

*** SPECIAL EDITION ***

COMPAC REPORT CARD ISSUE

THE MAUI CHAMBER OF COMMERCE'S FIRST REPORT CARD

SEE HOW YOUR GOVERNMENT REPRESENTATIVES ARE DOING!

This March edition of our "Connections" newsletter includes a report card published by our Political Action Committee. The members of COMPAC have graded all of our elected officials including those that we endorsed and those we did not. The grading of each individual was done by comparing their actions during their first year in office to the concerns of our business community. Each candidate's responses during their endorsement process were reviewed and graded. Candidates that were not endorsed because of their positions on business issues and were elected or those that chose not to participate in our process were graded on those same issues.

More Information See Page 3 - President's Report
Page 6-7 - COMPAC Report Card

GOVERNOR LINGLE ADDRESSES CHAMBER

Joseph W. Bean

As she welcomed Maui Chamber of Commerce members and friends on January 26, Constance Lau, CEO of American Savings Bank, spoke of "an incredible optimism" in the local business community and within the bank on Maui. The crowd of more than 260 business and government leaders were at the Four Seasons for the Maui Chamber of Commerce's annual Governor's Luncheon.

Lingle had saved an announcement for the occasion: She was ready to release the funding of Maui's much needed air ambulance. "I vetoed [the air ambulance bill] because we had a legal issue, a liability problem, and I want to commend all the legislators for their work on this." "Mayor Alan Arakawa", she said, "had a very positive approach after I vetoed it. Now, as soon as the language correcting the bill [to resolve questions about statewide coverage] passes, the medical transportation service will be ready to go. It is scheduled to be in place on July 1st".

"You know I don't like mandates on business," she said, approaching an idea that might have been given a cool reception. The proposal this time was a requirement that no less than 20% of the energy sold to utility customers in the state must be from renewable, non-fossil sources by the year 2020. Even though energy prices are significant in the cost of doing business, the crowd greeted the mandate and phase-in concept enthusiastically.

The Governor also went over many of her State of the State address proposals, watching the crowd closely for responses. She also announced the release of \$1.4 million to provide air conditioning for Kihei Elementary School. "I've been there," she said, "I've seen the kids drooping on their desks, just exhausted from the heat."



GOVERNOR LINGLE ADDRESSES THE CHAMBER AT THE FOUR SEASONS RESORT

Speaking of schools, Lingle took the time to urge all listeners to get involved by encouraging their legislative representatives to support the transformation of Hawaii's school system.

"As a Republican in a long-Democratic state", Lingle said, "I'm not used to having a majority on my side to get things done, I have to involve the community." If Maui's community is represented by those who attended the Chamber luncheon, she has this community involved. On the subject of upgrading the runway and other facilities at Kahului airport, another issue that has inspired bitter battles, she got a good laugh out of the crowd by saying, "You don't create inferior infrastructure in order to control growth."

In the end, Lingle was encouraging everyone to "get involved". "Don't just walk away do something. Tell your representatives which of these proposals you support."

CHAIRMAN'S REPORT

Accountability

Accountability of our elected officials is important. We hire them and expect certain efforts be realized. It's a tough job, and definitely a rewarding one when decisions are made on a timely basis, and in a decisive manner. You will read much about the Chamber's political action report card, debuting for the first time in this newsletter. It is our intention to keep you well informed on how our elected officials are measuring up to the tasks at hand. As the old adage goes, "inspect what you expect".

Take a moment to "inspect" and study the report card and call our President Lynne Woods with any questions you may have.

Your Chamber continues to look for ways to support its membership and enhance the value of being a member. As our Chamber board and staff look to create added value, sometimes we overlook the best resource we have, you our members. We look forward to hearing from you on ways we can better support YOU as members. At our quarterly functions, like the Governor's luncheon for instance, we are used to seeing many of the same faces. Your proactive involvement and presence at our Chamber sponsored events can only lead to better communication, connection, and fun for all.



STEVE WILLIAMS

SEE CHAIRMAN ■ PAGE 3

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County opens Business Resource Center

Economic indicators are optimistic for Maui County in 2004. In the first year of my administration, we have endeavored to lay the groundwork for major pro-business programs and initiatives countywide and to encourage business diversity and development, and these remain high among my priorities.

Now, as we begin our second year, Maui County's Office of Economic Development (OED) and I are both pleased and proud to announce the opening of the Maui County Business Resource Center (MCBRC) and Maui County Store at the Maui Mall in Kahului.

I would like to invite all Maui Chamber of Commerce Members to visit the Center. The MCBRC is a major new economic development initiative designed, over the past year, to specifically benefit business owners and entrepreneurs.

The Resource Center is a collaborative project capitalizing on the concerted efforts of independent partners who share a common dream: to provide necessary business forms, consultation services, employee development opportunities, and other assistance services in one, conveniently located and centralized site in the Maui Mall. This project seeks to ultimately create a

more intelligent and marketable work force, improve services for new and established businesses, and to assist in the creation of new industries.

Through the generous assistance and collaboration of partners like The Maui Chamber of Commerce, Maui Economic Opportunity Business Development Corp., the U.S. Small Business Administration, SCORE (Service Corps of Retired Executives), Business Research Library, Hawaii Women's Business Center, and Maui Community College's Center for Entrepreneurship, MCBRC will offer a wide range of business assistance to the public.

There were many challenges to implementing this project and I would like to commend the efforts of all the MCBRC partners, and also to the County Council, for their recognition of the need, and their cooperation and support of this pro-business initiative. I also would like to recognize the hard work of OED Coordinator Lynn Araki-Regan and Small Business Advocate Kalbert Young for making this business project a reality. Their work on this project reflects the innovation, energy and spirit our administration seeks to bring to County government: what can we do to build a better community?

Over time, MCBRC seeks to establish a level of operational self-sustainability that will involve no or minimum further expense to the County. To

offset expenses, the Center will introduce a retail component to the Maui County Store.

Operated and managed by the Maui Community College's (MCC) Center for Entrepreneurship, the County Store will sell "Maui County" logo merchandise including items representing the Maui Police, Fire and Parks departments.

MCC's Center for Entrepreneurship was selected to operate the Center based on its ability to incorporate retail training and work force development into their curriculum. Retail training will follow the Retail Industry Training in Excellence (RITE) model developed within National Retail Federation guidelines. Revenue from the Maui County Store will provide ongoing financial support for MCBRC's operations.

MCBRC is only one example of County government's desire to collaborate with both non-profit and business communities within Maui Nui. With the kind assistance and support from the Maui Chamber of Commerce, we look to the success of this project, and those that will follow, as we work collaboratively to build a better community.

Aloha and best wishes for a profitable 2004.

The Maui County Business Resource Center is located in the Maui Mall.

Call 808-873-8247 for more information.



ALAN ARAKAWA

— Paid Advertisement —

-Atomic News Flash-

Aloha to all members and friends of the Maui Chamber of Commerce! Recently, the software company Best Software, Inc. brought one of world's most widely used and popular CRM software titles to your local *Office Max Stores*. The computer program is called *ACT! 6.0*, and this fantastic program is generally considered one of the finest contact management programs available today. Thousands of business owners nationally and internationally have been using this program as a primary tool for sales and marketing campaigns, and have noticed dramatic improvements in customer relations and significant increases in sales as a direct result. For small and mid-sized businesses, it is a must for prospecting, promotions, and maintaining client relationships.

As part of an effort to provide the best possible service and technical support, Best Software, Inc. has also certified a local Maui technician to consult on the set-up and training for this powerful contact management program. We are confident that your local *ACT! Certified Consultant* can help you energize your sales and marketing efforts with *ACT! 6.0*, and provide comprehensive service and support, locally and just a phone call or personal visit away. We look forward to providing you the best possible service we can.

For more information, please contact Atomic Marketing at 808-572-9338, www.AtomicMarketingHawaii.com, or visit the ACT! website at www.act.com.



