



Pacific

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BUSINESS PARTNERS

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Sustaining Guam: Think, Support, and Buy Local!



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By Anita Borja Enriquez

(D.B.A. is project director of the UOG Pacific Center for Economic Initiatives, and Dean of the School of Business and Public Administration, University of Guam.)

At the heart of any local economy are its locally-based or locally-headquartered businesses. A healthy economy means a good standard of living for its residents. Guam's residents deserve no less.

Buying local means buying from businesses that are located in your community for goods and services. "Local" refers to place, your jurisdiction, and your community. Local on Guam means "of Guam," where members of your household live, eat, shop, play, work, and go to school. The top reasons to support a Think, Support, and Buy Local initiative on Guam are as follows:

- More money for Guam. When you buy from a Guam-headquartered, or locally-based business, rather than an off-island or internationally owned business, significantly more of your money is used to make purchases from other local businesses and service providers, thereby strengthening the economic base of the community.
- Job-creation. Hiring Guam residents first creates and maintains much-needed jobs to raise Guam families' standard of living and resulting quality of life.
- Better service. Local businesses hire people with a better

understanding of the products they are selling and take more time to get to know customers. This value-added aspect of partnering with small businesses is often paid more attention to rather than cost.

• Support community groups. Small business owners in the community are more likely to support Guam-based nonprofit organizations.

• Support the Hå fa Adal Pledge. One-of-a-kind businesses are an integral part of the distinctive character of a given community. Guam's tourism based economy will benefit greatly. This would also feed off of the Guam Visitors Bureau's current campaign initiatives towards strengthening the We are Guam brand.

• Reduce carbon footprint. Locally owned businesses make more local purchases, thereby requiring less transportation. This generally means contributing less to congestion and environmental pollution. Shopping from neighboring small businesses, such as your village "Mom and Pop" stores means less gas consumption.

• Investments in the community. Local businesses are owned by people who live in the community, are less likely to leave, and invest more in the community's future.

• Build Guam's tax revenue base and put to good use. Local businesses would directly impact



Buy Local Table Display at Chamorro Village 7/18/2012

their community's economy by contributing to the local tax base and economic development. This means supporting local hospital and public health systems, schools, infrastructure, roads, utilities, community projects, and other public service initiatives.

Supporters argue that (by buying local) your money stays in the local economy longer, increasing its value through the "multiplier effect." When money circulates throughout a community, it creates jobs, increases income, and

creates wealth. In a recent UOG PCEI Technical Report, Economist M.C. Ruane estimates Guam's multiplier to be 1.30; that is, for every \$1.00 spent in Guam's economy, there is results an additional \$0.30 of spending in Guam's economy (www.uogpcei.org/information-resources/).

Guam-based producers, Guam-based suppliers, Guam-

continued on page 2



Buy Local Committee: From left, Logan Reyes, Jay Rojas, Marie Rios, Natalia Faculo, Jennifer Camacho, Denise Mendiola-Hertslet, Dave Leddy & Dr. Anita Enriquez

continued from page 1

based retailers, and Guam consumers feed into the foundation support of local taxes, local employment, public education, local non-profit organizations, and economic development at a proportionately higher rate. Businesses and other organizations who adopt the "Buy Local Commitment" have bought into the notion of sustaining Guam's economy long-term. This means a commitment towards shifting more purchasing towards locally-based vendors who circulate more dollars into the economy proportionately.

The "Buy Local" movement is not a new concept. It has been around for many years and has existed in just about every jurisdiction in the Continental United States. Businesses support local by patronizing neighboring businesses, supporting small business development, and supporting local non-profit organizations. It reminds me of a local bank that has epitomized the notion of "Think and Support Local" through its imprint across every industry on island, and has served as a strategic partner to higher education, small businesses, and many others, with the intent of sustaining our local community and economy long-term. Thank you, Bank of Guam, for supporting our local community for 40

years!

