

**2005 Small Business Person of the Year**  
**State of Hawai'i**



**Dennis Matsui, Modesto Revilla Jr. and  
Robert R. Acasio**  
**Aloha Machine & Welding, Ltd.**

Aloha Machine & Welding, Ltd. of Hilo is the true American success story. With the demise of the Hawai'i sugar industry in 1993, Matsui, Revilla and Acasio prepared for the loss of jobs by acquiring a small machine shop in Hilo. Demonstrating an intense determination and strong work ethic, the three owners developed their management skills, financial capacity and diversified and expanded the client base to overcome the major roadblocks and claim success despite the economic challenges of the 90's. In just the last decade, the outstanding small company has created 36 jobs – mostly for unemployed plantation workers – and now generates over \$3 million in annual revenues.

Nominated by Amy Honda, Bank of Hawai'i, and Calvin Kang, retired Bank of Hawai'i.

**2005 Small Business Person of the Year**  
**Island of Hawai'i**



**Rodney Inaba and the late Kevin Tamanaha**  
**Kamuela Kayak Corp.**

Located in the tiny community of Kohala more than 35 miles from the nearest resort, Rodney Inaba and Kevin Tamanaha created a true phenomenon with Kamuela Kayak Corporation. Started in 1996, over 30,000 visitors visit Hawi each year for an adventure with Inaba's spirited staff, learning Hawaiian history and enjoying spectacular rain forests during their exhilarating trek. Overcoming the challenges of fluctuating tourism, an uncertain economy and work force issues, the company is now one of the largest employers in the area with 14 permanent employees and at least eight peak season staff. "Flumin' da Ditch" must be "da kine," since revenues have grown steadily each year.

Nominated by Emily Potter, Bank of Hawai'i.

**2005 Small Business Person of the Year**  
**City and County of Honolulu**



**Chad Buck**  
**Hawai'i Foodservice Alliance, LLC**

Started by entrepreneur Chad Buck in 1997, Hawai'i Foodservice Alliance provides Hawai'i 's leading retailers and foodservice operators with nationally-branded and private-labeled baked goods with a network of warehousing, transportation and sales facilities on O'ahu, Maui, Kaua'i and the Big Island of Hawai'i. In that short time, Buck's concept of leveraging the purchasing power of a group of larger clients has produced phenomenal results for the company and its satisfied customers. Now a multi-million dollar venture, Hawai'i Foodservice Alliance provided over 60 jobs across the State in 2004 and continues on the fast track to success.

Nominated by Derick Tam, American Savings Bank

**2005 Small Business Person of the Year**  
**County of Mau'i**



**Bob and Kelly King**  
**Pacific Biodiesel, Inc.**

With their combined experience in business, trucking and diesel engines, the opportunity to develop an environmentally-friendly biodiesel production facility on Mau'i had great appeal to Bob and Kelly King. Their first company, King Diesel, provided a revenue base to help the Kings expand into biodiesel fuel production in 1995. The experimental fuel recycles discarded oils that contaminate the local landfills, providing an alternative to gas, and protecting the environment at the same time. The new company, Pacific Biodiesel, opened the first retail biodiesel pump in the nation and is now a leader in this emerging international industry. The Kings are involved as consultants for the construction and development of new plants in the U.S. and Japan. Together, King Diesel and Pacific Biodiesel provide 20 jobs for Mau'i residents, with ten positions created by the growth in biodiesel business in 2004.

Nominated by Lolita Feliciano, Bank of Hawai'i

**2005 Small Business Person of the Year**  
**County of Kaua'i**

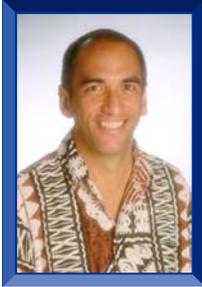


**Martin and Carole Kahn**  
**Kanai Corporation**  
**Kahn Galleries**

From the time they opened their first store on Kaua'i in 1975, Martin and Carole Kahn, through Kahn Galleries, have contributed to the economic life of the Island with their creative product diversification in fine arts, craft, and art prints, the ongoing expansion to many different locations, the creation of jobs, and development of wholesale and web-based operations. The Kahns demonstrate their business acumen and determination to succeed, surviving hurricanes, strikes, war actions, floods and a fire that could easily devastate a small business. The steady growth of the multi-million-dollar retail operation has continued to add new jobs, bringing the workforce to 30 positions with opportunity and growth potential.