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PRESIDENT'S REPORT

At the time of writing this column our resorts and condominiums are at capacity, rental cars are hard to be found, restaurants are extremely busy, and our many diverse activities are booked daily. The staff in our office is being peppered with phone calls from hopeful visitors that left their travel arrangements to the last minute and find all booked. Each inquiry is referred to a member in the hope that they can be helped. We are grateful for the excellent results of the work of the Maui Visitors Bureau, an excellent example of public/private partnering.



LYNNE WOODS

Our visitor industry is doing well, our technology industry is bringing millions of dollars to Maui County, however we are seeing lay-offs in our construction industry which indicates to me that we are yet

“

“We must keep working towards the long-term vision of Maui County's economy” — Lynne Woods

”

to reach that balance needed to stabilize our economy. We must keep working towards that long term vision of Maui County that still eludes us. Focus Maui Nui started this work, the general plan process needs to proceed incorporating what we heard from the participants of that effort, we must move ahead in a manner that does not shut down any industry but that motivates all to prosper in our paradise. A strong economy has a deep effect on our social issues by keeping folks employed, keeping families together and functional, and by providing funding to those requiring a safety net.

This March edition of our “Connections” newsletter includes a report card published by our Political Action Committee. The members of COM-PAC have graded all of our elected officials including those that we endorsed and those we did not. The grading of each individual was done by comparing their actions during their first year in office to the concerns of our business community. Each candidates’ responses during their endorsement process were reviewed and graded. Candidates that were not endorsed because of their positions on business issues and were elected or those that chose not to participate in our process were graded on the same issues.




You will note in the report card that Mayor Arakawa and all of our County Council Members were graded as a fail in the economic development category. I must explain that it is because almost all of our economic development issues are somehow tied to the County Council Planning Committee and there is a real problem with this committee not scheduling issues that are affecting many of our industries. Bed and Breakfast applications are but one of many industries that must apply for some form of permitting controlled by our Planning Committee. Council Wayne Nishiki is Chairman of the Planning Committee and it is he who is responsible for scheduling all issues on his committee’s agenda. There are some 70 items waiting scheduling and many of them are most important to our economic stability. I am not speaking to growth or no growth issues; I am speaking to issues basic to our business community. It is the opinion of the Political Action Committee that the remainder of eight council members, who are also members of the Planning Committee, need to display leadership by moving these issues to another committee so as to facilitate due process. There are laws in this county and state that allow us due process and given the denial of the process to our business community all the members have received a failing grade on economic issues. If I might be so bold as to offer a solution; perhaps we should return to having a planning committee and a land use committee so as to allow for due process.

This edition also contains the first of four articles focusing on our banking industry and those individuals that are so supportive of the efforts of this Chamber of Commerce. Each of the Banks and individuals has

volunteered many hours to our committees and board of directors as well as donating dollars to sponsor our networking events and our grant requests. There is no particular priority to the order in which they appear only to say that it is a pleasure and an honor to receive all of the support that we do from our Maui County Banks.

2004 is an election year and our Political Action Committee will be developing the endorsement issues for the Senate, House, and County Council candidates. If you are interested in participating in the process, please call me at 871-7711. You can help with designing the questionnaire, interviewing the candidates, developing the issues, or all of the above. Our first endorsement process was a great success and election will make our business community a more powerful force to be reckoned with. Believe me there is much work to be done when it comes to developing a power base for our membership. ■

Meet Our Maui Management Team

 Curtis Torn Vice President Maui District Manager Phone: 871-8235	 Glen Yamazaki Vice President Maui Private Client Services Manager Phone: 871-8241	 Tara Klyver Assistant Vice President Maui Residential Lending Manager Phone: 871-8211
 Patricia Ruffing Senior Vice President Maui Commercial Banking Manager Phone: 871-8272	 Greg Knorr Vice President Maui Business Banking Manager Phone: 871-8272	

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CHAIRMAN

FROM PAGE 1

Speaking of fun, your Chamber is in the throws of organizing it's **2004 Golf Tournament**, to be held on **FRIDAY, May 7**, at the Dunes Golf Course at Maui Lani. Tee time is 12:30. We are anxious to see how a Friday golf event works out, knowing that the awards dinner that evening may attract more golfers to stay and enjoy the opportunity to win some fabulous door prizes.

Support your Chamber and sign up for a fun afternoon. More details, including entry form information are part of this newsletter.

■

LETTER FROM GOVERNOR LINGLE



ALOHA,

I want to thank and commend the Maui Chamber of Commerce for supporting our efforts at real education reform. There is no more fundamental right than the right to vote. The Maui Chamber's pro-active endorsement supports our efforts to let the voters of our islands decide if they want locally elected school boards.

Your endorsement of the CARE (Citizens Achieving Reform in Education) School Reform initiatives means support for:

- 1. Establishing at least one local school board in each county, including one specifically for Maui County, so that parents, students, educators and community members can have direct access to those people who set education policy.*
 - 2. Providing that 90% of all funds go to the school level. This would be accomplished using a weighted student formula which attaches money to each pupil based on his or her education needs.*
 - 3. Empowering principals to manage and operate their schools and giving them control over the funds necessary to carry out their responsibilities. Currently principals control only 2-4% of the money at their schools. Empowerment would be coupled with performance standards so that principals could be held accountable for the performances at their schools.*
 - 4. Supporting the creation and equitable funding of more charter schools that can provide culturally-based and other alternative learning experiences free from the restrictions of a large statewide school system.*
 - 5. Allowing teachers to enforce discipline standards in their classrooms so that students can have a safe and secure learning environment.*
- None of these reforms will be enacted unless organizations such as the Maui Chamber step forward and demand that the CARE package is passed by our Legislature.*

Mahalo for your support and endorsement of our efforts to establish a structure for student success.



*Sincerely,
Governor Linda Lingle*



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THE CHAMBER'S MISSION

The Chamber is dedicated to advancing and promoting the economic well-being of business and encouraging responsible government, while retaining Maui's unique attributes.

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MAUI CHAMBER OF COMMERCE MEETINGS FOR 2003-2004

Meetings held monthly and at the Chamber, unless specified.

Westside Committee (Westside)

1st Tues. held at Lahina Restoration Foundation (7:30am)

Government Action Committee (GAC)

1st Thurs. (12pm)

Business & Education (BEC)

1st Fri. (12pm)

Executive Committee

3rd Tues. (11:30am)

Board of Directors (BOD)

4th Tues. every month, held at the Maui Lani Dunes (11:30am)

Marketing Committee - (TBA)

COMPAC - (TBA)

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Maui County's Banking Industry

by
Lynne Woods



AMERICAN SAVINGS BANK

Banking services affect all of us in both our business and personal lives. Our business community is finding competition in the banking industry growing and the choices offered for financial services are becoming quite competitive. Your commercial banker should understand the challenges of Maui businesses and the nuances of our Island culture.

Your Chamber organization is receiving many hours of volunteer time and generous support from our banks so to say much mahalo we are publishing a series of articles on each of the banks and their employees who to assist us with our projects and networking events.

This edition will present American Savings Bank and Mr. William (Bill) M. Russell, Maui Island Vice President, Corporate Banking.

American Savings Bank's 2004 sponsorship was for the Governor's Annual Luncheon held on January 29th.

American Savings Bank, under the leadership of CEO Constance Lau, President & Chief



WILLIAM M. RUSSELL

Executive Officer, and her team, has dramatically transformed itself over the past few years to become a full-service community bank on all of Hawaii's major island communities. They have eight branches and 20 ATMs in Maui's neighborhoods.

Bill Russell has sixteen years of Maui commercial banking experience; his diverse clientele has helped him to appreciate the unique challenges of our different industries. A thorough grasp of a client's business allows Bill to develop financial packages designed specifically for that client. Bill knows that building a successful business requires a well-developed business plan and blood, sweat and tears.