The Think, Support, Buy Local Guam initiative came as an opportunity to expand on Bank of Guam's efforts to support our local community and economy. I am grateful to the support and confidence of the U.S. Department of the Interior's Office of Insular Affairs towards our buy local initiative, through its partnered investment of a marketing educational campaign that intends to impact consumer and organizational buyers on island. Our initial launch in October 2011 took place at the heart of sustainability, a local farm (home to the late John Bernardo's Dragonfruit Farm) which revealed true community spirit as donations poured in to create a fiesta of local delights from restaurants such as Pika Café, Benii, Mainstreet Café, Meskia, and Roasted. The Farmers Cooperative of Guam and Guam Fishermen's Cooperative generously donated their local produce and catch. GCC's Culinary Chef Paul fried up special recipe of Mr. Bernardo's tilapia (from his farm). Mr. Bernardo, bless his soul, surprised us with his donated roasted pig. Special guests representing the legislative, executive branches, our congressional delegate, village mayors, consulates, Farmers Cooperative, Fishermen's

Cooperative, Guam Chamber of Commerce, Guam Young Professionals, Guam Product Seal, Guam Visitors Bureau, Guam Economic Development Authority, Assistant Secretary of the Interior Anthony "Tony" Babauta, and others—forgive me if I omitted anyone—were in attendance to show their support.

Subsequent initiatives unfolded, building awareness of the value of supporting our local farmers and local musicians through activities such as the Ma'ila Ta Fan Chesa, PHARE 2012, and Listen Local Concert, respectively, thanks to our many community partners, such as the Guam Farmers Cooperative, IDI Corporation, Guam Hotel and Restaurant Association, Micronesia Chefs Association, and others. The Holiday Gift Guide "The Local Way" featured local artisans as sources for gift giving. The value of supporting our local producers, such as small businesses under the Guam Product Seal umbrella and those housed within the Chamorro Village, is being highlighted through the "Buy Local at Chamorro Village" Wednesday Night Market event, in collaboration with the Guam SBDC, the Guam Chamber of Commerce, the Department of Chamorro Affairs' Chamorro Village, the

Guam Economic Development Authority, and the University of Guam's Junior Accountants Society. "Totes for Teachers" is another educational initiative that will target grade school children.

Small businesses are at the heart of our local economy, and need our support to stay alive and be sustainable long-term. Shifting your purchases away from on-line, on-base, and off-island by at least 10% will have a positive multiplier effect to support these businesses and subsequently Guam's community and economy. This call is made not only to our Guam consumers but also to our business, government, and non-profit organization purchasers. I challenge you to make this commitment, to "Think, Support, and Buy Local Guam!" By doing so, you not only contribute to the positive health of Guam's economy, but also to the positive standard of living and quality of life for our people.

Visit our website: <http://buylocalguam.org> or <http://guambuy-local.com>.

Anita Borja Enriquez, D.B.A. is project director of the UOG Pacific Center for Economic Initiatives, and Dean of the School of Business and Public Administration, University of Guam.

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SEPTEMBER 20, 21 & 22, 2012

GUAM EXPORT TRADE SHOW GETS 2012

Did you know that Tourism is Guam's #1 export? Join us for an exciting 3-day event! Contact the Guam SBDC and GEDA for registration information and product showcase opportunities!



SBDC @ 735-2590
 GEDA @ 647-4332



Guam SBDC Training Schedule (August - November)

August

Friday, August 17th (8:30am-11:00am)
"How to Write a Business Plan"
 Presented by UOG Guam SBDC/Bank of Guam WBI Program
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$20 per person

Tuesday, August 28th (9:00am-11:00am)
"Starting in Management - Tools for the New Supervisor or Manager"
 Presented by Guest Speaker: Sander N. Motus Training & Consultant
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$30 per person

Thursday, August 30th (12 noon-2pm)
"WB workshop: Research & Analyzing the Market"
 Presented by UOG Guam SBDC/Bank of Guam WBI Program
 Location: Bank of Guam Headquarters, 2nd floor Conference Room in Hagåtña
 Fee: \$20 per person

Friday, August 31st (8:30am-11:00am)
"Quickbooks: Analyzing Financial Data"
 Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$50 per person

September

Tuesday, September 7th (8:30am-11:00am)
"How to Start a Business"
 Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$20 per person

Friday, September 14th (8:30am-11:00am)
"Quickbooks: Doing Payroll"
 Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$50 per person

October

Wednesday, October 3rd (8:30am-11:00am)
"Introduction to Microcredit"

Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: FREE

Friday, October 05th (8:30am-11:00am)
"How to Prepare a Marketing Plan"
 Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$20 per person

