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From left to right:
Christina Kidd, Alvina Gu-mataotao, Adelle Dimalanta, Michelle Catahay, Jalanda Megofna, Januarie Strong, Kat Aquino, Mariana Kidd, Meagan Kidd, Geralyn Mendiola. Bottom: Kru Melchor Antolin, Kru Kevin Jalique

Guam Muay Thai Growing Strong

By: Denise Mendiola-Hertslet
Senior Business Advisor/WIB Program Coordinator
(Guam SBDC)

Honor, Respect, and Loyalty are words to live by for a man with humble beginnings. Santa Rita native, Kevin Jalique, also known as "Kru" to his students, has a passion for the art of Muay Thai. His unceasing determination and unbreakable self-discipline eventually fueled his desire to take the entrepreneurial path and open Guam Muay Thai in Mangilao. Since its inception in 2012, the

business has quickly grown in students and now includes classes for women and children. We recently had an opportunity to share the story of Guam Muay Thai.

Los Angeles, California was where Kevin Jalique's passion in Muay Thai came about in 2000. He first started training under Instructor Kru Pongsan Ek-Yotin of the World Muay Thai Gym. It was through Kru Pongsan that Jalique honed his skills at being a teacher and a trainer and picked up some of the business aspects and operations of running a fight gym. Jalique re-

Continued on page 8

GUAM MUAY THAI

- Owner(s): KEVIN JALIQUE/ PIYAMAS SABLAN-JALIQUE
- Type of Business: Thai Boxing Gym and Fitness Center, Retail Store
- Location: 102 University Drive (La Isla Arcade Plaza) Unit#5 Second Floor, Mangilao
- Hours of Operation: Mon- Thurs 6:00pm – 9:00pm, Saturday 10:00am – 2:30pm
- We offer classes in: Muay Thai (Coed, Women's, Kid's classes), Fight Fit (Cross fit Striking), and Yoga
- Contact information: Phone – 487-7718
Email: guammuaythai@gmail.com
Facebook.com/ [guammuaythai.ekyotin](https://www.facebook.com/guammuaythai.ekyotin)
Instagram: [guam muay thai](https://www.instagram.com/guam_muay_thai)

USDA, Farm Service Agency – Microloan Program Now Available in Marshall Islands



In partnership with the U.S. Small Business Development Center (SBDC), the U.S. Department of Agriculture (USDA), Farm Service Agency (FSA) microloan program is now available to agricultural producers of all types in Majuro, RMI.

The microloan program was established to serve small-scale operations with access to up to \$50,000 with a simpler application process, a low, fixed inter-

est rate, and a maximum of seven years to repay. Microloans can be used for initial start-up expenses; annual expenses such as seed, fertilizer, utilities and land rents; value-added processing, marketing and distribution expenses; and the purchase of livestock and equipment.

"SBDC business training and

continued on page 2

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President, G.P.I.
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USDA Microloan Program in RMI



From (L) to (R): Hiroshi V. Yamamura, Minister of Public Works and Acting Minister for Resources and Development; Anel N. Philimon, Director, RMI SBDC; Carl Hacker, President, College of the Marshall Islands; Diane L. Ley, State Executive Director, USDA, Farm Service Agency.

continued from page 1

education, in combination with access to low-interest microloans, can provide producers with opportunities to increase their family income, promote local food self-sufficiency and help stimulate the local economy," said FSA, State Executive Director, Diane Ley.

The Majuro SBDC will provide a direct link for producers to FSA programs and guide them in the loan application process. The College of the Marshall Islands will provide training and educational workshops while the RMI Ministry of Resources and Development will provide technical assistance and help coordinate all government and non-government partners.

New & Improved Micronesia Business Directory Launched

The new and improved Micronesia Business Directory is an online directory for businesses in Micronesia, throughout Chuuk, CNMI, Guam, Kosrae, Palau, Pohnpei, RMI, and Yap. The directory is great for consumers who are looking for services and products sold in our region. It is also wonderful for businesses who aim to develop better business to business (B2B) sales. The directory is completely searchable using keywords making it easy to search for what you are looking for.

We encourage businesses in Chuuk, CNMI, Guam, Kosrae, Palau, Pohnpei, RMI, and Yap to list their business in the directory. Your business can get listed for FREE and can do so, within a few minutes, by completing a simple registration form by visiting <http://micronesiabusinessdirectory.com/> and clicking on Get Listed!

