

BUILDING INDUSTRY HAWAII

DECEMBER 2017/\$5.95

Dean Uchida

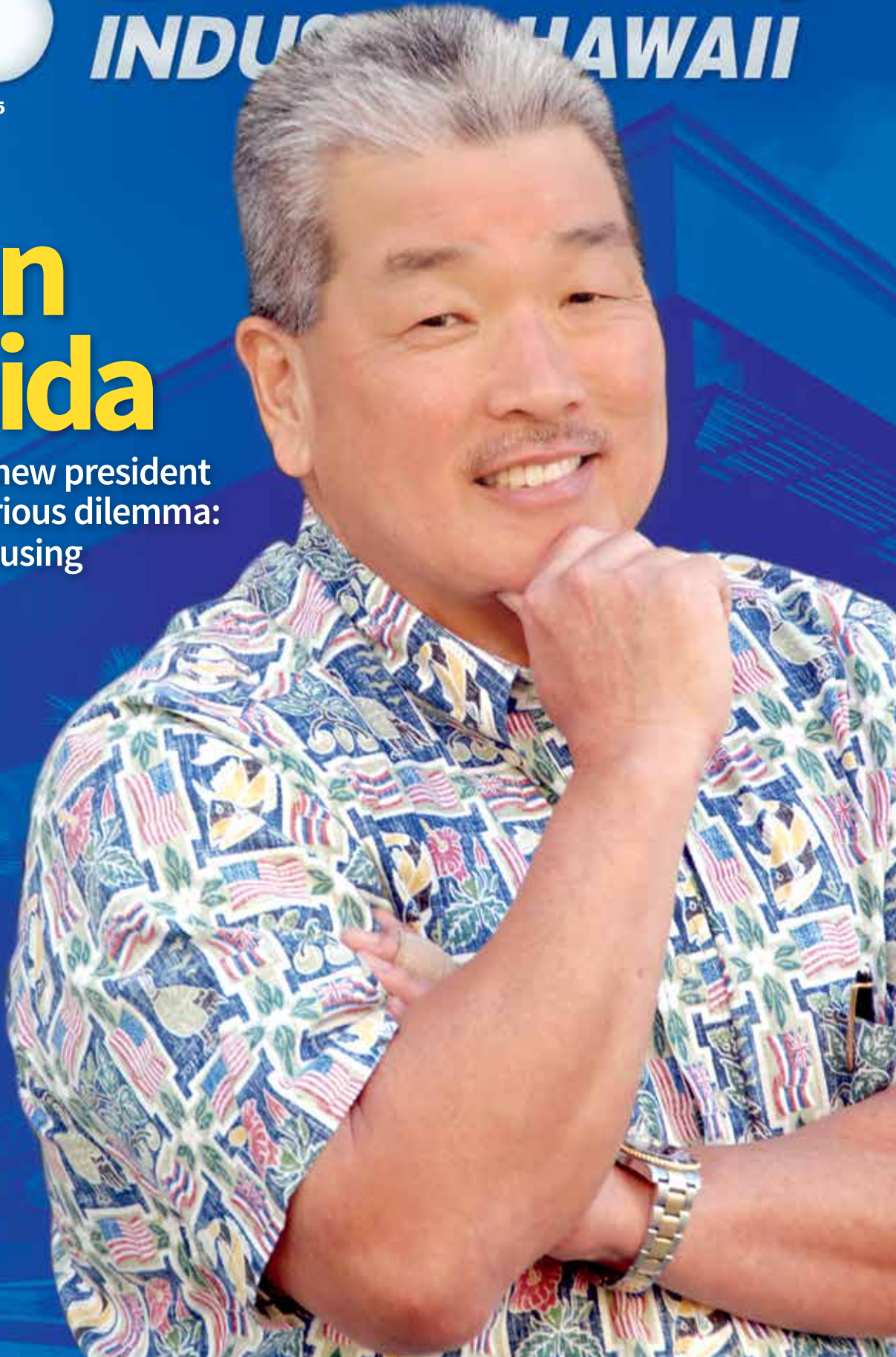
BIA-Hawaii's new president
takes on a serious dilemma:
the lack of housing

INSIDE
THE BIA

Painting
& Finishing

TOP 2017
PROJECTS

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COFFEE BREAK

As we rush toward a new year, Oahu's elevated rail, Consolidated Rental Car Facilities (CONRACS) at the Honolulu and Kahului airports, a massive solar energy-on-demand farm on Kauai and major residential developments at Hoopili and Koa Ridge represent billions of dollars in contracts and jobs for 2018, and far beyond. They are among the top projects in Hawaii construction, according to our report by Assistant Editor Brett Alexander-Estes.



BUILDING INDUSTRY HAWAII

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Dean Uchida, 2018 president of the BIA-Hawaii

Also in this issue, we talk to Dean Uchida, the new president of the Building Industry Association of Hawaii, about BIA's goals for the upcoming year. Also weighing in on the BIA's main topic—houselessness—are CEO Gladys Marrone and 2017 President Evan Fujimoto.

Is Hawaii's infrastructure really as bad as everyone seems to think it is? The state has been rated by some Mainland pollsters as the worst in the U.S. Check the report inside by Associate Editor Brandon Bosworth on the conditions of the Islands' roads, bridges and dams.

What does a brand new \$14 million mansion look like? To get all the details on the sprawling estate, *Building Industry Hawaii* spoke with the general contractor and the architect of the hillside home on Kauai.

Popular trends in paints and finishings range from self-priming products to stained concrete, according to our report. 🏠

A hui hou,

david@tradepublishing.com

SETTING IT STRAIGHT

In the November issue, the conceptual renderings of the Hawaii Public Housing Authority's Mayor Wright Homes redevelopment were provided by Torti Gallas + Partners.

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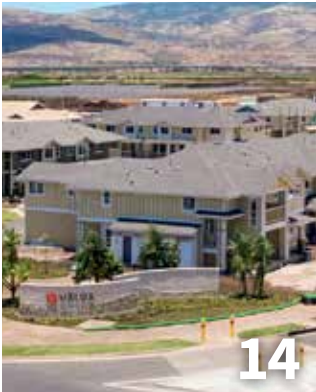
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Photo by Anjj Lee
Design by Ursula A. Silva

COMING IN JANUARY

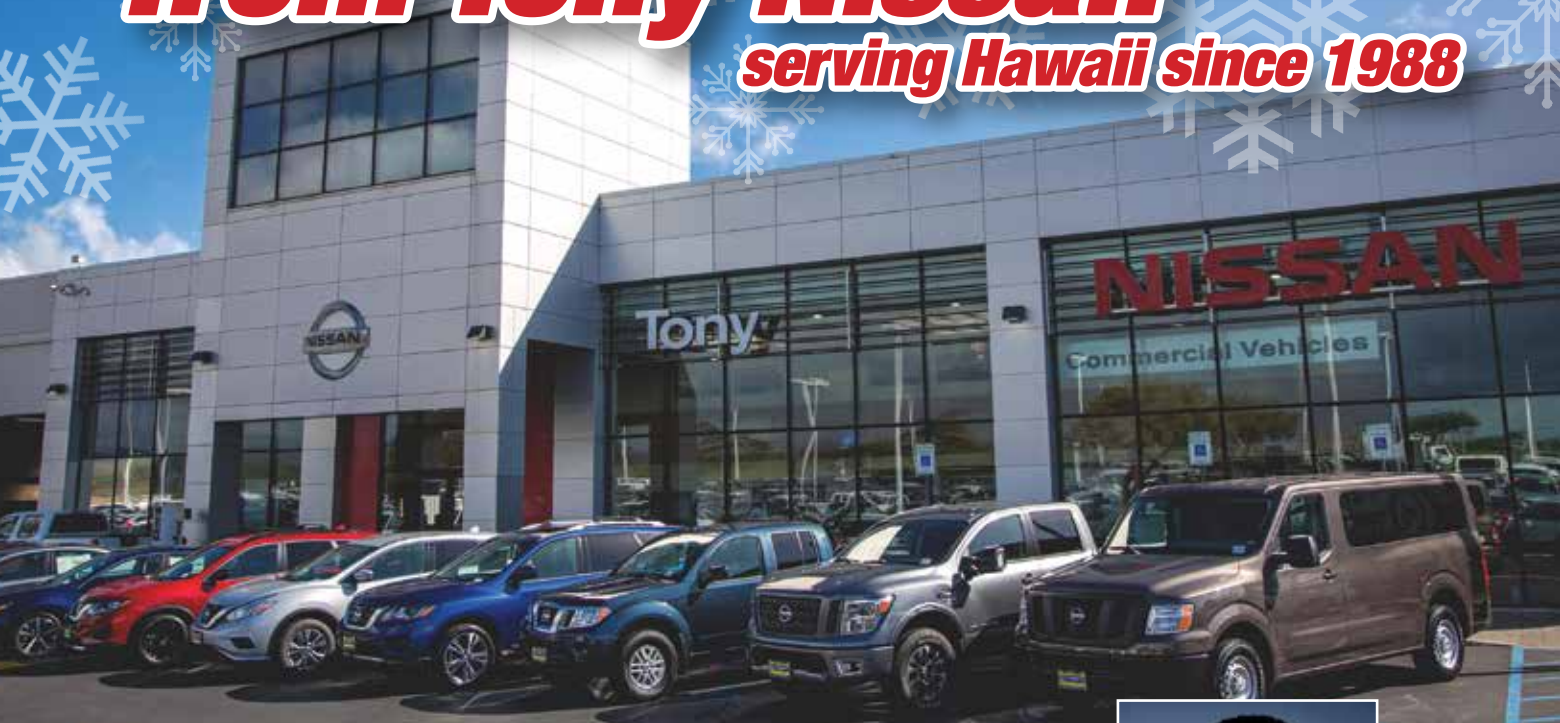
Building Industry Hawaii offers an update on **Military Projects**, with details about current and upcoming construction jobs. We also will have the **CCPI directory**.

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DECEMBER 1

2017 Design & Construction Industry Holiday Party

The Building Industry Association of Hawaii (BIA-Hawaii) invites Hawaii's builders to its annual gala sponsored by BIA-Hawaii and the local chapters of the National Kitchen & Bath Association (NKBA), American Society of Interior Designers (ASID Hawaii) and the American Institute of Architects (AIA Honolulu).

5:30 p.m. (no-host cocktails/reception); 6:30 (buffet dinner/program); 7:30-10:30 (dancing/celebrating). Koolau Ballrooms, 45-550 Kionaole Rd., Kaneohe. RSVP only by link at biahawaii.org. Fee: \$50 per person. Free parking.

DECEMBER 2

Lighting Audits to Lighting Retrofits

The University of Hawaii at Manoa Outreach College and Hawaii Energy present a one-day seminar for maintenance staff, facility managers and owners, and working professionals that shows how to successfully conduct an in-depth lighting audit and retrofit. Instructor Stan Walerczyk, principal of Lighting Wizards, covers the latest retrofit techniques and products to augment the BOC lighting section that can reduce lighting electricity costs by over 60 percent.

9 a.m.-5 p.m. Room 12, Krauss Hall, UH-Manoa. Go to outreach.hawaii.edu/professional or email profprog@hawaii.edu or call 956-9249 to register. Fee: \$349; \$49 with ETF tuition assistance and Hawaii Energy subsidy.

DECEMBER 2, 9

Improving Productivity and Managing Project Costs (STP Unit 5)

The General Contractors Association of Hawaii (GCA of Hawaii) presents the Associated General Contractors of America's Supervisory Training Program (STP), designed and field-tested for contractors to help them effectively manage people, time, equipment and materials. Unit 5—Improving Productivity and Managing Project Costs (2015 Edition)—is the fifth in STP's six-course program. Instructor Glenn Nohara, Genba Hawaii Inc. president, covers construction estimates, managing project

and labor costs, working with project partners and more. Includes manual and lunch. Certificate available after completion of course. Courses and units need not be taken in order.

8 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. Limited seating; first-come, first-served. To register go to info@gcawaii.org or gcawaii.org, or call 833-1681. Fee: GCA of Hawaii members \$295; non-members \$395. No refunds after Nov. 17. Replacements accepted.

DECEMBER 4-7

OSHA 511-OS&H Standards for the General Industry

Offered by BIA-Hawaii and UC-San Diego's OSHA Training Institute. Four-day OSH certificate course covers the scope and application of the OSHA General Industry Standards, including safety and health protocols in real-world situations and leading job site hazards identified by OSHA. Instruction by Hawaii health and safety managers Joaquin M. Diaz and Tristan Aldeguer covers general industry terms and how to determine the applicable OSHA General Industry Standards policies, procedures and regulations. Various credits available. All materials provided on the first day of class.

8 a.m.-4 p.m. (daily). CTC Pacific, 94-487 Akoki St., Waipahu. Register at osha.ucsd.edu. For more info, go to biahawaii.org, call 800-358-9206 or visit osha.ucsd.edu. Fee: \$750. No refunds after Nov. 20.