Thursday, October 25th (12 noon-2pm)
"WB workshop: Researching the Market"
 Presented by UOG Guam SBDC/Bank of Guam WBI Program
 Location: Bank of Guam Headquarters, 2nd floor Conference Room in Hagåtña
 Fee: \$20 per person

November

Friday, November 9th (8:30am-11:00am)
"How to Start a Business"
 Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$20 per person

Thursday, November 15th (8:30am-4:30pm)
"WB CONFERENCE"
 Presented by UOG Guam SBDC/Bank of Guam WBI Program
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$20 per person

Friday, November 16th (8:30-11:00am)
"How to Write a Business Plan"
 Presented by UOG Guam SBDC
 Location: Guam SBDC Room #148 Leon Guerrero SBA Building at the University of Guam
 Fee: \$20 per person



SAVE A SEAT! REGISTER TODAY!

TO REGISTER for these workshops, please log onto <http://psbdon.econcenterdirect.com>. Registration is required. To make payment please visit Guam SBDC or email Laurine Sablan at laurine@pacificsbdc.com. Cash, check (payable to University of Guam) & major credit cards (AMEX, Visa, Mastercard, Diners Club & JCB) accepted. For more information, please visit our website at www.pacificsbdc.com. Requests for reasonable accommodations for persons with disabilities must be made 72 hours in advance. For arrangements, call Guam SBDC at 735-2590. Services are extended to the public on a non-discriminatory basis.

DISCLAIMER: The Pacific Islands SBDC Network is funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.



Cham's Cuisine Serves Thai Flavors with Local Pride

By Denise Mendiola-Hertslet
Senior Counselor/WIB
Program Coordinator
(Guam SBDC)

When you think of Thai Cuisine, your mouth probably waters as you recall sour, sweet, salty, bitter and spicy flavors. Yes, just like a party on your taste buds! Thai cuisine, as with other Asian cuisines, places great significance on balance, detail and variety of ingredients in each of their dishes. One woman, Chamnong "Cham" Torres, took her experience growing up in Thailand and cooking for various restaurants on Guam and opened Cham's Cuisine at Chamorro Village in Hagatna. Cham's Cuisine features a combination of Thai and Chamorro food on its daily menu and is one of the few food businesses at Chamorro Village that provides an ala carte menu for its customers.

Cham came to Guam after she met her husband in Thailand in 1973 and wed soon after. He is from Guam and was in the merchant marines at the time. Cham and her husband have four children and five grandchildren and have been residing in Toto since 1974. Cham always dreamed of having her very own business. One she could pass on to her children and grandchildren so they would always have employment and to keep her family recipes going for many years to come.

Cham is not new to the food business industry and this is one of the factors that helped her to take the leap into small business ownership. She worked at numerous places such as Somjai's Restaurant, Siam's Restaurant, and Kinney's Restaurant and gained valuable experience as a server, supervisor, manager, food prep, and cook/chef.

As many entrepreneurs will tell you, being in business for yourself is not an easy task. Cham and her daughter, Maria sought the technical assistance of the Guam Small Business Development Center.



Chamnong Torres

According to Cham, "The Guam Small Business Development Center and Denise Mendiola-Hertslet have been so helpful with my business plan, economical advice, and understanding the meaning of being an entrepreneur. Without their guidance I would have been lost and confused."

Opening her business at the Chamorro Village was extremely difficult, with so many fees for licenses, permits, inspections and other start-up costs. Cham used all of her savings, took out a personal loan, and her daughter Maria even volunteered to work

with no pay. Cham admits that the biggest challenge was getting customers to try her out for the first time. "It was difficult because my business was new and unexposed."

But with challenges, there are also successes. Cham was happy to share that the most memorable triumph in her business was when she finally broke-even financially. This usually takes time, and in a food business it can take much longer than other types of retail businesses. This has not deterred Cham and the vision she has for her business and her family. Cham's short term

plans are to figure out more ways to cut costs that will continuously allow her to maintain the quality and quantity of her food. Her long term plans are to open a restaurant with indoor and outdoor dining for her loyal and new customers to enjoy!

When asked if she could provide some advice to others who may want to start a business, Cham said, "Capitalization, hard work, and dedication is key. And, whatever you do don't give up. It gets easier over time!"