In supporting Bill's corporate banking efforts here on Maui, American Savings Bank offers Internet business banking, cash management services and merchant services, and corporate financing all of which are essential to successful operations of your business.

Bill volunteers his time with our Government Action Committee, has been nominated to run for our Board of Directors for 2004-2005 and is

the liaison between his organization and ours. Bill is currently a board member and past Chair of the American Heart Association, member of the Hawaii Association of Public Accountants, member of Lokahi Pacific Rural Development and graduate of the prestigious Pacific Century Fellows leadership development program.

Paul Felix, Assistant Vice President & Kahului Branch Manager volunteers his time to our Business Education Committee, assisting us with the development of our business training strategies and organization of seminars and classes.

I remember eighteen years ago when I moved to Maui, American Savings Bank was primarily offering personal banking services, however, employees at that time were very involved in our Chamber. Carolann Guy, Manager of the Pukalani Branch was active on the Government Action Committee, Board of Directors, and went on to become Chairperson of our Board in the 1993-94 term. Our Chamber has grown stronger from the efforts of these committed generous individuals.

This is a new regular feature of CONNECTIONS that will highlight our island's financial institutions and their services.

Chamber Member Benefits

by
Joseph Bean

The benefits of the Maui Chamber of Commerce membership for me? What, are you kidding? If I had not joined the Chamber, I'd probably be freezing my okole off in Chicago right now.

When I arrived on Maui, I thought I'd have no trouble getting started as a business writer here. I'd had no trouble in San Francisco, Toronto, Las Vegas or Chicago and nor that much trouble in New York. How hard could it be? Let me tell you, it could be hard. There is no place like Maui any place outside Hawaii.

There are bumps to get over everywhere, but the barriers to jump-starting my business as a self-employed writer, doing business writing (ads, manuals, brochures, bios, annual reports, local reporting and such) were not just hurdles. They amounted to jumping over Haleakala against the wind.

The trick here is all in relationships, and a portfolio of good work done elsewhere doesn't mean a thing without the relationships. But a newcomer can hardly arrive with business relationships already in place, and getting in touch with people is not so easy here. Besides, there is a real bias against newcomers, which only seems unfair when you are a newcomer. Eventually, you see that most people who move here also move away within a year and a half. Who wants to start a new

business relationship with someone who is that likely to disappear?

Through my Chamber membership, I got the necessary introductions. Granted, the Chamber mostly provides opportunities. A person still has to believe in himself enough to capitalize on them. By attending monthly After Hours gatherings and just about all the luncheons and seminars sponsored by the Chamber, I met people and got to meet them repeatedly until I was a familiar face. That's vital.

By listening to Chamber President Lynne Woods' advice, I zeroed in on what is different about the market for my services in Maui. By being willing to pitch in when other members wanted a few paragraphs for a non-profit or even a hand editing something for their business on a friendly, non-billing basis, I got a good start.

Now, just over two years after I arrived, I am earning a living, and moving steadily toward earning a good living. If I had not joined the Chamber and participated actively in Chamber events, as I said, I'd have been one of the majority, the people who move here, wear themselves out figuratively beating their business-heads against lava rocks, and move away.

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House



K. Bukoski
House



S. Kaho'ohalahala
House



B. Nakasono
House



J. Souki
House



B. Blundell
House

Governor Lingle	pass	fail	comments
• Privatization	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Work in progress
• Transportation	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Home Rule	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Governor's basic philosophical beliefs
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Medical	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Too early to evaluate
• Health Care	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Work in progress
• Education	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Agriculture	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Government Efficiency	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Work in progress, long term project
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► (endorsed) This is the Governor's first term in office after serving as Maui County's Mayor for eight years. The Governor has done well in promoting programs that support our local economy while at the same time attempting to reduce the size and cost of government in Hawaii. For the most part, achievements to date are consistent with the policy platform of the chamber hence the majority of pass ratings.

Senator Tsutsui	pass	fail	comments
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Health Care Insurance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Medical (Air Ambulance)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Education	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Finance	<input type="checkbox"/>	<input checked="" type="checkbox"/>	will watch efforts in legislative session
• Communicate w/Chamber	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

► (endorsed) This is Senator Tsutsui's first year of a four year term. As a local businessman he has worked and supported issues consistent with the Chamber's policy platform yet his communication skills in working with the Chamber could be improved hence the majority of pass ratings.

Senator English	pass	fail	comments
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Health Care Insurance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Medical (Air Ambulance)	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Education	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► (endorsed) This is Senator English's first year in office. He has worked for and supported some of our policy platform and he is readily available with the Chamber hence the majority of pass ratings.

Sol Kaho'ohalahala	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Health Care	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Watch efforts in legislative session
• Home Rule	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Watch for decision on Sales Tax issue
• Education	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Watch for support of Governor's initiative (Separate School Districts)
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► Representative Kaho'ohalahala was not endorsed by the Chamber and has not been on the forefront of measures supportive of the Chamber policy platform nor has he been focusing his legislative skills in areas or measures that will reduce the size or cost of government in Hawaii hence the overall negative rating. We encourage Representative Kaho'ohalahala to work with the Chamber and the business community to make Hawaii a better place to do business.

Brian Blundell	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Health Care	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Home Rule	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Education	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► (endorsed) House Representative Blundell has worked for and supported some of our policy platform and he is readily available with the Chamber hence the majority of pass ratings.

Mayor Arakawa	pass	fail	comments
• Privatization	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Boards/Commissions	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Watching efforts
• Permit Process	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Transportation	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Funding and efforts toward public transportation systems
• Growth	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Continue process of community vision and designation for urban growth areas
• Agriculture	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Strong effort to support
• MVB Funding	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Has always been supportive of MVB funding and programs
• Government Efficiency	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Highways	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► Mayor Arakawa is in his first term as Maui's Mayor. His selection of department heads has created some uncertainty in the direction he will be taking his administration. Overall, his ratings are mixed for his first year due largely to the fact that some of the more critical areas of governance such as Land Use, the permitting process, growth in Maui County and infrastructure seems to be lagging behind previous administrations. Given that these issues are Economic Development we have assigned a fail, however, the exception is Lynn Araki-Regan Coordinator of Office Economic Development. The opening of the Business Resource Center and her solid support of our two initiative indicate strong support for all but the development and contractors sector. In summary, the overall ratings for the Mayor are mixed in this first year and we look forward to a more business friendly and progressive future with the Mayor.

Wayne Nishiki	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Very fiscally responsible, excellent performance during budget hearing
• Moratoriums	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
• Land Use	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
• Affordable Housing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Council not responsible for developing a plan but have approval power
• Economic Development	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
• Communicate w/Chamber	<input type="checkbox"/>	<input checked="" type="checkbox"/>	

► The Chamber did not endorse Maui County Council Member Mr. Nishiki as he chose not to participate in the process. He is serving as the Planning and Land Use Committee Chair and has, in our opinion, failed to address many critical economic and long-term strategic issues facing Maui County, such as Affordable Housing and Land Use issues, by not providing a regularly scheduled format to hear such issues in committee. The Chamber has voiced this concern repeatedly at council meetings and hearings. Although he has in the past done a remarkably good job running the budget committee, the present failure to address economic issues such as affordable housing and economic development are not consistent with the Chamber's policy platform, hence the negative rating.

Robert Carroll	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Moratoriums	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Land Use	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Affordable Housing	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► (endorsed) Mr. Robert Carroll has worked for and supported some of our policy platform in his role as a Council Member. The policy platform in his discussion not supported his words in this regard. Use matters appear to be ones he is not familiar with and we see these as critical hence the fair rating.

