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Bank of Guam Sponsors Women in Business and MicroCredit Programs at Guam SBDC, UOG

3 Year Commitment for Sponsorship

By: Guam SBDC Staff

The Bank of Guam has committed to a three-year sponsorship with the Women in Business Program and the Pacific Islands Microcredit Institute under the auspices of the Pacific Islands Small Business Development Center (PISBDC) at UOG.

The Women in Business (WIB) program, established in 1999, aims to recognize and support, through counseling and training, women in business and women who want to form new small businesses. In late 2003, the program expanded to include the establishment of the Pacific Islands Microcredit Institute (PIMI). Through training, establishment of peer groups, loans and mentoring, small loans are used to start micro enterprises which in turn provide jobs and support to residents. Personal savings plans are also introduced as part of the training and counseling. The establishment of this microfinance institute was further solidified with the receipt of over \$1 million in GOAL-AT and GGT grants to provide low interest small loans to people with disabilities.

The Bank of Guam commitment consists of providing mentoring, community outreach and an awareness campaign through its branch network, loan officers and marketing staff.

Lou Leon Guerrero, the Bank's Chair and President, stated, "The sponsorship by the Bank of Guam of these programs speaks



Photographed at the Sponsorship announcement, left to right: Louise Toves, Office of the President, University of Guam; Mike Terlaje, Project Coordinator, GOAL AT-GGT Loan Program, Guam CEDDARS; Ginger Porter, PIMI Vice President; Jim Denney, PIMI Treasurer; Lou Leon Guerrero, Bank of Guam President and Chair; Denise Mendiola, PIMI Executive Director; Lee Webber, Chairman, Pacific Islands Small Business Development Center Board; Marie Mesa Kerlin - PIMI President; Casey Jeszenka, PISBDC Network Director; William D. Leon Guerrero, Bank of Guam Executive Vice President and Chief Operating Officer

to the Bank's historic and continuing tradition of supporting the development of local residents seeking to start and sustain businesses, large and small. The founding of the Bank of Guam itself, is a larger example of groups of friends and families who pooled their funds to charter a local bank, and how that small organization financed itself to become the largest locally-owned financial organization in the western Pacific. It is that regional network, grounded in the partnerships we have forged for nearly 35 years, which will provide the ingredients for success. We are proud to be able to lend our experience and commitment to promote the growth of women-owned and small businesses."

Jungle Tag - Paintball Now in Palau

By: Palau SBDC Staff

Paintball is not a fad. Paintball has shown to be growing in popularity. In fact, based on a well-known bookstore in America, on the magazine shelves; there are only two (2) popular diving magazines and paintball has eight (8), which goes to show how popular the sport has become; thus provides opportunity for Palau to explore. It is a sport, a sport for those who are competitive, athletic, and an option for departing diving visitors.

LK Inc., a small business establishment through a joint venture of two Americans and a Palauan woman who saw the opportunity to bring Paintball to Palau. This provides an addition to the already existing land sports such as baseball, softball, and basketball. Paintball will not only provide an additional sport



for Palau, it presents an opportunity to explore for the average 55,000 visitors and an approximately 70% of divers to Palau plus a competitive and athletic market segment. LK Inc. launched their small business with funding support from an SBA guaranteed loan through Bank of Hawaii.

Although, some may consider paintball an advocate of violence, the sport entails strategy planning, teamwork as well as athletic ability to keep up with teammates. Paintball is an entertainment type of sport, which needs two

groups to create two teams to enjoy. Similarly, a paintball field with several course designed to keep players interested and adventurous. The two teams with the preferred course will play to eliminate

Continued on page 11



- Page 1**
Bank of Guam Sponsors Women In Business and MicroCredit Programs at Guam, SBDC, UOG
Jungle Tag - Paintball Now in Palau
- Page 2**
SBA's 2006 Dwight D. Eisenhower Award for Excellence - Construction
The PISBDCN Welcomes its New Associate Network Director
- Page 3**
SBA Community Express Loans for Bank of Hawaii
SBA Community Express Loan Frequently Asked Questions.
Guam SBDC Training Sessions
- Page 4**
SBDC Talk Starts MicroCredit Success
Chuuk SBDC Training Workshop
How to Find Your Own Business
- Page 5**
Meet SBA's Women in Business Champion for 2006:
Kristal Koga, fashion designer and owner of The Kristal Collection
- Page 8**
Customer Service Workshop, a HIT!
Kosrae Small Business Development Center (SBDC) Workshops
- Page 9**
First Successful Expansion in 2006
RMI SBDC Training Workshop
- Page 10**
Work Begins to Bring Back the Yap Chamber of Commerce
2006 Youth Entrepreneurship Program
Yap SBDC Training Workshop
- Page 11**
Boosted with Workshops for 1st Quarter 2006
Palau Small Business Development Center (SBDC) Workshop



The Pacific Islands Small Business Development Center is a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions, or services of any external parties or activities. This material is based on work supported by the U.S. Small Business Administration. Any opinions, findings, conclusions or recommendations expressed are those of the author (s) and do not necessarily reflect the views of the SBA.