For more information about the Bank of Guam Women in

- **Business Name:** Cham's Cuisine
- **Owner:** Chamnong Torres
- **Type of Business:** Thai and Local food
- **Location:** The Chamorro Village
- **Hours of Operation:** Mon-Sat 10am-6pm (Wed 11-9pm)
- Contact information: chams cuisine@gmail.com 671-687-3518

Business Program at the UOG-Guam Small Business Development Center, contact Denise Mendiola-Hertslet, Program Coordinator at 735-2594 or denise@pacificsbdc.com.

Oceanside Bar n' Grill Comes to Saipan

By Perry Inos Jr.,
 Director/Counselor
 (CNMI SBDC)

During the beginning of this year, Oceanside Bar n' Grill uprooted and laid its uniqueness here in the CNMI. Bringing flavors from Oceanside, California was an opportunity that Oceanside's owner, Marilyn Ronquillo, pursued despite the CNMI's economic circumstances. Ronquillo stated, "Oceanside Bar n' Grill is your neighborhood bar where you can unwind and have good laughs with good friends – old and new. We provide only the highest quality of products and offer casual dining with upscale bar food."

According to Ronquillo, the "economic downturn in the CNMI is a definite challenge." In the face of the situation, the Ronquillos rose to the occasion and pursued a purpose of accomplishment to create a name for them in the CNMI. Marilyn Ronquillo and her husband Rommel Ronquillo moved to the CNMI and decided to create roots of their own. After giving some thought to the idea of pursuing a new business venture here in the CNMI, they utilized the Small Business Development Center of the CNMI for further consultation and free resources that were offered. The CNMI Small Business Development Center (SBDC) provided the necessary resources and one-on-one counseling to properly prepare for in-depth business planning. Ronquillo stated that the CNMI SBDC also provided "pointers, feasibility study, and what loans are available for new entrepreneurs."

The location of the business



gives Ronquillo the opportunity to be surrounded by diverse people. The location for Oceanside was first considered as Ronquillo passed by a bar that was out of business. Ronquillo said, "I saw the potential because of the location and space and I couldn't pass on the opportunity regardless of the economic downturn." She sees a bright future for Oceanside as its "location, spacious interior venue, and most of all friendly staff" will allow Oceanside to be the "go to bar" and "the party venue" for her customers while bringing the Oceanside experience to the CNMI.

Ronquillo having handpicked her staff allowed her to "carefully select friendly staff that complements one another's personality. I wanted a friendly environment

for my staff where they feel at ease and treat each other as equals." She also stated "having to provide jobs to my staff is a great achievement for me knowing that I have made a difference in their lives." She has the great reward of also meeting "awesome" people and "the relationship" she creates with each person is rewarding in itself.

Lastly, Marilyn Ronquillo's

words of advice for those who want to be an entrepreneur are to "focus - do what you love and enjoy; persevere – be prepared to work hard and be patient because success takes time; and strive – for success! Do not get discouraged easily."

Oceanside Bar n' Grill is located at the former Flair Bar location in Garapan, Saipan. Oceanside is open Monday

- **Business Name:** Oceanside Bar n' Grill
- **Owner(s):** Marilyn Ronquillo
- **Location:** Former Flair Bar in Garapan, Saipan
- **Hours of Operation:**
 Mon-Fri 5pm-12am
 Fri-Sat 5pm-2am
- **Contact Information:**
 (670)233-6724 or Via Email:
 osidebamgrill@yahoo.com

through Thursday from 5pm to 12am, and from 5pm to 2am on Fridays and Saturdays. For reservations/inquiries, please call (670) 233-6724 or email osidebamgrill@yahoo.com.

For more information on CNMI SBDC please contact Director, Perry Inos at (670)664-3018 or email at perry@pacificsbdc.com also visit us on our website www.pacificsbdc.com

The CNMI SBDC is a member of the University of Guam's Pacific Small Business Development Center Network (PISBDCN). The PISBDCN's mission is to support the growth and economic development of the U.S. affiliated islands in the western pacific region by providing high quality training and one-on-one confidential counseling to existing and small business startups.