Michael Molina	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Very fiscally responsible, excellent performance during budget hearing
• Moratoriums	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Land Use	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
• Affordable Housing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Council not responsible for developing a plan but have approval power
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Excellent

► (endorsed) As a Council Member Mr. Molina has been doing a good job and is always interested in hearing about the Chamber's policy positions when it comes to matters before him. Mr. Molina voted against the General Plan Ordinance out of a deep understanding of the issues it brought before our community. The Chamber appreciates Council member Molina's leadership.

Charmaine Tavares	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Very fiscally responsible, excellent performance during budget hearing
• Moratoriums	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Land Use	<input type="checkbox"/>	<input checked="" type="checkbox"/>	
• Affordable Housing	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Council not responsible for developing a plan but have approval power
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Excellent

► Ms. Tavares was not endorsed by the Chamber and has not taken any leadership roles as a member of the Council that is supportive of our policy platform. Affordable Housing and Land Use issues that have been held up for a full year are not indicative of support for the business community at this point. We support her efforts in improving the General Plan and Community Plan process yet do not endorse the positions taken regarding appeals and the top down approach proposed for the process as examples. We have given her a fair rating for this past year.

Jo Anne Johnson	pass	fail	comments
• Finance	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Moratoriums	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Land Use	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Affordable Housing	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Economic Development	<input checked="" type="checkbox"/>	<input type="checkbox"/>	
• Communicate w/Chamber	<input checked="" type="checkbox"/>	<input type="checkbox"/>	

► The Chamber has watched Ms. Johnson's council member and we have striven to understand our local economy or business in the last election did not endorse her to participate in the process. Moratoriums and the inability to support economic development in Maui County are significant concerns hence the poor rating.

REPORT CARD

SPONSORED BY:



County Representatives



A. Arakawa
Mayor



D. Kane
County Council



R. Carroll
County Council



G.R. Hokama
County Council



J. A. Johnson
County Council



D. Mateo
County Council



M. Molina
County Council



W. Nishiki
County Council



J. Pontanilla
County Council



C. Tavares
County Council

Fail	comments
	will watch efforts in legislative session
	will watch efforts in legislative session

ish's second two year term. He has
sues consistent with the Chamber's
able to discuss issues of concern
rity of pass ratings.

Fail	comments
	Watch efforts in legislative session
	Watch for decision on Sales Tax issue
	Watch for support of Governor's initiative (Separate School Districts)

Blundell is in his first term as a State
him generally support actions and
and cost of government and that are
platform hence the overall positive rat-
m him in the future and play a more
ess on Maui.

Fail	comments
	Very fiscally responsible, excellent performance during budget hearing
X	Council not responsible for developing a plan but have approval power
X	Excellent

as taken a number of position com-
and has been at times indecisive
Although he has been supportive of
with the Chamber, his actions have
gards. Affordable Housing and Land
is not willing to engage in public dia-
l matters to our economic success

Fail	comments
	Very fiscally responsible, excellent performance during budget hearing
X	Council not responsible for developing a plan but have approval power
X	Excellent

. Johnson since her first term as a
ranging concerns about her ability to
business environment. The Chamber
Ms. Johnson as she chose not to
orion proposals for land use and
economic growth and development
cern for the Chamber and business

Senator Baker	Pass	Fail	comments
• Economic Development	✓		strong support of Chamber effort for Small Business
• Health Care Insurance	✓		
• Medical (Air Ambulance)	✓		major support of this issue
• Education			will watch efforts in legislative session
• Finance			will watch efforts in legislative session
• Communicate w/Chamber	✓		excellent communication

► **(endorsed)** Senator Baker was not endorsed by the Chamber of Commerce in the
last election yet has proven herself to be a valuable ally in support of the
local business community by endorsing measures that are consistent
with the Chamber's policy platform, hence the majority pass ratings.

Bob Nakasone	Pass	Fail	comments
• Finance	✓		
• Health Care	✓		
• Home Rule			Watch for decision on Sales Tax issue
• Education	✓		
• Communicate w/Chamber	✓		

► **(endorsed)** House Representative Nakasone has been very sup-
portive of capital improvement programs that benefit Maui County and
our business community. Overall, his small business experience has
proven to be helpful in addressing issues consistent with our policy
platform, hence the favorable ratings.

Dain Kane	Pass	Fail	comments
• Finance	✓		Very fiscally responsible, excellent performance during budget hearing
• Moratoriums	✓		
• Land Use		X	
• Affordable Housing		X	Council not responsible for developing a plan but have approval power
• Economic Development		X	
• Communicate w/Chamber	✓		Excellent

► **(endorsed)** As the Council Chairman Mr. Kane has performed well
in the meetings on track and supporting a process in Maui
County that is open to all. We find his approach to be consistent with
the policy platform in many respects while, in others, Mr. Kane has not
been able to push forward on significant Land Use issues in Maui
County nor has he been especially direct in the area of Affordable
Housing, a key issue in the business community hence the fair rating.

G. Riki Hokama	Pass	Fail	comments
• Finance	✓		Very fiscally responsible, excellent leadership during budget hearing
• Moratoriums	✓		
• Land Use		X	
• Affordable Housing		X	Council not responsible for developing a plan but have approval power
• Economic Development		X	
• Communicate w/Chamber	✓		Excellent

► **(endorsed)** Mr. Hokama has been one of the Council members one
can rely on to give a straight answer, as well as legislative support.
Mr. Hokama supports a process in Maui County that serves all and
has done a terrific job as the Budget Chairman. In general Mr.
Hokama is fair and supports the business community, as that is
where he came from. However, Affordable Housing and Land issues
have not been well served by his tenure during this first year of our
endorsement of him and we hope to see better in the future hence
the fair rating.

Chris Halford	Pass	Fail	comments
• Finance	✓		
• Health Care	✓		Watch efforts in legislative session
• Home Rule	✓		Watch for decision on Sales Tax issue
• Education	✓		Watch for support of Governor's initiative (Separate School Districts)
• Communicate w/Chamber	✓		

► **(endorsed)** House Representative Halford has been a strong
supporter of measures consistent with the Chamber's policy platform,
especially those proposed by the Governor in area emphasizing small-
er and less government hence the overall rating of pass in all areas.

Kika Bukoski	Pass	Fail	comments
• Finance	✓		
• Health Care	✓		Watch efforts in legislative session
• Home Rule	✓		Watch for decision on Sales Tax issue
• Education	✓		Watch for support of Governor's initia- tive (Separate School Districts)
• Communicate w/Chamber	✓		

► **(endorsed)** House Representative Bukoski has been a strong
supporter of measures consistent with the Chamber's policy
platform, especially those proposed by the Governor in area
emphasizing smaller and less government hence the overall rating of
pass in all areas.

Joe Souki	Pass	Fail	comments
• Finance	✓		
• Health Care	✓		
• Home Rule			Watch for decision on Sales Tax issue
• Education	✓		
• Communicate to Chamber	✓		

► House Representative Souki was not endorsed by the Chamber, yet has
done a good job in generally supporting measures consistent with the pol-
icy platform. Working harder to reduce the size and cost of government
would be an improvement however, and we look forward to a more pro-
active role in this area.

Joseph Pontanilla	Pass	Fail	comments
• Finance	✓		Very fiscally responsible, excellent performance during budget hearing
• Moratoriums	✓		
• Land Use		X	
• Affordable Housing		X	Council not responsible for developing a plan but have approval power
• Economic Development		X	
• Communicate w/Chamber	✓		Excellent

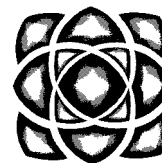
► **(endorsed)** Mr. Pontanilla comes to the Council with experience as a
Planning Commissioner and we feel this experience has helped him in
his first year as a Council member. Generally, Mr. Pontanilla does under-
stand the business community and does work to create policy that is
supportive of the Chamber. However, a lack of progress in affordable
housing and land use issues over the last year lead us to a fair rating
and we look forward to a more aggressive stance on these same
issues given his experience with such matters as a commissioner.