The Micronesia Business Directory is managed by The University of Guam Pacific Islands Small Business Development Center Network (PISBDCN). To learn more about PISBDCN and the services of the Small Business Development Centers (SBDCs) in Micronesia, visit our website at <http://www.pacificsbdc.com>.

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Marianas
BUSINESS JOURNAL



PLEASE SAVE THE DATE!

The *Marianas Business Journal* presents the **2015 Small Business Awards**, on the occasion of the 25th Anniversary of the U.S. Small Business Administration Small Business Awards program on Guam and the 20th Anniversary of the UOG Pacific Islands Small Business Development Center Network

Wednesday, April 29, 2015
Celebration luncheon and recognition of past and present award winners
Venue: Lotte Hotel Guam

For enquiries, please contact the *Marianas Business Journal* at (671) 649-0883 x 122 or by email to glimpses@glimpsesofofugam.com.

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SAVE YOUR SEAT! REGISTER TODAY!

Upcoming Guam SBDC Workshops March – May 2015

“QuickBooks: Entering Sales, Receiving payments, & Making Deposits”

Date: Friday, March 13th (8:30am – 11:00am)

Registration & payment deadline: March 11, 2015

Presented by Fred Granillo, Business Advisor/Training Program Coordinator

Fee: \$50 per person

SYNOPSIS: In this training you will learn about the different formats available for sales forms, see how QuickBooks records the information you enter on sales forms, the purpose and use of the QuickBooks Item list and see how a new price level is added to the Price Level list. In addition, you will learn how to record customer payments in QuickBooks, how to handle customer discounts, partial payments, overpayments, or down payments, see how to record a deposit in QuickBooks, and learn how QuickBooks treats the deposit behind the scenes.

“QuickBooks: All Day Boot Camp”

Date: Wednesday, March 18th (8:30am – 4:30pm) – Lunch is not included

Registration & payment deadline: March 16, 2015

Presented by Fred Granillo, Business Advisor/Training Program Coordinator

Fee: \$100 per person

SYNOPSIS: In this seminar, we'll get you up to speed on QuickBooks' many features, tools, and menus; explore the easiest, most efficient ways to put QuickBooks to work for you; and drill down into more advanced functions. You'll be surprised at how swiftly you'll gain the knowledge and confidence you need to take full advantage of this powerful program! Topics that will be covered: QuickBooks Basics to Get You Up and Running with Confidence; Your Chart of Accounts: Spend Time Setting it Up Now and You'll Save Time in the Future; QuickBooks Tracking – Built-in Features to Easily Run Highly Detailed Reports; Payables and Receivables – Keeping Track of Your Income and Expenditures; Save Time With QuickBooks' Many Customizable Report Options.

“How to Manage a Business”

Date: Friday, March 27th (8:30am – 11:00am)

Registration & payment deadline: March 25, 2015

Presented by Denise Mendiola-Hertslet, Senior Business Counselor/WIB Program Coordinator

Fee: \$20 per person

SYNOPSIS: Managing other people effectively depends on managing yourself. Better business performance will therefore flow from improving your self-management skills. We have identified 8 different aspects of managing as business – managing yourself, your time, your employees, your customers,

sales and networks, solving problems, managing risk, and managing your finances. This workshop identifies the issues you may face in each area, and provides you with practical recommendations for dealing with them. Included in the workshop are several evaluation tools that can be used to better manage your business.

“Accounting for Small Business”

Date: Friday, April 3rd (8:30am – 11:00am)

Registration & payment deadline: April 01, 2015

Presented by Fred Granillo, Business Advisor/Training Program Coordinator

Fee: \$20 per person

SYNOPSIS: This workshop is an introduction to the basic recordkeeping that small businesses should do to track their performance. We will review the components of an accounting system and the differences between a manual and computerized system. Financial reports will also be reviewed along with their importance to the small business owner. Plus, the popular accounting software packages will also be discussed as an option.