CNMI SBDC Training Schedule

The CNMI Small Business Development Center, in partnership with the Saipan Chamber of Commerce,

Presents FREE Workshops:

AUGUST

August 17th	9am-11am	"How to Start a Business"
August 24th	9am-11am	"How to Write a Business Plan"
August 31st	9am-11am	"How to Manage Your Business"

SEPTEMBER

September 7th	9am-11am	"How to Start a Business"
September 14th	9am-11am	"How to Write a Business Plan"

OCTOBER

October 5th	9am-11am	"How to Start a Business"
October 12th	9am-11am	"How to Market Your Business"
October 19th	9am-11am	"How to Manage Your Business"

Interested in starting and/or expanding a business, The CNMI Small Business Development Center (SBDC) trainings are offered at NO CHARGE (FREE). Trainings will be held at the Saipan Chamber of Commerce from 9:00am to 11:00am. Log onto <http://pisbdcn.ecenterdirect.com> Registration is required. For more information, please call the SBDC at (670)664-3018 or email Linda Cabrera at linda@pacificsbdc.com or Perry Inos at perry@pacificsbdc.com

Requests for reasonable accommodations for persons with disabilities must be made 72 hours in advance. For arrangements, please contact the SBDC at (670)664-3018. Services are extended to the public on a non-discriminatory basis.



New Fish in Town

By James Limar
Director/Counselor
(Guam Yap)

Yap has a new fish market, and just in time for those summertime barbecues and fish fries.

Sigrah's Fish Market, located at Amraw, Dalipebinaw, next to Take Five Video Rental where the Loop and Back roads intersect, offers a variety of fresh fish including yellow fin tuna, black jack, red snapper, parrot fish, unicorn fish, milkfish, mullet, rabbit fish, lobster, and, with special orders available, almost any other fish or seafood a customer wants.

With financing support from the Pacific Islands Development Bank (PIDB) and technical assistance



from Yap Small Business Development Center (SBDC), Sigrah's Fish Market cele-

brated its grand opening on June 2, 2012. The owner, John Sigrah, who has

recently relocated to Yap from Guam, said he is looking forward to offering both

Yap and Guam a fresh choice of fish, as well as doing his part to make his home island a better place to live, including buying fish from the local fishermen.

The business prides itself on the freshness of its products. So when it comes to the fish, you better call Sigrah's Fish @ (691)-350-FISH as it is said that any fish fresher has yet to be pulled out of the water.

For more information on Yap SBDC services please contact Mr. James Limar, at (691) 350-4801 or email: jamesl@pacificsbdc.com

The Yap Small Business Development Center (SBDC) is an affiliate of the University of Guam's Pacific Islands Development Center Network, supported, in part, by the U.S. Small Business Administration under a cooperative agreement. Services are extended to the general public on a non-discriminatory basis.



- **Business Name:** Sigrah's Fish Market
- **Owner(s):** John Sigrah
- **Type of Business:** Fish Market
- **Location:** Amraw, Dalipebinaw
- **Hours of Operation:** 8:00am - 6:30pm
CLOSED ON SUNDAY
- **Contact Info:** (691) 350-FISH (3474)

Yap SBDC Training Calendar August through October 2012

Month	Workshop Title	Time
Aug. 14	Profit & Loss Statement	9 am to 12 noon
Aug. 15	Cash Flow	9 am to 12 noon
Aug. 16	Balance Sheet	9 am to 12 noon
Aug. 21	Tracking Business Assets	1:30 pm to 4:30 pm
Aug. 28	Micro Plan as a Management Tool	9 am to 12 noon
Sept 4	Accounting Equation	9 am to 12 noon
Sept 18	Accounting 101 - Part 1	9 am to 12 noon
Sept 20	Accounting 101 - Part 2	9 am to 12 noon
Oct 10	Chart of Acct and Double Entry Part 1	9 am to 12 noon
Oct 12	Chart of Acct and Double Entry Part 2	9 am to 12 noon
Oct 23	Balance Sheet	9 am to 12 noon
Oct 30	Business Planning	9 am to 12 noon

Workshops listed above will be offered to business owners and potential business owners during the months of August to October 2012. For more information, please contact the Yap SBDC @ telephone numbers (691)-350-4801/4802 or at email address ysbdc@mail.fm Seating is limited to 25 participants per session. Schedule is subject to change without prior notice.