Danny Mateo	Pass	Fail	comments
• Finance	✓		Very fiscally responsible, excellent performance during budget hearing
• Moratoriums	✓		
• Land Use		X	
• Affordable Housing		X	Council not responsible for developing a plan but have approval power
• Economic Development		X	
• Communicate w/Chamber	✓		Excellent

► This is Mr. Mateo's first term as a Council Member and the Chamber
did not endorse him. Mr. Mateo is an active member of the Council and
Chairs the Water Committee. He has been proactive in the water solu-
tions for Maui County yet timid when it comes to the more substantive
issues facing our local economy like Affordable Housing and Land Use
issues hence the fair rating. We look forward to a more progressive sec-
ond year of his first term on the Council.

WELCOME NEW MEMBERS

SEPT 2003 - FEB 2004



AA Oceanfront Condominium Rentals

Vacation Rentals-Condominium
P.O. Box 89
1279 S. Kihei Road, #107
Kihei, HI 96753
Phone: 808-879-7288
Fax: 808-879-7500
mike@aaocceanfront.com
http://www.aaocceanfront.com

Aloha Plastic Recycling, Inc.

Refuse Removal/Recycling Centers
75 Amala Place
Kahului, HI 96732
Phone: 808-877-0822
Fax: 808-877-2503
treed@maui.net
http://www.aloha-recycling.com

Aloha Style Maui, Inc.

Gift Shops
553 Kulaiwi Drive
Wailuku, HI 96793
Phone: 808-242-9758
Fax: 808-986-0198
alohaG3@aol.com
http://www.alohastylemaui.com

Anything on Maui

Marketing Consultants
P.O. Box 12500
Lahaina, HI 96761
Phone: 808-250-9171
katherineheart@mauiway.com
http://www.anythingonmaui.com

AVON Products

Retail
427-B Liholihi Street
Wailuku, HI 96793
Phone: 808-242-7639
marquita.herald@avon.com
http://www.avon.com

Beyond Personal Training

Health & Fitness Centers
2152 Konou Place #203A
Kihei, HI 96753
Phone: 808-280-6814
beyondpersonaltraining@msn.com
http://www.beyondpersonaltraining.com

The Blitz

Health & Fitness Centers
1819 S. Kihei Rd., D-110
Kihei, HI 96753
Phone: 808-874-0523
Fax: 808-874-3670
http://www.timetoblitz.com

Cathleen Bunt-Fine Art Jewelry

Jewelers
380 Huku Lii Place, Suite #107
Kihei, HI 96753
Phone: 808-874-8855
Fax: 808-879-6162
bunt@maui.net
http://www.cathleenbunt.com

Cevoli's Motorcycle Cafe

Restaurants/Clubs/Cocktail Lounges
P.O. Box 1241
Kihei, HI 96753
Phone: 808-874-8377
Fax: 808-874-3710
cevilismotorcafe@aol.com
http://www.cevilismotorcyclecafe.com

CJ's Deli & Diner LLC

Restaurants/Clubs/Cocktail Lounges
2580 Kekaa Drive, Suite 119
Lahaina, HI 96761
Phone: 808-667-0968
Fax: 808-666-0975
CJs@CJsMaui.com
http://www.cjsmaui.com

Ciif Council, PGA-Maui Golf Shop

Retail
357 Huku Lii Place #B103
Kihei, HI 96753
Phone: 808-875-GOLF
Fax: 808-875-1567
alf@golf-maui.com
http://www.golf-maui.com

Coffee Partners Hawaii

Coffee
P.O. Box 35
Kahului, HI 96733
Phone: 808-298-1648
Fax: 808-876-1176
aubrey@lava.net
http://www.starbucks-hawaii.com

Coldstone Creamery dba Sugar Island Ice Cream

Food Products
18173 E. Highway 26
Linden, CA 95236
Phone: 209-743-2141
soozeandmike@aol.com

Dolls of Maui By Tapita

Folk Art/Art
P.O. Box 330741
Kahului, HI 96733
Phone: 808-579-8009
Fax: 808-579-6366
info@dollsofmaui.com
http://www.dollsofmaui.com

Dream Makers Foundation Maui Arts & Music Association

Non-Profit/Organization
120 Hana Hwy. 9-PMB 208
Paia, HI 96779
Phone: 808-874-5900
Fax: 808-871-2807
chamberbiz@dreammaui.org
http://www.dreammaui.org

Fidelity National Title

Escrow/Title Service
181 Lahainaluna Rd., Suite E
Lahaina, HI 96761
Phone: 808-661-4960
Fax: 808-661-5878
cstevenson@fnf.com

Fish and Game Brewing Co. & Rotisserie

Restaurants/Clubs/Cocktail Lounges
4405 Honoapiilani, #217
Lahaina, HI 96761
Phone: 808-669-3474
Fax: 808-669-0191
info@fishandgamerestaurant.com
http://www.fishandgamerestaurant.com

Fragrant Orchids of Maui

Flower Growers/Nurseries
20 North Lana Kai Place
Haiku, HI 96708
Phone: 808-572-2269
Fax: 808-573-1603
lfischel@aol.com

George Nunes/Coldwell Banker

Real Estate
449 South Lanai Street
Kahului, HI 96732
Phone: 808-871-1183
keokinunes@aol.com

Global Brain

Consultants
2810 Kekaulike
Kula, HI 96790-8447
Phone: 808-283-8387
Fax: 808-878-2028
orion@globalbrain.com
http://www.globalbrain.com

Global Community of Leading Women

Special Services
1646 Lokia, Ste. 101
Lahaina, HI 96761
Phone: 808-298-2006
Fax: 808-661-5313
info@GCLW.com

Hair It Is

Beauty/Nail Salon, Barber Shops
173 Alamaha Street
Kahului, HI 96732
Phone: 808-877-7789
marshall007@hawaii.rr.com

Harbor Motors, LLC

Automobile Dealers
256 Papalaua St. #A
Lahaina, HI 96761
Phone: 808-661-1116
Fax: 808-661-1105
harbormot001@hawaii.rr.com

Hawaii Active.com

Tourist Activities
44 Nonohe Place
Paia, HI 96779
Phone: 808-871-8880
Fax: 808-871-8882
dc@hawaiiactive.com
http://www.hawaiiactive.com

Hawaii Construction Consulting LLC dba UBuildIt

Construction Co./Contractors
173 Hooeha St., Suite 103
Kahului, HI 96732
Phone: 808-873-9511
Fax: 808-873-9522
kahului.hi@ubuildit.com
http://www.ubuildit.com

Hawaiian Slack Key Guitar Productions Inc.

Music/Musical Instruments
P.O. Box 12035
Lahaina, HI 96761
Phone: 808-280-7143
Fax: 877-353-6853
info@slackkey.com
http://www.slackkey.com

Ilima's Nail Salon

Beauty/Nail Salon, Barber Shops
222 Papalaua St., Unit 223
Lahaina, HI 96761
Phone: 808-661-3800

Integrative Therapies

Physical Therapy
P.O. Box 330541
Kahului, HI 96733
Phone: 808-249-8680
Fax: 808-249-8650
ptonmaui@aol.com

Kapalua Bay Hotel

Hotels/Resorts
One Bay Drive
Lahaina, HI 96761
Phone: 808-669-5656
Fax: 808-669-4694
http://www.kapaluaabayhotel.com

Key to Life Chiropractic, Inc.

Chiropractors
5095 Napiliha St., Suite 205
Lahaina, HI 96761
Phone: 808-669-4035
Fax: 808-669-0740
bmomai@aol.com

Kiwi Car Care

Automobile Repairs & Supplies
495 Hukilili St., Bay 3
Kahului, HI 96732
Phone: 808-877-7747
kiwi@maui.net

Dr. Brendan Krause Inc.

