

SMALL BUSINESS PERSONS OF THE YEAR

Though **Peter Robson and Randy Finlay** were successful in the construction industry for years, when they joined forces in 2000 at Unlimited



Peter Robson & Randy Finlay
Unlimited Construction Services, Inc.
State of Hawaii

Construction Services, Inc., they became a formidable team. Established in 1991, the Kauai-based business specializes in resort, commercial, multi-residential, and industrial projects. Robson focuses on business development, administration and contract negotiations, while Finlay oversees operations. Their approach to business is simple and straightforward: deliver a quality project on time and on budget. Unlimited maintains an excellent reputation which translates into tremendous revenue growth. Between 2000 and 2002, Unlimited's revenue grew 131% and continued to grow in steadily 2003. It is now the largest general contractor on Kauai. Current projects include the State Judiciary Complex and the Marriott's Waiohai Beach Club time share project. Unlimited's success is also attributable to their careful planning and foresight. They recognize the importance of their human capital and make it a priority to develop the skills of their employees. Their vision is a company that has an "Unlimited" capacity for future growth and includes a commitment to their communities. They volunteer and donate around \$40,000 annually in time, materials and funds to various nonprofits and activities. *Nominated by: Joelle Wada, Sonia Topenio, and Leticia Lee, Bank of Hawaii.*

By specializing in "value engineering," **Gerald and Wendy Yamada** continually stretch their imaginations in an industry where creativity sets you apart and gets you jobs. With a painting contractor license in 1987, Yamada Painting rode the "building boom wave" in the 90's. When the slowdown hit, Yamada refocused on growth and expanded into general contracting. Since then, revenues have increased by over 3,400% and the number of employees grew 480%! Yamada Painting instituted an apprentice program to help improve job skills and encourage excellence with their valued employees. Highly involved in the community, the Yamadas proudest accomplishment is working with Senator Inouye's "3R's program" – repair, remodel and renovate public schools. Gerald has managed projects at Waiakeawaena and Waiakea Elementary Schools and Waiakea High School End Wall Project. From painting one-story homes to painting an eight-story, 300 ton dome atop the slopes of Mauna Kea, Gerald and Wendy have proven they are ready for challenges! *Nominated by: Roberta Chu and Gregory Ayau, Bank of Hawaii.*



Gerald & Wendy Yamada
G.W. Construction
County of Hawaii



Michael G. Fox
Hawaii Modular Space, Inc.
City & County of Honolulu

Starting Hawaii Modular Space, Inc. (HMSI) in 1987, **Michael G. Fox** set his sights on becoming an innovative leader in Hawaii in this promising industry. His company is involved in the rental and retail of mobile and modular buildings, office trailers, and storage containers providing a competitive alternative to conventional construction. HMSI lists an impressive number of government agencies, construction firms, hospitals, transportation firms, and even special events as continuing clients. Fox has been able to realize his vision through his dedication to service and quality as well as his keen eye for opportunity for expansion. Since acquiring a main competitor in 1999, revenues and profit increased dramatically, and HMSI now has the lion's share of the market. HMSI operates on Oahu, Maui, the Big Island and, most recently, Alaska, creating jobs for 30 full-time employees. With financing through an SBA 504 loan, HMSI constructed their award winning facility in Kapolei. HMSI applied for its contractor's license in 2002 to create even more opportunities in the future. Fox is involved in the community as a director for local non-profit corporations providing housing for low-income families. Makana Hui, a charitable organization that annually donates \$10,000 to worthy charities selected by HMSI employees, was another strategy to foster good corporate citizenship at HMSI. *Nominated by: Jarrett Oshiro, Hawaii National Bank.*

Clyde and Glenn Hamai, owners of Hamai Appliance, Inc., are second generation small business owners who have successfully adapted to changes in the retail appliance industry on Maui. Founded in 1969 by Clyde and Glenn's father, Lester Hamai, the business carried traditional products such as small TVs and appliances. When several "big box" retailers began opening outlets on Maui, Hamai Appliance faced competitive forces that it never before had to contend with. The Hamai's knew they needed to differentiate the business and develop a niche in order to survive. Their strategy was to target consumers of higher-end electronics and kitchen appliances – buyers of home theater systems and "dream kitchens." Recognizing the competitive advantage they have in being a local business, they offered customers in-home service policies, delivery and installation, and a dependable repair service. As a result of their foresight and planning, their continued success can be seen in its bottom line – steadily increasing revenues, profit, and net worth. Another measure of success is the loyalty of its employees. There are currently 19 employees, 16 of whom are full-time with most employees having over 15 years of tenure with the company. For 30 years, the Hamais have donated over \$50,000 to non-profit organizations through sponsorship of the Panasonic Women's Golf Tournament. Clyde has been active in the Maui County Council Boy Scouts of America as well as the Maui Chamber of Commerce. Glenn has been involved in Kiwanis and the Makawao Hongwanji Church. Hamai Appliance has two locations on Maui – one store in Kahului and one in Lahaina. *Nominated by: Lolita Feliciano, Bank of Hawaii.*



Clyde Hamai
Hamai Appliance Inc.
County of Maui

Glenn Hamai
Hamai Appliance Inc.
County of Maui