7 Degrees North Brewery Made in Palau Alcohol

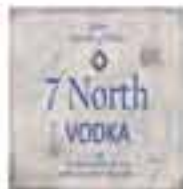
By Lisa Abraham
Director/Counselor
(Palau SBDC)

Returning home after his college education, he possessed the enthusiasm to start something for himself. In confiding with his sister about his desire to manufacture alcohol, the childhood memories of his sister brought her back to wanting to support the very thing that her grandfather did many years ago, that is manufacturing local alcohol, moonshine. Huh? Is that what 7° North will be doing? No...well sort of but probably a high end version of moonshine...Mmm-hmm, it's called "vodka" brewed in Palau. "The new technology methods and knowledge of brewing; Vodka in various flavors is just the beginning...more will come in the months and years ahead", comments Mr. Omdaseu Ueki, owner.

According to Mr. Omdaseu T. Ueki, his sister's grandfather used the traditional methods of weighing ingredients into the alcohol by smell, taste, and the way it looked. However, today in this day in age, he is excited to use the latest technology to provide the consistent taste of his liquor. "I can't wait to do it...a tasting event will be provided for feedback", comments Mr. Ueki.

Through the "free" one to one confidential counseling services at the Palau SBDC, Mr. Ueki finished his business plan in about two-three (2-3 days) and submitted to the National Development Bank of Palau for a micro-credit loan. The loan was fully approved

and allowed Mr. Ueki to turn his business into reality. The funds were used for business development; set-up with all the right tools, and launched for business. Mr. Ueki is currently operating out of his home; brewing and exercising sustainable practices; so customers who are interested to know more about his product, sustainable practices and/or wish to add another



smooth liquor item on their shelves, may contact Mr. Ueki, 7° Degrees North at phone numbers (680)775-0350 or e-mail to oueki@palau.edu. Call Palau SBDC at (680)587-6004 or visit us at website, www.pacificsbdc.com to find out how you can bring your business to life and/or to learn more about Palau SBDC and the Pacific Islands SBDC Network.



- **Business Name:** 7° Degrees North Brewery
- **Owner(s):** Mr. Omdaseu Ueki
- **Type of Business:** Alcohol Distillery
- **Location:** Home-based
- **Hours of Operation:** Daily by contact via phone, Contact for site visits



Palau SBDC Training Announcement

All Training/Workshops are open to all qualified small business owners, managers, key personnel, and/or individuals planning, considering to start or expand their business ventures. The training/workshops are presented at low to no costs. Location depends on number of participants and most training sessions are conducted during the evenings. Please contact your Palau SBDC at (680)587-6004 or cell phone (680)775-5472 or e-mail: lees@pacificsbdc.com or palausbdc@palaunet.com for more details. Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.



A Small Store Gets Improved

By: Anel Philimon,
Director/Counselor (RMI
SBDC)

1. Please tell us about yourself and your family?

Two years ago my family and I started our own small store called "NEIWOJ STORE". As the business improved, we decided to add fishing activities to gain expansion.

2. Why did you decide to start your own business?

We realized the importance of the establishment of small businesses in the community (Uluga) as well as in the entire Marshall Islands.

3. What experience do you have in this type of business?

I am a very experienced and excellent fisherman as I have been fishing since childhood up to this day. My wife grew up with her family that owned the first ever big business to get established in the Marshall Islands call the "Robert Reimers Enterprises". She gained and achieved her business managing skills and knowledge from her employment periods at the RRE Company.

4. How did the Small Business Development Center and other resources help you?

The Small Business Development Center of the Ministry of Resources and Development assisted us from our initial visit to the completion of the business plan. A wide variety of information was also provided. Small Business Development Center helped us to formulate our business plan, set up all necessary accounting and balance sheets and was actively involved in funding solutions.

5. What was the start-up process like?

It was a challenging experience to start up small and worked very hard to improve to where we are



Owner; Atran Ankin

now. After two years had passed and our business had grown, we decided to add fishing activities to supplement our small retail store operations.

6. How did you fund your

business?

We started our small store with our own funding.

7. What were some of the biggest challenges you experienced in the start-up process?

Working long hours to generate sufficient revenues to make sure all operating expenses are fully covered and the company can produce reasonable net profits after all.