DECEMBER 8

BIA-Hawaii Annual Installation Banquet

Bid aloha to current President Evan

Fujimoto and welcome 2018 President Dean Uchida of SSFM International Inc. at BIA-Hawaii's annual ceremony and banquet. Awards will be presented to Associate, Builder, Supplier, Specialty Contractor, and Affiliate of the Year. Enjoy live music, no-host cocktails with pupus, and dinner.

5:30 p.m. (cocktails); 6:30-9 (dinner and awards). The Modern Honolulu Ballroom, 1775 Ala Moana Blvd. RSVP/register with payment at biahawaii.org or contact Cathleen Langin at clm@biahawaii.org. Fee: \$150 per person. Table sponsorships available.

DECEMBER 9

AIA Architectural Walking Tour

On every second and fourth Saturday of the month, the American Institute of Architects Honolulu Chapter (AIA Honolulu) walking tours are led by a Hawaii architect or architectural historian who relates the tales and building history of Honolulu's downtown district. Tour groups must be 4-12 people.

9-11:30 a.m. AIA Honolulu Center for Architecture, 828 Fort Street Mall, Suite 100. Register with payment at contact@aiahonolulu.org until Dec. 8. For more info call 628-7243, or go to aiahonolulu.org and contact@aiahonolulu.org. Fee: \$15 per person.

DECEMBER 11, 13, 16, 18, 20

40-HR Safety Hazard Awareness Training for Contractors

This BIA-Hawaii five-day training session provides a Site Safety & Health Officer (SSHO) with the additional certification required by the NAVFAC UFGS 1.6.1.1.1. Also covers the EM-385. Industry/academic credentials required. Disc with EM-385 manual

OSHA EXTENDS REPORTING DEADLINE

The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) has extended by two weeks, to Dec. 15, the deadline that employers must electronically report injury and illness data through the Injury Tracking Application (ITA).

The new electronic reporting system was launched on Aug. 1 and the original date for compliance was Dec. 1. The rule requires certain employers to electronically submit injury and illness information they are already required to keep under existing OSHA regulations.

For more information, visit www.osha.gov.

included. Certification provided after successful testing.

7:30 a.m.-4 p.m. (daily). CTC-Pacific, 94-487 Akoki St., Waipahu. Online registration at biahawaii.org. For more info, contact Barbara Nishikawa at 629-7505. Fee: BIA-Hawaii members \$350; nonmembers \$475; \$237.50 with available ETF funding.

DECEMBER 14

YAF Pau Hana: Tchin Tchin!

Get a heads' up on your professional life in 2018 with presenter Vanessa Stockton and network with your colleagues at AIA-Honolulu's YAF Pau Hana. YAF Honolulu welcomes professionals who are nearly licensed, newly licensed, and out to 10 years of licensure.

5:30-7:30 p.m. Tchin Tchin!, 39 N. Hotel St., Honolulu. Register in advance until Dec. 14 at yaf.aia.honolulu@gmail.com. Free.

DECEMBER 14

NAWIC General Membership Meeting

This National Association of Women in Construction monthly dinner and membership meeting celebrates the season with heavy pupus, a glass of wine or champagne, networking and door prizes.

5 p.m. HASR Bistro, 31 Pauahi St. RSVP to Lenie Malapit at EMalapit@sshinc.com. Fee: \$45.

JANUARY 27

Practical Energy Management for Buildings and Facilities

The UH-Manoa Outreach College and Hawaii Energy present a one-day course for facility, plant, financial and energy managers that shows how to optimize energy usage in buildings and facilities to mitigate environmental affects and reduce costs. Instructor and engineer Rory S. Reiley covers troubleshooting existing systems, effective equipment operation, building energy assessments, benchmarking and more.

8 a.m.-4 p.m. Room 12, Krauss Hall, UH-Manoa. Register by Jan. 18. To register, call 956-9249 or email profprog@hawaii.edu. Fee: \$300; \$49 with ETF and Hawaii Energy tuition subsidy. For subsidy form, go to <https://labor.hawaii.gov> and submit by Jan. 14.

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Aloha to a Great Year and to New Friends



As 2017 speeds to a stop, I couldn't help a rearview-mirror glance back at the people I wrote about in *Building Industry Hawaii* this year, and what I learned from them. Thanks to each.

The year began with a column about **Wayne Kawano**, who was about to retire after 17 years heading the Cement & Concrete Products Industry of Hawaii. He offered a tip of the hard hat to the ancient Romans who built cement structures that survive until today: "Those Romans and their volcanic pumice, that's what we try

to emulate today." As remarkable as the Romans were, Wayne's description of new, mad-scientist advances in technology blew my mind, including cement that dries because of a "chemical reaction." So if you're building a pier, you can pour cement that dries underwater.

In February, **Jock Sutherland**, winner of the 1967 **Duke Kahanamoku** Invitational surf contest, among other prestigious championships of that golden era, compared surfing and roofing: "There's an element of danger to both. I like

working with surfers (on a roof) because they know where their feet are and what they're doing ... there's a sense of balance."

Every time I hear news about the Honolulu rail project, I feel better knowing **Glenn Nohara** is involved. I spoke with him for the March issue, not long after he joined the HART board following a long engineering career: "This is a very difficult, complex project. From my experience, it's probably the hardest project anybody has ever worked on." Which is something considering Glenn was involved in both the Reef Runway and H-3 tunnels projects.

In April, **Peter Dawson** of Sunburst Designs declared "the age of Edison is dead." That's because of the newest lighting revolution. The LED market in 2016 accounted for \$26 billion, and is expected to grow to \$54 billion by 2022.

In May, **Shorty Kuhn** of Island Ready-Mix continued my cement education, and now I can't help seeing bartenders and cement pourers in a similar light. "We probably have a thousand different mixes," Shorty said.

You've heard the term "flying by the seat of the pants?" In June, heavy equipment operator **Don Macfarlane** described driving by the seat of his pants, literally: "To run a big piece of equipment, you have to feel it in your butt. When you're on the machine ... your butt starts to hold on to this thing when you sense you're about to tip over."

In July, architect **Bill Brooks** of Ferraro Choi described a surprising LEED strategy: "What we're doing is going back to passive architectural strategies that were commonplace before electricity. In the 1940s and '50s they came up with cheap electricity and relatively cheap air conditioning, and people forgot how to design a building without those things. ... Before that they did a bunch things



Shorty Kuhn of Island Ready-Mix

we don't do anymore because we have artificial ways of keeping people cool. ... Think about it, how many of our most beloved buildings were designed before commercial air conditioning and lighting?"

I met one of the coolest couples, **Brian Joy and Bonnie Cooper** of Big Rock Manufacturing, for the August issue. Their specialty is building veneers that look like real lava rock because they're made from molds of real rock. Then there are garden rocks. Brian was helping a friend at actor **Tom Selleck's** home back in the "Magnum, PI" days, and there was a perfectly shaped small boulder. He made a mold. "The Selleck Boulder is still on our list," Bonnie said.

Most of us think we're walking around on solid ground, but **Damien Enright** knows better. In the September issue, the president of Kelikai Inc. described Hawaii's layers of dirt and sand, clay and coral, karst caves and lava rock: "We have some very complex soils."



Big Rock Manufacturing's moss rock veneer and waterfall at Ala Moana Center.


Robert Marcos, a wood cabinetmaker, in October described his specialization in historic metal restoration: "Metal in Hawaii requires attention because salt is always doing its magic. ... Quality, that's what restoration takes. ... If you're going to do this kind of work, you have to be committed to restoring, not replacing or changing. There's a big difference."

In November, **Denny Watt** revealed

the core of his success in contributing to more than a thousand structures: "Humor is the most important. Keep it light and you can talk with anybody."

Good words to end the old year and begin the new. 🏠

.....
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Swinerton Lands \$32.5M DOE Contract

Swinerton Builders captured the lion's share of more than \$51 million in government contracts awarded by five agencies in October, with the bulk of the work earmarked for Department of Education projects.

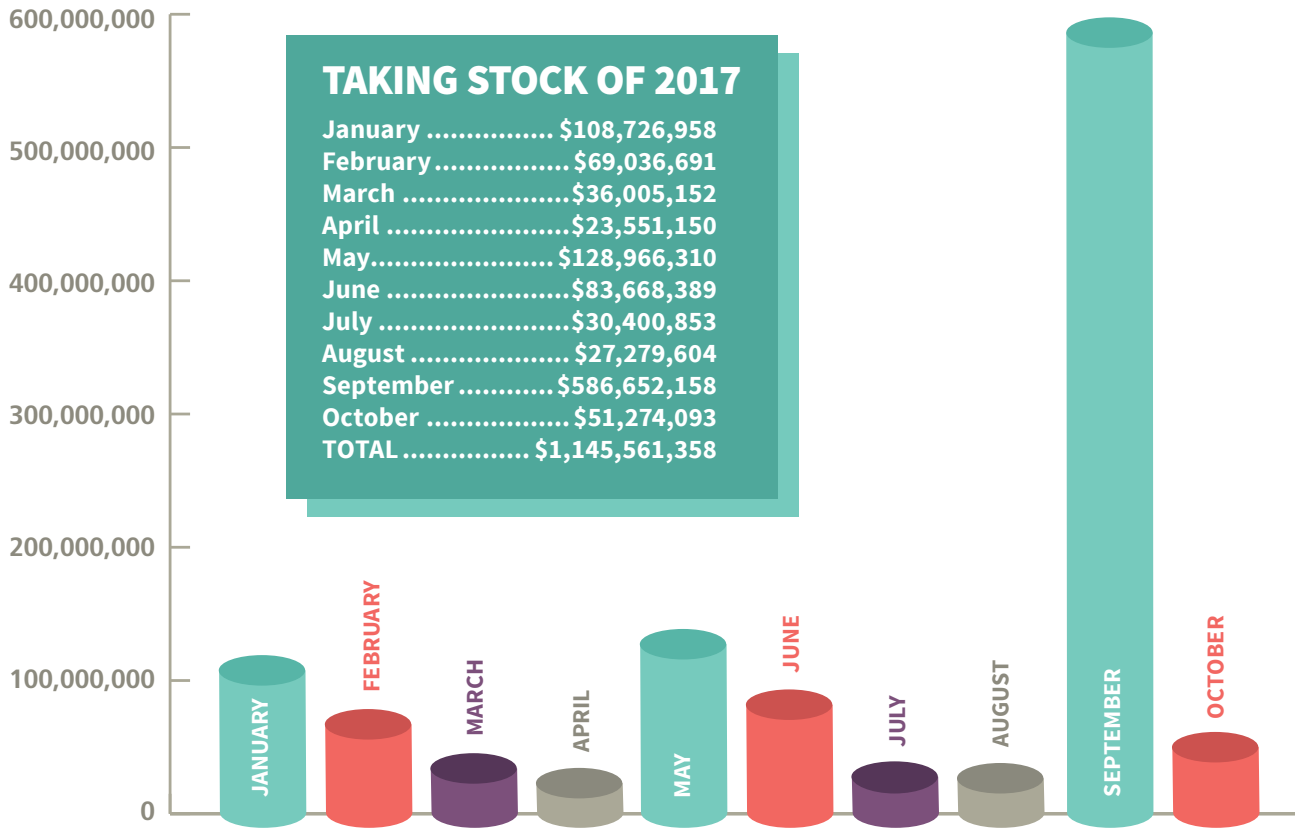
Ninety percent—or \$46,400,499—of the contracts were awarded for construction on Oahu. Agency awards for the month, down approximately

38 percent from 2016's \$82,927,971 to \$51,274,093 this year, included \$37,689,887 for DOE projects. The largest contract, at \$32,577,000, went to Swinerton for construction of a new classroom building at Campbell High School.

Department of Transportation awards valued at \$11,861,223 included a \$6,607,766 contract for

guardrail and shoulder improvements on H-2 and Moanalua Freeway won by GP Roadway Solutions Inc., as well as a \$3,058,850 contract to resurface Kalihi Street from Nimitz to School Street, won by HI Build LLC.

After 10 months, agency awards are \$1,145,561,358, down nearly 25 percent from \$1,525,503,503 during the same period last year.



OCTOBER'S TOP 10 CONTRACTORS

1. Swinerton Builders (1) \$32,577,000
2. GP Roadway Solutions Inc. (1) 6,607,766
3. HI Built LLC (1) 3,058,850
4. MEI Corporation (3) 1,663,574
5. Global Specialty Contractors Inc. (1) 1,653,213
6. Isemoto Contracting Co. Ltd. (2) 1,534,317
7. F&H Construction (2) 974,479
8. International Roofing & Building Construction (2) 785,600
9. United General Contracting (3) 587,048
10. Hawaiian Dredging Construction Co. Inc. (1) 378,198

Information is summarized from the Contractors Awarded section of *BIDService Weekly*, compiled by Research Editor Alfonso R. Rivera.