Nominated by James Mayfield and Sonia Topenio, Bank of Hawai'i

**2005 SBA Family-Owned Small Business of the Year**  
***National Winner***  
**Region IX and State of Hawai'i**

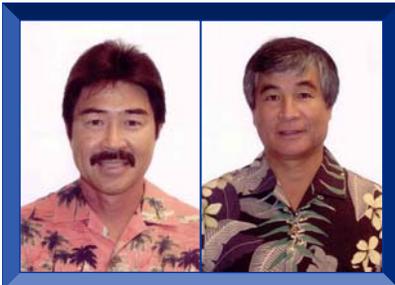


**Walter "Kamika" Smith**  
**Smith's Motor Boat Service, Inc.**

Started in 1947 by Grandpa Smith, Smith's Motor Boat Service, Inc. is Kaua'i's oldest visitor activity company, well known for its trademark cruises on the Wailuā River, lovely weddings at the fern grotto and the Tropical Paradise gardens. When Kamika joined the company, he became the third generation to manage the operation and he quickly demonstrated his ability to lead the next generation by increasing tourism sales, improving efficiency and using new, creative marketing techniques that significantly impacted the company's bottom line. Currently, the company employs 140 people, 15% of which are direct descendents of the founder, as well as providing opportunities for local photographers and video producers to work. Building on Grandpa Smith's legacy, Kamika articulated the company's vision and business plan to keep this multi-million dollar business successful and growing in the competitive tourism market.

Nominated by Sonia Topenio and Tion Buehler, Bank of Hawai'i

**2005 SBA Family-Owned Small Business of the Year**  
**City and County of Honolulu**



**Clyde Fukuyama and Melvin Matsuda**  
**Kahuku Farmers, Inc. and Matsuda-Fukuyama Farms, Inc.**

Clyde Fukuyama and Melvin Matsuda, each the third generation of North Shore farming families, pooled the resources of their traditional family farms in 1995 to form Kahuku Farms, Inc. and Matsuda-Fukuyama Farms, Inc. With over 300 acres under cultivation, the businesses grow papayas, watermelons, eggplant, mangoes and apple bananas. Though most employees were family members in the early years, the operations now employ approximately 35 to 40 employees.

Nominated by Ray Nakagawa and Derick Tam, American Savings Bank

**2005 Minority Small Business Champion of the Year**  
**Region IX and State of Hawai'i**

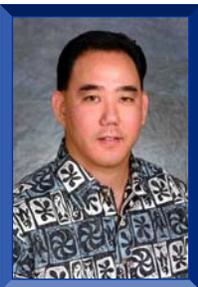


**Olin Kealoha Lagon**  
**CEO, Hawaiian Homestead Technology**

With a strong foundation in business development and entrepreneurship, Olin Kealoha Lagon is a results-oriented advocate for economic opportunities which demonstrate solid impact on minority individuals. As CEO of Hawaiian Homestead Technology, the for-profit arm of the Council for Native Hawaiian Advancement, Lagon established the company's first technology center in Anahola on Kaua'i three years ago, bringing training and employment to the economically-challenged Hawaiian homestead area. In just three years, the operation reports revenues of seven figures, generated by work for large defense contractors. A second center opened in Waimānalo in 2004 and the third is in the planning stages for 2005.

Nominated by Kelly Walsh, Bank of Hawai'i

**2005 Minority Small Business Champion of the Year**  
**City and County of Honolulu**



**Mark K. Tagawa**  
**Hawai'i Small Business Development Center Network, O'ahu**

As the O'ahu Center Director for the Hawai'i Small Business Development Center Network, Mark Tagawa has proven a strong proponent for minority small business ventures. His efforts to assist small business and his accomplishment clearly show his advocacy exceeds the boundary of his regular work week. Tagawa has counseled more than 400 nascent and growing small business operators, presented over 22 workshops and secured millions in financing dollars for his clients. As a former small business owner with an MBA in finance and marketing, he is uniquely able to identify and resolve business problems, provide on-target advice and technical assistance, and has a comprehensive understanding of the needs of small business.

