

HAWAII SBDC SUCCESS STORY - KAUA'I CENTER

Kama'aina Concrete Pumping



Keli'i Ka'aihue has a passion for concrete pumping. As Keli'i explained, he has been in the concrete pumping business for 12 or so years but as an employee. Based on his experience, he felt that he was ready to strike out on his own.

They were referred to the Small Business Development Center by First Hawai'ian Bank who they had approached about loan possibilities. Along with his wife, Chelise, they started their journey toward business ownership by attending a Starting a Business workshop sponsored by the Kaua'i Office of the HSBDC. They followed that up with one-on-one assistance aimed at developing a business plan as part of loan application process and getting the business registered.

Working with John Latkiewicz, Center Director, Keli'i worked on his business plan and on the related cash flow projections. As is typical, they worked back and forth with John making edits and suggestions and helping Keli'i to focus on how the business would roll out. Along the way, John helped Keli'i register the business. All of his work paid off; Keli'i got his loan - \$142,215! Keli'i's looking forward to a good 2017 based on the projections for the construction industry.

When asked about the involvement of the HSBDC, Keli'i stated that "The HSBDC made it happen. They held my hand throughout the 4 process and gave me confidence. They were helpful in every aspect". As Chelise stated, "It's not worth doing it alone when you have a service like that provided by the HSBDC".