Chiropractors
P.O. Box 1088
Lahaina, HI 96761
Phone: 808-667-1801
Fax: 808-661-1157
drbkrause@aol.com

Krispy Kreme

Restaurants/Clubs/Cocktail Lounges
433 Kele Street
Kahului, HI 96732
Phone: 808-893-0883
Fax: 808-893-0884
gbowsher@icon.com

Learning Solutions

Education Services
1565 N. Alanui Place
Kihei, HI 96753
Phone: 808-879-3717
jkweimer@hotmail.com

Leimer Cross Design

Graphic Designers
12 Aullii Drive
Makawao, HI 96768
Phone: 808-572-2382
Fax: 808-572-2632
dorothy@leimercross.com
http://www.leimercross.com

Luana Spa Retreat

Spa's/Retreats
P.O. Box 399
Hana, HI 96713
Phone: 808-248-8855
Fax: 808-248-8553
info@luanaspa.com
http://www.luanaspa.com

Maalaea Surf Resort Rental Pool

Vacation Rentals-Condominium
12 South Kihei Road
Kihei, HI 96753
Phone: 808-879-1267
Fax: 808-874-2884
paul@maalaeasurfresort.com
http://www.maalaeasurfresort.com

Douglas & Jean Mardfin

P.O. Box 547
Hana, HI 96713

Maui Coastal Land Trust

Non-Profit/Organization
P.O. Box 965
Wailuku, HI 96793
Phone: 808-244-5263
Fax: 808-242-4741
dianel@hawaii.rr.com

Maui Culinary Academy

Culinary Academy
310 Kaahumanu Ave.
Kahului, HI 96732
Phone: 808-984-3690
Fax: 808-984-3314
speere@hawaii.edu
http://www.hawaii.edu/mcc/menu/

Maui Individualized Learning Center

Schools, Colleges & Education
1464 Lower Main, Ste. 207
Wailuku, HI 96793
Phone: 808-244-6119
Fax: 808-244-6057
http://www.mauilearningcenter.org

METACOMM

Communication Services
1215 S. Kihei Rd., #907
P.O. Box 959
Kihei, HI 96753
Phone: 808-874-6441
debra@metacomm.us
http://www.metacomm.us

Ohana Hale Chiropractic

Chiropractors
444 Hana Hwy., Suite 213
Kahului, HI 96732
Phone: 808-877-5587
Fax: 808-871-8024

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P.O. Box 914
Hana, HI 96713
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P.O. Box 880619
Pukalani, HI 96788
Phone: 808-572-2382
Fax: 808-572-2632
dorothy@leimercross.com
http://www.palaceoflights.com

The Pasha Group

Steamship & Marines Services
5725 Paradise Drive, Suite 1000
Corte Madera, CA 94925
Phone: 415-927-6610
Fax: 415-924-5672
gary-kauber@pashanet.com
http://www.pashagroup.com

The Platinum Group

Consultants
14 Lio Po'e Le Place
Kihei, HI 96753
Phone: 808-874-1075
Fax: 808-874-7004
theplatinumgroupsdw@jhu.edu

Prudential Locations Property Management

Property Managers
P.O. Box 1310
Kihei, HI 96753
Phone: 808-875-5603
Fax: 808-874-3680
wendi.anderson@pru.hawaii.com

Reel to Real Productions

Photography/Studio/Supplies
258 Wainohia Street
Kihei, HI 96753
Phone: 808-879-5511
stephanwb@aol.com
http://www.reeltorealproductions.com

Scuba Shack

Snorkel/Scuba & Skin Diving
2349 S. Kihei Road
Kihei, HI 96753
Phone: 808-891-0500
Fax: 808-874-5606
wetanku@maui.net
http://www.scubashack.com

Sign Pro of Maui

Signs
230 Hana Highway #1-B
Kahului, HI 96732
Phone: 808-873-7446
Fax: 808-871-8623
signproofmaui@aol.com

Sol / Luna Yoga Studio

Health & Fitness Centers
111 Hana Hwy. #202
Kahului, HI 96732
Phone: 808-893-0900
andrea.shumaker@pruhawaii.com

SSFM International Inc.

Engineering Consultants
1351 Lower Main Street, Ste. 3
Wailuku, HI 96793
Phone: 808-244-7630
Fax: 808-244-8452
hnanzawa@ssfm.com
http://www.ssfm.com

Stanfield's West Maui Floral

Florists
5095 Napili Hou Street
Napili, HI 96761
Phone: 808-669-4861
Fax: 808-669-4823
stansfield@verizon.net
http://www.888mauiflowers.com

SuperGeeks

Computers-Dealers/Svc. & Repairs
2304 S. King St. #101
Honolulu, HI 96826
Phone: 808-893-0303
info@supergeeks.net
http://www.supergeeks.net



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SEPT 2003 - FEB 2004

Total Life Planning Institute

Retreats
3950 Kalai Waa #A102
Wailea, HI 96753
Phone: 808-268-8451
Fax: 808-875-9049
info@tlpinstitute.com
http://www.tlpinstitute.com

Towne Realty of Hawaii, Inc.

Real Estate
255-A East Waiku Road
Wailuku, HI 96793
Phone: 808-243-5354
Fax: 808-243-5359
iris.aquinaldo@hi.homesbytowne.com
http://www.homesbytowne.com

Tropical Stores Marketing, Inc.

Marketing Consultants
P.O. Box 807
Kula, HI 96790
Phone: 808-878-8793
Fax: 808-878-8797
mperry@tropicalstores.com

Truog-Ryding Company, Inc.

Pension Profit Sharing Administration Services
4525 One Place
Haiku, HI 96708
Phone: 808-280-0062
Fax: 808-573-2461
dryding@trco.com
http://www.trco.com

TUTUKIANA WEST, LLC

Consultants
PMB 917, P.O. Box 959
Kihei, HI 96753
Phone: 808-268-0161
Fax: 866-244-8831
tutukianawest@yahoo.com

VIP Foodservice

Distributors
P.O. Box 517
Kahului, HI 96733
Phone: 808-877-5055
Fax: 808-877-4960
nokumura@vipfoodservice.com
http://www.vipfoodservice.com

West Maui Baking Co., LLC

Bakeries
P.O. Box 12682
Lahaina, HI 96761
Phone: 808-357-4892
westmauibaking@netscape.net

West Maui Resort Partners

Time-shares
104 Kaanapali Shores Place
Lahaina, HI 96761
Phone: 808-667-1359
Fax: 808-270-6449
dweiss@sunterra.com

West Maui Sports & Fishing Supply

Sporting Goods
1287 Front Street
Lahaina, HI 96761
Phone: 808-661-6252
Fax: 808-661-8700
vmauispt@maui.net
http://www.westmauisports.com

XMLStar LLC

Software
P.O. Box 881021
Pukalani, HI 96788
Phone: 808-280-8951
Fax: 808-878-3153
debasib@xmlstar.com
http://www.xmlstar.com

Zero Gravity Services

Air Conditioning/Refrigeration
P.O. Box 791950
Paia, HI 96779
Phone: 808-573-8010
Fax: 808-573-8020
liz@zerogravityservices.com
http://www.zerogravityservices.com

20 Years

Catapult Communications, Inc.
Equity One Real Estate, Inc.
Goble's Flower Farm
Maui Plant Rentals
Professional Business Services Inc.

19 Years

Action Medical Personnel Inc.
Carpet Care
Eugene F. Simon, Inc.
Hopaco-Div. Boise Cascade
Monte D. Fitts, Realtors
Niwaio & Roberts, CPAs,
A Professional Corp.
Valera, Inc.
Volcano Signs, Inc.

18 Years

Hyatt Regency Maui Beach
Resort and Spa

17 Years

Avis Rent A Car System
Maui Arts & Cultural Center
Maui Disposal Co., Inc.
Meadow Gold Dairies-Hawaii
Tedeschi Vineyard, Ltd.

