



Business Retention Expansion

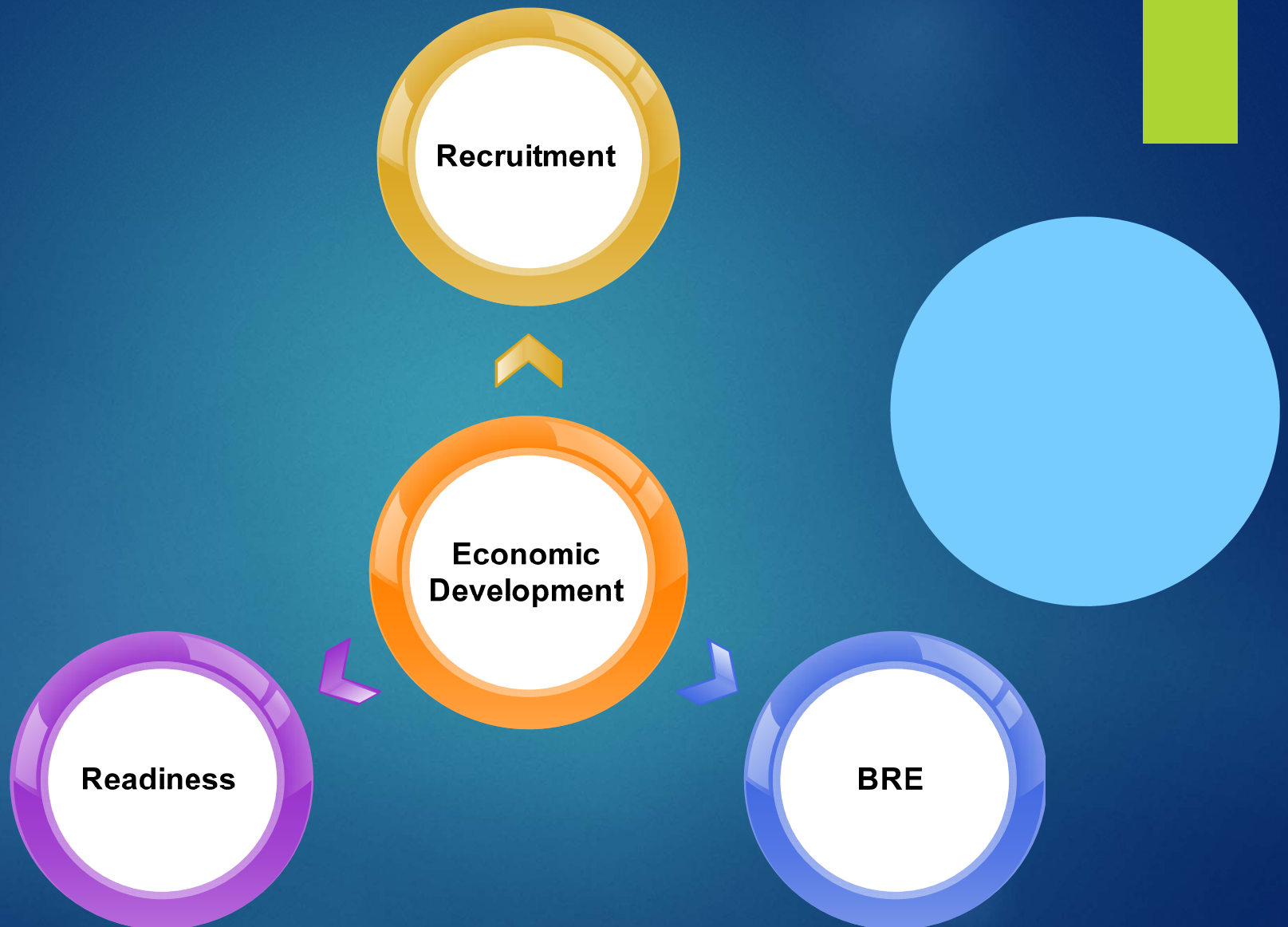
PRESENTATION FOR: ECONOMIC DEVELOPMENT GAMES

MATT MATAYOSHI

Hawaiian Birth Certificate

2

CERTIFICATE OF LIVE BIRTH					
TERRITORY OF HAWAII DEPARTMENT OF HEALTH BUREAU OF VITAL STATISTICS					
REGISTRAR'S No.			BIRTH No. 151-49 06982		
1. PLACE OF BIRTH a. CITY Honolulu b. COUNTY Honolulu c. CITY (If outside corporate limits, write RURAL and give judicial district) Honolulu d. FULL NAME OF HOSPITAL OR INSTITUTION (If not in hospital or institution, give street address or location) Kapiolani Mat. & Gyn. Hospital			2. USUAL RESIDENCE OF MOTHER (Where does mother live?) a. STATE T.H. b. COUNTY Honolulu c. CITY (If outside corporate limits, write RURAL and give judicial district) Honolulu d. STREET ADDRESS 1929 Vancouver Drive		
3. CHILD'S NAME (Type or print) a. (First) FREDERICK b. (Middle) NEWTON c. (Last) BOOTH, II			4. SEX Male <input checked="" type="checkbox"/> Female <input type="checkbox"/> 5a. THIS BIRTH SINGLE <input checked="" type="checkbox"/> TWIN <input type="checkbox"/> TRIPLET <input type="checkbox"/> 5b. IF TWIN OR TRIPLET (Give child born) 1ST <input type="checkbox"/> 2ND <input type="checkbox"/> 3RD <input type="checkbox"/> 6. DATE OF BIRTH (Month) (Day) (Year) July 17, 1949		
7. FULL NAME a. (First) FRANCIS b. (Middle) NATHANIAL c. (Last) BOOTH			8. COLOR OR RACE Caucasian		
9. AGE (At time of this birth) 30 YEARS 10. BIRTHPLACE (District, county, state or foreign country) Honolulu, Oahu, T.H.			11a. USUAL OCCUPATION TELLER 11b. KIND OF BUSINESS OR INDUSTRY BANK		
12. FULL MAIDEN NAME a. (First) VIRGINIA b. (Middle) WHITE c. (Last) WHITE			13. COLOR OR RACE Caucasian		
14. AGE (At time of this birth) 24 YEARS 15. BIRTHPLACE (District, county, state or foreign country) Washington, D.C.			16. CHILDREN PREVIOUSLY BORN TO THIS MOTHER (Do NOT include this child) a. How many OTHER children are now living? 1 b. How many OTHER children were born alive but are now dead? 0 c. How many children were stillborn (born dead after 30 weeks pregnancy)? 0		
17. INFORMANT'S FULL NAME Virginia White Booth 18a. SIGNATURE <i>Virginia White Booth</i> 18b. ADDRESS 881 South Hotel Street, Honolulu, T.H.			19. DATE REC'D BY LOCAL REG. JUL 25 1949 20. REGISTRAR'S SIGNATURE <i>CH. King</i> 21. DATE ON WHICH GIVEN NAME ADDED BY JUL 25 1949		
19. DATE REC'D BY LOCAL REG. JUL 25 1949 20. REGISTRAR'S SIGNATURE <i>CH. King</i> 21. DATE ON WHICH GIVEN NAME ADDED BY JUL 25 1949			Deputy Registrar General		