Name of Business:
Neiwoj Store & Fishery
Owner:
Mr. Rantli Kattil
Type of Business:
Small Store & Fishery
Location:
Uluga Village
Address:
P.O. Box 17 • Maajuro • MH
96900
Telephone Contact:
(692) 625-6390

8. What is your most memorable triumph in your start-up process?

It was actually when I received confirmations regarding the approval of my loan request from the bank (Bank of Marshall Islands-BOMI).

9. What are your short-term and long-term plans for your business?

The short-term plans include solidating the existent business, purchasing new outboard engines as replacement for the old ones to have one for the new fishing boat that is now being built. The long-term goals are to increase the amount of fish bringing for sales each week and to increase the number of customers utilizing the services of the company through effective marketing and highly personalized service.

10. What advice would you give to others who want to start a business at this time?

Visit the RMI Small Business Development Center to obtain information and get assisted on how to start up your own small business.

For more information on RMI Small Business Development Center please contact Mr. Anel Philimon, at (692) 625-3685 or email: anel@pacificsbdc.com

RMI SBDC Training Schedule August through October 2012

August 22, 2012	Customer Service	10:00 a.m. – 12:00 noon	RMI SBDC
August 23, 2012	RMI Finance's Tax and Revenue	10:00 a.m. – 12:00 noon	RMI SBDC
August 24, 2012	Business Plan	10:00 a.m. – 12:00 noon	RMI SBDC
September 26, 2012	RMI Finance's Tax and Revenue	10:00 a.m. – 12:00 noon	RMI SBDC
September 27, 2012	Marketing	10:00 a.m. – 12:00 noon	RMI SBDC
September 28, 2012	Recordkeeping	10:00 a.m. – 12:00 noon	RMI SBDC
October 23, 2012	Business Plan Overview	10:00 a.m. – 12:00 noon	RMI SBDC
October 24, 2012	Financial Statement	10:00 a.m. – 12:00 noon	RMI SBDC



All workshops are open to all qualified small business owners, managers, key personnel and individuals planning to open or considering starting a small business venture. All workshops are Free of Charge. Individuals interested in attending the workshops may call the RMI SBDC at (692) 625-3685 or email [Leeno @ leeno@pacificsbdc.com](mailto:Leeno@leeno@pacificsbdc.com). Request for reasonable accommodations for persons with disabilities must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.

New Store in Nepukos

By Ketsen Haregaichig
Director/Counselor
(Chuuk SBDC)

Mrs. Dita Edgar and her family make their living off of their small market selling local produce such as fish, dresses and skirts. The market is located on Weno, in the village of Nepukos right before the access road leading to the Holy Family Parish. The family has been struggling with their market for some time now. Mrs. Edgar has a plan to add a small retail store that would greatly help the family business. With

that being said, she made her way to Chuuk Small Business Development Center to seek assistance to make her plan a reality. Mrs. Edgar, with the help of Chuuk SBDC was able to develop her plan. After months of negotiating and a persuasive discussion with the bank officials, Mrs. Edgar's hard work has paid off. In October of last year, Mrs. Edgar was informed that her plan was approved. This was a very special day for Mrs. Edgar, as it was a dream come true for her and her family. Since then Mrs. Edgar and her family have been

operating a retail store alongside their existing market. Mrs. Edgar informed the Chuuk SBDC that the store is not yet, but it helps with the extra revenue when her market is not selling as much. Every little bit helps. The Edgar and family are happy with what they have been able to set up so far, and currently maintaining both establishments.

For more information on starting or expanding a business, please contact the Chuuk Small Business Development Center at (691) 330-5846 or email:

Ketsen Haregaichig (Director

/Business Counselor) at ketsen@pacificsbdc.com

The Center is located in Nepukos Village across from Shigeto's Store near the boat pool area.

The Chuuk Small Business Development Center (Chuuk SBDC) is a member of the University of Guam's Pacific Islands Small Business Development Center Network (PISBDCN). The PISBDCN's mission is to support the growth and economic development of the U.S. affiliated islands in the western pacific region by providing high quality

one-on-one confidential counseling and training to existing small businesses and to small business startups.