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"SBA's 2006 Dwight D. Eisenhower Award For Excellence - Construction"

Over the past five years Black Construction Corporation (BBC) has dedicated significant time and effort to improve its small business program through diligent and cooperative effort of various departments within its organization. This has helped the company set new standards for Guam. BBC's Commitment to Excellence has earned them the 2006 Dwight D. Eisenhower Award for Excellence under the category of Construction. This award recognizes large prime contractors that have excelled in their utilization of small businesses as suppliers and subcontractors. Of the five categories selected for the award, Black Construction Corporation received the award in area of Construction. Other categories were manufacturing, service, research and development, and utilities.

Several of the criteria for the selection of winners for the award require the company's involvement in reflecting the maximum practicable opportunity for small business, veteran-owned small business, service disabled veteran owned small business, HUBZone small business, small disadvantaged business and women-owned small business as required by statute and regulations as well as demonstrate management sup-

port of the small business program. They must be involved with outreach efforts on procurement activities, assist other small

businesses during the past two years, and participate in a mentor-protégé program.

Under the leadership of Leonard Kaae, Senior Vice President and General Manager, Black Construction Corporation has maintained a history throughout Guam and Micronesia of successful projects incorporating civil, mechanical, electrical, structural and architectural disciplines to provide superior project engineering and management. His primary responsibility is to link management and the technical home office with the field operations. Providing the highest quality product while ensuring that Safety is the number one goal on all endeavors has transcended throughout Guam's small business subcontracting community.

The Award was presented during Small Business Week at the Procurement Awards Luncheon at the "Hall of Flags" in the U.S. Chamber of Commerce building in Washington D.C. on April 12, 2006. Past winners for the award were Lockheed Martin Missiles and Fire Control, Dyncorp, Jet Propulsion Lab, Northrop Grumman Corp., and Boeing Company.



Leonard Kaae, SVP/GM of Black Construction Corp.



(L-R) Leonard Kaae, SVP/GM of Black Construction Corp., Hector Barreto, SBA Administrator, and Joseph "Joey" Crisostomo, SBA Small Business Person of the Year.

The PISBDCN Welcomes its New Associate Network Director

We welcome and are proud to introduce Ms. Georgette R. Paulino as our new Associate Network Director for the Pacific Islands SBDC Network (PISBDCN). She comes to us with a wide range of experience and a Masters in Business Administration (MBA) from the University of Guam. Her experience includes owning and operating her own business - which we all know requires working in excess of 50 hours a week. So, we are fortunate that Ms. Paulino had sold her business and thus had the time to take on this full time job. Another key area of experience is that she served

as a Business Counselor for the Guam Small Business Development Center in 2001. From that, we knew she has the financial and business planning background along with teamwork skills needed to help clients and our team of Business Counselors, Service Center Administrators in the Pacific Region, our Network Director and staff. Georgette is also a single parent with two wonderful children- Keneisha age 15 and Daniel age 9. It is a pleasure to have her back in the PISBDCN family and we look forward to working with her for many years.



SEE WHAT'S NEW IN THE SBDC WEBSITE!

The Pacific Islands Small Business Development Center Network website now offers a telemarketing medium called a BUSINESS CARD. This presents another wonderful opportunity for businesses to advertise their Company's products and/or services by expanding their exposure beyond the Pacific Rim.

Logon to www.pacificsbdc.com



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 - Sheying Chen, ex-officio
 - Ken Lujan, ex-officio



SBA Community Express Loans from Bank of Hawaii

The Guam Small Business Development Center (SBDC), in partnership with the US Small Business Administration (SBA) and Bank of Hawaii, is pleased to announce the availability of a unique new loan product for the people of Guam:

- The SBA Community Express Loan from Bank of Hawaii

This new loan program will provide financial assistance, access to capital, and technical and management assistance to Guam's small business community. The unique features of this innovative loan program are:

- Eligibility - Owners, partners and/or principals of good character of businesses physically located in Guam.
- Free Technical Assistance - This program is structured to provide borrowers with management and technical assistance to assist in the development, growth, and ultimate success of their business.
- Size and Term of Loans - Qualified small business owners may receive loans from \$25,000 up to \$250,000 with terms up to 7 years.
- Collateral Requirement - No collateral is required for loans up to \$50,000.
- Equity Requirement - Qualified small business owners will only be required to provide 10% in equity funds.
- Interest Rate, Type, and Prepayment Penalties - Variable interest rates that are highly competitive. No prepayment penalties.

The SBDC would like to congratulate Bank of Hawaii for their ongoing support for the small business community in Guam and:

- Their 2005 SBA Lender of the Year award;
- For increasing the number of small business bankers in both 2005 and again in 2006; and
- For being the first (and currently the only) local bank to offer SBA Community Express Loans in Guam.

How to Apply - The Technical Assistance Provider listed below will walk you through the application process for Bank of Hawaii.