16 Years

Elite Properties Unlimited, Inc.
Hirose, Kato & Co., LLP

15 Years

Bug Man Termite & Pest Control
Inc.
Gammie Homecare Inc.
Hawaii Grower Products, Inc.
Kaanapali Beach Resort Assn.
Kahului Trucking & Storage
Kihei Shell
Maui Collection Service, Inc.
Maui Marble & Granite, Inc.
Montessori School of Maui
Mortgage Store, Inc., The
Sprint Hawaii

14 Years

Hawaiian Classic Perfumes, Inc.
Helen Christman
Island Title Corporation
Maui Marriott Resort & Ocean
Club
Maui Visitors Bureau
McDonalds - Wailuku
Valley Isle Appraisal Company

13 Years

Chiropractic Clinic of Kihei
EPC Inc. dba Servpro of Maui
EVCom, Inc. - Publishers
Grace Church
KPOA/KLHI/KNUI AM/FM/ KMVI
AM/FM
Maui Pacifica
Munekiyoi & Hiraga, Inc.
Polli's Mexican Restaurant
Rainbow Attic, The
Valley Isle Pumping, Inc.

12 Years

Bank of Hawaii - Kahana
Boeing Company, The
Child And Family Services
Employers Options
Friends of the Children's Justice
Ctr. Maui
Howard G. Barbarosh, M.D.
Island Essence, Inc.
James & Associates, CPAs, Inc.
Kenneth Shaner
Lahaina Pure Water Company
Maui Exposition, Inc. dba: Maui
Swap Meet
Seabury Hall
Truck & Industrial Supply
Wedding Fantasies of Maui
Wild Wheels Rentals
Wright Company, LLC, The
YM HOMES

11 Years

Akaku: Maui Community
Television
Chris Curtis Landscapes
Chris Hart & Partners, Inc.
Landscape
Floral Designs Maui, Ltd.
Hana Ali'i Holidays
Maui Coast Hotel
Maui Gas Service
Maui Giclee
Maui Tilers
Ritz-Carlton Kapalua, The
Yaksic Cleaning & Maintenance,
Inc.

10 Years

A White Orchid Wedding, Inc.
Ali'i Mortgage
AT&T Wireless-Hawaii District
Bulletin Publishing Company
Consolidated Amusement Co.,
Ltd.
First Hawaii Title
Maui AIDS Foundation
Maui Suncoast Realty
Pacific Dive
Plastic Surgery Center of Maui
Salvation Army
Sir Wilfred's
Totally Hawaiian Gift Gallery
University of Phoenix, Maui
Campus

9 Years

Black & Castro, CPAs, LLP
Bobby C. Baker, M.D., Inc.
Borthwick/Norman's
Mortuary/Valley Isle
Costco Wholesale
Ekahi Tours, Inc.
Jim Sanders Realty, Inc.
John Henry Photography, Inc.
Lowson & Associates
Maui County Council
Precision Auto Body, Inc.
RCI Interiors
Skin Deep Tattoo

8 Years

Armour Construction, Inc.
Aston Maui Lu Resort
Be Married on Maui
Bed Warehouse
Full Circle Publishing, Inc.
Hawaii Job Corps Center - Maui
Site
Hawaii Ocean Rafting
Lahaina Foreign Car
Lowe's Home Improvement
Warehouse
Lynn Britton
Maui Gateway
Maui United Way
Napili Kai Beach Club
No Ka Oi Products
Pacific Business News
Pacific LightNet
Results Real Estate, LLC
Travel Network, Inc.
Whalers Realty Inc.
Windward Air Conditioning, Inc.

7 Years

AAAAA Rent-A-Space
Alexair
American Savings Bank -
Pukalani
Andrea Lewis
Business Equipment Co., Inc.
Business Research Library
Financial & Investment
Management Group
Haleakala Waldorf School
Hamai Appliance, Inc.
Hawaii's Small Business
Development
Heart of Lanai Art Gallery
Mana Kai Resort
Maui Mountain Cruisers
Maui Recycling Group
Maui Wedding Connection, The
McCoy Travel & Cruise Center
Smart Women
Sunshine Helicopters, Inc.

6 Years

Fidelity National Title & Escrow
Glenn Y. Kadohiro, D.D.S.
Hana Flower Company
John Pierre's Studio Maui, Inc.
Morikawa & Associates, LLC
Noguchi & Associates, Inc.
Pacific Wings
Pali Uli Press
Sun Tee's Hawaii
Uncle Duane

5 Years

Able Mailing Services, Inc.
American Cancer Society
Chevron Products Company
Friends of Moku'ula Inc.
Hawaii Nature Center
Inner Ocean Publishing Inc
Marco's Grill & Deli
Maui Memorial Medical Center
Foundation
Maui No Ka Oi Magazine
Maui Weddings From the Heart
Mullen Financial Group LLC
Old Republic Title & Escrow of
Hawaii
Personal Parenting & Assessment
Services, Inc.
Ron Erickson Plumbing, Inc.
Royal Sedan & Taxi Service
Sargent's Fine Art, Inc.
Tihati Productions Ltd.
UFO Parasail of Hawaii
West Maui Taxpayers Assoc.
Youth for Environmental Service

4 Years

Better Business Bureau of
Hawaii, Inc.
Blue Ginger
City Bank-Kahului
Doctors on Call
First Hawaiian Bank - Napili
Haleakala Publishing Co., Ltd.
Hula Cookies
Island Security Fence Co.
Island Wedding Memories
Kihei-Wailea Medical Center
Kilakila Employment Services
Manana Garage
Maui Pineapple Company, Ltd.
Maui Plastics
Maui Schooner Resort
Minit Stop-Headquarters
Outback Steakhouse
Richard Ball Realty LLC

3 Years

Ad Ventures Publishing Inc.
Advanced Integrity Business
Solutions
Atlantis Submarines Hawaii, L.P.
Boy Scouts of America
Chase 'N Rainbows Real Estate
Inc.
Diana's Fine Jewelry
Garments of Praise
Hawaii USA Federal Credit Union
Hawaiian Herbal Blessings, Inc.
Hilo Hattie- Kihei, Piilani Village
Hula Bowl Maui
Latitudes & Adatudes Adventure
Tours
LAVANET, INC
Law Offices of Lynn A.S. Araki
Mark A. Harbison
Maui Academy of Performing
Arts
Maui Film Festival Inc.
Maui Herbal Soap Co.
Maui Resort Rentals, Inc.
Maui Tobacco-Free Partnership
MauiChef.com
MEO Business Development
Corporation
Spectra Color Hawaii Printing &
Imaging LLC

2 Years

Adventure in Paradise
All-Pro Tech Roofing Co. LLC
American Savings Bank
American Savings Bank - Wailuku
American Savings Bank-Kahului
Walmart
American Savings Bank-Lahaina
American Savings Bank-Queen
Kaahumanu Center
American Savings Bank-Wailuku
Sack 'n Save
Certified Sounds LLC
Destination Maui Inc.
Dormtech Hawaii Inc.
Edward E. Wallace
Ezorts
Haiku Technical Solutions
Hapa's Maui Inc.
Hashi Auto Supply & Service Co.
Hawaii Liquor Superstore
HawaiiBusiness
Healthy Longevity
Hollywood Ads, Inc.
Horhitos Mexican Cantina
Island Golf
JD Warren Associates LLC
Joy Restoration Int'l.
Kamehameha Schools Maui
Campus
Landtec, Inc.
Log Homes Hawaii
Maui By Design
Maui County Farm Bureau
Maui Golf & Sports Park
Maui Harley-Davidson
Mulligan's on the Blue
O Guest Ranch Maui
Pacific Guardian Life
Pacific Machinery
Paragon Sailing Charters, Maui &
Lanai
Passages
Rico's Ceramic Tile
St. John Marketing
Sterling Capital Mortgage
Third Wave Business Services
Tony 'n Tina's Maui Wedding Co.,
LLC
Travis O. Thompson
Two Frogs Hugging
Ulupalakua Ranch, Inc.
West Maui Healthcare Center