- **Business Name:** Pan Anini Market
- **Owner(s):** Mrs. Dita Edgar
- **Type of Business:** Retail Store/Market
- **Location:** Weno, Nepukos
- **Hours of Operation:** 7am-8pm
- **Contact Info:** PO BOX 724, Weno Chuuk FM 96942

Chuuk SBDC Training Schedule

September

Basic Computer
Sept. 25, 2012
9:00am-11:00am
Chuuk SBDC
Free of Charge

Tax & Licensing

Sept. 26, 2012
9:00am-11:00am
Chuuk SBDC
Free of Charge

Business Diversity

Sept. 27, 2012
9:00am-11:00am

Chuuk SBDC
Free of Charge

October

Oct. 08, 2012
9:00am-11:00am
Chuuk SBDC
Free of Charge

Basic Computer

Oct. 09, 2012
9:00am-11:00am
Chuuk SBDC
Free of Charge

Recordkeeping

Oct. 10, 2012
9:00am-11:00am

Chuuk SBDC
Free of Charge

Principals of Accounting

Oct. 11, 2012
9:00am-11:00am
Chuuk SBDC
Free of Charge



The CHUUK Small Business Development Center (SBDC) trainings are open to all qualified small business owners, managers and key/personal and individuals planning to open or thinking about opening small business ventures. Trainings are offered at NO CHARGE (FREE). Workshops are held at the Chuuk SBDC located directly across the Shigeto's Store. For a list of the upcoming trainings, please call the Chuuk SBDC at (691)330-5846 or email cassandra@pacificsbdc.com ketsen@pacificsbdc.com Requests for reasonable accommodations for persons with disabilities must be made 72 hours in advance. For arrangements, please contact the SBDC at (691)330-5846. Services are extended to the public on non-discriminatory basis.



Kosrae State Leadership Conference

By Skiller Jackson
Director/Counselor
(Kosrae SBDC)

The Kosrae SBDC participated in the Kosrae State Leadership conference which was held on June 26th to the 28th 2012. The goal of the Leadership Conference was to develop and endorse a Long Term Fiscal Framework (LTFF) as a guide to monitor and manage the effects of the US Compact Funding decrement and the ending of this funding to the Federated States of Micronesia by 2023.

The three day conference

brought together the State Leaders, the National Government Representatives, and members from the Office of Statistics, Budget & Economic Management, Overseas Development Assistance and Compact Management (SBOC), the OIA representatives, a team from the Graduate School, representatives from the Private Sector, the Local Government Mayors, the Church leaders, community group representatives, and the general public.

Even though the duration of the LTFF conference was not enough to thoroughly scrutinize

the priority expenditure reform measures to undertake, the Conference was successful enough to come up with resolutions which were then reviewed, adopted, and endorsed on the last day of the Conference.

For those interested in starting and or expanding a business, please contact the Kosrae SBDC at (691)370-2751 or visit the Center located at College of Micronesia. The Kosrae SBDC is a member of the University of Guam's Pacific Islands Small Business Development Center Network (PISBDCN). The UOG PISBDCN is sponsored in part by

the U.S. Small Business Administration (SBA) under a cooperative agreement. The support given by the U.S. SBA through such funding does not

constitute an expressed or implied endorsement of any of our co-sponsors and/or participant's opinions, products, or services.



Kosrae SBDC Training Schedule (August and September 2012)

August
Thursday, August 16th, 2012 (10:00am - 11:00am)

"Financial Statements"

Presented by Kosrae SBDC

Location: Kosrae SBDC Training Room

Thursday, August 30th, 2012 (10:00am to 11:00am)

"Basic Computer Skills Training"

Presented by Kosrae SBDC
Location: Kosrae SBDC Training Room

September
Thursday, September 20th, 2012 (10:00am to 11:00am)

"Record Keeping"

Presented by Kosrae SBDC
Location: Kosrae SBDC Training Room

Thursday, September 27th, 2012 (10:00am to 11:00am)

"Business Plan Development"

Presented by Kosrae SBDC

Location: Kosrae SBDC Training Room

The Kosrae Small Business Development Center (SBDC) trainings are open to all qualified small business owners, managers and key/personnel

and individuals planning to open or thinking about opening small business ventures. Trainings are offered at NO CHARGE (FREE). For a list of the upcoming trainings please call the Kosrae SBDC at (691)370-2751 or email skiller@pacificsbdc.com.

Requests for reasonable accommodations for persons with disabilities must be made 72 hours in advance. For

arrangements please contact the SBDC at (691)330-5846. Services are extended to the public on a non-discriminatory basis.