Pacific Islands Small Business Development Center Network
University of Guam, Small Business Development Center
UOG Station, Mangilao, Guam 96923
Telephone: 735-2590 ext. 118
www.pacificsbdc.com

SBA Community Express Loan- Frequently Asked Questions (FAQs)

Q: Who qualifies for a SBA Community Express Loan?

A: Any business that is 51% or more owned by a women, minority, or veteran OR located in a Low to Moderate Income (LMI) area or a HubZone (All of Guam is designated a HubZone, and any business physically located in Guam is eligible).

Q: Is the LMI area determined by where the money will be used or where the business is located?

A: The LMI area is determined by where the business is located.

Q: What fees is the borrower responsible for?

A: 1) A packaging fee of \$400 (which includes the flood certification fee when collateral is taken as security for the loan); and
A. 2) a SBA loan guarantee fee equal to 2% of the guaranteed portion of loans up to \$150,000, or 3% of the guaranteed portion of loans of more than \$150,000 up to \$250,000.

Guam SBDC Training Sessions:

How to Start a Business

9:00am – 11:00am

Thursday, June 22 • Wednesday, July 26 •
Thursday, August 10

How to Write a Business Plan

9:00am – 11:00am

Friday, June 23 • Thursday, July 27 • Friday,
August 11

How to Market your Business

9:00am – 11:00am

Friday, July 28 • Friday, August 25

Recordkeeping and Cash Flow Management

9:00am – 11:00am

Friday, June 2 • Friday, July 7

Time and Money: What We Never Have Enough of

9:00am – 11:00am:

Friday, June 9 • Friday, July 14

QuickBooks – Simple Start Edition 2006

8:30am – 12:30am

Friday, May 19 • Friday, June 16

Introduction to Micro Credit – Now available on Guam.

Wednesdays 9:00am – 11:00am: None in May

[Dates and times are subject to change. Please call to confirm and register at least one week in advance.]

All workshops will be conducted at the SBDC on the campus of the University of Guam. Advance sign up and nominal fee of \$5 dollars for the workshops are required. If paying by check, please make payable to : UNIVERSITY OF GUAM. Seating is limited to 16 participants per session. Individuals interested in attending the workshops can submit a web request at www.pacificsbdc.com or contact Lorie Sablan at 735-2590, extension 118 or email laurine@pacificsbdc.com. Request for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.

SBDC Talk Starts MicroCredit Success

By: Ketsen Haregaichig, Chuuk SBDC

Have you ever visited a women's group from a different region? I was invited to attend the inauguration of officers for the Pou Fefein Association. There were about 26 middle age women that morning all beautifully dressed. During casual conversation before the meeting started, I had an opportunity to chat with some of the attendees about the roles and benefits of being a part of this association. To my surprise, the response was "nothing". Still shocked I took this as an opportunity to inform them about the services and programs available at the Chuuk SBDC.

After my brief introduction of services available, I was approached by eight women whom were very interested in starting their business. They were especially interested in starting a MicroCredit Program. With the

information provided by the Chuuk SBDC, they managed to raise some money to help them establish their dreams of business ownership. They took all the information they obtained for the Chuuk SBDC and the money they successfully raised, and were able to open three grocery stores. One on the island of Udot and two on Eot.

The Chuuk SBDC congratulates the business owners and wishes them business success.

If you are interested in starting or expanding your business, please contact the Chuuk Small Business Development Center either my stopping by the office located on the 2nd Floor of Chuuk High School, by telephone at 691-330-5846 or sending them an email at chuuksbdc@mail.fm.

How to Find Your Own Business

By: Guam SBDC Staff

How many times have you looked at someone and thought "I need to start a business like theirs. Look how successful they are." Normally we base our judgment on our perceived dollar value of their car, store, inventory, etc. This thought occurs more often today because the number of successful businesses increases each year. According to the National Federation of Independent Businesses' 2003 Business Policy Guide, the survival rate for small businesses has dramatically improved to 65% lasting 2 years, 40% lasting 5 and 25% lasting 10! If my memory serves me correctly, fifteen years ago 80% of small business startups failed within three years. So how are they doing it? What makes them so successful? How do I get into their business?

Numerous books and millions of articles have been written on the subject and now after nine years as a small business counselor and trainer you can read mine. There are several seemingly contradictory traits of small business owners that occur on a regular basis such as being determined and enthusiastic yet patient at the same time. This type of person is excited about their business idea yet willing to study and plan before making their move. They know that by just "jumping into it" they could lose everything.

Most successful entrepreneurs are proud and self-confident yet humble. To them, the numerous problems they encounter each day are no more than bumps in the road. Nothing slows them down, not because they just roll over everyone, but because they are quick to admit when they need help. They value the skills and abilities of others and are not too proud to ask for assistance nor too proud to rely on others.

Working in the field of micro credit has taught me just how true it is that a person can be very intelligent yet lack any formal education. They can know the value of the product or service they sell but they couldn't begin to read an invoice. They know the difference between profits and assets but don't know financial statements. This is more apparent in the 3rd-world countries than in the US. But it still applies to both because they all have something in common - a willingness to learn new things.