AWARDS BY AREA

Oahu	\$46,400,499
Kauai	1,653,213
Maui	1,618,291
Hawaii	1,602,090
Total	\$51,274,093

AWARDS BY AGENCY

DOE	\$37,689,887
DOT	11,861,223
DAGS	1,160,731
UH	494,479
DPWHI	67,773
Total	\$51,274,093

Oahu

Swinerton Builders	\$32,577,000
Campbell High School, New Classroom Building	
GP Roadway Solutions Inc.	6,607,766
Interstate Route H-2 and Moanalua Freeway, Guardrail and Shoulder Improvements	
HI Built LLC	3,058,850
Kalihii Street Resurfacing, Nimitz Highway to School Street	
MEI Corporation	525,283
Waiau Elementary School, Miscellaneous R&M FY10	
F&H Construction	494,479
Sinclair Library, AC Retrofit, Room 301, University of Hawaii at Manoa	
International Roofing & Building Construction	424,800
Pearl Harbor Kai Elementary School, Miscellaneous R&M FY16	
Hawaiian Dredging Construction Co. Inc.	378,198
Renovate Pier 2 Passenger Terminal Inspection Room, Hon. Harbor	
International Roofing & Building Construction	360,800
Pearl Harbor Elementary School, Miscellaneous R&M FY16	
United General Contracting	283,500
Hickam Elementary School, Miscellaneous R&M FY13	

Road Builders Corporation	280,000
Aliamanu Middle School, Area O2 Parking Lot Expansion	
BCP Construction of Hawaii Inc.	229,716
Nimitz Elementary School, Building K, Replace Grease Trap	
United General Contracting	207,757
Ilima Intermediate School, Building E & C, Replace Stairwell Wall	
Certified Construction Inc.	182,000
Kipapa Elementary School, Miscellaneous R&M FY16	
Bora Inc.	152,294
Alvah Scott Elementary School, Building K, Replace Grease Trap	
Island Construction & Demolition	135,828
Aikahi Elementary School, Building E, Replace Grease Trap	
Tory's Roofing & Waterproofing Inc.	113,500
Mililani Uka Elementary School, Miscellaneous R&M FY17	
Brian's Contracting Inc.	111,000
Kanoelani Elementary School, Miscellaneous R&M FY10	
First Quality Building & Design	110,937
Nuuuanu Elementary School, Bldg. J, Replace Grease Trap	
United General Contracting	95,791
Liholiho Elementary School, Building B, Replace Grease Trap	
Henry's Equipment Rental & Sales Inc.	71,000
Kalani High School, Ct-1 Demolish Custodian Cottage	

Maui

MEI Corporation	975,095
Lanai High and Elementary School, Miscellaneous R&M FY14, Lanai	
F&H Construction	480,000
Lanai Veterans Cemetery, Water System and Site Improvements, Lanai	
MEI Corporation	163,196
Construct and Deliver Office and Storage Trailers to Hana Airport	
Hawaii	
Isemoto Contracting Co. Ltd.	853,586
Waiakeawaena Elementary School, Miscellaneous R&M FY14	
Isemoto Contracting Co. Ltd.	680,731
East Hawaii Veterans Cemetery No. 2, Maintenance Building Expansion and Other Improvements, Hilo	
Hawaii Sheetmetal & Mechanical	67,773
Schultz Siding Complex, AC Improvements, South Hilo	

Kauai

Global Specialty Contractors Inc	1,653,213
Guardrail and Shoulder Improvements at Various Locations, Part 4, Koloa, Lihue	

LOW BIDS

The companies below submitted the low bids in October for the work detailed. Submitting the lowest bid is not a guarantee of being awarded the job. However, it is a strong indication of future work, and subcontractors can plan accordingly.

Oahu

Nan Inc.	\$22,311,200
Moanalua Freeway, Highway Lighting Improvements, Halawa Heights Off-Ramp to Middle Street Overpass	
Summit Construction Inc.	2,214,888
Hale Kanahoahoa, Replace AC System and Reroof	
Henry's Equipment Rental & Sales Inc.	1,745,863
Wahiawa Water System Improvements, Part II	
MEI Corporation	1,592,901
Hui Ulili Street, 12-Inch and 8-Inch Mains	
Fine Builders LLC	1,558,345
Campbell High School, New Classroom Building	
Haron Construction Inc.	586,208
Campus Wide Upgrade Walkways, Law Courtyard, University of Hawaii at Manoa	
DYC Electrical Services	400,000
Kalihii Kai Elementary School, Electrical System Improvements	
CC Engineering & Construction	365,000
Campbell Complex (Kaimiloa Elementary School, Ilima Intermediate School and Campbell High School) Heat Abatement, Inst Chilled Water Disp.	
Isemoto Contracting Co. Ltd.	362,651
Kahakai Elementary School, Miscellaneous R&M FY16, Kailua-Kona	
Brian's Contracting Inc.	341,000
Moanalua Middle School, Miscellaneous R&M FY16	
Coconut Wireless Construction	318,500
Security Fencing at Manoa Chlorinator, Pearl City 1050 Reservoir	
Bora Inc.	275,711
Kalani High School, Miscellaneous R&M FY13	
Air Conditioning Essential Services	177,645
Roosevelt High School, Bldg. A, Install AC	
Power Constructors LLC	132,000
Kapolei High School Campus, Replace Area Light Poles Ph. 2	

Molina Engineering Ltd.	91,962
Kahuku Elementary School, Buildings I to K. Replace Railings and Stairwell Panel	
Pacific Star Roofing	64,488
Aliamanu Elementary School, Reroof Buildings H, J and L	
Tory's Roofing & Waterproofing Inc.	59,900
Kahala Elementary School, Repair Covered Walkway	
Peterson Bros. Construction Inc.	45,997
Ala Wai Elementary School, Building A, Asphalt Repairs and Paving	
Pacific Isles Equipment Rentals	41,545
Iliahi Elementary School, Campus Replace Fence	

Maui

HI Built LLC	4,547,011
Kokomo Road and Makawao Avenue, Pavement Reconstruction	
HI Built LLC	4,467,992
Pavement Rehabilitation of Various South Maui Roads, Kihei	
Maui Kupuno Builders LLC	1,811,253
Maui Motor Sports Park, Dragstrip Resurfacing	
BCP Construction of Hawaii Inc.	1,671,881
Hana High and Elementary School, Miscellaneous R&M FY14	
Betsill Bros.	1,488,030
Waikapu Community Center Expansion, Wailuku	
Maui Kupuno Builders LLC	522,627
Wailuku/Kahului District Resurfacing	
Betsill Bros.	413,213
Puuhala Park, Basketball Court Reconstruction and Lighting Replacement	
Tom's Backhoe & Excavation	364,445
Slurry Seal for Kahului	
Betsill Bros.	351,592
Kula Elementary School, Various Buildings, Repair CMU Walls	
International Roofing & Building Construction	339,411
Mitchell Paule Complex Building Repairs, Kaunakakai, Molokai	

Maxum Construction of Hawaii	332,000
Department of Defense, Kaunakakai Armory, Accessibility Improvements, Molokai	
Betsill Bros.	313,139
Kamehameha Avenue Sidewalk Improvements (Lono Avenue to Puunene Avenue), Wailuku	
International Roofing & Building Construction	292,000
Kaunakakai Gym Painting and Repairs, Molokai	
Castaway Construction & Restoration LLC	89,312
Lahaina Aquatic Center, Shade Structure	
Central Construction Inc.	87,500
Leisure Estates Park Fencing Improvements	

Hawaii

Kiewit Infrastructure West Co.	8,612,337
Mamalaha Highway (Route 19) Widening, Mud Lane to Mana Road, South Kohala	
Stan's Contracting Inc.	657,300
Hawaii Community Correctional Center, Demolish Administration Building, South Hilo	
Heartwood Pacific LLC	639,970
Aupuni Center, Electrical and Mechanical Improvements, Waiakea, South Hilo	
Loeffler Construction Inc.	208,000
FY18 Pavement Repairs st Hilo Harbor	
Hirayama Bros. Electric Inc.	54,833
Keaukaha Elementary School, Building G, Electrical Upgrade	

Kauai

Peterson Bros. Construction Inc.	83,311
Kalaheo Fire Station Driveway Restoration at 2-2480 Kaunaulii Highway, Kalaheo	

New homes in Ha'akea at Ho'opili
PHOTO COURTESY D.R. HORTON





INSIDE THE BIA

Tackling Hawaii's Houselessness

Finding solutions to the state's housing shortage is the organization's priority for 2018

BY DAVID PUTNAM

The Building Industry Association (BIA) of Hawaii is ramping up its efforts to advocate for solutions that will help speed up and increase housing developments to match the demand in the Islands.

"BIA will continue to work on increasing housing supply at all price points, which is needed to sustain a healthy housing market where people can move up as their situation requires," says CEO Gladys Quinto Marrone, noting that Oahu needs 25,000 new housing units between 2015 and 2025, according to state officials.

"The lack of available housing increases, at all prices, prevents people

from moving up and opening their unit to someone else, thereby exacerbating our already difficult housing situation," she says.

Two major home developments on Oahu—Koa Ridge and Hoopili—are underway and eventually will deliver 14,000 housing units. "Absolutely great," Marrone says, "but not enough to meet demand." The state, she notes, will still need 10,000 more just to keep pace.

Without more housing at all price points, Hawaii stands to suffer major setbacks, say BIA leaders.

"Any new housing to the market is always a positive impact to meet stated demand," she adds, noting that "Koa Ridge will provide 3,500 families with a place they can call home. While it is a step in the right direction, we need more new housing."

To attract attention to the housing shortage, the BIA hosted a housing summit for the third straight year. With a theme of "Still Houseless in Hawaii," housing advocates gathered at Dole Cannery on Nov. 14 and shared information on the problem, and the need to keep up with the



BIA-Hawaii CEO Gladys Marrone and 2018 President Dean Uchida
PHOTO BY ANJJ LEE

demand for housing.

“A healthy housing market allows homeowners to move up as their income or need increases as well as move down to smaller units as their needs change,” says Dean Uchida, who soon takes the reins as the BIA’s 2018 president.

The BIA “will continue to focus on two critical areas where ‘political will’ is required to increase the supply of

housing,” says Uchida, a senior project manager in the Strategic Services Group for SSFM International. Those critical areas, he says, are “increasing regional infrastructure or infrastructure capacity, and providing more land entitled and zoned for development.”

At the recent BIA housing summit, economist Paul Brewbaker and others suggested that easing the state’s

permitting process and addressing the costs related to infrastructure would help to get more projects off the ground in less time.

Castle & Cooke Hawaii broke ground on the 526-acre Koa Ridge community on Nov. 2. The massive project also is an example of the problems with the building process that hinder Hawaii’s builders and developers, Marrone says.

“Koa Ridge took almost 20 years from planning to groundbreaking. If housing is a priority, then we, as a community must be open to building housing faster, perhaps by reducing some regulatory barriers,” she says. “If not, then our situation will only get worse every year.”

“People choose not to live here because it’s so expensive, and that’s not right.”

—Dean Uchida

Infrastructure, such as sewers and roads, says Marrone is “a big upfront cost for new housing that a developer is usually made to pay for even if it benefits a larger region than just their development. That cost is ultimately spread among the new homeowners. Steps need to be taken to make funding available for infrastructure to support housing.

“How we prioritize things is really where we decide to spend our money.”

Without more housing at all price points, says Uchida, Hawaii stands to suffer major setbacks.

“Teachers, professors and health-care professionals are unable to afford housing in Hawaii,” he says. In the healthcare industry, he says, “they pay the same salary across the board nationally, an anesthesiologist or whatever. If you’re in Atlanta, with a million-dollar house you get a three- or four-car garage, servants’ quarters, a pool. In Hawaii, you get a broken-down shack in Kahala.

“So when you look at it from that standpoint, without providing housing for these professions, if we can’t bring in the best and the brightest, what are

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- Building Maintenance: Mark Hertel
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we in Hawaii faced with in educating our kids? It's this spiraling effect, the unintended consequences of not having enough housing. People choose not to live here because it's so expensive, and that's not right. And there's something about home ownership, you build your community, you have a stake in it. You create a better, healthier community when people have some skin in the game. And we're losing all that.

"The availability of housing, at all price points, is a critical component of a healthy community," Uchida adds. "We should be building an average of 2,500 new units each year, on Oahu, for the next 10 years to meet the projected demand."

At the BIA's housing summit, members were informed by California Sen. Scott Wiener about a bill, SB 35, that streamlines the approval process for housing when that state's cities are not meeting the housing creation goals, with

the intent of expediting the construction of affordable housing in California.

In addition to Brewbaker of TZ Economics, other speakers at the summit included Denise Iseri-Matsubara, senior special assistant from Gov. Ige's office, who discussed the state's efforts to address affordable housing. A panel that spoke on "Opportunities for Counties to Build More Housing" included Gary Kurokawa from Mayor Kirk Caldwell's office, Mayor Alan Arakawa of Maui, Mayor Bernard Carvalho Jr. of Kauai and Lance Niimi, a housing administrator from Hawaii County.

Wanted: Advocates

Uchida says the BIA will continue to reach out to the Hawaii's elected leaders to push for more infrastructure capacity and to zone more land for development.

"We're looking for elected officials who have the political will to champion these two issues," he says, "because these two issues severely constrain our ability to increase the supply of housing.

"We also lack a coordinated plan that integrates the state and county agencies resources, permits and approvals that would allow us to significantly increase the supply of new housing across the state."