THIS CERTIFIES THAT THE ABOVE IS A TRUE AND CORRECT COPY OF THE ORIGINAL RECORD ON FILE IN THE BUREAU OF HEALTH STATISTICS, TERRITORY OF HAWAII DEPARTMENT OF HEALTH					
C. L. Wilbur Jr. PRESIDENT			12-14-50 DATE DEPUTY REGISTRAR GENERAL		



Businesss Retention Expansion Outline

- ▶ Purpose
- ▶ Services
- ▶ Approach/methods
- ▶ Successes



Purpose

- ▶ Retain Jobs
- ▶ Grow Jobs
- ▶ Build The Economy
- ▶ Increase Community Vitality



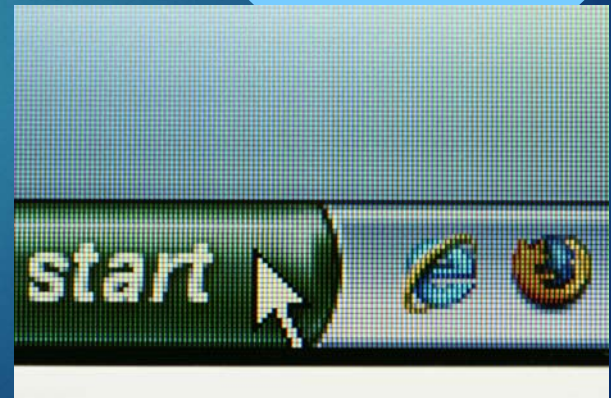
EDC Services

6



Methods

- ▶ Research (Manta, Info USA, company website)
- ▶ Survey: Mail, Telephone, E-mail, Site Visit
- ▶ Site Visit: Appointment or Walk-In
- ▶ Teaming: Employment Office, Community College, Impact Washington
- ▶ Passive: Network, Membership, Word of Mouth
- ▶ BREing: Open To BRE Opportunities



Research Tools

Manta.com

- ▶ Lyden's Specialty Machine LLC
- ▶ Machine Shop
- ▶ Annual Revenue \$1 to \$2.5 million
- ▶ Employees 5 to 9
- ▶ Owner: Lyden Jeffers
- ▶ SIC Code: 3599
- ▶ Year Established: 2004



Approach Site Visit

- ▶ Meet With Owner or Management (aim high)
- ▶ Become Acquainted / Personal Exchange
- ▶ Tour The Facility
- ▶ Searching Questions
 - ▶ What is your companies story?
 - ▶ What does your supply chain look like?
 - ▶ Where do you have challenges?
- ▶ Make Notes Following the Visit
- ▶ Follow Through & Follow Up (Contractor Referral & Training)



BRE A Way of Being or “BREing”

It Is Who You Are

► Opportunities

- The Gym
- Baseball Practice
- Shopping

► Sources of Leads

- Board Members or Members
- Businesses
- Media



BRE War Stories



Successes

- ▶ Lynch Road Fiber Extension
- ▶ Tru Fab
- ▶ Belco Forest Products
- ▶ Department of Corrections



Public Utility District Fiber Extension

Companies

- ▶ JJ Brehner Oyster Co.
- ▶ Little Skookum Shellfish
- ▶ Hunter Farms

Investment/Outcome

- ▶ 7 Miles of Fiber Optic Cable
- ▶ 65 Jobs Retained
- ▶ Increased Capacity
- ▶ Benefits to Cottage Industry



Trufab

Profile

- ▶ Port Tenant
- ▶ 40,000 square feet
- ▶ 20 jobs
- ▶ \$500,000 Investment
- ▶ Equipment Acquisition \$180,000



Belco Forest Products Waterline Extension

- ▶ Retained 30 jobs
- ▶ Additional 15 jobs
- ▶ 10,000 sf Expansion
- ▶ Funding of Waterline
 - ▶ CERB Loan/Grant
 - ▶ .09 Fund
 - ▶ Port of Shelton



Corrections Reception Center

Site Requirements

- ▶ 50 acres
- ▶ Water & Sewer
- ▶ Telecom
- ▶ Transportation
- ▶ Access To a Shooting Range
- ▶ Critical Areas
- ▶ Emergency Response Times



Results



Questions?