Then there are those who are highly intelligent, educated, trained and experienced who get lost in their own office. What they have come to realize is that they should stick to what they do best and let others do the rest. This is evident in scientific laboratories and professional offices.

There are many others such as learning to fail intelligently, but this last one needs special attention. A truly successfully business owner (or manager, etc.) makes time not just for work, but for family too. According to Dun & Bradstreet's 21st Annual Small Business Survey of 2002, 48% of the business owners worked 41 to 60 hours per week, 17% worked over 60. Most of us know people who have worked these long hours yet failed at their business. Often the failures happened soon after the family fell apart. They had made the common mistake of making time only for work and forgetting the family. What we have learned is that this problem is generally experienced by men and not women. To be successful, we all must learn to balance the personal, family and business activities in our lives.

The best business I know is the one that you know best. Identify a product or service in which you have better skills than most and involves an activity that makes you happiest. Then, if there are enough people willing to pay for it and you have most of these contradictory traits, you now have the perfect business and you will be successful.

Chuuk SBDC Training Workshop



WORKSHOP TRAINING FOR THE MONTH OF MAY, JUNE & JULY 2006

| | | |
|--|--|---|
| PRE-BUSINESS 9:00 a.m.-11:00 a.m. May 15, June 12, July 10, 2006 | CUSTOMER SERVICE 9:00 a.m.-11:00 a.m. May 19, June 16, July 14, 2006 | BANKING 9:00 a.m.-11:00 a.m. May 24, June 21, July 19, 2006 |
| BUSINESS PLAN 9:00 a.m.-11:00 a.m. May 16, June 13, July 11, 2006 | TAX & LICENSING 9:00 a.m.-11:00 a.m. May 22, June 19, July 17, 2006 | BUSINESS DIVERSITY 9:00 a.m.-11:00 a.m. May 25, June 22, July 20, 2006 |
| FINANCIAL STATEMENTS 9:00 a.m.-11:00 a.m. May 17, June 14, July 12, 2006 | PRINCIPALS OF ACCOUNTING 9:00 a.m.-11:00 a.m. May 23, June 20, July 18, 2006 | IS THE PRICE RIGHT? 9:00 a.m.-11:00 a.m. May 26, June 23, July 21, 2006 |
| RECORD KEEPING 9:00 a.m.-11:00 a.m. May 18, June 15, July 13, 2006 | | |

For information please contact the Chuuk SBDC at (691) 330-5846 or email at chuuksbdc@mail.fm. Call today or stop by the SBDC to sign up for class of your choice.



(The workshops will be conducted at the Chuuk SBDC which is located on the 2nd floor of Building B at the Chuuk High School. Sessions are open to all qualified small business owners, managers and key personnel and individuals planning to open or are thinking about opening small business ventures. Enrollment in all classes is limited. All sessions are free of charge. Individuals interested in attending the workshops can call Chuuk SBDC at (691) 330-5846 or e-mail chuuksbdc@mail.fm. Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis).

Meet SBA's Women in Business Champion for 2006:

Kristal Koga, fashion designer and owner of The Kristal Kollection



Born in Honolulu, Hawaii, Kristal started designing women's clothing in high school. She held her first showing in 1984 when she was a junior at Cilly's nightclub in Waikiki. She solicited her classmates for help as models and aides. Support from family and friends produced a sold out event. While a senior, she held a larger showing at the Ilikai Hotel which garnered a lot of publicity. She was featured on all the news channels, many print articles, and on Andy Bumatai's Superkids TV show.

That year, she was nominated by her principal at Kalani High on the local level, and then by the Superintendent of Education at the regional level, to compete in a Youth Year Award Contest. In 1985 she was one of the awardees of the U.S. Secretary of Education William Bennet's Youth Year Award. She represented Hawaii in California and spoke on behalf of the State. Following high school, Kristal worked in the clothing retail industry at the high end store Carol and Mary in Ala Moana Shopping Center, learning the marketing and sales aspects of the clothing business. In the late 80's early 90's, Kristal was exposed to the unique market of

and awarded the Small Business Administration's Women in Business Champion Award for 2006 for Guam. She also received a Legislative Resolution from the Guam Legislature and a Congressional Record from the U.S. House of Representatives presented by Congresswoman Bordallo.

On Guam, Kristal has created a unique way of showing and marketing her line. She holds buying/fashion shows. The ideology is that the clothing is modeled in a fashion show;

has expanded into accessories carrying limited designs of earrings, belts, and scarves. The line is limited and can only be purchased at the show or through private showings. This gives certain marketability to The Kristal Kollection. The local ladies love the fact that the line is not easily accessible to all, keeping the line in demand. Kristal also strives to give top

person and attendance reached 800+. This is the major fundraiser for the Kuakini Geriatric Care Home which is

located across of Kuakini Hospital. Women owned businesses were featured at the lobby area bazaar selling their wares. The Honolulu Advertiser did a special article on Kristal which can still be read online. All models were current and former beauty queens such as Carole Kai, the current Miss Hawaii, the current Mrs. Hawaii, the current Cherry Blossom Queen, the current Narcissus Queen, and the First Lady. Celebrity models were also featured. All the designers and models were women and all donated their time.