1 Year

Blaise Noto & Associates
Carbonaro CPAs & Management
Group
Chuck Hess, Custom
Woodworking, Inc.
Clear Image Computers
Edward Jones Investments
ERA-Maui Real Estate
Golden Gate Air Freight, Inc.
Hawaii Taro Co., Inc.
Hawaii's Premiere Mortgage
Company
Jon B. Cheatham, CPA, LLC
Kihei Ice, Inc.
Maui Kleen Team, The
Maui Lodging.com LLC
Mold Services Group
Patrick L. Ing, CPA Inc.
Quinata Hawaii LLC
Ronald T.K. Williams
Ruby's Diner Hawaii LLC
Sun Dance Dry Carpet Cleaning
Team Pro-Event Inc.
Tiffany & Co.
Ultra Hawaii
Vernon Company, The
Welchel Associates
Wordwright

► **Mahalo Nui Loa**

FOR YOUR CONTINUED SUPPORT!



PROTEK ANNOUNCES NEW SERVICES

Protek Computer Services has been servicing clients in Hawaii and the West coast for over a decade now. Protek specializes in Computer repair, Hardware and Software sales, custom engineered systems and networking. Owner Lane Hatfield points out Protek is a One Stop PC components and solutions supplier. The company maintains a large inventory that includes the latest new computer hardware and software for each customer's individual needs, whether it is for a business or the computer gaming enthusiast. Protek offers computers built for the office or even to watch TV and movies, have small computers and others that fit in your palm. It is really a goal of Protek to stock items that people need and many hard to find cables, connectors and new parts you just won't find elsewhere.

Protek is pleased to announce the their newest and very popular service, wireless networking solutions including internet security cameras and pocket pc's. With the expanded possibilities of mobile computing Wi-Fi has become a household buzz word. Internet Cafés, Airports, Hotels and Coffee shops are all benefiting from this latest craze; Protek has scalable systems to fit nearly any size facility. The Jungle Joose Internet Center in the Wharf Cinema Center was one of the first companies on Maui to incorporate 100% of this new technology. They now have the ability to easily manage up to 500 paying internet users simultaneously without the use of wired connections.

It would seem that there will be many more so called "Hotspots" popping up in the near future around Maui thanks to Protek's research and development of these new products.

In the last three years Protek has enjoyed a steady growth rate here on Maui. Their main facility is located at 1261 Lower Main St. in the Maui Countertops building. This full service computer store consists of a retail show room, repair center and administrative office open daily from 10am to 6pm Mon-Sat. Lane comments, having a legitimate place of business is very important to our company's goal to service computer related customers on a higher level. Some of their customers include Precision Goldsmiths, Activity Mart, Sports Club Kahana, Dick's Place, Mulligans on the Blue, Stanfields West Maui Floral and many more.

Protek carries only products that they believe in to ensure good customer satisfaction. With name brand products such as Intel, AMD, SOYO, MSI, Logitech, Maxtor, Western Digital, Zip Linq, Linksys and more it is easy to see why their customers come back time and time again. Each custom built system is built with the individual in mind, they can work with your budget and needs. For more information you can visit www.protekhawaii.com to see a majority of their available computer hardware items and current promotions.

The Maui Chamber of Commerce thanks Protek Computer Service for there investment as a member in our organization.

In this column we will be featuring interviews with members active in our organization. The Maui

Chamber of Commerce's strength in our community is the result of each and every one of the member companies you will read about in the upcoming year. We say Mahalo to all of you for your time and support. If you would like to recommend a Chamber member for a future article, or if you would like to schedule an interview with us to do an article about your business, please phone the Chamber of Commerce at 871-7711. For those businesses that are not yet Chamber members, please contact the Chamber for a membership application and a discussion regarding a possible article. Bear in mind, that our business community of 6,000 companies and their employees read these articles.

Advertise in *CONNECTIONS* next issue.

The Political Process Begins

Now accepting political ads for Summer and Fall issues

Call Daniel at (808) 871-7711
email: daniel@mauichamber.com

EDUCATION

Dowling Computer understands that the strongest foundation for Maui's future is education.

- We developed Kama'ili School in Kihui.
- Included the 100-acre Kama'ihaha Maui campus within our Kama'ihaha project.

• Donated in excess of \$1,000,000 to schools serving our development.

As you can see, Dowling Computer backs up its commitment with action.

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10 SPRING 2004 ■ CONNECTIONS

JOIN THE CHAMBER

TODAY

Yes, I want to invest in the Chamber and help it to be an even stronger organization. My investment is enclosed.

Company Name: _____
 Mailing Address: _____
 Telephone: _____ Fax: _____
 Email: _____
 Primary Contact Name & Title: _____
 Other Contacts (max. 3): _____
 GET or Fed. I.D. # _____ No. of Employees: _____
 Type of Business (Yellow Pages Classification): _____
 Primary Reason for Joining: _____
 What do you expect from your membership: _____

Dues Computation. Membership is based upon a fair-share investment. The base rate is \$235.00 for up to 5 employees.

For companies with over 5 employees, multiply \$9.10 times the # of employees over the base of 5. For example:

Base = \$235.00 + \$63.70 (7 employees X \$9.10) + \$30 administration fee = \$328.70 total membership due.

_____ - Base Rate
 _____ + Additional Employees
 \$30.00 + Administrative Fee
 _____ = Total Membership Investment

Method of Payment:
 _____ Check _____ Visa/MasterCard/AMEX
 Card No. _____
 Expiration Date: _____

Signature: _____
The Maui Chamber of Commerce is a nonpartisan, nonsectarian organization, serving as an effective voice for business on legislative, business, social, governmental and community issues. This application for membership will be in effect for one year and will be renewed yearly unless written notice is received prior to billing date. Your investment is deductible as a business expense and is non-refundable.

Mail Application to: 250 Alamaha St. Unit N16A • Kahului, Maui, HI 96732-2493
 Ph. 808-871-7711 • Fax. 808-871-6028

MIXER *Magic*

Each month, Maui Chamber of Commerce member companies host a special "after hours" networking event. A different island location every month serves as the setting, giving the Chamber and fellow members a closer view of their businesses and services. These events provide members with a valuable opportunity to spend time networking and getting to know each other. For a complete list of upcoming events check out the dedicated Chamber of Commerce calendar on mauichamber.com or call 871-7711 to reserve your place at the next event.



A



B



C



D

- A February BAH, held at Hard Rock Café
- B February BAH
- C December BAH
Sponsored by: Nanea a'o Kula, Surfing Goat Dairy and Tedeschi Vineyard, held at Maui Community College's Maui Culinary Academy.
- D December BAH

Upcoming Business After Hours

- **April**- No Business After Hours
- **May**- Sponsored by Oceanic TimeWarner Cable, held at Spago in Wailea
- **June**- Sponsor/Host Needed!
- **July**- Sponsored/Held at Pacific Whale Foundation in Maalaea.

CONNECT

WITH MAUI BUSINESS

Over 6,000 mailed and distributed to all
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Local Businesses, Government Representatives & others!

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- 1/2 Page - \$750.00
- 1/4 Page - \$375.00
- 1/8 Page - \$280.00
- Insert (1 page) - \$850.00
- Insert (2 pages) - \$1,200.00

For more information or to place an ad
Call Daniel at 871-7711
email: daniel@mauichamber.com

Spots Available 2004 Mixers

Host a
Chamber After Hours Mixer
and showcase your business.

Call Lynne at 871-7711
lynne@mauichamber.com





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† Certain restrictions apply. Complete details are available at any First Hawaiian Bank branch.



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