Nominated by Keene Fujinaka, Bank of Hawai'i

**2005 Minority Small Business Champion of the Year**  
**County of Mau'i**



**Kim Abramson**  
**Tech Projects LLC**

Kim Abramson, CEO of Tech Projects LLC on Mau'i, is committed to supporting and enhancing opportunities for personal and professional success for minorities, particularly for Native Hawaiians in her community. Incorporated in her own business plan were strategies to train, attract and mentor minority employees and interns from local schools, motivating them to further success through education and experience in the non-traditional industries of our tourism-based economy. Abramson also ensures that Tech Projects staff are active in volunteer services, providing IT and management training to individuals and non profit organizations. She organizes and teaches workshops on business skills, including communications, resumé writing and English as a second language. Her Tech Projects Foundation provides for the education and advancement of minorities.

Nominated by Nicole Wilhem, Bank of Hawai'i

**2005 Small Business Journalist of the Year**  
**Region IX and State of Hawai'i**



**Lincoln Jacobe**  
**CEO, Hawai'i Pacific Entertainment**  
**Publisher and Executive Producer, Technology News Network**

In 1996, Lincoln Jacobe created a new technology publication, Technology News Network, with the help of an SBA loan. The business has grown into a multi-channel, mass-media forum for leaders in technology and business in Hawai'i. The print, on-line, radio and television products provide small technology firms a chance to compete with larger firms and to reach more prospective customers in an extremely competitive environment. These venues have been complemented by a popular inter-island "road show" and conference featuring technology innovations by companies throughout the State. Jacobe has also established Pacific Technology Foundation, a non-profit organization devoted to technology training in public schools with support from other local businesses.

Nominated by Neill Char, First Hawaiian Bank

**2005 Small Business Journalist Champion of the Year**  
**City and County of Honolulu**

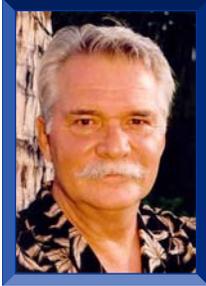


**Jacy Leina'ala Youn**  
**Hawai'i Business Magazine**

Award-winning journalist Jacy Youn, managing editor of Hawai'i Business Magazine, has written hundreds of articles for and about small businesses and the issues that impact them, creatively covering the workings of small mom-and-pop shops, as well as "big picture" economic trends and forces in Hawai'i. She's become the backbone of the special small business focus section, "SB," that appears every other month in the magazine. Youn has also been responsible for the long-running TIGR column, which tracks emerging new companies and many technology players in local industry. In her five years with the Pacific Basin publication, she has proven a dedicated advocate for small business.

Nominated by Kevin Sakamoto and Audra Goo, Bank of Hawai'i

**2005 Small Business Journalist Champion of the Year**  
**County of Maui**



**Joseph Warner Bean**  
**Freelance Writer**

As a freelance writer, Joseph Warner Bean does a great deal of work for Maui Weekly, including his business column begun in 1992 and the Business Briefs to update the local community on business activities and resulting in over 100 features in just the last three years. Volunteering his skills to the Maui Chamber of Commerce, he's been instrumental in writing for the newsletter, the website and the Made in Maui Trade Council materials. He's worked with the Maui Agriculture Coalition, the Maui Office of Economic Development, and other community non-profit organizations, and clearly supports the premise that "the business of Hawai'i is small business."

Nominated by Steve Williams, First Hawaiian Bank

**2005 Small Business Exporter of the Year**  
**State of Hawai'i**



**Carole Baguio**  
**Pacific Hawaiian Music Corporation**

It has been said that Carole Baguio, president and owner of Pacific Hawaiian Music, exports “aloha.” By focusing on distributing the music of Hawaiian artists in Japan and around the world, this export business brings foreign dollars into the State, supports the livelihood of over 200 local artists and perpetuates Hawaiian music. Baguio’s experience and progressive marketing strategies yield outstanding results through many e-commerce outlets, niche marketing to hula and Hawaiiana enthusiasts, and regular face-to-face meetings to ease cross-cultural communications.