In the future, Kristal will be entering the men's arena of aloha shirts shortly and the ladies shoe arena. A retail store front is also on her radar.

Kristal believes that being in business means being a part of the community. The community supports you so you must support it.

She found that a very important symbiotic relationship; you have to give back what you have taken. Otherwise, in Japanese custom she believes in a consequence known as "bachi ga aru," meaning that you will get bad luck. This is similar to the ideology that what comes around goes around. Her father taught her that you can't always take, take, take; you have to reciprocate.



SBA Awards Women in Business Champion for 2006
 Left to right: David Beaver, Senior Financial Advisor, Merrill Lynch; Rodney Webb, Assistant Vice President, Business Banking Officer, Bank of Hawaii; Deborah Hack, Director, MaryKay; Kristal Koga, SBA Women in Business Champion for 2006; Madeleine Z. Bordallo, Guam Delegate to Congress; Denise Mendiola, Director, Women in Business Program, Guam SBDC; Frank Toves, General Manager, Sam Choy's Restaurant; Kenneth Lujan, Guam Branch Manager, Small Business Administration.

Guam and began to sell her designs on the Micronesian island. Due to the positive reception by the consumers on Guam, Kristal continues to market a new line each season. She has received a lot of support from her friends and the business community which she is extremely thankful for.

Her most recent accomplishment was being nominated by the Guam Small Business Development Center

immediately following the show the clothing can be purchased. Kristal carries S,M,L,XL, and XXL sizes. The Kristal Kollection is 30% designed by Kristal, the balance of the line is made up of hand picked designs from other labels which complements Kristal's designs. Kristal feels that this combination gives the line a large appeal to the different women demographics available, hence keeping sales steady. She

customer service to those who purchase her line.

In Hawaii April 2003, Kristal was featured as one of eight Hawaii female designers in the annual fundraiser of the Japanese Women's Society. Ann Namba and Montsuki's Janet Yamasaki were among the other designers. A fashion show benefit luncheon was held at the Sheraton Waikiki Hotel's Ballroom at \$50 per

Customer Service Workshop, a HIT!

By: Kosrae SBDC Staff

With the help of the Kosrae Visitor's Bureau, the Kosrae SBDC Staff recently conducted a workshop focused on Customer Service Training. The Kosrae Visitor's Bureau helped to market and promote the workshop and identify potential attendees. They also provided snacks and refreshments for all of the participants- Thank You KSVB.

The workshop was well attended and included representative from FSM Telecom, restaurant staff, retail staff, hotel staff, tour guides, and government employees. The workshop topics covered included dealing with upset customers, customer service for different cultures, and rewarding good customer service for employees.

US Peace Corps volunteers Robin Hamel and Adam Leff performed several dialogues in both English and Kosrae demonstrating examples of good and bad customer service.

The workshop was such a success that the Kosrae SBDC plans on putting on another Customer Service Training with the Kosrae Visitor's Bureau later this year.



Kosrae Small Business Development Center (SBDC) Workshops



The Kosrae Small Business Development Center is a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions, or services of any external parties or activities.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. If you are interested call Kosrae SBDC at (691) 370-2751 and/or call the municipal offices for the Outreach Training to register your name.



If you are interested call Kosrae SBDC at (691)370-2751 or email kbdac@mail.fm. You may also call the municipal offices for the Outreach Training to register your name.

Workshop continued from page 11

Palau SBDC receives Dr. Eldon Haines from Portland, Oregon who conducted five (5) days workshop on Excel Advance in Business Skills and QuickBooks Simple; In the Excel Advance in Business Skills, using excel spreadsheet to analyze business transactions; 1) Profit & Loss Analysis, 2) Cash Flow Analysis, 3) Break-even, and 4) Double-entry bookkeeping. In addition, the last two (2) days of the five (5) days workshop, Dr. Eldon Haines moved on to the introduction of QuickBooks Simple for small businesses. With the skills acquired in excel advance in business

skills, the participants were able to do hands-on business entries for each individual's technical skills and knowledge enhancement using accounting software. The workshops conducted by Dr. Haines attracted more than one-hundred (100) participants. Dr. Eldon Haines, who is a retired business scientist, donates his time to assist

Micronesian Islands in their developing needs whenever he can make it out to the islands. With his diverse background in science and experience in business, Dr. Haines has once again, made it possible to share his knowledge throughout the islands of Micronesia. The Palau SBDC was fortunate to receive the expertise, knowledge and skill of Dr. Haines through the support of the Pacific Island SBDC Network. The Network financed Dr. Haines' airline costs. If not for the financial assistance of the Network, this would have taken a lot out of the limited budget of the Palau SBDC. Furthermore, Palau SBDC's host agency, the Palau Community College and the local Palau High School provided the computer lab for the duration of Dr. Haines' workshops.

