes, a small business is defined as "a for-profit enterprise consisting of fewer than one hundred full-time or part-time employees." It is to consider any request from small business owners for review of any rule adopted by a state agency, and to make recommendations to the Agency or the Legislature regarding the need for a rule change or legislation. For requests regarding County ordinances, the SBRRB may make recommendations to the County Council or the Mayor for appropriate action.

Who is the SBRRB? The SBRRB consists of 9 volunteer members who are appointed by the Governor and ratified by the State Senate. Eight of the nine members are small business officers or owners of a Hawai'i business; the ninth member is the Director of the Department of Business, Economic Development and Tourism or the Director's designated representative.

How can the SBRRB help your business? The SBRRB reviews new and existing Hawai'i Administrative Rules in conjunction with a small business impact statement on small business. The board members review all

Dear Andra,

Welcome to the 2017 First Quarter newsletter of the Hawai'i Small Business Development Center, O'ahu office. In this edition, read about our newest staff member, how you can participate in the HiSTEP 2017 export program, and Hawai'i Venture Capital Association recognition for two of our clients.



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

Procurement Expert Erin Kanehira Joins the O'ahu SBDC



Erin Kanehira recently joined the O'ahu SBDC office as a Senior Business Advisor. Her focus is on positioning companies to take advantage of federal, state and local procurement opportunities. This month, she is presenting a workshop on state procurement - see the Calendar section below.

Erin has worked in government procurement for over five years. She has assisted many businesses to start doing business with the government and to achieve certification in federal set-aside programs. Erin graduated from the University of California, Berkeley with a BA and received an MA from Mills College in Oakland, CA. Welcome aboard!

Success Story: Honey Bee Cleaners

Shota Mkheidze contacted the O'ahu SBDC in February of 2011, and started a cleaning business called Honey Bee Cleaners. His first contract was for \$2,500 for cleaning and polishing the floors at Don Ho's Island Grill at Aloha Tower. During this initial start up period, he had difficulty raising capital because his credit score was not adequate.



Through hard work and help from the SBDC, operations have expanded from only cleaning to servicing cleaning machines, rentals and repairs of cleaning machines, retailing cleaning supplies, and also becoming an authorized dealer for selling specific cleaning machines. Honey Bee Cleaners has an office and

Administrative Rules that affect small businesses before and after public hearings, followed by the board's recommendations to the Governor. The SBRRB acts as a resource to the State Legislature, State Departments, and Counties regarding the small business impact of new laws, rules and ordinances. The members can organize and hold conferences on related problems affecting the small business.

The SBRRB recently launched the Regulation Review Card. This is a form connected to the SBRRB's website for small business owners to alert us of rules and regulations that impact their small businesses. For assistance, go to: <http://dbedt.hawaii.gov/sbrrb/regulation-review-card>

The SBRRB is administratively attached to the DBEDT, located at No. 1 Capitol District Building, Room 506A, 250 South Hotel Street, Honolulu, Hawai'i.

E-mail: DBEDT.sbrrb.info@hawaii.gov
Telephone: (808) 586-2594 Website: <http://dbedt.hawaii.gov/sbrrb>

Visit us at our monthly meetings held the third Wednesday of each month at 10:00 a.m., Conference Room 436, 250 S. Hotel Street, Honolulu, Hawai'i.

Contact Us

[About Us](#)

[Business Events Calendar](#)

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Advisors to Hawaii's Business

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



warehouse at the prestigious One Waterfront Tower in Kaka'ako, Honolulu. Recently the SBDC worked with Shota to obtain a term loan from Central Pacific Bank to support his operational expansion, along with a line of credit. Some of his biggest clients to date are Chili's restaurants, Walmart, California Pizza Kitchen, and Ben Franklin Craft stores. Currently the SBDC is working with Shota to help with his strategic planning, and most importantly his exit strategy as he moves from owner and manager, to leader and visionary. The business has grown to over \$500,000 in sales for 2016 and is forecasted to reach \$1 million in 2017.

Sell to the World - HiSTEP 2017

The world is open for business...your business! Today it's easier than ever for companies, regardless of size, to sell goods and services across the globe. Hawai'i is an internationally recognized brand that helps make our products and services attractive to buyers throughout the world.



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration (SBA), Hawaii's State Trade Expansion Program, known as HiSTEP, is a multifaceted program designed to support Hawai'i small businesses with their export development. The program is administered by DBEDT and partner organizations in Hawai'i, such as the Hawai'i Small Business Development Center (SBDC), the Hawai'i Pacific Export Council, and the U.S. Export Assistance Center, among others.

SBA started STEP in FY 2011 as a three-year pilot program with a goal to increase the number of small businesses export, as well as increasing the value of those exports. SBA awards matching-funds STEP grants to states on a competitive basis.

Watch this video to learn more about the [HiSTEP 2017](#) program and how you can participate:

[HiSTEP Introduction](#)

Hawai'i SBDC O'ahu Client Accolades



The Hawai'i Venture Capital Association 2016 Awards include two SBDC O'ahu clients:

Iakika Sheehan - [Activiter](#)
Technology Entrepreneur of the Year

Robert Saito - [Herbavore](#)
Student Entrepreneur of the Year

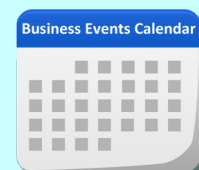
Congratulations to Ikaika and Rob for their well-deserved recognition.

Calendar - Sign Up Now

[02/23/17 State Procurement 101](#)

[02/23/16 Export University](#)

[02/28/17 Business Model Canvas](#)





In the Media

[How to Prepare for a Trade Show](#)

[Why Don't Small Businesses Protect Their Intellectual Property?](#)

[Business Credit Cards for Bad Credit](#)



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