“How to Write a Business Plan”

Date: Friday, April 10th (8:30am – 11:00am)

Registration & payment deadline: April 08, 2015

Presented by: Denise Mendiola-Hertslet, Senior Business Counselor/WIB Program Coordinator

Fee: \$20 per person

SYNOPSIS: This seminar will cover all of the elements to be included in a business plan, & explain with examples what is required in each section. The focus of the seminar will be the three M's – Money, Management & Marketing. Participants will also be provided with a sample business plan, sources of industry research information, and introduced to online business planning tools that are accessible at any time through an internet-enabled PC.

“QuickBooks: Entering and Paying Bills”

Date: Friday, April 17th (8:30am – 11:00am)

Registration & payment deadline: April 15, 2015

Presented by Fred Granillo, Business Advisor/Training Program Coordinator

Fee: \$50 per person

SYNOPSIS: In this training you will learn the different ways you can handle bills in QuickBooks, how to enter a bill in QuickBooks, use the Pay Bills window to pay a bill in QuickBooks and how to enter a discount on a bill from a vendor. Vendor reports will also be reviewed to see impact of transactions.

“WIB: How to Start a Food Business”

Date: Friday, April 24th (8:30am – 12:30pm)

Registration & payment deadline: April 22, 2015

Presented by Denise Mendiola-Hertslet, Senior Business Counselor/WIB Program Coordinator

Fee: \$40 per person

SYNOPSIS: TBA

“How to Start a Business”

Date: Friday, May 01st (8:30am – 11:00am)

Registration & payment deadline: April 29th, 2015

Presented by Denise Mendiola-Hertslet, Senior Business Advisor/WIB Program Coordinator

Fee: \$20 per person

SYNOPSIS: This workshop will help individuals learn everything they will need to get started, including an introduction to business plans and the importance of preparing one; exploring the legal forms of business (sole proprietorship, partnership, corporation, limited liability partnership / company) and which one is right for your business needs; local or federal licensing requirements for the business. Participants will be able to obtain vital information and resources to start and own a business. This training will take the mystery out of starting a business and help participants better evaluate their business idea!

All workshops are conducted at the UOG Leon Guerrero SBPA Bldg. Room# 148

TO REGISTER log onto

<http://pisbdcn.ecenterdirect.com>

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and click PAY NOW

Cash, check (payable to University of Guam) & major credit cards (Visa, MasterCard, and Diners Club & JCB) accepted.

For more information, please call the Guam SBDC at 735-2590.

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Chuuk Holds Workshop on Breadfruit Uses

By: Ketsen Haregaichig
Center Director/ Business Advisor
Chuuk SBDC

A planning committee composed of representatives from the Department of Agriculture (Valerio Manuel), Commerce and Industry (Peter Aten and Asaching Edmund), Small Business Development Center (Ketsen Haregaichig, Killy Fritz, Sardis Betwell and Cassandra Dereas) and COM-FSM Chuuk Campus/Cooperative Research and Extension (Mike Abbe, Lolita Ragus and Kalvin Assito) met on January 20, 2015, to plan the activities and logistics for the breadfruit workshop in Chuuk on February 11, 2015.

Breadfruit experts from the University of Hawaii conducted a one day workshop with farmers, Chuuk leaders, policy makers, market outlets and interested individuals. The main purpose of this workshop is to



promote and expand the uses of breadfruit not only as a natural

food but also its industrial values such as processed gluten-

free flour from the fruits, latex from sap, insect repellant from

Left: Committee meeting of the planning of the breadfruit workshops. In attendance are Valerio Manuel, Lolita Ragus, Sardis Betwell, Cassandra, Killy Fritz, Ketsen Haregaichig, and Mike Abbe.

flowers, among others. The University of Hawaii breadfruit experts provided more interesting information and technologies about the multi-billion-dollar potential of this saline-tolerant crop.

For additional information, please contact Mike Abbe from the Chuuk Cooperative Research and Extension (691-330-2911/30, e-mail address: nainismireen@gmail.com), Kantito Kanas from the Department of Agriculture (691-330-2756, e-mail address: kantitokanas@yahoo.com) or Ketsen Haregaichig from the Chuuk SBDC (691-330-5846, e-mail address: ketsen@pacificsbdc.com).

Chuuk SBDC Training Schedule March – April 2015

“How to Write a Business Plan”

Date: Monday, March 16, 2015

Presented by: Ketsen Haregaichig, Center Director/Business Advisor

SYNOPSIS: At the end of the training, the participants will be able to write a complete description of their businesses, Marketing and Operation Plan and be able to identify important information like management skills, marketing plan and financial needs.