The Palau SBDC would like to commend and congratulate all its partners in their support in providing successful training assistance and the window of opportunity for the Palauan grassroots. The Palau SBDC Team continues to conduct needs analysis survey from the community in regards to future training topics and will continue to strive to provide business needs services. Palau SBDC mission is to support the growth and economic development of the Republic of Palau by providing high quality one-on-one confidential counseling and training as well as innovative workshops to existing and prospective small businesses. Dedicated to this mission, the SBDC embraces every opportunity to conduct outreach and provide its services to all the state in the Republic. Future workshops will be promoted with flyers posted at all the large shopping centers, and government public bulletins. Similarly, each workshop announcement will be aired through Eco-Paradise 87.9 FM. To learn more about Palau SBDC, please visit us at www.pacificsbdc.com or visit us at our local office located at PCC, Keskas Building, or please don't hesitate to contact us at Tel. # (680)488-6004/Fax # (680)488-1549/2447 or by e-mail at lees@pacificsbdc.com or palausbdc@palaunet.com.



First Successful Expansion in 2006

By: RMI SBDC Staff

Mr. Henry Capelle, owner of "Cooler Mini Store" located in Rita village provides imported goods and general merchandise. This company has been in business for about 3 years now. Mr. Capelle sought the technical assistance of the SBDC to develop a sound business plan that would secure financial assistance to improve and expand his current operation. Starting in late 2005, the project commenced with intensive counseling, researching, and planning but Mr. Capelle and the RMI SBDC were determined to complete the proposal. Upon completion, the package was submitted to Marshall Island Development Bank (MIDB). The hard work and efforts all paid off with the project proposal request being approved in early February 2006.



With the assistance of RMI SBDC and MIDB, Cooler Mini Store will retain 1 employee and to hire 1 additional employee. This expansion allows for the company to continue to provide the needs and meet demands of its customers. RMI SBDC wishes Mr. Capelle a success in years to come.

For more information about RMI SBDC, contact us at Telephone: 692-625-3685 or email: rmisbdc@ntamar.net, website: <http://www.pacificsbdc.com>

RMI SBDC Training Workshop

RMI Small Business Development Center (SBDC) is offering training sessions. These training sessions are open to all qualified small business owners, managers and key personnel and individuals planning or thinking of opening small business ventures. All training sessions are offered free of charge and will be held at RMI SBDC located at the Marshall Islands Development Bank Building, floor 4, Room 404. Advance sign ups are required due to space limitations. Training sessions will start at 10:00 a.m. and end at 12:00 noon.

May Training topics will include:

- Financial Statements - May 18
- Customer Services - May 19

June Training topics will include:

- Tax and Licensing - June 22
- Business Plan - June 23



(Sessions are open to all qualified small business owners, managers and key personnel and individuals planning to open or are thinking about opening small business ventures. Enrollment in all classes is limited. All sessions are free of charge. The sessions will be conducted at the RMI SBDC which is located at the Marshall Development Bank Building, floor 4, Room 404. Individuals interested in attending the workshops can call RMI SBDC at (692) 625-3685 or e-mail rmisbdc@ntamar.net. Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.)

Kristal continued from page 5

cate. That was a valuable lesson that she has never forgotten. Hence, she is active in non-profit organizations and supports worthy causes.

One of her passions is the Soroptimist Organization. She has been a member of the Soroptimist International of the Marianas (SIM) since 1997. The mission statement of the Soroptimist is to improve the lives of women and girls in local communities and throughout the world. Soroptimist International is the world's largest classified volunteer service organization for women in business, management, and professions with over 3,000 clubs having approximately 100,000 members in 127 countries. While in SIM, she has held the board positions of Vice-President 2002-2003, President-elect 2003-2004, President 2004-2005, and she is currently the Immediate Past-President. She has attended numerous meetings and conferences in Hawaii and California representing SIM. She is the 2002 Soroptimist International of the Marianas' Soroptimist of the Year.

Another organization she is involved with is the Guam Council of Women's Clubs where she holds the position of Vice-President. This prestigious club is the umbrella club for all non-profit women organizations on Guam. Past Presidents include Congresswoman Bordallo. All members of this Council must have served as a President of one of the member women groups. The goal of this council is to keep all the non-profit women organizations in communication, sharing ideas

and combining efforts to advocate for the betterment of women's lives here on Guam. Each year the Guam Council sponsors the Women United Against Cancer Brunch which raises money to benefit the American Cancer Society. Kristal has either chaired or co-chaired for the last several years.

Yet another organization where Kristal holds a board position is the Federation of Asian Pacific Women's Association (FAWA) where she is the 2004-2006 Treasurer. Every two years, a convention of FAWA is held. In 2004, Guam sent a delegation to Singapore. The next conference will be held in Japan April 2007. As part of this delegation headed by Supreme Court Justice Janet Healy Weeks, Kristal attended as a representative of SIM/Guam and was elected as Treasurer. The mission of FAWA is to unify Asian women for the progress of Asia, to protect the ideals of freedom and justice, and to contribute to the world effort to build lasting peace. FAWA was organized to effect major changes in the status of women. The aim of FAWA was and still is to create opportunities for women to meet and discuss problems that affect Asian countries and communities, and to try and find solutions to these problems. The FAWA conferences take place in various Asian countries every two years.

