

SBH MEMBER CALENDAR

PHONE 396-1724 • FAX: 396-1726

Postponed

38th Annual SBH Business & Investment Conference

Thursday, February 27

SBH Sunrise Networking Breakfast Tom Yamachika

Tax Foundation of Hawaii The Pineapple Room at Macys' Ala Moana Center • 7 to 8:30 a.m



Beautiful Red Hibiscus

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SBH Foundation

http://www.sbhfoundation.org

Education Transparency Portal

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http://www.hawaiireporter.com



SBH 38th Annual Business Conference

Reserve today for Smart Business Hawaii's 38th Annual Business & Investment Conference, Wednesday, February 19, from 8 am to 2 pm, in the Hibiscus Ballroom in the Ala Moana Hotel. The reservation form is on page 6 or call SBH @ 396-1724;



Luncheon speaker is entrepreneur, author, and motivational speaker, Patrick Snow, speaking on , "Proven Principles for Prosperity."

There will be an exciting and informative business program. Fabulous speakers, including Mike McCartney (Hawaii Tourism Authority), Tom Yamachika (Tax Foundation), Peter Kay (Cybercom), Mark Storfer (Hilo Hattie), Naomi Hazelton-Giambrone (Element Media), John Carpenter (Island Slipper), Dale Evans (Charley's Taxi), Reg Baker (HMAA) and others. Local issues and tips for success will be highlighted.

LATE BREAKING: THE SBH CONFERENCE IS POSTPONED: Will be Rescheduled for May 2014.

Tax Foundation's Tom Yamachika to Speak at Sunrise



The monthly SBH Sunrise Networking breakfast forums resume, Thursday, February 27 with special guest, Tom Yamachika, Interim President of the Tax Foundation of Hawaii. He will speak on the continuance of the Tax Foundation and current tax issues in Hawaii.

The SBH forums are held the last Thursday of each month (except November) in the Pineapple Room, Macy's Ala Moana Center, 3rd floor from 7 – 8:30 am.

In addition to networking, introductions and special announcements, the Sunrise features a full buffet breakfast, program and free parking.

Natopnal talk show host and best selling author, Michael Medved, spoke to Sunrise on January 30. Despite restaurant price rate increases, the charge for SBH members and their guests remains at \$25 if paid in advance (otherwise, \$35 if space is available, at the door).

Please call SBH for reservations and information at 396-1724.



Smart Business Views

By Sam Slom, President – Smart Business Hawaii

Happy Valentines' Day: Flowers, candy and dining will cost more this year.

Legislature Wants More of Your Money. The 27th State Legislature that opened January 15 (and ends May 1) has dozens of bills that would raise your taxes, fees, and costs of doing business. Primary budget buster is a minimum wage increase to \$10.10 per hour, tied to the CPI for automatic future increases and no tip credit for restaurants. Hold onto your wallet or purse with both hands. Call Tall **Mike Palcic**, SBH's legislative liaison (Phone 255-5633) for up to date details or my Capitol office at 586-8420.

The SBH Business Conference. The 38th Annual SBH Business & Investment Conference for Wednesday, February 19, has been rescheduled for May. It will feature a line up of exciting and informative speakers, issue topics, networking, business exhibits and more. Luncheon keynoter is renowned author, entrepreneur and motivational speaker, **Patrick Snow**.

Medved at Sunrise. National radio talk show host and celebrated author, **Michael Medved**, spoke at the January 30 monthly SBH Sunrise Networking Breakfast and he was electric. He continued to broadcast his national radio show from Honolulu (KHNR) until February 7.

The next Sunrise at the Pineapple Room, Macy's Ala Moana, is Thursday, February 27, 7-8:30 am. Our speaker is **Tom Yamachika**, Interim President of the Tax Foundation of Hawaii. Call 396-1724 to reserve.

Reagan Liberty Dinner. The Hawaii Republican Assembly sponsored the first Annual Ronald Reagan Birthday Liberty Dinner, Thursday, February 6 at Pearl Country Club. **Malia Zimmerman** was M.C. American Conservative Union president **Al Cardenas**, was keynote speaker. More than 150 people attended.

Smoke Dope, Reduce Our Unfunded Liabilities. State Rep. **Rita Cabinila** wants Hawaii to become the dope capital of America and to raise and export marijuana to pay down our debts. She says Hawaii has the best dope in the world. Must be true: our President smoked it at Punahou.

KISS on Maui. SBH's 2008 Conference keynoter, **Gene Simmons** of KISS, is opening a new eatery in Paia, Maui.

Licenses for Illegal Aliens. Sen. **Will Espero** has sponsored a measure to allow

undocumented and illegal aliens to obtain a Hawaii driver's license. He and supporters say it is an equality and safety measure. Several other states have done the same thing. It is a sure way to skirt immigration requirements and give illegals yet another key to remaining in America.

You Want Initiative. A recent "Big Question" poll by the Honolulu Star Advertiser showed 68% of those responding support the right of Initiative and Referendum so they can be more politically empowered. The option of Recall was not included - yet.

Nordstrom Moving Up. The Ala Moana Center Nordstrom store will expand and occupy a much larger footprint in the shopping center by 2016, with a 186,000 square foot store in the old Sears location. It currently fronts Kapiolani Blvd.

Up Your Assets. State Budget Director **Kalbert Young** reported some good news: The state closed its last fiscal period with a \$307 million increase in its assets. Now, how are your assets?

Bankruptcies Decline. Bankruptcies in Hawaii declined during January to its lowest level in six years. Chapters 7, 11, and 13 filings fell to 122 cases total last month from 159 filings in January 2013.

HawaiiReporter.com, Hawaii's first electronic daily newspaper launched in 2002, continues to report all the breaking news, and unlike other publications in town, is still free. Award winning Hawaii Reporter and **Malia Zimmerman** report daily (M-F) on the **Rick Hamada Show** heard on KHVH radio on 830 AM at 7:05 am. Malia is also the Hawaii Bureau Chief for Watchdog.org, and new Hawaii stringer for People Magazine and nationally for Fox News.. Exciting movie/tv news coming soon from Malia!

Tune in to Panos Prevedouros. SBH Director and UH Engineering Professor Dr. **Panos Prevedouros** is a weekly guest on Rick Hamada's morning radio show every Tuesday from 7:05 a.m. to 8 am. Tune in!

Read Your E-Blast every Wednesday. What? Not receiving your weekly electronic SBH E Biz News? More than 15,000 business owners do receive it. It's complimentary. Ad space available too. Call Susan at 396-1724.

SBH wants you as an SBH Member. Is your business a member of SBH? No? Lots of benefits. Strong networking organization. Call **SBH** today (808-396-1724) or go online: www.smartbusinesshawaii.com.

Hawaii Human Resources, Inc. Marks Its Fifth Year

Hawaii Human Resources, Inc. (HiHR) celebrates five years of unprecedented success in the Hawaii business community. Establishing its human resources administration company in 2009, HiHR has seen tremendous growth in recent years with an ever-increasing client roster and a rapidly expanding team of service professionals.

To mark the milestone and thank all who have supported and contributed to HiHR's phenomenal success, the company is holding a series of celebrations. The first, was on January 31, followed by one for invited guests and clients on February 6, at the company's headquarters in the Penthouse of the Topa Financial Center at 745 Fort Street.

Matt Delaney, CEO of The Hawaii Group, couldn't be more thrilled. He believes the success of the company is measured by the success of the employees.

HiHR had a stellar year in 2013, establishing in-house legal, 401K and client relations departments, as well as maintaining a steady flow of new clients. More recently, the company acquired two established Professional Employer Organizations (PEO): **JS Services, Inc.** and **OneSource, Inc.**

Hawaii Human Resources, Inc. (HiHR) is one of Hawaii's fastest growing companies providing customized human resources solutions for 877 businesses and over 9,000 employees across Hawaii and the mainland.

Learn more about this growing, multi-faceted firm on their website at www.TheHawaiiGroup.com.

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Small Business Hawaii (SBH), was founded in 1975, by Lex Brodie. SBH is a private, independent, non-profit [501 (c) (6)] statewide association of nearly 2,000 business members. Copyright 2013 © Smart Business Hawaii.

Hawaii Lawmakers: Obamacare Exchange Failures Warrant State Takeover

By Malia Zimmerman

Several House Democrats want the state to take over the **Hawaii Health Connector**, set up last year as a private, nonprofit.

Amid an outpouring of public complaints and scathing reviews, the rollout was called an “epic fiasco.”

“It says something about the importance we place on this agency and the work it does on behalf of the people of Hawaii when we place it under the direct auspices of the governor,” said Democratic Rep. **Della Au Belatti**, who chairs the **House Committee on Health**.

House lawmakers are concerned about a number of issues.

Just more than 3,000 people signed up for health care through the exchange — less than 1 percent of Hawaii’s 1.4 million people — despite the exchange receiving \$204 million from the federal government to set up the site and its affiliate agencies, as well as to advertise and promote the exchange.

This low turnout was a shock to many Democrats enthusiastic about the Affordable Care Act, particularly after **Gov. Neil Abercrombie** and others promoting the exchange predicted at least the 100,000 uninsured in the state — and possibly as many as 300,000 people — would register.

There’s more.

Technical glitches still plague the site more than four months after its launch, state officials and industry experts have testified. According to the state technology guru, **Sanjeev Bhagowalia**, the site is vulnerable to hackers who could expose the private information of those who registered for Obamacare.

Bhagowalia, the state’s IT director, supports a state takeover. Bhagowalia told lawmakers in December that “very sophisticated foes” — hackers — could obtain confidential information from the site.

“This is a very serious area, and we are not prepared,” Bhagowalia said. Expenditures, including the \$53 million allocated to **CGI Group** to build the exchange website portal, have also caught the attention of lawmakers.

Senate President Donna Mercado Kim, D-Moanalua, said she warned Hawaii Health Connector executives about past problems with the Canadian-based technology company; the state tax department spent millions of dollars on a GCI contract for a website that still doesn’t work properly.

As Kim predicted, the exchange’s website failed to work as expected for more than two weeks after it launched Oct. 1. Plans and pricing could not be displayed, and the system crashed and froze when users tried to register. Since the site relaunched Oct. 15, complaints include cumbersome technology, frequent crashes after the extensive forms are filled out and submitted, confusion over plan pricing and scrambled information transmitted to the health-care providers.

While the state House has introduced a number of measures to save Obamacare here, Kim said she’s not in favor of the state taking over the exchange operations, calling it a financial “black hole.” The exchange has already expended or appropriated at least half of the \$204 million. To keep it operating past 2014, lawmakers said, the exchange would need at least another \$15 million a year.

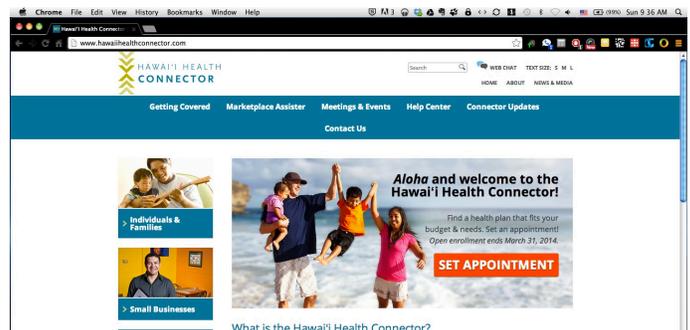
Senate President Donna Mercado Kim said the Obamacare exchange is a black fiscal hole. The House has yet to negotiate the final outcome of the pending legislation with the Senate.

“I want to be clear that these measures are a work in progress and allows us to continue to establish a better framework and foundation

so that the Health Connector can successfully move forward in fulfilling the goals of the Affordable Care Act,” said Belatti

“Even as the healthcare landscape changes around us, we need to be able to respond to the developing rules and regulations to allow the Health Connector to move forward in achieving its mission.”

Belatti agrees finances are a concern, including the current board’s inability to come up with a workable financial strategy for the long-term. The exchange was supposed to be funded by a 2 percent fee paid by the insurance companies to the exchange. But with low sign-ups, that plan isn’t feasible.



Hawaii Health Connector web site is still having technical problems, four months after its launch. Belatti’s committee is proposing a “sustainability fee” over the next two years and is looking at other state funding mechanisms.

Lawmakers and the media have also expressed concerns about a lack of transparency.

The House Health Committee passed legislation Wednesday, which Belatti said will force the connector to comply with the state procurement code, requiring it to post public hearing and notice requirements and create greater opportunities for public participation in the Health Connector through a consumer, patient, business and health-care advisory group.

The measures must pass the House Committee on Consumer Protection and Commerce, gain the approval of the majority of the 51-member House before moving to the Senate.

Reach Malia Zimmerman at Malia@hawaiireporter.com



National talk radio show host and author Michael Medved (shown with lei) spoke at the January 30 SBH Sunrise Breakfast on a number of business and conservative issues. He later met with SBH members and signed copies of his books.

Hawaii's People should have the Power of Initiative, Referendum, Recall

By Michael Palcic

Both legislators and the public in Hawaii should pay close attention and act upon the very first words of our state constitution.

Article I, Section 1, of the Hawaii Constitution states: "All political power of this State is inherent in the people and the responsibility for the exercise thereof rests with the people. All government is founded on this authority."

People have the responsibility and possess the power to influence the direction of governance. Legislators should allow room for constitutionally mandated public decision-making.

Every other state in the union has at least one of the following: recall, referendum, initiative or term limits. Many states have multiples. Hawaii has none.

The legislature should let the people decide on these questions. Bills for constitutional amendments to enable these provisions are now before the legislature. These bills deserve to be passed so that the questions may be placed on the 2014 election ballot.

Let the people decide. If the people of Hawaii vote to empower themselves to recall an elected official, to initiate or revoke laws on their own, or to limit the terms of service of government officials, the legislature should not stand in the way.

Government seems to have gotten very bossy in recent times. Perhaps elected officials need to give more consideration to the restraint of government power and bureaucratic control. And, yes, let the people decide.

Michael Palcic is Chairman of the Oahu Apportionment Advisory Council and a small business owner based in Honolulu.

Two Competing to be Hawaii's Top Microbe

By Noelani Bonifacio

Aside from rising food prices, increasing taxes and increasing concerns for our children's safety, Hawaii's residents have much to be anxious about. And they look to our State Capitol for leadership through legislation.

Here is an example of two of the bills they would find:

In 2013, the Hawaii State House of Representatives passed out HB293 HD1, which would name *Flavobacterium Akiainvivens* the official state microbe.

However, the bill failed to get a hearing in the Senate Technology and Arts (TEC) Committee.

Perhaps **Sen. Glenn Wakai**, chair of the TEC Committee, did not like the microbe that was chosen by **Rep. James Tokioka**, the primary sponsor of the bill, because this year he's introduced a bill of his own.

Senate Bill 3124 would make *Vibrio Fischeri* the state microbe.

As the House Bill is still alive, this could be the year of the competing microbes.

Flavobacterium Akiainvivens was initially discovered by Iris Kuo, an Iolani student, and was found on a rotted shrub.

Vibrio Fischeri, named for Bernhard Fischer of Germany, and has a symbiotic relationship with the Hawaiian Bobtail Squid.

However it's found in nearly all the earth's oceans.

It remains to be seen which microbe will come out on top as the Official State Microbe of our state.



Household Electricity and Solar Panels

By Panos Prevedouros, Ph.D

This brief analysis is a simple case of a picture is worth one thousand words.

The green line is our house's monthly electricity consumption which averages about 450 kilo-watt-hours or KWh.

The orange line is our house's monthly solar panel electricity production which averages about 250 KWh.

To make them directly comparable both averages were normalized to the level of 100. Also these were further smoothed to account for HECO's accounting variability because some monthly bills include as few as 28 days or as many as 33 days. So power consumption was estimated on a per day basis and then converted to a monthly basis.

What is there to observe? Simply that the solar (renewable electricity) production profile is not at all in tune with our household's monthly electricity consumption. Humid days call for more A/C use, Christmas celebrations call for more lights and cooking, summer months take us to vacations or time away from home, but the sun's trajectory and cloud density do not follow any of these habits.

The lesson on a grand scale is that a city, state or country cannot possibly depend on renewables such as wind and sun for more than a small fraction such as 10% for its power generation because of significantly negative productivity, health and safety implications.

One must be a great fool to believe that the large deviations shown in the graph (which can be extreme on an hour-by-hour basis) can be covered by ... batteries.

On the other hand, renewables from geothermal, nuclear and tidal wave harnessing are in a different class and can offer base-load reliability that covers the fluctuating needs of a large population concentration. But even them they need supplementation by true base load power generation from nuclear, coal, oil or natural gas power plants. As mentioned in an earlier article, waste-to-energy for Maui, natural gas for Oahu and geothermal power plant development on the Big Island are best near term choices for Hawaii.

Panos Prevedouros, Ph.D., is a professor of civil engineering at the University of Hawaii and past candidate for Honolulu mayor. He can be reached at Panos.Prevedouros@gmail.com

Taxing Hawaii Tourists Politically Popular

By Lowell L. Kalapa, Tax Foundation of Hawaii

Editor's note: Lowell Kalapa died in December 2013. This was his final column.



Even before the current transient accommodations tax (TAT) was adopted in 1986, the very thought of taxing visitors has always been politically attractive. After all, tourists don't vote for local politicians.

However, the problem with that hypothesis is that while the visitor pays the tax as it is "passed on" by the hotel or accommodation, it is the economy, as a whole, that winds up bearing the burden of the tax. The same can be said of the counties as they levy a much

higher real property tax rate on hotel and resort properties than on other commercial or business properties let alone residential properties and homeowners.

This has become no more evident than in the latest report of general fund tax collections produced by the department of taxation. Every month the department issues a "Preliminary Comparative Statement of State General Fund Tax Revenues" which provides tallies of the major tax resources of the general fund. Of course, this report includes the largest source of tax revenues, the general excise tax, and the net individual and corporate income taxes, as well as the collections for the TAT.

The report for November pegs growth in TAT revenues at a positive 9.0% while the collections of the general excise tax are down by 3.4% compared to last year. Although some of this decline may be attributable to the way the combined collections of the general excise tax and the county surcharge for the Honolulu rail project are allocated this year, even when the combined collections are measured against last year, the amount of general excise taxes collected through November is down by 0.2%.

Some observers believe that this may be due to the fact that the suspension of several business exemptions expired with the beginning of the current fiscal year. However, most agree that the suspension of the two dozen exemptions did not have a significant revenue impact as the legislation providing for the suspension also provided grandfathered

status to many of those who had long enjoyed the exemption.

State economists, on the other hand, believe that the sharp increase in hotel room rates experienced this past year cut into the discretionary spending of visitors. The combination of the higher rooms rates and the hike in the TAT rate to 9% appear to have eaten into the visitor's budget. As a result, less was spent on everything from tours to canoe rides to souvenirs. On the other hand, one would think that the higher room rates would also have resulted in increased general excise taxes collected on those room rentals. Apparently those higher room rates and, therefore, higher general excise tax collections on the room rentals, were not enough to offset the pull back on visitors' discretionary expenditures.

If, in fact, this is what happened, it underscores the hypothesis that increasing the TAT rate on room rentals merely steals dollars that would otherwise have been spent by the visitor on other goods and activities. Thus, in the end, the people who suffered were all of those businesses who would otherwise have benefitted from visitor spending.

What observers have long opined is that the leisure visitor comes to Hawaii on a budget. So much has been planned for the "vacation of a lifetime" and when major nondiscretionary expenses, called shelter or the hotel room, eats up more of the budget, what is left to spend has to decrease. There is less dining out or less fine dining, more stops at the fast food counters or in the mini markets. There is less on-premise consumption of alcoholic beverages. This, in turn, affects those who work in the bars and restaurants that depend on the visitor traffic. Hours may be reduced or positions eliminated because there isn't enough business to justify a fully-staffed shop.

So while state and county officials may rub their hands with glee at the thought of making the visitor pay more for that hotel room by jacking up the TAT rate or levying higher real property tax rates on hotel/resort properties or time shares, in the end those higher tax collections come at a cost for all those other businesses and employees who depend on that visitor dollar. Elected officials must realize that, unlike the business traveler who may be traveling on a corporate expense account, the leisure traveler - who is the bulk of Hawaii's visitors - has a bottom to his or her travel barrel.

In this case, officials have to realize that raising taxes on the visitor is beginning to have a negative effect on the state's economy. In this case, it is much like that old movie title, "Something's Gotta Give."

Tax Foundation of Hawaii: We are Still Here

By Tom Yamachika, Tax Foundation of Hawaii

Hello, world! There was only one Lowell Kalapa, and he is now in a place where there are no taxes.

I am not here to replace him. No one can do that. But I and the faithful staff of the Foundation are here to carry on its work.

What's that, you might ask?

Fighting for good tax policy and an informed public.

In case anyone didn't notice, the Legislature opened last week to its normal fanfare and hoopla. That means lawmakers over the next few months will be considering a large number of bills that could have a big impact on our economy. A number of these already have been introduced, and there will be more.

Some of them are good. Some are nonsense. Some might become good if the nonsense is weeded out. That's why, at this time, we try not to get distracted by all of the chaff out there; once the committees start working we will have a better idea of what might survive the threshing process.

Here is what we at the Tax Foundation of Hawaii will be looking for:

Simplicity: Administrative costs are a loss to society, and complicated taxation undermines voluntary compliance by creating incentives to shelter and disguise income. **Transparency:** Tax legislation should be based on sound legislative procedures and careful analysis. A good tax system requires informed taxpayers who

Continued on page 7.

WEDNESDAY, FEBRUARY 19, 2014 • THE ALA MOANA HOTEL • HIBISCUS BALLROOM

CONFERENCE PROGRAM*

7:00 – 8:30 am **Registration and Coffee Garden Lanai**
Network and Visit Business Exhibit Tables Foyer
Aloha and Welcome Working For A Better Business Climate
Sam Slom, President, Smart Business Hawaii

8:30 Hawaii’s Visitor Industry: Update / Outlook for 2014
Mike McCartney, Hawaii Tourism Authority

9:00 Hawaii’s Tax & Legislative Update”
Tom Yamachicka, Interim President,
Tax Foundation of Hawaii

9:30 “Battleground for Business During 2014:
Minimum Wage, Mandates and Taxes”
Sheri Sakamoto, Retail Merchants of Hawaii
Michael Palcic, Legislative Liaison, SBH
Jonathan Young, Associated Builders & Contractors
Moderator: **Malia Zimmerman**, HawaiiReporter.com

10:00 **Brief Refreshment Break** — Visit Business
– 10:15 Exhibits in Foyer

10:15 Tips From Hawaii’s Successful Business Owners
Mark Storfer, Hilo Hattie
Naomi Hazelton-Giambrone,
Pacific Edge Magazine
John Carpenter, Island Builders
Moderator: **Geal Tappert**, UBS Financial Services

11:00 “Technology That Will Help Your Business Soar”
Verizon Hawaii
Dale Evans, Verizon
Peter Kay, Vericom / Your Computer Minute

11:45 “Impact of Obama Care on Your Business”
Rebecca Baker, CFO Hawaii
Financial Director

12:00 Luncheon and Program — **Hibiscus Ballroom I & II**

12:30 “Seven Principles for Prosperity”
Patrick Snow, Motivational Speaker, Author

1:15 pm Adjournment Mahalo for attending!

SBH Leadership Circle Members/Sponsors Only

Private Meeting with **Patrick Snow**

* subject to last minute change.

38th Annual Smart Business Hawaii Conference

Wednesday, February 19, 2014 – Ala Moana Hotel • Hibiscus Ballroom – 8 a.m. – 2 p.m.

SMALL BUSINESS 2014:
“WORKING FOR A BETTER BUSINESS CLIMATE”

featuring **Patrick Snow**, Motivational Speaker, Author

ADVANCE PAID RESERVATIONS REQUIRED (See Below) – Parking Validated – Arrive by 6:45 am

Name _____

Firm Name _____ Phone _____

Address _____ City _____ Zip _____

My Guest(s) _____ Firm _____

Luncheon Menu: Beef or Vegetarian

Enclosed is my check for \$ _____, for _____ (# of reservations)

@\$75 for members and their guests • @\$90 for Non-Members and at the door if space is available.

Full refunds until February 17, 2014. Make check payable to Small Business Hawaii and mail to:

Small Business Hawaii, Hawaii Kai Corporate Plaza, 6600 Kalanianaʻole Hwy., Suite 212, Honolulu, Hawaii 96825.

Tax Foundation

Continued from Page 5.

understand how tax assessment, collection, and compliance works. There should be open hearings and revenue estimates should be fully explained and replicable.

Neutrality: The fewer economic decisions that are made for tax reasons, the better. **Stability:** When tax laws are in constant flux, long-range financial planning is difficult. **No Retroactivity:** As a corollary to the principle of stability, taxpayers should rely with confidence on the law as it exists when contracts are signed and transactions made. **Broad Bases and Low Rates:** As a corollary to the principle of neutrality, lawmakers should avoid enacting targeted deductions, credits and exclusions. If such tax preferences are few, substantial revenue can be raised with low tax rates. Broad-based taxes can also produce relatively stable tax revenues from year to year.

A number of us in the Tax Foundation have been around Hawaii taxes for a very long time. We are here to help people understand how our tax system works. We are here to be an independent voice to assist those who are trying to change things for the better, and to remind them of the failures of the past.

Tax Foundation of Hawaii is online at www.tfhawaii.org.



SBH SUNRISE

Thursday, February 27, 2014 • 7:00 – 8:30 a.m.
Pineapple Room, Ala Moana • Breakfast / Free Parking

Tom Yamachika, Interim President, Tax Foundation of Hawaii
"Tax Foundation is Still Here ... Current Legislative Issues"

Reservations made in order received at SBH. No tickets mailed – pick up at registration desk Feb. 27. Your guests welcomed at member price. Refunds until February 25.
Advanced Paid Reservations Required by February 26, 2014.

Complete Breakfast Buffet and Free Parking (Ala Moana 4th floor) included

Name _____

Firm Name _____ Phone _____

Address _____ City/Zip _____

My Guest(s) _____

(Firm) _____

Enclosed is my check for* \$ _____, for _____ (number) people @ \$25 per member and their guest(s) who pay in advance.*

Print, clip and mail with a check to "SBH Sunrise" to:
Small Business Hawaii,
6600 Kalaniana'ole Hwy. #212
Honolulu, HI 96825

*The charge is \$35 for non-members, and at the door, provided space is available.

Print, clip and mail with check to: **SMALL BUSINESS HAWAII • Hawaii Kai Corporate Plaza**
6600 Kalaniana'ole Hwy., #212 • Honolulu, HI 96825 • Phone (808) 396-1724 • FAX (808) 396-1726

Attached is my check for \$ _____ (regular annual membership dues are \$200; \$350 for 2 years • \$75 annually for Young Professional & Retired member). Annual membership dues may be tax deductible to your organization under IRS Code Section 501(c) (6). Please check with your tax advisor. Billing is annual on the anniversary of my last payment. I am applying for membership and understand SBH does not sign up anyone for medical or benefits only; I agree to actively support the goals of SBH and actively participate in SBH activities. I certify that all information on this form is current and accurate.

PLEASE TYPE OR PRINT • Hawaii GET# (required except for "friend of SBH") _____

Name: _____ Date: _____

Firm: _____ Title: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ FAX: _____

Optional: Home Page URL http:// _____ E-Mail: _____

Membership Category: Regular Member **Young Professional** Retired member Friend of SBH

I Do DO NOT wish to be listed in the SBH Referral Directory. Category: _____

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IF YOU MEAN BUSINESS...
PLEASE JOIN SMART BUSINESS HAWAII

What Do Our Kids & Especially Our Teenagers Really Want From Us?

By **Delorese Gregoire**, Winners' Camp Hawaii

Time; our time! Our teens want us at their canoe races and programs, soccer practices and games, and baseball practices; in the bleachers when they're playing volleyball, football, and basketball; at their piano, band, flute, and ukulele recitals!

For the past 24 years I have consistently heard teenagers deplore the fact that their parents "were never there for them." Now I want to shout it from lanais, mountains and rooftops: our kids need us to "be there" for them! My own experience with my son gave me an even greater passion to deliver this message. As a single mom running my own business, far too often I had to make choices between going to one of my son's events and finishing up a contract, taking a group on a tour or meeting with a client. One day, at the supermarket, one of my son's teachers congratulated me on his winning an award I didn't even know he had won! When I asked my son why he hadn't told me, he replied, "You would've been too busy to come anyway..." Gulp. My wake up call! After that, I changed - although coaching his soccer team when he was eight was probably more embarrassing than bonding!

What can we as busy parents, oftentimes with little help, do?

Pay attention. Take time to ask our kids what's happening for them and how are they "feeling". Do it when they're young; once they're teenagers, forget it! (That's another article...)

Volunteer for field trips. It's a fun time and our kids will be proud to show us off to their friends.

Have sit down dinners, even if they are at fast food restaurants. Take time to spend time talking, sharing and laughing. Stanford University Studies showed that even one sit down meal a week helped strengthen families.

Before leaving for work, the home office or studio, take time to say goodbye, "have a great day at school" and "I love you."

If you own your own business, bring your kids to work to spend time with you. It's your business - that is one of the few benefits of being the boss! Depending on their age, let them have their own little space for just their things: a shelf, a desk, a closet supplied with books, paper and crayons just for them. As they get older, start teaching them the trade!

Once a week, take a two-hour lunch break and spend time with your husband or wife and the keiki. Once the kids are in school, maintain weekly luncheons as time together with your spouses. Make this a sacred time not to be neglected because "an important client is



Teens in attendance at Winners' Camp in Hawaii Kai.

Photo courtesy of Winners Camp.

in town!" In Sweden, couples meet for lunch with their kids every day!

Create family rituals and stick to them. When we take time to make church, temple or synagogue a weekly ritual, our teens will have something to fall back on in times of angst or despair.

The most important relationship we have is that with our spouse. No matter how much we can give our kids monetarily, our being together is most important to them. Take time to work on that relationship every day. If you are already divorced, maintain a good working parenting duo and do not talk stink about each other ever: never, ever. Remember, your child is half of your former husband or wife - no ex's!

When your Teenager or pre teen leaves the house remember to say: Have Fun, Be Safe & We Love You!

The cost of living here in paradise forces most of us, (both of us!) to work, work, work! And it's costing us our families. Mother nature also plays a trick on us: just when we've started to make it financially, our kids are teenagers and time away is all they want...just when at last we have time to "be there!"

Delorese Gregoire is the Founding Director of Winners' Camp Foundation which produces Hawai'i Leadership Academy, a seven day training seminar for teenagers, parents and educators held during spring break and summer under Teen Camps Hawaii. This year Winners' Camp Foundation is celebrating 24 years of producing leaders in our Island Communities. www.winnerscamp.com 808-306-8008 www.hawaiileadershipacademy.com success@winnerscamp.com.

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