“Read and Understand Financial Statements”

Date: Tuesday, March 17, 2015

Presented by: Ketsen Haregaichig, Center Director/Business Advisor

SYNOPSIS: At the end of the training, participants will be able to prepare, cash flow projection, profit & loss statements, sales forecast and analyze financials.

“Financial Statement Analysis: Vertical/Horizontal Day 01”

Date: Wednesday, March 18, 2015

Presented by: Sardis Betwell, Business Advisor

SYNOPSIS: At the end of the training, participants will

be able to read, understand and analyze their businesses' financial situation. They can also make decision on how to run their businesses

“Financial Statement Analysis: Vertical/Horizontal Day 02”

Date: Thursday, March 19, 2015

Presented by: Sardis Betwell, Business Advisor

SYNOPSIS: At the end of the training, participants will be able to read, understand and analyze their businesses' financial situation. They can also make decision on how to run their businesses.

“New Tax Reform & SS”

Date: Monday, April 13, 2015

Presented by: National Government Representative

“New Tax Reform & SS”

Date: Tuesday April 14, 2015

Presented by: State Rev & Tax Representative

“Marketing”

Date: Wednesday, April 15, 2015

Presented by: Ketsen Haregaichig, Center

Director/Business Advisor

For more information, please call the Chuuk SBDC at 691-330-5846.

All workshops are to be held at the Chuuk Small Business Development Center from 9:00am – 11:00am.

Interested in starting or expanding your business? The Chuuk SBDC workshops are offered at NO CHARGE to assist you by providing business information on start-ups, financial statements, marketing strategies, and much more! For more information, please contact Cassandra Dereas or Ketsen Haregaichig at 691-330-5846 or e-mail cassandra@pacificsbdc.com or ketsen@pacificsbdc.com.

Requests for reasonable accommodations for persons with disabilities must be made 72 hours in advance. For arrangements, please contact the Chuuk SBDC at 691-330-5846. Services are extended to the public on a non-discriminatory basis.



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BANK OF GUAM WOMEN IN BUSINESS PROGRAM

Bank of Guam Sponsors Three More Years (2015-2017) of the Women in Business Program at UOG Guam SBDC

The UOG Guam SBDC present the Bank of Guam with a Certificate of Appreciation and gift basket.

From L – R: PISBDCN/Guam SBDC Director Casey Jeszenka, Dean of the University of Guam School of Business & Public Administration Dr. Annette T. Santos, Bank of Guam Vice President, Central South Regional Manager Jennifer Sanchez, Bank of Guam President Lou Leon Guerrero, and WIB Program Coordinator and Guam SBDC Senior Business Advisor Denise Mendiola-Hertslet.



WIB Wine and Networking Events



Top: Group photo taken at Napu Restaurant which hosted the networking event on September 25, 2014.

Right: Quick group photo taken at the networking event hosted by Island Skin Spa on November 20, 2014.

■ If you are a woman-owned business and would like to host an event, contact Denise at 735-2590 or denise@pacificsbdc.com.



The SBA Office of Women's Business Ownership invites all entrepreneurs to compete in

InnovateHER: 2015 Innovating for Women Business Challenge

SBA is launching a nationwide competition to find the most innovative products and services that help impact and empower women's lives



A product or service that has a measurable impact on the lives of women and families



Has the potential for commercialization



Fills a need in the marketplace

Competitions begin locally in March 2015. Contact your local sponsor or visit sba.gov/innovateHER to learn more.

Final round will be held in Washington, D.C. during National Small Business Week May 4 – 8, 2015

National Finalists will have the opportunity to present a live pitch to a panel of expert judges and compete for up to \$30,000 in cash prizes

Dikiki Donuts Pack Big Flavor: An Interview with Owner Jim Dimag

Q. Please tell us about yourself and your family.

A. We are a family of four that consists of my lovely wife Kaori, my beautiful daughter Crystal, my handsome son Chance. My name is Jim and I work in the Hotel Industry.

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

A. The reason for starting my small business is to save money to take my family on a yearly vacation. I wanted to make memories so that when my family gets older and we are sitting on our front porch we can pull these memories from our back pockets and smile.

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

A. Absolutely ZERO, business plan is basically 'save more than you spend or spend less than you make.'

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

A. Denise was very helpful, she pointed me in the right direction making sure I went step by step and in the correct order as it relates to permits and licenses. She reviewed my business plan and calculated the expense to ensure my business was profitable. On top of that Denise is a wonderful individual. The experience was a positive one.

Q. What was the start-up process like?



Above: Dikiki Donuts Owner Jim Dimag snaps a quick photo in front of his mobile canteen.

A. It was overwhelming at first, going to different agencies filling out forms ensuring that you are compliant. I remember thinking 'what have I gotten myself into.' I persevered and the feeling you have when you receive your business license is one of relief and accomplishment.

Q. How did you fund your business?

A. I received a loan from the Bank of Guam, a gentleman by the name of Dave Arriola assisted me with the process. Dave was the reason I went with Bank of Guam, he is professional individual with a great personality. The experience was a positive one.

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

A. One of the biggest challenges was running out of funds, the process to receive my business license took longer than I planned plus I wanted to upgrade my business.

Dikiki Donuts

- Owner(s): Jim Dimag
- Type of Business: Mobile Food Business
- Location: Dededo Flea Market and Chamorro Village.
- Contact information: dikiki-donuts@gmail.com
- For more information about the Guam Small Business Development Center contact Denise-Mendiola Hertslet at denise@pacificsbdc.com or 671-735-2590 or visit our website at www.pacificsbdc.com.

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

A. The first day I opened my business at the Dededo flea market. I remember stepping back and thinking to myself 'better late than never'

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

A. Short term- selling at Dededo flea market and Chamorro village. Long term - opening up in a major location, and managing my staff.

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

A. 'Go for it!' but do yourself a favor and make an appointment to see Denise Hertslet at Guam Small Business Center at UOG.

Aspiring Entrepreneurs Graduate from 2014 Pacific Island Microcredit Institute

From the food industry to cleaning services and home care, eight aspiring entrepreneurs presented their business plan to their peers and Pacific Island Microcredit Institute (PIMI) course instructor Denise Mendiola-Hertslet and Pacific Islands SBDC Network/Guam SBDC Director Casey Jeszenka on December 13, 2014. Over the course of 12 weeks, the participants met every Saturday learning how to put their ideas into a formal proposal. The individuals went over each aspect of a business plan touching on topics such as marketing, pricing, and financial statements.

Would you like to start your own small business but



don't have credit or cash? PIMI helps to provide people a path out of poverty

through self-employment and offers you an opportunity to succeed in your small

business through training, small loans, peer groups, mentoring and savings.

Back row from L-R: Denise Mendiola-Hertslet, Michelle Mafnas, Pamela Flores, Tracy Calvert, Florentina Vioria, Gabriel Lau, Casey Jeszenka. Front row from L-R: Brian Mafnas, Glorina Chennaux, and Deborah Espinoza.

Its objectives include: Promote the economic growth of the public by providing micro loans, financial & business education, a savings program initiative and ongoing technical assistance to qualified individuals in the program.

Through training, the participant is able to identify new business opportunities so that aspiring entrepreneurs have market opportunity and a competitive advantage.

The microcredit training program provided by the Guam SBDC includes a 12-

week business training cycle that focuses on business start-up, business plan writing, and budgeting, marketing, and financial planning.

For more information, call Denise Mendiola Hertslet at 735-2594 or denise@pacificsbdc.com.

This program is made available to low and moderate income individuals and sponsored by the Guam SBDC and funded by Bank of Guam.



UOG President Visits RMI SBDC

By: Anel Philimon

SBDC Director/Business Advisor
RMI SBDC

University of Guam President Dr. Robert A. Underwood recently visited the Majuro, the capital of the Republic of the Marshall Islands, from January 16th to 20th, 2015. In addition to his visits to other government ministries and agencies which included the College of the Marshall Islands, Dr. Underwood also visited the RMI SBDC center on January 19, 2015. The center is hosted by the Ministry of Resources and Development in partnership with the University of Guam (UOG) Pacific Islands SBDC Network. He learned more about the RMI SBDC and that there are only two staff operating the center, with one being the office manager and the other being the center director.