Born in Honolulu, Hawaii, Kristal is the daughter of Donald N. and Hiroko F. Koga of Aina Haina located in Honolulu, which is located in East Oahu. She is the oldest child and has a younger brother,

Sterling N. Koga. Kristal is a 1985 graduate of Kalani High School. She is a graduate of the Oregon State University with a Bachelor of Science Degree in Liberal Studies Cum Laude. During this time she was inducted into the Golden Key Honour Society, National Society of Collegiate Scholars, Tau Sigma Honor Society, 2003-2004 National Dean's List, and 2004-2005 National Dean's List. She holds a certificate of completion from the Palolo Hongwanji Japanese School, studying the Japanese language for 9 years. Kristal learned her dressmaking and fashion design skills, studying many years in Honolulu, from her mother's sewing instructor Mary Ogawa and then with well known designer/instructor Jayne Miho.

The Kristal Kollection Summer 2006 Buying/Fashion shows will start with Administrative Assistants Day Luncheons at Sam Choy's Restaurant April 27 and 28; a full line showing at Sam Choy's Lounge on Wednesday, May 10, 7pm, reservations are highly recommended; Thursday night showings in May and June at Top 'o the Mar during their Mongolian BBQ nights 6:30pm; and a Mary Kay Showing with Deborah Hack on Tuesday, May 23, at the Marriott Hotel. The public is welcome and reservations are highly recommended. If you would like more information or would like to be placed on The Kristal Kollection mailing list to be informed of upcoming shows, email thekristalkollection@usa.com or phone 635-3535.

Work Begins to Bring Back the Yap Chamber of Commerce

By: Yap SBDC Staff

Yap has been without a chamber of commerce for more than two decades. That may be changing now. A small group of dedicated business individuals was recently assisted by the Yap Small Business Development Center in developing a proposal seeking grant funding under the Yap component of the Asian Development Bank (ADB)/FSM Private Sector Development Program to finance the reestablishment of the Yap Chamber of Commerce.

The business individuals comprise of members of a recently incorporated association called the Yap Business Association, Inc. (YBA). Its initial primary mission is to spearhead the rebirth of the local chamber of commerce. The grant financing sought will be utilized to establish a secretariat for the chamber and the staff of which will work closely with the principals of YBA to eventually establish a fully functional chamber. The grant proposal is now with the Yap State Government awaiting review and consideration.

While the grant proposal is currently pending with the state government, the principals of YBA are also working with the Yap SBDC in locating sources of technical assistance to help facilitate the establishment of the chamber. Additionally, initial discussions with members of several chambers of commerce in the region have been initiated and the aim is to see if there are lessons that can be learned; thus opportunities for replication based on the experience of other chambers. The principals of YBA plan to have the secretariat and the Yap Chamber of Commerce fully functional within the year, contingent on availability of required resources.

Ultimately, the principals of YBA would like to see a Yap Chamber of Commerce that promotes the interest of and gives a unified voice to the local business community. They also would like to see that the chamber becomes the catalyst to a development partnership between the business community and government in crafting business and investment policy and strategy for the State of Yap.

2006 Youth Entrepreneurship Program

By: Yap SBDC Staff

The Yap SBDC is preparing for its yearly Youth Entrepreneurship Program which will commence during the second week of June for a period of three months. The program will be slightly different from last year's. The SBDC is targeting the age group of 17 to 20 for this year's program. We anticipate a total of 15 participants for this year.

The Youth group this year will be participating in all the in-house business seminars conducted at the Center. They will also have field activities where they are able to apply the business techniques, skills, and knowledge received during the in-house seminars. In groups of three, the youths will be participating in the regular bi weekly People's Market at the Center. Each group will meet and decide what they will bring from home to sell during the market day along with the regular market vendors. After each market day, the participants will be required to pay all fees assessed to regular vendors and pay other expenses. Participants will also be required to prepare their financial statements.

In-house trainings that will be offered to the youth during the three month program are as follows:

1. Business Plan Writing Overview
2. Marketing/Advertising
3. Record Keeping Techniques
4. Financial Statements

The youth participants will be recruited through the Workforce Investment Act Program (WIA). The part of the program will last approximately two weeks. The Yap SBDC staff is excited and looks forward to the commencement of this worthwhile program for youths.

Yap SBDC Training Workshop



The Yap Small Business Development Center offer trainings and workshops aimed at potential and current small business owners.

These workshops are also open to the general public and all other interested individuals. All trainings are free of charge and held at Yap SBDC.

For more information on the above scheduled business workshops, please call Jacinta Primo during government work hours at (691)-350-4801/4802.



(Individuals interested in attending the sessions can call the Yap SBDC at (691)350-4801/4802 or e-mail ysbdc@mail.fm. Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis).