Uchida says the BIA will support legislation that "provides alternatives for funding infrastructure, provides for more entitled and zoned lands for developing housing and coordinates the state and county efforts to increase the supply of housing."

With a new Legislative session to open in January, Uchida will help represent the organization's agenda at the Capitol.

"They all know we have a housing problem, but nobody knows how to

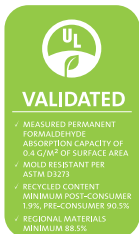


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Words of Wisdom

2017 BIA-Hawaii President Evan Fujimoto (below) offers parting advice to incoming president Dean Uchida

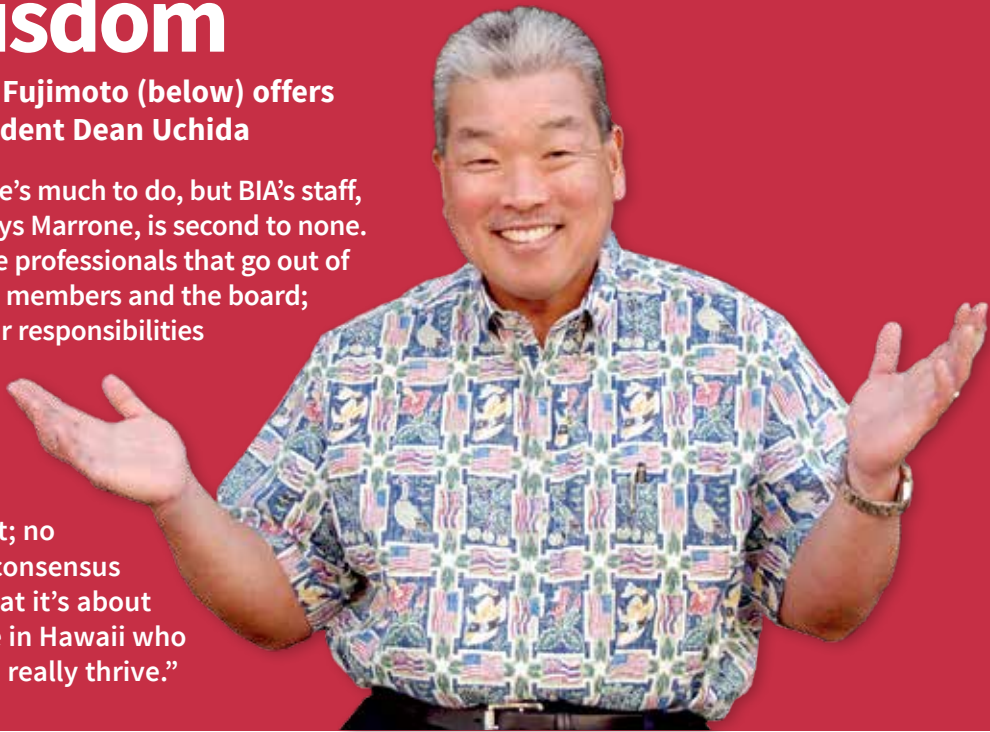


Evan Fujimoto

“Pace yourself! There’s much to do, but BIA’s staff, headed by CEO Gladys Marrone, is second to none. They’re consummate professionals that go out of their way to support members and the board; we couldn’t fulfill our responsibilities without them.

“Other than that, try not to do too

many things too soon and seek out points of view that may be divergent; no one has all the right answers. Seek consensus over compromise, and remember that it’s about leaving a lasting legacy for everyone in Hawaii who wants a place to live where they can really thrive.”



fix it,” he says. “And they tend to focus on the lower end, homelessness, the low-income housing type. And we try to educate them (legislators) it’s not just the low end. For people in the middle, workforce housing, there isn’t enough of it. So if you just build more housing, you increase the supply and give people more choices, and you’d be surprised how many units open up. You have empty-nesters who live out in the suburbs, maybe they want to move closer to town, sell their house. So you create that kind of healthy atmosphere.

at all these other price points, for sale.

“Unless we address this problem, it’s going to get out of control.”

Strong Leadership

2017 BIA President Evan Fujimoto says the BIA’s efforts during last year’s legislative session helped lead to the passage of Act 53. The bill extends the sunset of Act 83—which prohibits the counties from enacting any fire sprinkler mandates for new single-family and two-family homes. Fujimoto, president of Graham Builders, says the

of thousands of dollars. The legislature agreed with our position and passed the 10-year extension because they recognized the severe impact that fire sprinkler mandates would have on peoples’ ability to buy a new home.”

Last year the BIA, under Fujimoto’s watch, went through “a brand audit with Wall-To-Wall Studios to develop a new look and feel for our association,” he says. “Our new logo and messaging will reflect our role as advocates for our industry and for the types of growth people we want and need.

“We are the standard-bearers for anyone who calls Hawaii ‘home’ and wants vibrant, safe, sustainable and functional communities.”

Fujimoto says Hawaii builders “are quite visionary and are passionate about guiding and shaping Hawaii’s growth in a responsible way. We see ourselves as stewards and have a great responsibility to make positive contributions to the built environment, whether we’re building homes, schools, hotels or shopping malls.

“The general public,” he adds, “often has this opinion of the construction industry, and developers especially, as people who just want to ‘pave over paradise,’ and it’s just not true. We have families; we love clean water, open spaces, we appreciate the diversity of our residents and communities.

“We also know that our housing

“New homes are built safer than ever before, with better materials and technology to keep residents safer.”

—Gladys Marrone

“We’ve been interviewing legislators, and find out that more and more of them don’t own a home in the district they represent. They’re living with their parents, grandparents. So we thought that might stimulate some partisan efforts to fix it.

“We’ve had a lot of talk,” Uchida says, “but nothing comes from it. Think about it: Who has been a housing advocate among elected officials? Nobody. The governor is focused on rental housing on government land, which is appropriate, but we still have to build

passage of the bill “was a huge win for housing affordability.”

“New homes are built safer than ever before, with better materials and technology to keep residents safer,” Marrone says. “But if a homeowner wants a sprinkler system installed, they are already able to do so. BIA works to ensure housing is both safe and affordable.”

Fujimoto agreed. “BIA is all for building safe and affordable homes. Unfortunately, fire sprinklers, as effective fire suppression systems, can also be exorbitantly expensive, costing tens

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INSIDE THE BIA

crisis is impacting individuals and families significantly both financially and from an overall quality of life standpoint. This is what drives us to envision

and build communities that people can call 'home.'

"We want to build neighborhoods that reflect our values and allow

people to live in harmony with each other and with the environment."

Looking ahead, Uchida urges the Islands, "as one of the most isolated land masses in the world," to "capitalize on our strengths to attract quality employers that will bring knowledge based jobs to Hawaii. We have a moderate year-round climate and are moving to be toward being energy self-sufficient. We have a strategic location in the middle of the Pacific between North America and Asia, and we have a diverse and rich mixture of cultures."

He adds that Hawaii should work to bring in more jobs—and strive to avoid missed opportunities. "While we need to improve in other areas—public education, educated workforce—the next time a firm like Amazon asks for bids to relocate or create a second headquarters, I hope we are not, again, one of the states that does not submit a bid," he says. 🏠

.....
Columnist Don Chapman contributed to this report.



Among those attending the BIA-Hawaii's third annual housing summit, "Still Houseless in Hawaii," on Nov. 14 included, from left, 2017 BIA President Evan Fujimoto, Maui Mayor Alan Arakawa, 2018 President Dean Uchida, CEO Gladys Marrone, California Sen. Scott Wiener, Denise Iseri-Matsubara of the Office of the Governor and economist Paul Brewbaker.

PHOTO BY ANJJ LEE

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Gladys Marrone,
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Barbara Nishikawa,
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Shawne Mateo,
Administrative
Assistant



Carolyn Hyman,
Events and Marketing
Director

63 YEARS LATER

BIA, from charter to champion

Before statehood and the boom that would follow, a group of 10 visionaries formed what is now BIA-Hawaii to promote the state's building and construction industries.

The new association affiliated with the National Association of Home Builders (NAHB), among the nation's largest and most influential trade associations. Robert M. Kaya became the first president.

Others who signed the original charter in 1955 included William Blackfield, Bert Kanzaki, Earl Kato, Ward Kegin, Robert Kuniyuki, James Lai, Melvin Muraoka, Richard Sato and Kenneth Shioi.

Today, members of BIA include developers, general contractors, specialty contractors, suppliers, Realtors, architects, financial institutions and others devoted to Hawaii's building industry.

While chairing the Hawaii Jobs Summit in 2004, Congressman Neil Abercrombie brought together community groups, government agencies

and construction trades to address the need for construction workers. The BIA responded by committing to build its \$8.3 million Construction Training Center of the Pacific.

One of two key teams driving the project was chaired by then-President John Cheung. Members of his building committee included James Watanabe, Robert Armstrong, Kenneth Choate, Alan Shintani, Kip Kamoto, Paul Silen and Rodney Yamamoto.

The capital campaign was led by 1992 president, Robert Armstrong. Members included Watanabe, Choate, Mary Flood, Cheung, Audrey Hidano, Scotty Anderson and Karen Nakamura.

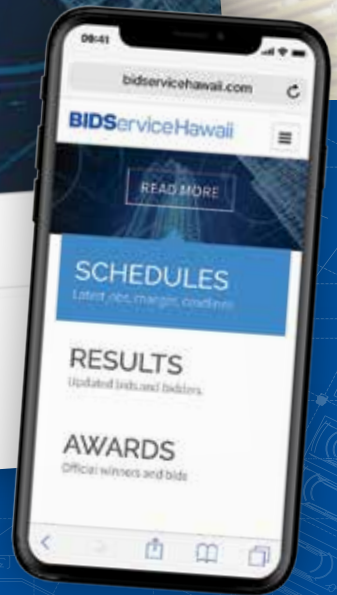
Opened in 2009, the center continues to provide training to sustain a skilled workforce capable of serving the building and construction industries, while BIA-Hawaii continues to champion advocacy, education and community outreach programs that will "enhance the quality of life for the people of Hawaii."



Incoming BIA-Hawaii president Dean Uchida with, from left Evan Fujimoto, 2017 president; Gladys Marrone, executive director; Cathleen Langin, membership services manager; Craig Washofsky, 2016 president.

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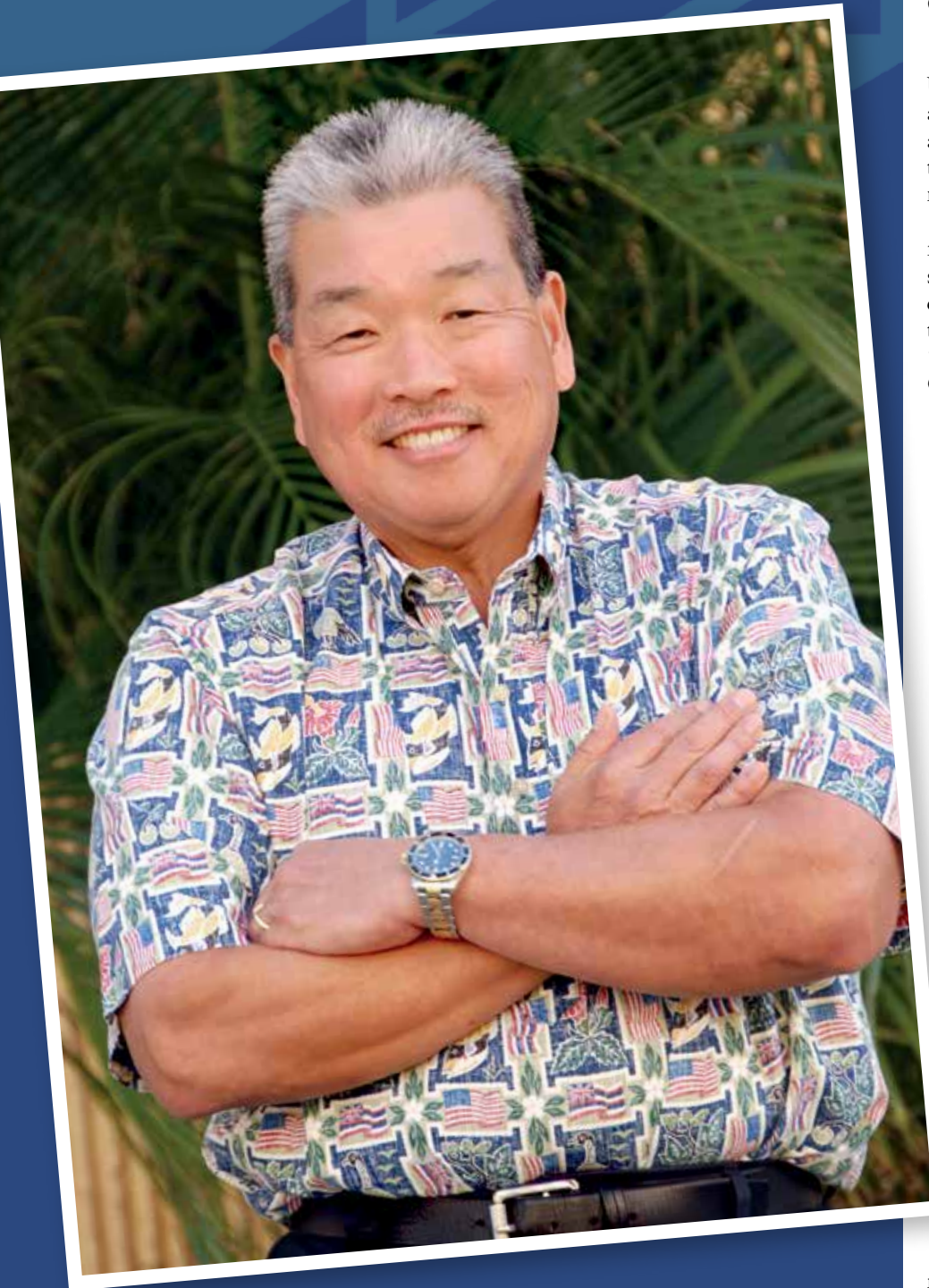
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DEAN UCHIDA: A Serious Champion of Man and Land Relationships

BY DON CHAPMAN
PHOTO BY ANJJ LEE



Dean Uchida's father Richard was a fisheries biologist at the a National Oceanic and Atmospheric Administration (NOAA) lab, his mother Marilyn a medical aide at Waimano Hospital. You can almost hear their incredulous but utterly reasonable response when young Dean announced what he wanted to study after graduating from Pearl City High School:

Geography?!