Nominated by Naomi Masuno, Central Pacific Bank

**2005 Financial Services Champion of the Year**  
**State of Hawai'i**



**Jeffrey Au**  
**PacificCap Group, LLC**

Jeffrey Au is well known as a financial services advocate and the founder of PacificCap Group, LLC, one of Hawaii's largest locally-based venture capital firms. To date, the firm has raised over \$60 million in internally-managed committed capital available for investment in Hawai'i, which in turn has contributed to funding more than \$340 million for twelve Hawai'i firms operating in Hawai'i, the U.S. mainland and Asia. Over the last ten years, Jeffrey Au has also regularly provided advice, education and assistance to businesses and organizations on topics relating to capital formation, venture capital investment, economic development and related legal and tax issues.

Nominated by David Fisher, Mau'i Center Director, Hawai'i SBDC Network

**2005 Financial Services Champion of the Year**  
**City and County of Honolulu**



**Blenn Fujimoto**  
**Central Pacific Bank**

As a strong and visionary advocate for small businesses, Blenn Fujimoto, Executive Vice President and Chief Financial Services Officer at Central Pacific Bank, has devoted his 23-year banking career to supporting opportunities and growth for small firms with a variety of much-needed financial services. Through his direction and leadership, CPB has increased SBA lending, stepped up to become Hawai'i's first bank to offer the new Community Express program in 2004 and adopted a progressive banking program for women business owners called Women's Business Central. Fujimoto further encourages the flow of capital to small firms with sponsorships for seminars, business and community development programs, and by continually engaging CPB's resources for the small business community.

Nominated by Karen and Joseph Sotomura, Joseph K. and Company

**2005 Women in Business Champion of the Year**  
**State of Hawai'i**



**Saedene Yee-Ota**  
**Sae Design**

“Leading by example” is the best way to describe Saedene Yee-Ota’s attributes as a champion of women in business. Returning to Mau’i after years on the mainland, Yee Ota opened Mau’i’s first woman-owned design firm of its kind on the Island, soon garnering prestigious awards to include 13 Pele Awards and the 2004 Woman of the Year Award from the Hawai’i Advertising Federation. Success as a small business owner has given her experience, clout and integrity to influence policy or legislation on behalf of other women entrepreneurs through volunteer leadership with the Mau’i Chamber of Commerce, the Mau’i Young Business Roundtable, and the Mau’i Economic Development Board.

Nominated by Steve Williams, First Hawaiian Bank

**2005 Women in Business Champion of the Year**  
**County of Mau’i**



**Lynn Araki-Regan**  
**Economic Development Coordinator**  
**County of Mau’i**

As a woman in business, Lynn Araki-Regan is an outstanding role model with a “can-do” attitude. Since her appointment as the Economic Development Coordinator for Mau’i County in 2003, Araki-Regan has been able to build or reinforce a network of accessible resources for small business owners in Mau’i County. She established the Mau’i County Business Resource Center, modeled after the Honolulu resource center, revived and monitors the SCORE branch, created the Mayor’s Small Business Awards, appointed the first Small Business Advocate for the County, and worked to improve commerce on Moloka’i and Lana’i through their Chambers.

Nominated by Alvin Santander, Bank of Hawai’i

**2005 Women in Business Champion of the Year**  
**County of Hawai'i**



**Alice Moon**  
**Alice Moon & Company**

Alice Moon champions women at every opportunity. As a small business owner herself, she serves as a role model, mentor and friend to an expanding network of vendors, micro businesses, colleagues and friends on the Big Island. With her events-planning and PR firm, Moon produces special events in Hilo that provide business and revenues for the woman-owned firms that comprise 80% of her reliable-vendor list. She has been known to discount fees to support new businesses started by women with a dream of independence and financial stability. Moon further demonstrates her dedication through efforts to involve women with the Chamber, Big Island Visitors Bureau, Destination Hilo and the Hilo Downtown Improvement Association.

Nominated by Beth Dykstra of Bank of Hawai'i