Dr. Underwood was interested in learning how the RMI SBDC is doing in terms of meeting and complying with its objectives and goals as stated in the signed MOU between the University of Guam Pacific Islands Small Business Development Center Network (PISBDCN) in partnership with the U.S. Small Business Administration (SBA) and the Ministry of Resources and Development on behalf of the government of the Marshall Islands. He was happy to learn that like the other six SBDC centers throughout the region that are part of UOG PISBDCN, our goals and objectives were successfully and satisfactorily being met.

Lastly, Dr. Underwood mentioned that he will ask representatives of the Bank of Guam about their Marshall Islands activities and encourage more interest. One last laugh that we shared with each other before he departed arose from the last lesson he learned in regard to how many coconuts it takes to make 100 pound bag of copra. He was surprised to learn that it takes 300 coconuts to make 100 pounds of copra!



Above: UOG President Dr. Robert Underwood and RMI SBDC Director/Business Advisor Anel Philimon take a quick photo before Dr. Underwood's departure at the RMI SBDC.



Above: UOG President Dr. Robert Underwood and RMI SBDC Office Manager Leeno Aikuij take a quick photo before Dr. Underwood's departure at the RMI SBDC.

RMI SBDC Training Schedule: March – April

“How to Write a Profit and Loss Statement”

DATE: March 18, 2015

“Financial Statement”

DATE: March 19, 2015

“How to Start a Business”

DATE: March 20, 2015

“How to Manage a Business”

DATE: April 22, 2015

“How to Write an Executive Summary”

DATE: April 23, 2015

“Customer Service”

DATE: April 24, 2015

All workshops will be held at the RMI SBDC Center, MIDB Building on the 4th Floor in Room# 404 from 10:00am – 12:00noon.

For more information, please call the RMI SBDC at 625-3685.

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. Requests for reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, please contact Leeno Aikuij, P.O. Box 1101 Majuro, MH 96960, Tel: (692)625-3685, or Email leeno@pacificsbdc.com. Services are extended to the public on a non-discriminatory basis.

Guam Muay Thai...Honor, Respect, Loyalty

continued from page 1

turned to Guam and after teaching at the Talent Box Studio and Underworld Xtreme gym, he had the vision of owning his own gym. The enrollment at the classes he taught were growing and he saw that there was a demand for it. However, to accommodate his students, he needed a larger facility and more equipment.

Jalique visited the Guam Small Business Development Center where Denise Mendiola-Hertslet assisted him and his wife, Piyamas

Sablan-Jalique. He states that, “Denise provided them with a business plan template, great advice, and a lot of resources for loans if needed.” Jalique still consults with Denise when he has questions and finds her very helpful. Jalique recalls that the start-up process was easy and exciting, because his passion was there and with that he had the motivation to realize his end goal.

After completing the business plan, Jalique's next goal was to find a good location. He took into consid-

eration that he was still teaching classes at Talent Box Studio and Underworld Xtreme gym and to ensure that his students were able to easily transition to the new location. In 2012, Guam Muay Thai opened in Mangilao. Jalique strategically positioned the gym where a large part of his main market in the age group of 17 – 35 years old frequent and because of its proximity to the college and university. Passersby would see the gym from the road on their way to class and there were no other Muay

Thai gyms in the area.

Jalique faced many challenges, but the biggest obstacle was the organization and time management to plan the set-up of the location for opening, working full time, and continuing to teach two classes. All the work was done themselves with the assistance of friends and students. Jalique said, “It was well worth all the hard work and sweat!” Jalique discussed what was in store for Guam Muay Thai. For its short terms goals, he wants to keep their current students

and increase enrollment. In the long term, Jalique plans on getting a bigger facility, provide more classes, increase retail sales, and start hosting amateur Muay Thai fights for kids and adults.

Lastly, Jalique reached out to the aspiring entrepreneurs with some advice. He stated, “Do something that you have a passion for because you may not see the profits come in right away, be prepared to work a lot, and make an appointment with the Guam SBDC before doing anything.” To learn more about Guam

Muay Thai, check out their Facebook page at facebook.com/guammuaythai.e kyotin or give them a call at 671-487-7718.

For more information about the Guam Small Business Development Center contact Denise Mendiola Hertslet, Senior Business Advisor and Bank of Guam Women in Business Program Coordinator at denise@pacificsbdc.com or 735-2590 or visit our website at www.pacificsbdc.com.