But he did just that at the University of Oregon, then pursued a master's degree in the same subject at the University of Hawaii, adding to that a second master's in systems management from USC.

As it turns out, Dean Uchida's focus on "man and land relationships" puts him today front and center of a problem facing Hawaii that is so serious, he calls it a "social-cultural" concern: Housing. Or a lack thereof.

**“We’re hoping
rail can help
alleviate
the housing
situation.”**

This month, Uchida takes the reins as 2018 president of the Building Industry Association of Hawaii, an organization he's been involved with for nearly two decades.

“Our focus at BIA is on trying to increase the supply of housing at all price points,” says Uchida, senior project manager in the Strategic Services Group for SSFM International in Iwilei. “This whole state lacks enough housing just for the middle class. A healthy housing market allows people to step up and buy as your income improves, which opens up housing for other families.

“But our market is so tight right now, there is no supply, and prices are going through the roof. I can't imagine young couples

getting started with a \$700,000 mortgage, it's crazy. I've got two kids and they're living at home, and I can't blame them. Rents are crazy out there."

Uchida says SSFM, which is in the former American Can Co. plant on Summer Street, is involved in a "project on Alder Street, the juvenile detention center. DAGS hired us to work with the Judiciary and the state housing agency."

For Uchida, private construction and public policy are intimately linked.

The result of their work, he says, will be a new building that houses a "juvenile counseling facility on the first couple of floors, and then a residential tower on top of it—the idea is to maximize state lands. It's the first mixed-use project we did in the state. It's a perfect location, close to Piikoi and King, close to the new transit site.

"You're going to see more of that, joint use, then go vertical. Most cities that have transit go vertical. We're hoping rail can help alleviate the housing situation."

Uchida has been involved with the BIA since the turn of the century, even as he changed jobs, starting with the state Department of Land and Natural Resources, in conservation zoning, then with the land division, handling all state-owned lands.

"I did that about 20 years, and learned about real estate in Hawaii," he says. "The state of Hawaii is the largest landowner in Hawaii. Four million acres is the total land in Hawaii, and the state owns about a million. Then I started working here (SSFM) when I left the state in about 2001, was here about three or four years, then went to run the Land Use Research Foundation for another three, four years, then at D.R. Horton for a couple of years before the economy turned, and I came back here.

"We do project management. Anything that is multi-disciplinary—architects, engineers, mechanical, electrical—the project management company puts all that together. My stuff has been more real estate-focused, trying to help companies and

agencies deal with real estate issues, trying to make projects happen."

He chairs the BIA's Government Relations Committee, helping to forge allies of other organizations.

"I found that individual organizations get passionate about specific issues, but it's hard to build any coalition to stop bad public policy," says Uchida, a resident of Newtown in Aiea. "So we learned that we can

create different alliances between Realtors, landowners, BIA, GCA, and collectively speak with a bigger voice than just one organization.

"We may not agree on everything but we try to find issues we can agree on, and bring more people and businesses to the table so elected officials

listen. It's always a struggle, but it's also fun."

For Uchida, private construction and public policy are intimately linked.

"My position at BIA has always been involved in government relations, trying to push forward good legislation that would help our industry and try to stop some of the bad legislation that's going to hurt," he says.

Away from work, Uchida works. He's a longtime trustee of the National Association of Home Builders. On the plus side, that allows him and wife Joy to travel, blending his trustee duties with pleasure.

"It's interesting traveling now without children," he says.

Joy, by the way, is controller at the Honolulu Poi Co., aka Taro Brand.

Of the side benefits, Uchida says in his understated way, "We get a lot of bean sprouts." 🏠

ABOUT DEAN UCHIDA

BIRTHDAY: May 26, 1958

PLACE OF BIRTH: Honolulu

HOMETOWN: Aiea

SCHOOL: Pearl City HS

FAVORITE SCHOOL ACTIVITY:

Football

FAMILY: Wife Joy; daughter Elle; son Troy

MENTORS: My Dad, and Mr. Bill Paty—both taught me the meaning of a hand-shake and your word.

FAVORITE CONSTRUCTION PROJECT:

The new vertical elementary school being designed and built in Kakaako.

PASTIMES: Golf, cooking (smoked meat, fish, chicken), walking with my wife

BEST PLACES YOU'VE TRAVELED:

New York City and Boston

FAVORITE QUOTE: "Do it right the first time!"



Dean and Joy Uchida at the Brooklyn Bridge

An aerial photograph of a large-scale construction project. The image shows several large, rectangular buildings with flat roofs, some of which are partially completed. There are extensive parking lots filled with cars and trucks. In the background, there are open fields and some smaller structures. The overall scene is one of active development and infrastructure building.

POWER HOOKUP

BY BRETT ALEXANDER-ESTES

Six rail projects, among construction started in 2017, will bolster the industry in 2018 and beyond

Kahului's CONRAC underway by Hawaiian Dredging Construction Co. Inc.
PHOTO COURTESY HAWAII DEPARTMENT OF TRANSPORTATION



Six projects in 2017, representing billions of dollars in construction contracts and jobs, will bolster Hawaii's building industry and its economy through 2018—and likely for many years to come.

Two of the projects are at airport facilities on Oahu and Maui, two others are massive residential builds on Oahu, another is the ongoing Honolulu rail system and the sixth is a gargantuan solar farm on Kauai and is the first of its kind in the world.

HART Rail

Gov. David Ige signed a bill in September that secures \$2.4 billion



Gov. David Ige

in funding for Hawaii's rail project. While the elevated line require billions more, this recent boost to the Honolulu Authority for Rapid Transportation's (HART) budget at least covers its current shortfall



Crews from Shimmick/Traylor/Granite JV prepare Kamehameha Highway near Aloha Stadium for pouring the foundations for the rail guideway. PHOTO COURTESY HART

and will smooth the way for future construction.

Coming up: The huge City Center Utilities & Roadway project will break ground in 2018.

"The project runs the 4.2 miles from the Middle Street Station to the Ala Moana Center Station, and the value likely exceeds \$250 million," says Bill Brennan, senior communications specialist at HART.

"We plan to issue a NTP either late first or early second quarter of (2018)," Brennan says. Project scope includes roadway widening and permanent utilities relocation, including undergrounding of 138 kV lines. "The project duration is probably just shy of 4 years (47 months)," he says.



Bill Brennan

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“The (project) value likely exceeds \$250 million.”

—Bill Brennan

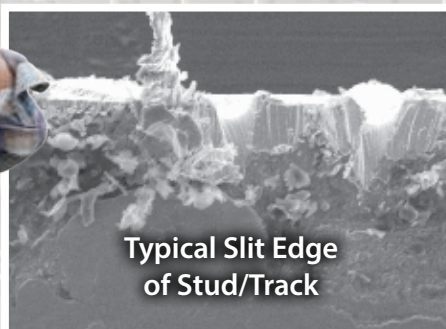
Currently, six rail projects are in progress:

- the West Oahu Stations Group (\$58.5 million), with Nan Inc. as general contractor;
- the Farrington Highway Stations Group (\$82.2 million), with Hawaiian Dredging Construction Company Inc. as general contractor;
- the Kamehameha Highway Stations Group (\$117.1 million), with Nan Inc. as general contractor;
- HART's Elevators and Escalators (\$52.4 million), with Schindler Elevator Corporation as general contractor;

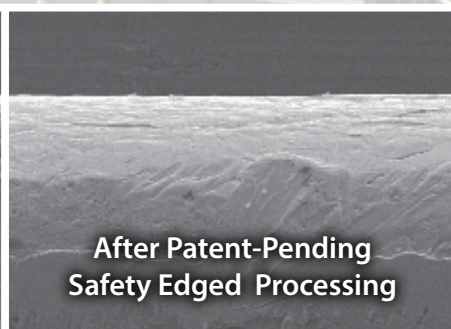
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- the Airport Guideway and Stations (\$875 million)—five miles and four stations from Honolulu Airport to Middle Street—with Shimmick/Traylor/Granite JV as general contractor;

- and the Traction Electrification Project (\$36.25 million), with Ansaldo Honolulu JV as general contractor and with Watts Constructors LLC as subcontractor.

When signing the bill, Ige stated

that the new funding “makes a strategic investment in the community.” This likely includes transit-oriented development—the rail-related redevelopment of some Oahu residential and commercial areas.

Honolulu Mayor Kirk Caldwell also praised the measure, saying “the signing of the rail funding bill into law shows Gov. Ige’s commitment and leadership in completing the rail project as promised to the people of

Oahu, and is proof of the hard work done by members of the state Senate and House during the special legislative session.”

Cedric Ota, president of the General Contractors

Association of Hawaii, says he expects that “transit-oriented development will continue to grow in the coming



Mayor Kirk Caldwell

years,” and cites the importance of TOD guidelines in the upcoming redevelopment of Mayor Wright Housing, slated to start in 2019.



Cedric Ota

“The importance of TOD will be its influence in guiding current and future growth along the transit corridor and adjoining stations,” Ota says.

“Transit-oriented development will continue to grow in the coming years.”
—Cedric Ota

CONRACS

(Daniel K. Inouye International Airport and Kahului Airport)

Hawaii’s two new Consolidated Rental Car Facilities at the Honolulu and Kahului airports have a combined project value of approximately \$630 million.

Both CONRACS, designed by Wesley Wong, project architect at Demattei Wong Architecture Inc., are intended to enhance travel efficiency and the Island visitor experience.

“The new (Honolulu) CONRAC will consolidate all rental car companies servicing the airport,” says Gennaro Di Nola, general manager for Watts Constructors LLC, the project’s

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Gennaro Di Nola

general contractor. Honolulu's CONRAC, Di Nola says, will include 2,250 parking stalls.

Both CONRACS are also aiming for LEED Silver certification

and employ cutting-edge technologies. These include efficient energy systems, onsite storm water management, construction waste reduction through recycling, low-emitting building materials such as adhesives and sealants, and open-air ventilation of most areas in the CONRACS' core structures.

At the Honolulu airport jobsite, for example, Watts is reusing existing asphalt for dust control, reducing landfill waste by reusing demolished concrete, and using an on-site washout treatment system.

When operational, both facilities will speed rental car transactions and visitor transit, all while paying homage to Hawaii's heritage through

distinct architectural elements like a Dickey plantation roof (Kahului) and wood-structured beams with a canoe profile (Honolulu).

And with Hawaii visitor levels at record highs, faster and sleeker airport

Hawaiian Dredging as general contractor, is slated to open in fall 2018.

Hoopili and Koa Ridge

After many years and legal challenges, two highly anticipated Oahu residential projects got underway in 2017. Hoopili, in particular, dovetails with HART's planned route from East Kapolei into Honolulu.

Hoopili, D.R. Horton's master-planned, approximately \$4.6 billion community that at completion will provide approximately 11,750 new residential units to Hawaii families, is already selling homes in its Haakea Phase 1 neighborhood. Eventually, Haakea will include approximately 150 single-family homes with some offering ADU options. Haakea will also include 1.5 acres of commercial space and 1.8-acre Konane Neighborhood Park with a playground and gathering pavilion.

Holoa, Hoopili's second neighborhood, will offer approximately 140 multifamily homes, including townhomes, duplexes, FLEX-Homes and stacked flats. FLEX-Homes are "live/



turnarounds are vital to customer satisfaction in Hawaii's "No. 1 industry."

Honolulu's CONRAC is slated to be fully operational in 2021. Kahului's CONRAC main building, with

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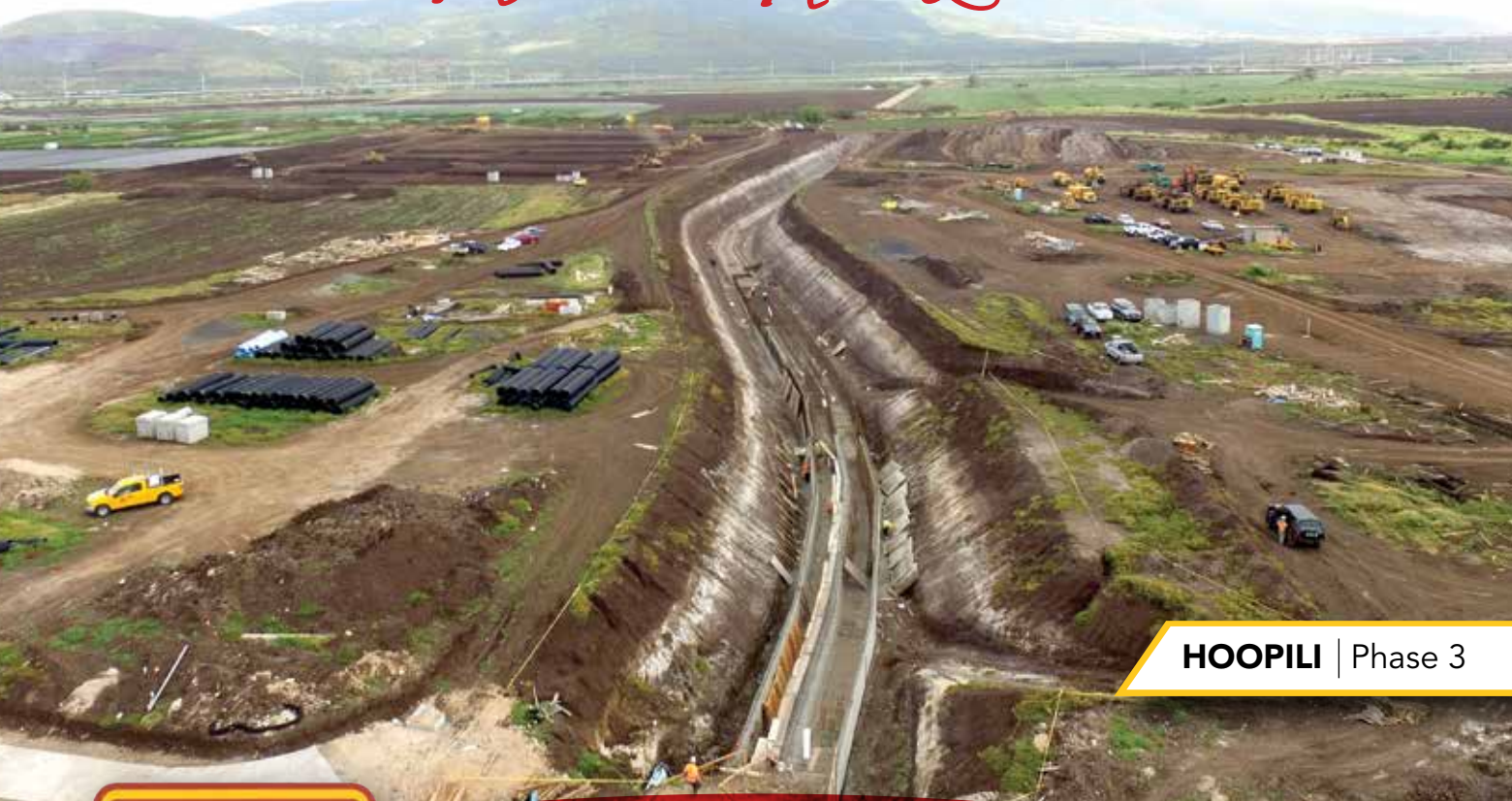
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work” homes with commercial space on the ground floor and residential space above. Approximately 293

homes in both Haakea and Haloa were scheduled to be delivered in November. Hoopili’s development is projected

to span 20 years. If Hoopili follows its current blueprint, it will eventually include 3 million square feet of commercial space, five schools and 200 acres of commercial farmland.

Koa Ridge, on the slopes of Central Oahu, broke ground in November, ushering in the first phase of infrastructure construction for the future 3,500-unit residential community.

Approximately \$500 million in water, sewer, drainage and roadway improvements are slated to start in December, with home construction scheduled to start in late 2018.

The \$2 billion residential project will create a walkable community on 576 acres with retail and dining venues, a commercial district, a medical center, an industrial/business center, a new elementary school, parks and bike trails.

Residential units will be a mix of single-family, multi-family, senior and 1,050 affordable homes. Construction at Koa Ridge is expected to continue for 10 years.

Both Hoopili and Koa Ridge are clearing the way for future



Attending the Koa Ridge blessing are, from left, Ashley Ferreira, Harry Saunders of Castle & Cooke Hawaii, Gov. David Ige, David Murdock of Castle & Cooke Inc., Mayor Kirk Caldwell and Kahu Kordell Kekoa.

PHOTO COURTESY CASTLE AND COOKE HAWAII



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homebuilding and—as housing demand continues to surge—will generate a multi-year flow of revenue to Hawaii’s private and public sectors.

Tesla Solar Farm

Local utility companies’ inability to efficiently store and use privately generated solar power has dimmed solar’s promise in Hawaii, where the

sun is king.

Abundant energy produced during the day often can’t be stored on the grid, so fossil fuels are usually back in business after dark.

Kauai Island Utility Cooperative (KIUC) in March eliminated much of its nighttime reliance on diesel fuel with the completion of the world’s first utility-scale dispatchable solar facility.

This means Kauai’s facility can provide solar energy on demand, as opposed to a restricted time frame. This has positive implications for the cost of energy in Hawaii and for the state’s 2045 clean energy mandate. And especially for budgets that are constantly eroded by energy costs, such as for building projects.

The solar farm, with approximately 55,000 solar panels and a 52 MWh Tesla Powerpack lithium ion battery storage system, was built by SolarCity (recently acquired by Tesla) and Tesla on 50 acres owned by Grove Farm near Lihue.

KIUC doesn’t own the facility; rather, it has a 20-year power



Rendering of shopping area at Koa Ridge

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purchase agreement with Tesla, which so far has produced energy for KIUC at 13.9 cents per hour, less than the cost of oil.

KIUC has also reportedly arranged

for the construction of another solar facility by a different energy company that will also feature lithium-battery storage.

This future facility on Kauai's South

Shore is said to include a 28-megawatt solar farm and a 20-megawatt five-hour duration energy storage system, which will make it one of world's largest.

According to a Tesla spokesperson, Hawaii has been one of the largest adopters of solar power in the U.S., but the inability to store that power has heretofore been curtailed by surplus-generation concerns. Pairing renewables with storage—as with Tesla's lithium ion batteries—is a promising way to increase renewable penetration on Hawaii's grid.

Jobsite Synergy

As Hawaii construction heads into 2018, says Ota, "other major contributors would include private work such as resort timeshare conversions and renovation work, as well as commercial, retail, and residential projects."

With Hawaii's top 2017 projects working in concert, both public and private sectors will likely have energy to spare. 🏠



Crews work to connect the Kapaia Power Station to the Tesla solar farm.

PHOTO COURTESY KIUC



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Docomo Pacific's new headquarters

Docomo Pacific Gets New Home

\$10.5M renovation of former Ben Franklin store on Guam completed

BY MAR-VIC CAGURANGAN

Future World Corp. completed the renovation of the old Ben Franklin building in Tamuning, Guam, and its new tenant, Docomo Pacific, moved in on Nov. 20.

The \$10.5 million project, which began in October 2016, was designed by RIM Architects, with Studio E helping with the building's exterior work, according to Docomo's Kenneth Quintanilla. The grand opening of the Docomo headquarters is scheduled for January.

Docomo, a telecommunications firm, is leasing the building from MV Pangilinan Enterprises, which operated the Ben Franklin Department Store for

33 years before it shut down in 1999. The landmark building has been idle since its closure.

"The building includes various updates to bring it up to 2017 building standards and safety requirements. The former escalators, which were the first of its kind to be operated on Guam at the time, have been removed and elevators have been installed," Quintanilla says.

"The new building will include an open space concept aimed at encouraging collaboration and more productivity. The Ben Franklin building wasn't built or designed with

windows, but part of the renovation included redoing the structural design to include more than 40 windows."

The new Docomo facility includes five meeting rooms, 11 conference rooms, two break areas, a lounge and café and three training rooms. Docomo, which has been operating at the Century Plaza, will occupy 48,000 square feet of the 60,000-square-foot building, Quintanilla says.

The parking lot include 300 stalls with a gated employee parking in the back of the building. Solar panels also have been installed in the parking lot. 🏠

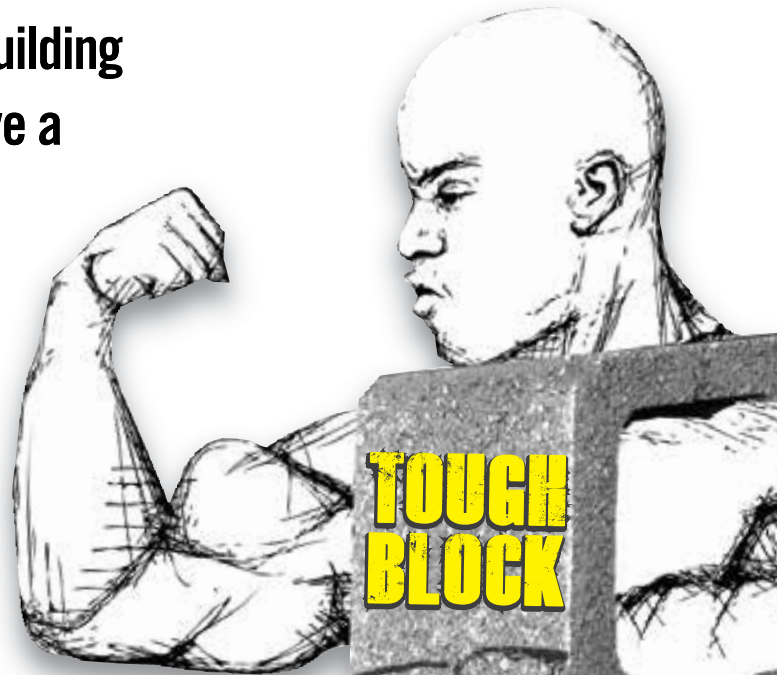
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Hawaii Infrastructure Worst in the Nation?

Conditions of roads, dams cited as major problems

BY BRANDON BOSWORTH

Hawaii's infrastructure woes continue to cost residents money and may even put their lives at risk, according to national studies.

For example, Hawaii was ranked the state with the worst infrastructure in the U.S. in an August report by 24/7 Wall St., a financial news and

opinion company. Titled "States That Are Falling Apart," the report found that 29 percent of Hawaii roads are in poor condition, 5.7 percent of bridges are deficient and a whopping 93.2 percent of dams are at high hazard risk. When it comes to highway spending, Hawaii is ranked in the bottom 10.

To identify the states with the worst infrastructure, 24/7 Wall St. used data from a variety of sources. The share of roadways in poor condition and the share of bridges considered structurally deficient came from the Federal Highway Administration's report Highway Statistics 2015.

The share of dams classified as





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high hazard potential came from the National Inventory of Dams, a database maintained by the U.S. Army Corps of Engineers and the Association of State Dam Officials. Highway spending as a share of total government spending came from the U.S. Census Bureau's 2015 Annual Survey of State Government Finances.



Evan Fujimoto

“It’s uncertain how the conditions and risk factors are evaluated, but most would agree our roads are in poor condition and have been for some time,” says

Evan Fujimoto, president of Graham Builders and 2017 Building Industry Association of Hawaii (BIA) president. “Ultimately, it’s a management issue—not accurately assessing the condition and required maintenance of roads and infrastructure, combined with less-than-adequate fiscal planning to execute a comprehensive plan

Improving Hawaii's Infrastructure

Among large projects underway or expected to begin soon:

HIGHWAYS

OAHU

- H-1: Addition and Modification of Freeway Access, Makakilo to Palailai IC (Kapolei Interchange Complex), Phase 2; \$52.5 million. GC: Goodfellow Bros. Inc. Est. wrap: July 2018.
- Likelike Highway Resurfacing, School Street to Emmeline Place; \$ 13.9 million. GC: Jas. W. Glover Ltd. Est. wrap: April 2018.
- Pali Highway Resurfacing, Waokanaka Street to Kamehameha Highway, and Pali Highway Lighting Replacement, Vineyard Boulevard to Kamehameha Highway (Phase I); \$67.4 million. GC: Goodfellow Bros. Inc. Est. wrap: July 2019.

New Projects:

- Fort Weaver Road Resurfacing, Interstate Route H-1 to Keoneula Blvd.; \$10 million to \$15 million. Scheduled advertising: May 2019.
- Moanalua Freeway, Highway Lighting Improvements, Halawa Heights Off-Ramp to Middle Street Overpass; more than \$15 million. Bid opened October 2017.

- H-1: Guardrail and Shoulder Improvements, Kapiolani Interchange to Ainakoa Avenue; \$10 million to \$15 million. Scheduled advertising: October 2018.
- Pali Highway Resurfacing, Vineyard Boulevard to Waokanaka Street (Phase 2); more than \$15 million. Scheduled advertising: June 2018.

AIRPORTS

OAHU

- Daniel K. Inouye Honolulu International Airport: New Consolidated Rental Car Facility (ConRAC); \$329.5 million; HDOT (CFC). GC: Watts Constructors LLC. Mechanical: Dorvin D.Leis Co. Inc. Est. wrap (full operation): Summer, 2021.
- IIT Mauka Extension; \$227 million. GC: Hensel Phelps Construction Co. Est. wrap: end of 2019.
- Roadway /Terminal Signage Improvements; \$23 million. GC: Global Specialty Contractors Inc. Est. wrap: 2019.

New Projects:

- Widen Taxilanes G & L – Phase II; \$50 million. Est. start: November, 2020. Est. wrap: 2022.

MAUI

- Kahului Airport: OGG ConRAC; \$331 million; HDOT (CFC). GC: Hawaiian Dredging. Mechanical: Dorvin D.Leis Co. Inc. Est. wrap: Fall 2018 (ConRAC); early 2019 (Tram); Spring 2019 (Tenant Improvements).

New Projects:

- Holdrooms A and B Improvements; \$40 million. Construction Schedule: Negotiating design contract; Advertising in 2020. Est. wrap (construction completed): 2021
- Apron and Lease Lots; \$64 million. Construction Schedule: Negotiating design contract; advertising in 2020. Est. wrap: 2020

HAWAII ISLAND

- Kona International Airport, KOA Terminal Modernization, Phase 1; \$75.4 million. GC: Nan Inc. Est. wrap: March 2019.

New Projects:

- Pacific Region Aircraft Rescue Firefighting (ARFF) and All-Hazards Emergency Services Training and Research Center; \$30 million. Est. start: November 2018. Est. wrap: 2020.

KAUAI

- Lihue Airport, Runway 3-21 and Taxiway B Rehabilitation; \$10 million. Est. start: March 2018. Est. wrap: September 2018.

HARBORS

OAHU

- Honolulu Harbor, Kapalama Container Terminal Yard; \$165 million. GC: Kiewit Infrastructure West Co. Est. wrap: July 2020.

New Projects:

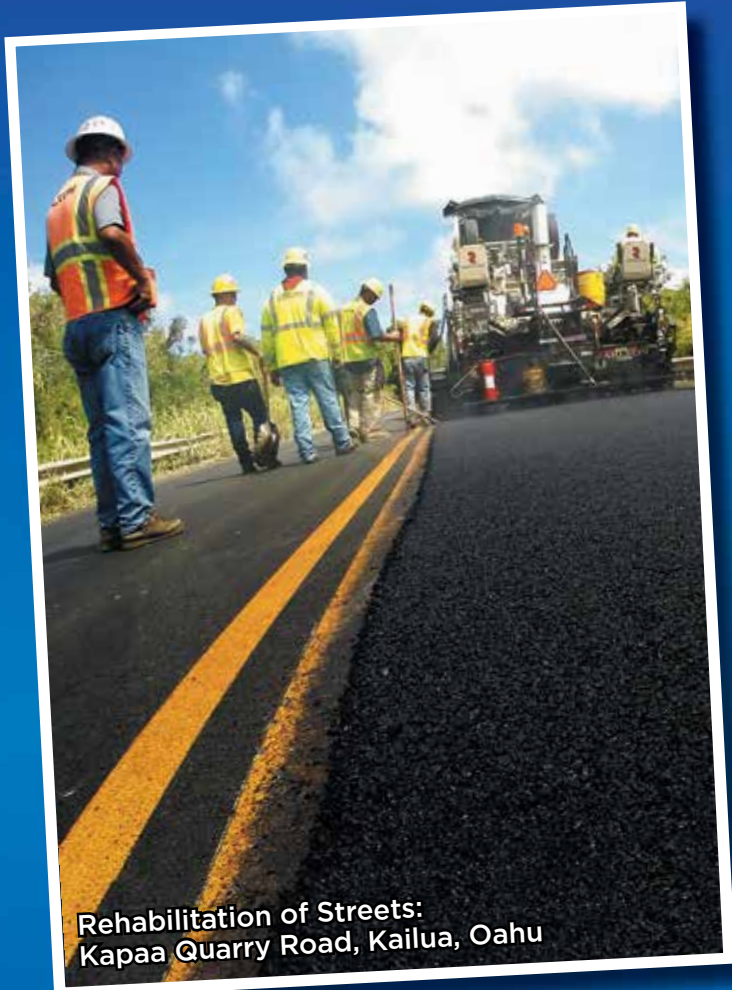
- Kapalama Container Terminal, Wharf & Dredging; \$250 million. Est. bid opening/start: June 2018. Est. wrap: June 2022.
- Keehi Industrial Lots Improvements, Phase III; \$16 million. Est. bid opening/start: June 2018. Est. wrap: June 2019.

MAUI

- Kahului Harbor, Infrastructure Improvements at Pier 1 Op Area and Ala Luina Street, Phase 2; \$15.25 million. Est. start: September 2018. Est. wrap: September 2019.

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Hawaii's Department of Transportation plans millions of dollars in road work in 2018.

to build new or maintain existing infrastructure.”

Fujimoto adds that “politics plays a huge role in determining which projects receive funding, and which ones don’t. There are many competing needs and shortfalls in many areas such as an under-funded ERS (Employees’ Retirement System) and a

huge repair and maintenance backlogs at UH-Manoa.”

The 24/7 Wall St. analysis echoed the findings of the American Society of Civil Engineers (ASCE) 2017 Infrastructure Report Card, released earlier this year. The ASCE found that “this deteriorating infrastructure impedes Hawaii’s ability to compete in

an increasingly global marketplace.”

According to Brian Pallasch, managing director, AFSC government relations, “39 percent of the state’s roads are in poor condition, costing drivers more than \$700 a year, which is a little above average.”



Brian Pallasch

In 2016, the state Department of Transportation reports it filled more than 36,000 potholes on Oahu alone at a cost of more than \$350,000. Additionally, Honolulu has paid more than \$2.5 million to settle pothole-related claims and lawsuits.

“Oahu’s large population occupies a relatively confined urban core, so it’s understandable that our roads experience high usage and have to withstand wear and tear from all types of cars and trucks,” Fujimoto says.

“As to why we lag in spending on highways is a mystery; perhaps there are too many other competing needs such as wastewater treatment plant upgrades due to the EPA’s consent decree, rail or investments in renewable energy goals.”

Jon Young, executive director of the Hawaii Asphalt Paving Industry, does see progress being made.

“Both the City and County of Honolulu (City)



Jon Young

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and the Hawaii Department of Transportation (HDOT) have taken positive steps in to maintain our roads in good condition,” Young says. “The HDOT has been sealing cracks in both the H-1 and H-2 highways, which will

limit water getting into the subgrade and deteriorating the pavement structure. Over the past 5 years, the city has been repaving roads and has also been implementing their pavement maintenance program of applying seal

coat and slurry seal.

“It is anticipated that these efforts will result in the improved quality of our roads. The other counties are doing their part as well.”

The ASCE also pointed to Hawaii dams, describing 123 of them as “high hazard” dams.

“I’m surprised to read that our dams are high risk only because most people are not aware of their location and current condition—out of sight, out of mind,” Fujimoto says.

The 2006 Ka Loko Dam breach on Kauai that killed seven people is just one example of the dangers posed by hazardous dams. On the plus side, Pallasch noted that 98 percent of Hawaii dams have an emergency action plan, versus the national average of 77 percent.

Unfortunately, Fujimoto sees things getting worse in the near future.

“Our state tries to do too many things while not taking care of the basics,” he says. “Our tropical climate and proximity to the ocean cause quicker deterioration of the built environment, including roads and infrastructure.” 🏠



A recent report claims 29 percent of Hawaii roads are in poor condition.

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“Lot H” 8,000-square-foot residence in Koloa, Kauai



Hillside Masterpiece

Artistry in stone and cedar sets the bar for luxury living in Koloa

BY BRETT ALEXANDER-ESTES

PHOTOS COURTESY UNLIMITED CONSTRUCTION SERVICES INC.

When Wade Bartel, “Lot H” project manager for Unlimited Construction Services, strolled onto the Kauai lot in 2015, he immediately saw a steep obstacle. So did Bing Hu, project architect.

More sobering than the residential lot’s size—63,676 square feet—was the slope, Hu says. The hillside property overlooks Kukui Ula’s golf course and cascades down to the fairway.

Moreover, the client, the founder of a major U.S. company, “thinks big and in terms of high quality,” Bartel says, adding: “Perhaps this is why he chose Bing Hu as his architect.”

Hu is founder and principal of H&S International LLC, which has completed



Wade Bartel



Bing Hu



Claudio Munõz



Lance Delos Reyes

more than 300 projects with a construction value of more than \$3 billion. Licensed in Hawaii, other U.S. states and Canada, Hu has won many regional and international awards for his luxury resorts and residences.

H&S International, Hu says, has a great relationship with Unlimited, which also has an impressive record of Island luxury builds.

The Lot H team—Unlimited’s Bartel and Lance Delos Reyes, project engineer; and H&S International’s Hu and Claudio Munõz, senior designer—recently sat down with Building Industry Hawaii and described how they created an approximately \$14 million mansion on a red-dirt Koloa hillside.



Vaulted clear western red cedar ceilings at lanais

What were you hired to do?

BARTEL: Unlimited Construction was contracted to build a very high-quality home for a discriminating client and architect. At the time (January 2015), it was the largest proposed home (8,000 square feet under roof) in the Kukui Ula development.

How did you approach the project?

HU: The goal was to create a free-flowing home with a simple, modern design that would put the emphasis on what the location offered more than what the house as a sculpture could be.

Did all parties share this vision?

BARTEL: Bing Hu is a true artist. His homes are expressions of creativity. As such, they can be challenging to build. We often met to discuss these challenges and Unlimited's proposed methods to accomplish his vision.

HU: Unlimited was part of the design process from the beginning, and that makes a world of difference. They did an incredible job of keeping the process going ... and helping keep the schedule and budget under control.



The Great Room with 30-foot vaulted cedar ceiling, Sapele wood accents and travertine floors

Did the client like the design?

BARTEL: He visited the site very often and provided input. As his vision evolved, Unlimited Construction and Bing Hu made numerous changes to bring his vision to fruition. This is the nature of a "high-end" project.

HU: There can't be any design if the client isn't involved. Ultimately, it is their home, and the project needs to be a reflection of their personal interests

and preferences, not the architect's.

Did the construction specs match the site?

MUNÓZ: What the survey was showing didn't quite reflect the onsite conditions. The biggest challenge was the site slope. It was hard to figure out the driveway's approach to the house, which actually changed drastically halfway through the process.



Lava rock walls surrounding monolithic slab and frame

How did you solve this problem?

BARTEL: The home is on a monolithic slab on a hillside. This required multiple large retaining walls across the lot, all of which are stone.

MUNÖZ: We needed to readdress the driveway design and access point. The collaborative effort of the whole team first highlighted the need to re-evaluate the issue, and second, helped make it possible without affecting the quality of the project or its schedule.

How did this affect project costs?

BARTEL: On this particular project, there were over \$2 million of changes. Each of these changes needed to

be managed by both Bing Hu and Unlimited. Bing Hu and his staff were very efficient with their redesigns and the Unlimited staff offered input about materials, techniques and budgeting. We managed to achieve a very symbiotic relationship.

What did Unlimited suggest?

BARTEL: In many ways, the construction techniques and equipment resembled those used on a commercial project. Because of the use of steel infrastructure and the vast amount of concrete and accessibility, we were required to use a crane and concrete boom pumps. We also used man lifts

that are not typically used on most residential projects.

Did you use custom materials?

MUNÖZ: Cut lava stone, natural wood siding, natural stone flooring—Travertine.

BARTEL: Clear western red cedar vaulted ceilings ... stone countertops ... Sapele cabinets. There are several water features that Bing Hu special-ordered and had delivered to the site. They include a 1-ton fountain and several stone fountains at the pool.

MUNÖZ: H&S has an interior design department ... so we could integrate details and ornamental elements from the beginning.

Which project team members really made a difference?

BARTEL: The entire team at Unlimited excelled during this project. This was truly a team effort and everyone including our administrative staff, safety staff and engineering staff performed at their best. But, in the end, it still always comes down to our field personnel (carpenters and finishers) and their dedication to quality that produces the exceptional product.

There was a project engineer that did a particularly outstanding job. Lance Delos Reyes deserves a lot of the credit for material sourcing and sub-contractor management.

Were there particular subcontractors who did an exceptional job?

BARTEL: Pohahu Fabrications (tile and stone); 8 Pacific Masons



Yoga pavilion with stone columns



Infinity edge pool and fountains overlooking golf course

(stone walls and concrete); No Ka Oi Landscaping (landscaping).

When the project wrapped in December 2016, was the client pleased?

BARTEL: At the end of the project, the client was and still is very satisfied. (He) has remarked that “it’s so great to come home. The house feels so comfortable and relaxing when I walk in.”

What do you feel are the project’s standout features?

