

VOICE OF BUSINESS

INCREASING ACCESS TO GLOBAL MARKETS

Recently, the Chamber was part of a U.S. Chamber delegation of 11 CEOs from across the nation to travel to Israel to learn more about business opportunities, as well as the culture and history of this region. The trip was inspirational, eye-opening, thought provoking, educational and historical. It was also a trip about hope and opportunities. And the people, while very direct, provided warm hospitality rivalling many destinations.

We frequently hear about the violence and political unrest in the region. While this may be true, in speaking with the locals and especially the business community, they feel that the economy and business can help achieve peace as they realize the need for and importance of coexisting and embracing each other.



Delegation of 11 CEOs from across the nation join U.S. Chamber delegation to Israel, including Chamber President Sherry Menor-McNamara (bottom row, 5th from the right)

BENEFITS OF MEMBERSHIP

"Contour Spa Hawaii, LLC has been in business for a little over a year and we are proud to be members of the Chamber. As a start-up, we offer very unique services that no one else on the island offers and by partnering with the Chamber, we receive valuable networking opportunities as well as exposure for our company. It is difficult to affect change as one small individual organization, but the Chamber stands as one unified voice for Hawaii's businesses regarding legislation and other critical issues that affect business owners."

- NAM COLLINS
Owner, Contour Spa Hawaii, LLC

UPCOMING EVENTS

CHAMBER EVENTS

- November 28** - Business After Hours at Hagadone Printing
- December 1** - Young Professionals End of Year Party
- December 6** - YP Morning Buzz
- December 7** - FocusOn: Year End Tax Savings Ideas
- December 8** - 3rd Annual Chamber Holiday Party

For more information on all events, to register or to join the Chamber, visit cochawaii.org or call 808-545-4300.

MEMBER EVENTS

- December 6** » Spreadsheets n Brews
- December 8** » Veterans Housing Fund Gala Dinner

In addition to back-to-back meetings, the delegation attended a mixer hosted by the Israel Chamber, visited Parliament, Holocaust Museum, Masada and the Dead Sea, and walked through Old Jerusalem. We also visited a developing Smart City in Palestine and companies focused on innovation.

Some interesting facts about the country:

- The Israeli nation was founded in 1948 and has a population of about 7 million.
- Known as the Start Up Nation, Israel has more than 3.5k start-ups with 50 percent of its exports from the high tech industry.
- Located in a desert and in a continuous drought, the country is considered a world leader in water public policy and crisis management. More than 90 percent of its wastewater is reused.
- High school graduates, men and women, are required to serve in the military for two years. During this time, they are placed on different tracks to help prepare them for the future jobs.
- Technion University professors developed the Memory Stick and zip file technology.

In Hebrew, "tachlis" means, now what? Our hope for and mission of this trip is to increase access to global markets based on connections we have made, even if we are thousands of miles apart.

Welcome New Members

- Blue Mango
- Morgan Stanley – Arnold Morgado
- Salon Meamouré
- True North



Welcome New Young Professionals

- Paul Helfer
Verity CPAs
- Justine Kadokawa
PAI Honolulu
- Lawrence Kim
E Noa Corporation
- Sean Mitsue
Grassroot Institute of Hawaii
- Lauren Rachal
American Heart Association
- Alicia Sitan
Verity CPAs
- Ryan Sugai
Hawaii Loans Online
- Patrick Tantoco
Tantoco Financial Services

Ask the Expert

Q & A

with **KEVIN KAJI**
Business Banking Manager
American Savings Bank

KEVIN KAJI
Business Banking Manager
American Savings Bank

Q How can a business improve its creditworthiness?

A It's important for small businesses to build their business credit because it's an asset that can be used to acquire financing, rather than having to depend on the creditworthiness of the businesses' owner. Businesses with good credit can secure lines of credit, obtain a business loan, lease equipment and more – they also have access to preferred rates. Here are some top tips to improve business credit.

Q Review your business credit report.

A Just like for individuals, credit agencies also track the creditworthiness of businesses. To start, request your business credit report from a reputable agency such as Dun & Bradstreet®, Payner® or Experian® Business. Typical items that may appear in your report are business credit cards, business loans and payments for established trade lines with suppliers. You may also find that your small business credit score is related to your 8personal credit score.

Q Borrow from lenders that report to credit bureaus.

A You might be surprised to find that not all banks report business loans to credit agencies so, while you think you are building credit, you may not actually be doing so. Consider bank products that can help improve your score such as a savings secured credit card or a savings secured loan.

Q Always pay creditors on time.

A While credit bureaus may use slightly varied methods to produce business credit score, all of them take into consideration your history of paying creditors. To ensure a good score, always pay creditors on time. While personal and business credit score are unique, they're both important to maintain and can help small business owners get the financing needed at the best rates.

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