Palau SBDC Welcomes New Office Assistant

By: Lisa Abraham-Rengechel
Service Center Director/Business Advisor
Palau SBDC

Alfia Alfonso is from Koror, Palau who started working at Palau SBDC on November 2014. She graduated from Palau Community College (PCC) on May 2014 with her AS degree on Tourism and Hospitality Hotel Management. While taking up classes at PCC she also worked as a part-time front desk

clerk at the various West Plaza Hotel locations. Studying tourism in school and being exposed to the reality of tourism in Palau made her realize the importance of tourism in her country, "it is sad to say that most businesses in Palau are owned and employed by mostly foreign people," she comments.

Being in the Palau SBDC today she hopes to see more people willing to start their businesses in support of the tourism industry. Whether it's agriculture, aquaculture or any

other business sector it all has its impact on the tourism industry. She would like to help interested local businessmen and women to start or expand their businesses in Palau. Through Palau SBDC she is able to learn the diversity of business management, managing people and most importantly managing time. Ms. Alfonso's ultimate goal is to be able to help people start their own business.

Palau SBDC Training Schedule March – April 2015

TRAINING TOPIC:

TRAINING DATE:

What are Quality Systems: Modules 1-2	03/18-19/15
What are Quality Systems: Modules 3-5	03/31/15 – 04/02/15
What are Quality Systems: Modules 6-8	04/14-16/15

For more information, contact the Palau SBDC @ 680-587-6004.

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 #775-5472 or e-mail: alfia@pacificsbdc.com or palausbdc@palaunet.com for more details. Requests for reasonable accommodation must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.



Yap SBDC Training Schedule March – April 2015

TRAINING DATE

TRAINING TOPIC:

March 23, 2015	Income Statement
March 24, 2015	Cash Flow
March 25, 2015	Balance Sheet
March 26, 2015	Break Even Analysis
March 30, 2015	Rainbow Perspectives: A Tool for Managing Employees
April 14, 2015	Marketing for Small Business
April 20, 2015	Pricing Methods
April 20, 2015	Pricing Process
April 21, 2015	Setting Price Using Total Cost Concept
April 21, 2015	Setting Price Using Variable Cost Concept
April 21, 2015	Setting Price Using Fixed Cost Concept

For more information on course details, please contact the YAP SBDC @ 691-350-4801/2.



Workshops listed above will be offered to business owners and potential business owners. 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.

Request for reasonable accommodations for persons with disabilities must be made 72 hours in advance. Services extended to the public on a non-discriminatory basis. Call the YAP SBDC at (691)350-4801/2 for arrangements.

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Above; right: YES Students attending Kosrae SBDC Business Skills Training



Kosrae SBDC Assists Land Grant Youth Program

By: Skiller Jackson

Service Center Director/Business Advisor
Kosrae SBDC

The Kosrae SBDC and the College of Micronesia (COM) Land Grant Program renewed their long-time collaboration ties again this year. The COM Land Grant Youth Entrepreneurship Start-up (YES) program and the Kosrae SBDC had agreed to provide business

skills training to out-of-school youths, students from the local college, students from the Kosrae High School, and other interested youth groups.

This collaborative effort started again last year around November 2014 where the COM Land Grant program recruited students from the Kosrae High School to pilot this YES program. This program runs every Wednesday around 9:00am to 10:00am. The Land Grant program will provide skills training in carving, sewing, and cooking while the Kosrae SBDC will provide business skills

training in business plan development, pricing, small business management, and other basic business skills training.

This YES program started on November 2014 and will continue until May 2015. Hopefully, the program will start again when the new school year begins. The COM Land Grant program and the Kosrae SBDC is also planning on continuing this program to out-of-school youths and community youth groups during the summer.



Above: YES students attending Life Skills training at COM Land Grant Sewing program.



Kosrae SBDC Training Schedule, March - April

Wednesday, March 11th, 2015
"Business Plan Development /
Financial Statements – Cont."

Friday, March 20th, 2015
"Financing a Business"

Friday, April 3rd, 2015
"Record Keeping"

Friday, April 17th, 2015
"Pricing"

All workshops are presented at the
Kosrae SBDC training room.

Interested in starting or expanding
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Jackson at 691-370-2751 or e-mail
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Source: Newspaper Association of America

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Source: Market Research and Development, Inc.
Guam Media Study, Sept. 2010



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