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Boosted with Workshops for 1st Quarter 2006

By: Palau SBDC Staff

Once again, with its limited work force, the Palau SBDC continues with efforts to boost to serve and to provide the community needs in business related workshops. In the opening of the New Year 2006, the Palau SBDC launched the first ever, Ag-Tourism workshop that was conducted by Mr. Frank Crisostomo-Kaaihue from its sister center, Guam SBDC. The highlight of the workshop was on local produce and its importance on how to market and value-add for local consumers and most of all, the tourism consumers. Furthermore, an established partner, USDA Farm Service Agency, represented by Ms. Laurie Talbo, who joined to add to the value of the workshop by providing funding support with sharing of the agencies' loan process and standards. The provided information captivated the interest of the participating audience as the workshop provided "new" ideas in view of agriculture products.

Following the introduction of Ag-Tourism, the Palau SBDC Director conducted a Business Plan Writing workshop for Palau Community College's Intro to Business Class for total attendees of more than thirty students. The group consisted of various ethnicities from the islands of FSM (Federated States of Micronesia) to the Republic of the Marshall Islands, and few faces from the Asia-Pacific rim. The participation of instructor Ms. Lynn Polloi added to the success of the workshop.

In addition, Palau SBDC invited former Director of Palau SBDC, Mr. Clinton Ngemaes to take part in the Excel Basic Workshop, which falls within Palau SBDC's category of Computers in Business. The basic excel workshop is targeted at small businesses and the business industry in general who performs bookkeeping using excel spreadsheet, the PC computer installed program. Based on surveys conducted by the Palau SBDC, those in business industry who use excel spread-



sheets on a small scale bookkeeping, don't understand the full use of excel spreadsheet and the various technical short cuts to achieve the same professional reporting results. Similarly, small businesses (es) today are investing in computers to maintain daily sales and inventories for their businesses. Hence, in light of the emerging small business industry, Mr. Ngemaes' assistance bolstered Palau SBDC's efforts in providing business related workshops needed and the effort will be continued with various local partners.

In a collaborative effort, the Palau SBDC in conjunction with the Division of Tax & Revenue, the Social Security Administration, and the Foreign Investment Board (FIB) held the first Tax & License Workshop for year 2006. The Foreign Investment Board shared the process and benefits of its foreign licenses for potential foreign business (es) and/or local business partners. Similarly, this year's Tax & License Workshop is unique as it provided an introduction of the imposed electronic tax form and reporting was the highlight of the workshop. Therefore, the usual information sharing on tax reporting, included the "know how" on the new tax forms and its calculation. The Palau Government is making an effort in providing efficient services by exploring electronic tax reporting to save time and resources. Looking ahead, is Palau's tax going to go on-line? Perhaps in the near future Palau will be conducting its tax reporting on-line.

With a strong finish of the first Quarter 2006,



Paintball continued from page 1

each other by capturing the flag of the other team or mark each other with a paint ball-marking device. The game consists of playing obstacles within the course for team members to use as hiding places and staging areas while marking opponents out. While on the game field, a referee will be administering the games to ensure that participants comply with the safety equipments, make proper judgment calls, as well as monitor any cheating during the games.

"The business is unique and introduces a new challenge to the community, to strive towards more land activities for visitors and locals alike. This is what Palau needs, a new idea to serve a purpose rather than, do what the other person is doing", comments Lisa Abraham, Director, Palau SBDC.

The Palau SBDC team would like to congratulate and wish good luck to LK Inc. in their business start-up. Similarly, the Palau SBDC owes great gratitude to Bank of Hawaii, Palau branch, and the U.S.

Small Business Administration (U.S. SBA) who also assisted LK Inc. with their business proposal, approval of an SBA guaranteed loan through Bank of Hawaii. LK Inc. through this opportunity to obtain an SBA guaranteed loan was able to establish seven (7) new jobs.

"We would like to assure our current and prospective clients that, although you have begun your small business(s), we are still open to assist you with your business needs", stated by Lisa Abraham, Director, Palau SBDC. An extended appreciation also goes out to our current and prospective partners in developing and sustaining partnership with our Palau grassroots.

To learn more about Palau SBDC, please visit us at www.pacificsbdc.com or visit us at our local office located at PCC, Keskas Building, or contact us at Tel. # (680)488-6004/Fax # (680)488-1549/2447 or by e-mail at lees@pacificsbdc.com or palausbdc@palaunet.com.

Palau Small Business Development Center (SBDC) Workshops

Palau Small Business Development Center (SBDC). Training Sessions are open to all qualified small business owners, managers and key personnel and individuals planning to open or thinking about opening small business ventures. All training sessions are free of charge and will be held at the Palau SBDC Office located on the Palau Community College Campus

- May 2006
- Customer Service
 - Record Keeping
 - Farm Management

- June 2006
- Marketing & Sales
 - Business Plan Writing
 - Financial Statement
 - Budget Planning

For more information on upcoming workshops, please contact the Palau SBDC at 680-488-6004, or email to alfred@pacificsbdc.com.



(Individuals interested in attending the workshops can call the Palau SBDC at (680)488-6004 or e-mail lees@pacificsbdc.com or palausbdc@palaunet.com. Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis).