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Advanced Eyecare, LLC: An Interview with Peter Lombard, MD



Freedom, Opportunity, and Service are the foundation blocks of Advanced Eyecare, LLC and the reasons why Peter Lombard, MD decided to venture on his own to open up an ophthalmology clinic. We recently had the opportunity to speak with Peter on his journey in opening his business.

Q&A

Q: Please tell us about yourself and your family.

A: My mom and dad came to Guam in 1975 and built a house in Pago Bay where they still live. I have an older sister in Hawaii and my brother Gabe lives with me on Guam.

I came back to Guam in 2010

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MBJ Hosts SBA Awards and PISBDCN Anniversary Celebration

The Marianas Business Journal hosted the 25th Anniversary for the Small Business Administration Awards Ceremony and the 20th Anniversary of the Pacific Islands Small Business Development Center at the Lotte Hotel Guam on Wednesday, April 29, 2015.

In 1990, the SBA Guam Branch Office was invited to participate in the awards competition, specifically the SBA's Small Business Person of the Year Award, for the state of Hawaii. Each year after that expanded opportunities to recognize those who would champion the cause for certain small-business groups, such as minority, women in business, veteran, family-owned, home-based, financial services, and journalists. It wasn't until a decade later that Guam and Puerto Rico were given the opportunity to have their own separate recognition programs, breaking away from



direct competition with the other 50 states. Each year SBA would solicit nomination packages from the public and private sectors for successful entrepreneurs and individuals who are known to have assisted or advocated for the interest of small

businesses. Today, Guam has produced more than 125 SBA Award winners in various entrepreneurial and champion categories. Small businesses have always been the backbone of our economy and the success of Guam's small businesses is crit-

ical to growing its economy. As the SBA recognizes those who have played an important role in Guam's development over the past 25 years, it looks forward to recognizing the next generation

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SBA Awards and PISBDCN Anniversary Celebration

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of entrepreneurs and champions of small business.

The University of Guam's (UOG) Pacific Islands Small Business Development Center Network (PISBDCN) began 20 years ago with an idea by the late Dr. John Keck, a University of Guam finance professor. Subsequently, a grant was written by Dr. Stephen Marder on behalf of UOG to the U.S. Small Business Administration (U.S. SBA) in the early 1990s. The grant was awarded to UOG, thereby creating the Guam Small Business Development Center (Guam SBDC) on May 5, 1995. In the late 1990s, the Guam SBDC started to expand by partnering with the governments in Micronesia to add service centers in the network. The lead center, PISBDCN, was created to oversee the service centers in the network. The PISBDCN today has seven service centers located in Guam, the Federated States of Micronesia in the states of Yap, Chuuk, Kosrae, the Marshall Islands, the Northern Marianas Islands, and the Republic of Palau.

The Guam SBDC started with five employees that consisted of a director, two counselors, an office manager, and a lab technician. A classroom located in Warehouse B at UOG converted into the center's main office, computer lab, and resource library and three counselor/director offices. Today 18 service center staff around the region and three network staff provide oversight and grant management for the network. The centers provide two main services: free one-on-one confidential business counseling and low-cost or free high-quality business training workshops. The website, www.pacificsbdc.com, has many resources including online training, templates, and regional Business Resource Guides to further help businesses start or expand.

From May 5, 1995 through March 10, 2015, the PISBDCN business advisors have counseled 8,858 clients, trained 38,081 attendees, as-



sisted 727 clients start or buy a business, assisted 361 clients expand their business, and helped inject \$57,155,453 in loans and equity into their businesses enabling the businesses to create and retain 4,042 jobs around the region. The UOG PISBDCN staff around the region continues to work diligently every day to meet the center's mission to support the growth and economic development of the U.S. affiliated Pacific Islands in the Western Pacific region.

In conjunction with the anniversary celebrations, SBA Guam Branch Office recognized the 2014 SBA Champions of many categories. In attendance were Governor Eddie Calvo, Lt. Governor Ray Tenorio, Jon Calvo of the Office of Congresswoman Madeleine Z. Bordallo, University of

Guam President Dr. Robert Underwood, Senators of the 33rd Guam Legislature, among other distinguished guests. In addition, the 33rd Guam Legislature presented Resolution Readings to the PISBDCN and the SBA Guam Branch Office in their partnership, commitment, and support in building Guam's small business capacity for the prosperity of our island and regional communities, and the people of Guam.

SBA Guam Branch Manager, Kenneth Lujan, announced the awardees and presented them with a plaque and certificate of recognition. The Small Business Person(s) of the Year was Francis Kenney and Timothy Murphy, co-owners of Jamaico, Inc., dba Jamaican Grill. Nancy Ang Tan, Assistant Manager of First Net Insurance

Co. was awarded the Women in Business Champion of the Year and Jason B. Miyashita, Vice President of Morgan Stanley Wealth Management received the Financial Services Champion of the Year. The family of Shen's Corp., dba Prestige Automobile received the Family-Owned Small Business of the Year Award, Jackie Hanson, Managing editor of Glimpses Publications received the Small Business Journalist of the Year Award, Norma Castillon, Program Support Technician of the Guard and Reserve, was award Veteran Small Business Champion of the Year, and Eric Cepeda, Paul Cepeda, Lynn Cepeda, and Katrina Cepeda, Corporate Officers of ERC Trading Inc. received the Entrepreneurial Success of the Year Award. Guam

SBDC Clients Michelle Janean Pier, Owner of Creative Indeed, was recognized as the Home-Based Champion of the Year and Monica Okada Guzman, CEO/Managing Partner of Galaide Group LLC, was recognized as the Minority Small Business Champion of the Year.

This event could not have been possible without the Marianas Business Journal and our platinum sponsor, Bank of Guam, gold sponsors, ANZ Guam, Inc., First Hawaiian Bank, Coast 360, University of Guam School of Business & Public Administration, and Coast 360, among other organizations. Congratulations again to all 2015 SBA Awardees wishing you continued success in the years ahead.



Michelle J. Pier, SBA Home based Business Champion



Monica Okada Guzman, SBA Minority-Owned Small Business Champion

Pacific Business Partners
Officers, Staff and Board Members



Pacific Islands Small Business
Development Center Network

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GUMA Participants Graduate from PIMI Course



Members of the Guam Unique Merchandise and Art (GUMA) participated in the 12-week Pacific Island Microcredit Institute course taught by Guam SBDC Senior Business Advisor Denise Mendiola-Hertslet. The attendees took a 3-hour class every Saturday morning preparing their business plans. The participants went over workshops on writing their business plans, financial statements, drafting their marketing plan, and other hands-on workshops. After completion, some participants will be eligible to qualify for micro loans for their business.

The class presented their business plans and had their completion ceremony at the UOG Jesus and Eugenia Leon Guerrero School of Business and Public Administration Bldg. Room #129 on May 2, 2015.

Friday, June 5th (8:30am – 11:00am) **Registration & payment deadline 6/3/15 at 12noon
“How to Prepare a Marketing Plan”

Presented by Denise Mendiola-Hertslet, Senior Business Counselor/WIB Program Coordinator
Fee: \$20 per person
Location: UOG Guam SBDC Room #148 Leon Guerrero SBPA Building

SYNOPSIS: If you have attended other SBDC marketing courses, you will have learned the importance of market research, target markets, positioning, and your marketing message. You may also be considering implementing elements of the guerilla marketing approach into your marketing program. This workshop builds on these approaches, and provides you with a step-by-step guide to preparing a formal marketing plan. Depending on the nature and size of your business, your marketing plan could be complex and detailed, or very simple and straightforward. But unless you have a formal marketing plan of some kind, it will be very difficult for you to implement a marketing strategy that is both consistent and focused.

Wed. June 10th (8:30am – 4:30pm) **Registration & payment deadline 6/8/15 at 12noon
“QuickBooks: All Day Boot Camp”

Presented by Fred Granillo, Business Counselor/Training Program Coordinator

Upcoming Small Business Workshops SAVE YOUR SEAT & REGISTER TODAY! JUNE – JULY 2015

gram Coordinator
Fee: \$100 per person (Lunch on your own)

Location: UOG Guam SBDC Room #148 Leon Guerrero SBDC Building

SYNOPSIS: In this seminar, we'll get you up to speed on QuickBooks' many features, tools, and menus; explore the easiest, most efficient ways to put QuickBooks to work for you; and drill down into more advanced functions. You'll be surprised at how swiftly you'll gain the knowledge and confidence you need to take full advantage of this powerful program! Topics that will be covered: QuickBooks Basics to Get You Up and Running with Confidence; Your Chart of Accounts; Spend Time Setting it Up Now and You'll Save Time in the Future; QuickBooks Tracking – Built-in Features to Easily Run Highly Detailed Reports; Payables and Receivables – Keeping Track of Your Income and Expenditures; Save Time With QuickBooks' Many Customizable Report Options
Limited to 12 participants only

Friday, June 19th (8:30am – 11:00am) **Registration & payment deadline 5/20/15 at 12noon
“QuickBooks: Doing Payroll”

Presented by Fred Granillo,

TO REGISTER log onto <http://pisbdcn.ecenterdirect.com>
TO MAKE PAYMENT online log onto your eCenter account and click **PAY NOW**

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

For more information, please visit our website at www.pacificsbdc.com or call the Guam SBDC Office at 735-2590.

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Business Counselor/Training Program Coordinator

Fee: \$50 per person

Location: UOG Guam SBDC Room #148 Leon Guerrero SBPA Building

SYNOPSIS: To gain an overview of payroll in QuickBooks, learn more about payroll setup, set up employee payroll information, set up payroll schedules, practice writing and printing a payroll check, learn how QuickBooks tracks your tax liabilities, practice paying payroll taxes.
Limited to 12 participants only

Friday, July 10th (8:30am – 11:00am) **Registration & payment deadline 7/8/15 at 12noon
“How to Write a Business Plan”

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

Fee: \$20 per person

SYNOPSIS: This seminar will cover all of the elements to be included in a business plan, & explain with examples what is required in each section. The focus

of the seminar will be the three M's – Money, Management & Marketing. Participants will also be provided with a sample business plan, sources of industry research information, and introduced to online business planning tools that are accessible at any time through an internet-enabled PC.

Friday, July 17th (8:30am – 11:00am) **Registration & payment deadline 7/15/15 at 12noon
“QuickBooks: Analyzing Financial Data”

Presented by Fred Granillo, Business Counselor/Training Program Coordinator

Fee: \$50 per person

SYNOPSIS: To review and discuss some of the tools QuickBooks gives you for analyzing financial data: Quick Reports, preset reports, and graphs. To create a Quick Report, how to add and move a column to a report, learn about the types of preset reports QuickBooks offers, practice creating reports and viewing them on-screen, customize a report by changing how it looks and the data it covers (filtering), learn how to process reports in batches, save reports as Portable Document Format (PDF) files. Also, learn how to export a report to Microsoft Excel, practice filtering reports in Microsoft Excel, learn about the types of graphs QuickBooks offers, and create and customize several graphs.
Limited to 12 participants only

Advanced Eyecare, LLC: An Interview with Peter Lombard, MD



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after spending a number of years off island for college, medical school, residency training, and military service. I am leaving the U.S. Navy this summer to start my own ophthalmology clinic.

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

A. Freedom, opportunity, service. I have the opportunity to build something special and long-lasting, from the ground up. My business will provide a service that is tremendously useful to our community, and that makes me very proud. There's something particularly liberating about being your own boss, and it's empowering to know that the success and failure of your business rests only on your shoulders.

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

A. I have no prior business experience running a private medical clinic, but I have the

technical expertise to treat patients. This is a problem many doctors face, and remains a big hurdle for many doctors when contemplating starting their own private practice.

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

A. The hardest part for me initially was understanding the steps in the process. Not having any prior business experience, even simple terms were hard for me to grasp at first. I was assigned an advisor, Denise Mendiola, and she worked closely with me through each step. She provided me with the Word and Excel templates I needed, and when I would get stuck on a certain section she helped me complete these parts. She made sure I was moving forward at a steady pace, periodically asking how things were going and offering further assistance. She has been an invaluable asset for me and I'm very grateful for her help!

Business Name: Advanced Eyecare, LLC
dba Lombard Health

■ **Owner(s):** Peter Lombard, MD

■ **Type of Business:** Medical services

■ **Location:** "The Village", Sinajana GU

■ **Hours of Operation:** M-F 9am-5pm (starting in July 2015)

■ **Contact information:**

■ **Phone:** 988-4747; **Fax:** 988-4743;

■ **Website:** lombardhealth.net

Q. What was the start-up process like?

A. After establishing the LLC, I determined what equipment costs I would have, the staffing I would need, and located a place to start my business. I drafted a business plan and financial projections to submit with my loan application. Once approved for the loan, I acquired the medical equipment and clinic management systems needed to run a clinic, negotiated contracts with the local insurance carriers, hired and trained staff, and started to see patients. It all seems simple written out like this

but this took about 6 months and was very stressful at times.

Q. How did you fund your business?

I applied for a business loan, but also used significant personal savings for the startup costs. Approximately 70% of startup costs were financed with the business loan, 30% from personal savings.

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

A. I struggled a bit with the financial projections. For my particular business it is hard to estimate the sales of the services I provide, because it is very different for each patient. I'm not selling items at a fixed cost from inventory.

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

A. Putting the LLC certificate up on the wall is always a nice feeling. But I'll never forget the day the network was hooked

up and all the computers and software was working the way they are supposed to! You live and die by your IT support!

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

Short term: establish consistent patient base, grow the practice over the first 2 years and establish my clinic as a center of excellence in Guam.

Long term: build a new eye clinic with room for significant growth and expansion.

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

A. Definitely avail yourself of the services offered by SBDC. Set reasonable time goals, and understand it's a long process. Put in the time and hours when required to get things off the ground when it's crunch time. Dream big. Always look for more opportunities, and don't be afraid to talk to people about your plans – you never know how they might be able to help you or what insight they can give.



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Blue Amber Trio Opens Guam Art Boutique at Chamorro Village

By: Denise Mendiola-Hertslet

Senior Business Advisor/WIB Program Coordinator
Guam SBDC

Growing up, Amber Wood and her mother, Char, often dreamt of opening a business together. Char always knew that "Blue Amber" would eventually be the business's name. Wood's entrepreneurial journey started in the third grade where she would walk door to door in her little 42-house town collecting recyclables. Wood even had her business card, "Kids who Care." After that business, Wood and Char decided to open a phone-order pie company where people in her little town could order homemade apple pies made with apples from their own crab apple trees.

As Wood got older, she continued to come up with business ideas while traveling the world. She settled in Thailand where she met Songsri, whom she refers to as her Thai mother. They both shared the love and passion for art. Songsri was a painter, seamstress, crafter, and jewelry designer much like Wood herself. On a shopping trip, they came across beautiful stones and decided to create jewelry to raise funds for Wood to visit Char. Wood had been beading since she was eight and had created a jewelry business while in college. Once Songsri and Wood made enough money, Wood was able to go back to visit Char and share the revitalization of her business venture. Char was ecstatic. She had long loved gemstones and had been collecting for years.

They planned a trip across the United States stopping at gift shops and showing their wares out of an old leather suitcase to potential buyers.

Wood continued her jewelry business and continued to traverse the globe. She found herself on Guam along with Char and her sister. This is where she decided to take her business to the next level. Creating the pieces, although time consuming, was the easier part of the start-up process because Wood already had the materials needed and Char invested \$3,000 to fund licenses, display materials, tools, and other supplies. Wood set her eye on opening a small shop in Chamorro Village, but in order to secure a spot, her business plan had to be approved by



the Guam Small Business Development Center (Guam SBDC). Before her first meeting with Senior Business Advisor Denise Mendiola-Hertslet, Wood drafted a business plan. Wood stated, "Denise was amazingly friendly, made the stepping stones of business development easy to understand and also helped me realize that I needed to tweak my margins if I wanted to make business sustainable." Wood found that the process to start was time consuming yet straight forward regarding getting the proper paperwork and licenses. Extensive research in finding out vendor fairs, networking, and attending SBDC seminars and business counseling sessions



were crucial components in finalizing her business plan from SBDC and gaining approval for the Guam Product Seal from the Guam Economic Development Authority (GEDA). Wood quoted, "The start-up process was an adventure, full of research and lots of legwork, but far worth it!"

Wood realized that collaboration with other artisans would be the perfect solution to such time consuming work; therefore, she organized

a group of Made in Guam seal holders who had expressed interest in starting up a location together. In March, Wood opened Blue Amber Trio Guam Art Boutique at the Chamorro Village. While the boutique is currently under Blue Amber Trio, it is in many ways an unofficial co-op with the intention to become its own entity. Wood stated that she was filled with great appreciation that the vendor community embraced

Call out Box Info

Business Name: Blue Amber Trio

Owner(s): Amber Wood
Type of Business: Jewelry and Handcrafted Gifts

Location: Blue Amber Trio - Guam Art Boutique (Unit 145 Chamorro Village),

Hours of Operation:

■ Monday, Tuesday, Thursday, Friday, Saturday 10-6,
■ Wednesday 10-9
■ Sunday 10-2

Contact information:

■ **E-mail:**
blueambertrio@gmail.com
Website: www.guamartboutique.com

■ **Facebook:**
facebook.com/blueambertrio
Phone: 998-0560
Instagram: @blueambertrio

her with such love to create a system and space for a few of them to come together and grow together. It brings Wood great joy and pride when she sees someone wearing a piece of her jewelry and hear them say things like "This is my favorite pair of earrings" or when she sees repeat customers come back for their third or even fourth piece.

What does the future hold for Blue Amber Trio? Wood explains that in the short run, her plans are to find new and innovative ways to create unique and diverse product offerings that pull on the healing and metaphysical qualities of gemstones, in combination with items found locally on Guam, for not only jewelry but also other Made in Guam gift items. Wood intends to expand her offering to other retail locations throughout the island and not limit it to Guam Art Boutique, Underwater World, and Wednesday Night Market at Chamorro Village. In the long run, Wood plans to add two unique wholesale lines, one less expensive gift item line for the ABC Stores and/or JP Superstores and a higher end silver line for DFS Galleria, in addition to other plans.

Wood leaves off with letting other entrepreneurs know to, "Go for it! Be on top of your books from the start and take each failure as a lesson with gratitude." She ends with a quote from Rumi, "What you seek is seeking you." Guam Art Boutique is open every day from 10:00am - 6:00pm except on Wednesdays and Sundays, they are open from 10:00am-9:00pm and 10:00am - 2:00pm respectively. To find out more information, please contact Amber Wood at 671-998-0560 or email blueambertrio@gmail.com or visit www.guamartboutique.com.

For more information on how the Guam Small Business Development Center can assist you, contact their office at 671-735-2590 or visit their website at www.pacificsbdc.com to register for small business workshops and/or request for FREE confidential one-to-one counseling.

Network Bids Farewell to Staff

The Pacific Islands Small Business Development Center will bid farewell to three staff in the coming months. CNMI Director Perry Inos Jr. will be leaving May 22, 2015 to pursue opportunities in the private sector. Perry has been with PISBDCN since July 2012. Palau SBDC Director Lisa Abraham Rengechel will be leaving July 2015 to pursue her education at the University of Hawaii Manoa. Lisa has been with PISBDCN

since February 2004. Associate Network Director Georgette Reyes-Wiltz will be relocating to the U.S. mainland also to pursue her, next level in her education goal. The Network expresses their sincerest gratitude and appreciation for their dedication and support in the growth and economic development of the U.S. affiliated islands in the Western Pacific region.



PISBDCN Advisory Board: Recognizing Years of Service

The Pacific Islands Small Business Development Advisory Board held their annual meeting on April 30, 2015 at the Guam SBDC Training Room located at the University of Guam. After the meeting, Dr. Annette T. Santos, SBPA Dean (Interim) and Chairman of the Board Mike Ady, along with Casey Jeszenka and Georgette Reyes Wiltz recognized staff members who have dedicated their time and service for ten years and more. Among the staff recognized were Guam SBDC Senior Business Advisor/WIB Program Coordinator Denise Mendiola-Hertslet (2005), RMI SBDC Director Anel Philimon (2002), Palau SBDC Director Lisa Abraham Rengechel (2004), Chuuk SBDC Director Ketsen Haregaichig (2000), Yap SBDC Director James Limar (1999), Kosrae SBDC Director Skiller Jackson (2003), and Guam SBDC Office Manager Laurine Sablan (2000).



GCA Partners with SBDC to Provide Small Business Training

The Guam Contractors Association Small Business Committee partnered with the Guam Small Business Development Center to bring in Ms. Carmelita Gogue, General Manager of Marianas Finance Corporation. Gogue presented to a crowd of about 35 people tips and strategies for mitigating bad debt on April 22, 2015. Gogue

also explained options to collect on severely delinquent accounts such as collection agencies and small claims court. Furthermore, actions that can and cannot be taken once the collection process starts was discussed. The workshop was held at the UOG Leon Guerrero SBPA Bldg. Room#129 from 8:30am – 10:30am.



Killy's Store: Offering Refreshing Iced Products

By: Ketsen Haregaichig
Service Center Director/Business
Advisor
Chuuk SBDC

Killy Fritz is a mother of four little girls and a part time custodian at Chuuk SBDC for over ten (10) years now. My four little girls are attending private school and my salary barely meets their tuitions, school expenses and home needs. Life is difficult but I want the best for me and my girls.

So, Killy decided to open up a business selling iced drinks. Killy went to the Chuuk SBDC to get help on business planning and start-up assistance. Killy stated, "I want to thank the staff of Chuuk SBDC for their help, strong support and encouragement that led me into developing my business plan and submitted to the FSM Development Bank. After two visits to the bank I was informed that my loan request was approved. I was very happy."

The start up process was not easy but with the strong support and encouragement by the staff of Chuuk SBDC things went well.

Business Name: Killy's Store

- **Type of Business:** Sole Proprietorship/Beverage Products
- **Location:** Nepukos, Weno
- **Hours of Operation:** Monday – Saturday 7:30am – 8:30pm
- **Contact information:** 691-330-5062/691-932-2111

Killy sells three types of iced products on a dock where islanders come in the morning and leave in the afternoon. Her product is ideal for the heat. Killy sells ice blocks to fishermen and others who need ice for cold drinks and food preservation. She also sells ice cups which is a delicious and refreshing koolaid mixture. And lastly, she offers ice chofar which is a popular ice cup flavor in the Chuukese community. It is made of water mixed with carnation milk, condensed milk, sugar, and chofar.

In the long run, Killy intends to purchase her own chiller where she will be able to produce more ice block and ice cups and be able to meet the demand of her present market.



Chuuk SBDC Training Schedule

June 15, 2015 – Monday
"Business Diversity"

June 16, 2015 – Tuesday
"Team Work"

All training/workshops are open to all qualified small business owners, managers, key personnel, and/or individuals planning, considering to start or expand their business ventures. All training are offered at NO CHARGE (FREE) and will be conducted at the Chuuk SBDC from 9:00am – 11:00am. To inquire about the workshop information, please contact your Chuuk SBDC at 691-330-5846 or e-mail Cassandra@pacificsbdc.com or ketsen@pacificsbdc.com for more details.

Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.

Yap SBDC Training Schedule

Date	Topic	Time	Venue
6/18/2015	QuickBooks	1-4pm	SBDC 113
6/25/2015	Record Keeping	1-4pm	SBDC 115
7/14/2015	Income Statement	10-12noon	SBDC 113
7/15/2015	Cash Flow Statement	10-12noon	SBDC 113
7/16/2015	Balance Sheet	10-12noon	SBDC 113
7/17/2015	Break Even Point Analysis	10-12noon	SBDC 115

Workshops listed above will be offered to business owners and potential business owners during the months of June through July 2015. For more information, please contact your local SBDC @ telephone numbers (691)-350-4801/4802 or at email address ysbdc@mail.fm. Seating is limited to 25 participants per session. Schedule is subject to change without prior notice.

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



JITON IN KEKO'S TAXI SERVICE

An Interview with Owner Scott B. Paul

By: Anel N. Philimon

Q. Please tell us about yourself and your family?

A. I grew up in a business environment in which my parents owned and operated a small retail store for which financed my brothers and I through school.

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

A. Business and management is what I know and is basically my life.

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

A. Retailing and Banking Management.

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

A. This program opened opportunities pertaining to capital availability and a business model to follow.

Q. What was the start-up process like?

A. Start-up process had no issues. It was smooth with the guidance of the SBDC consultant and Bank of the Marshall Islands-BOMI representatives.

Q. How did you fund your business?

A. Through the Bank of the Marshall Islands (BOMI).

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



A. Starting up the taxi service business.

and the long term goal is to explore other business opportunities.

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

A. Short term goal is to pay off the loan in 1.5 years,

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

A. Owning your own business will only be successful if you are true to it.

Business Name: Jiron in Keko's Taxi Service

- Type of Business: Taxi Service
- Business Owner: Scott Paul
- Contact information: 692-235-7727

RMI SBDC Training Schedule

DATE	TOPIC
5/26/2015	How To Write a Financial Statement
5/27/2015	How To Start Up A Business
5/28/2015	How To Write A Business Plan
6/24/2015	Customer Service
6/25/2015	Marketing Plan
6/26/2015	Recordkeeping
7/22/2015	How To Write A Business Plan
7/23/2015	Customer Service
7/24/2015	Recordkeeping

All workshops will be held at the RMI SBDC and be presented by Anel Philimon. Also, all workshops are FREE OF CHARGE and will be from 10:00am – 12:00noon.

Request for reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. For arrangements, please contact Leeno Aikuij, P.O. Box 1747 Majuro, MH 96960, Tel: (692) 625-3685 or Email leeno@pacificsbdc.com.

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Kosrae SBDC Participates in COM Exhibition WEEK

By: Skiller Jackson

Center Director/Business Advisor Kosrae SBDC

The Kosrae SBDC participated in the College of Micronesia, Kosrae Campus Career & Technical Exhibition week. The exhibition week was opened by the Dean of the College, Mr. Kalwin Kephass, who welcomed and introduced the participating agencies and programs who will participate in the week-long exhibition.

The Kosrae SBDC was one of the programs participated in the exhibition. Other government agencies, non-government agencies who participated in the Career & Technical Exhibition week were the Pigery and Livestock program at the Department of Resources & Economic Affairs,

the Marine & Fisheries program, the Kosrae Conservation & Safety Organization (KCSO), the Kosrae Island Resource Management Authority (KIRMA), the Food Technology program at the College of Micronesia, the Community Research & Extension Services program, and other programs within the College of Micronesia, Kosrae Campus.

There were booths designated for each participants to do display and presentations during the week. The event was attended by the students from the local College, the students from the Kosrae High School, employees from the College and employees of the participating agencies and programs. The Kosrae SBDC would like to convey its appreciation to the local campus college for allowing the Center to participate in the event.



Palau SBDC Training Schedule

Training Topic:
Intro to Accounting
Quickbooks

Date of Training:
05/25-29/15
06/15-19/15

All workshops will be facilitated by Lisa K. Abraham Rengechel, Palau SBDC Director. Please contact your Palau SBDC at 680-587-6004 or e-mail lees@pacificsbdc.com for more details.

DISCLAIMER: The Pacific Islands SBDC Network is funded in part through a cooperative agreement with the U.S Small Business Administration. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Requests for reasonable accommodations must be made 72 hours in advance. Services are extended to the public on a non-discriminatory basis.



Kosrae SBDC Training Schedule

Friday, June 11th, 2015
"Business Plan Development"

The training will focus mainly on how to write up a business plan using a format commonly used by the Kosrae SBDC. The training will discuss on six major sections of a business plan, starting with: a. Business Introduction, b. Marketing Plan, c. Operating Procedures, d. Forecasting Assumptions, e. Request for Financing, and f. Financial Statements.

The Kosrae Small Business Development Center (SBDC) trainings are open to all qualified small business owners, managers, key personnel, and individuals planning to open or

thinking about opening small business ventures. Trainings are offered at NO CHARGE (FREE) and will be held at the Kosrae SBDC Training Room from 10:00 a.m. – 12:00 noon. For more information, please call the Kosrae SBDC at (691)370-2751 or e-mail skiller@pacificsbdc.com.

Requests for reasonable accommodations for persons with disabilities must be made 72 hours in advance. For arrangements, please contact the Kosrae SBDC at (691)370-2751. Services are extended to the public non-discriminatory basis.

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



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