DELOS REYES: At first glance, it’s hard not to be amazed by the size of

this house. But its size isn’t everything. Being part of its construction compels you to appreciate the details that truly set this home apart.

HU: I think what I enjoy most about it is that it is a calming home. Exactly what you want from a place in paradise.

BARTEL: Everything in the home—from its custom entry doors, beautiful woodwork and openable walls to the vast, expertly landscaped grounds with stone walls, infinity pool, spas and cold plunge—exudes luxury and quality. It has since set the bar for the “best of the best” in the area. 🏠

Grand Tour

Welcome to “Kukui Ula Lot H,” a landmark luxury residence in Koloa, Kauai:

- Two stories
- 8,000 square feet under roof
- Three bedrooms
- Four-and-a half baths (main residence)
- Guest house (1 bedroom, 1 bath, wet bar)
- Lanais for every room
- Travertine floors inside and out
- Clear western red cedar vaulted ceilings



“Lot H” luxury residence in Koloa, Kauai

- Clear western red cedar siding
- Large second floor office/game room (full bath and wet bar)
- Great Room with 30-foot vaulted cedar ceiling
- Formal dining room
- Gourmet kitchen
- Designer lighting
- Stone countertops
- 250-square-foot walk-in closet with custom cabinetry
- Sapele cabinets, doors and trim
- Wolf/Subzero appliances
- Full-size Wolf/Subzero wine cooler
- Walkthrough pantry
- Stone columns
- Yoga pavilion
- Infinity pool
- Cold plunge spa
- Private master spa
- Four shower gardens
- Stone privacy/retaining walls
- Firepit
- 1.6 acres of landscaping.



Marble floors and imported bathroom fixtures in master bath

Road and Highway Builders Begin Farrington Resurfacing

Honolulu-based Road and Highway Builders LLC, an affiliate of the Texas based Sterling Construction Co., recently began a \$2.3 million repaving project on the city-owned section of Farrington Highway, from the Kapolei Golf Course Road to approximately 1.5 miles east of Kualakai Parkway.

The work will cover 2.23 miles of roadway and is estimated to be finished within 180 calendar days.

The project includes milling of asphalt concrete pavement, reconstruction and resurfacing of asphalt concrete pavement, adjustment of utility manholes to grade (frames and covers) and installation of pavement markings.

The repaving work hours will be from 8:30 a.m. to 3:30 p.m., Mondays through Fridays, with possible Saturday work.

GCA To Host Webinar

The General Contractors Association (GCA) of Hawaii sponsors a free webinar this month on the AIA A201 2017 General Conditions Document, which has had its insurance requirements restructured in the new edition to create a new Insurance Exhibit A.

Also called the “keystone” or “umbrella” document for a design-bid-build projects, the recent changes will impact how insurance requirements required by owners and insurance products contractors must procure (and avoid exclusions).

The webinar is scheduled for Dec. 11 from 9-10 a.m. at the GCA Conference Room at 1065

Ahua St. To register, go to www.gcahawaii.org or email Gladys Hagemann at gladys@gcahawaii.org.

The AGC-endorsed ConsensusDocs also made significant changes in its updated standard documents that among other things now defaults to the constructor procuring the Builder’s Risk Policy, instead of the owner. The webinar will highlight changes to insurance requirements and what builders need to do to comply or alternatively contract negotiation strategies.

Speakers will include Jeff Vita of Saxe Doernberger & Vita P.C. and Brian Perlberg, AGC of America senior counsel.

HART Wins ASBI Bridge Award

The Honolulu Authority for Rapid Transportation rail project was chosen among eight finalists for the 2017 American Segmental Bridge Institute (ASBI) Bridge Award of Excellence. Eight projects were selected for the award from a pool of both national and international projects.

The ASBI award is given biennially to bridge projects that are “outstanding examples of segmental concrete bridge construction,” the type of construction used to build the Honolulu Rail Transit Project’s elevated guideways.

HART’s award recognizes construction and design excellence over the Project’s first two phases, from East Kapolei to Aloha Stadium.



HART and its contractors CH2M, FIGG Bridge Engineers, Kiewit Infrastructure West, and HNTB Corp., among others, were praised by ASBI for designing a superstructure strong enough “to support a crane so that it could be taken off the ground and eliminate any traffic disruption.”

According to ASBI, projects were selected based on innovation of design and construction, rapid construction, aesthetics and harmony with a project’s environment, cost competitiveness and minimization of construction impact on the traveling public.

The ASBI awards jury noted that 7.5 of the 10 miles of completed guideway had to be built “over and along congested roadways and intersections.”

Healthy Days for Paints, Finishings

Popular trends in Hawaii range from self-priming products to stained and epoxy concrete

BY BRANDON BOSWORTH

Business in Hawaii's painting and finishings industry has been described as "healthy" by painters and suppliers, who optimistically forecast an increase in demand for their products and services in 2018.

"For us things are looking real good," says Dean Ford, president of Ford Painting



Dean Ford

Professionals. "Lots of people are spending money again. I'm kind of shocked by how many calls we've been

"Our industry is pretty healthy at the moment."

—Jesse Taylor

getting in the last six months."

The summer was especially busy, and Ford says since it was "the driest

summer in 30 years we got lots of work done." He adds that with "more troops coming to Hawaii, the military will be beefing up housing units in preparation," which means more homes in need of painting.

"Our industry is pretty healthy at the moment," says JD Painting & Decorating's Jesse Taylor. "We have experienced ups and



Jesse Taylor



PPG's Voice of Color 2018 color of the year is Black Flame PPG1043-7.

PHOTO COURTESY AMERITONE MAUI

downs recently but for the most part we and our competitors have managed to stay busy.”



Joni McGinnis

On the Valley Isle, Joni McGinnis of Ameritone Maui says the painting and finishing industries have seen “a surge of projects from large repaints and new construction to mid- and smaller-scale maintenance. The feedback I hear from many contractors is that they are extremely busy, and some have even declined to bid on new work.

“As a paint supplier the competitive landscape has increased with added paint dealers and the reopening of the new Lowes in Kahului. Corporate stores have increased their dominance in the paint and supply sectors but independent dealers such as ourselves continue to compete in this market.”

Keeping the industry fresh are new products and innovations. Ford says



Crews from Ford Painting Professionals waterproofing at the Crown Thurston
PHOTO COURTESY FORD PAINTING PROFESSIONALS

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one recent innovation is self-priming paint.

“It cost more but being able to skip the primer saves time,” he says.

Despite the price, Ford says self-priming paint is growing in popularity and that most suppliers now offer it.

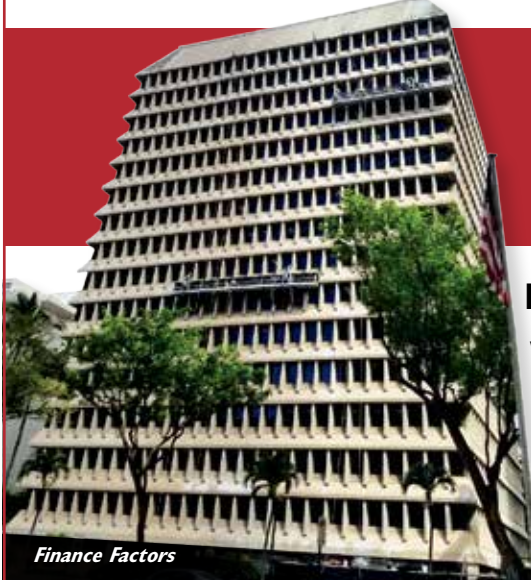
“The great marketing of the paint-and-primer-in-one products have reached its peak in which every manufacturer has one in its lineup,”

“At present there seems to be an abundance of work and jobs are on the upswing.”

—Joni McGinnis

McGinnis says. “It is well understood in the paint industry that not all situations require a primer but then again there are also certain conditions that would. An effective salesperson will guide the customers to the proper choice to avoid a failed result.”

Self-priming paints currently on



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The Honolulu Don Quijote is one of the projects JD Painting & Decorating has worked on.
PHOTO COURTESY JD PAINTING & DECORATING

the market include Sherwin-Williams Duration, BEHR Premium Plus Ultra Paint And Primer In One, Valspar Ultra Premium and Benjamin Moore Regal Select High Build Exterior Paint.

Another innovation is moisture sensitive paint. "It dries quicker and helps get the job done faster," Ford says. "It dries in 15 to 30 minutes, not several hours." He adds that moisture-sensitive paint is especially useful in humid

weather or if rain is approaching.

Some innovations are the result of new regulations and concerns over product safety.

"Most of the trend change we have experienced over the past five years have all been associated with safety in particular VOC (volatile organic compounds) regulations and most recently the new OSHA silica regulations," Taylor says. "Many of the

everyday products we used for years have been reformulated to lower the VOC content and some have even been discontinued. We have always been conscious of the potential harm silica poses but recent new regulations have further emphasized the risks of working around materials that contain silica."

McGinnis says "the trend of lower to zero VOCs for paints have leveled off given that most paint manufacturers have already reformulated to meet federal standards and even met the stringent standards of California. The low to zero VOC products are the new standard and it is continuously being improved in its application and quality."

Manufacturers not only have to respond to new regulations but to changing consumer tastes.

"Colors trends are constantly evolving but we have seen some new finishes emerge in our industry," says Taylor. "We have seen a trend recently of wallpaper re-emerging as a

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specified finish especially in the hospitality segment. We have also seen new markets emerge over the last 10 years in finishes like polished concrete especially since the modern industrial look has emerged.”

“It’s that time of the year where everyone eagerly awaits the paint companies’ picks for their colors of year,” McGinnis says. “PPG’s Voice of Color 2018 color of the year is Black Flame PPG1043-7, a shade of black with blue indigo undertones. Early color forecasts suggest a bolder, deeper palette. Brighter colors are also predicted to make its way onto the palette.



Ameritone Maui worked on Milo Court, part of the Kehalani master-planned community on Maui. PHOTO COURTESY AMERITONE MAUI

“As of today Pantone has not announced its color of year but we are all waiting with bated breath.”

New innovations extend far beyond just paint. “Some of the new liquid applied flooring products are very interesting, and concrete stain and epoxy floors seem to be constantly evolving,” Taylor says. “Epoxy floors have been around for many years but new technologies and finishes are constantly emerging such as adding metallic flakes added into finishes to add an additional depth to the finish.

“Concrete stains has evolved immensely, not too long ago they were majority acetone based and difficult to apply, today we have water based stains that are much easier to apply and provide similar depth to the finish like the old acetone finishes.”

While the local painting and finishing industries have been doing

well, McGinnis says she’s seen several “long-time paint contractor operations close down after being in business for decades.” However, new companies are forming to take their place.

“From these businesses former workers have sprouted into their own independent businesses continuing to compete in this Maui market,” she says. “At present there seems to be an abundance of work and jobs are

on the upswing. Ameritone Maui is a family-owned local paint business competing in tough market.”

Ford says the future of the local painting and finishing industries looks bright. “Suppliers are moving lots of product. We have to place orders in advance because things aren’t in stock,” he says. “There’s nothing to hold the industry back.” 🏠



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HART Board Welcomes 4 New Members



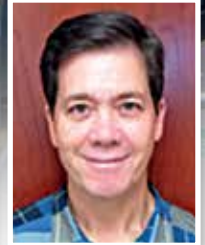
Wesley Machida



Kalbert K. Young



Kamani Kuala'au



Tobias "Toby" Martyn

Four new members have been appointed to the Honolulu Authority for Rapid Transportation's (HART) board of directors.

Senate President Ron Kouchi on

Oct. 25 selected **Wesley Machida** and **Kalbert K. Young**, and House Speaker Scott Saiki announced **Kamani Kuala'au** and **Tobias "Toby" Martyn**. Their appointments were announced

on Nov. 6 by Mayor Kirk Caldwell.

The new members will attend future meetings as non-voting members.

G70 Appoints New Manager, Adds Three

G70 has appointed **Kelley Tanaka Kalani** as marketing manager and hired **Peter L. Mow**, **Lynel Rabago** and **Pualikai "Kai" Akiona-Ferriman** to the Hawaii design firm's staff.

"We're excited to appoint Kelley as our new marketing manager and welcome Peter, Lynel, and Kai to the G70 ohana," said G70 President Charles Kaneshiro, AIA, LEED AP. "We're fortunate that these professionals, who have all shown great promise and vision, are a part of the G70 ohana."



Kelley Tanaka Kalani

In her new position, Tanaka Kalani will manage G70's revamped marketing and communications efforts, including design and production of new website and marketing collateral. She brings more than a decade of experience to her new position,

including serving as a G70 executive assistant and guiding the firm's brand renewal last year. Previously, Tanaka Kalani was WATG's office manager.

Mow, who has more than 25 years of industry experience, joins G70 as project manager. He will oversee the design and study of infrastructure facilities and management of project staff. Mow is a



Peter L. Mow

licensed professional engineer and received his bachelor's in engineering from Arizona State University.

Rabago has more than 15 years of experience and joins G70 as project engineer. She will provide civil design support for public and private sector projects, including site development, storm water management and green infrastructure design, water and wastewater design, public outreach



Lynel Rabago

efforts, and master planning and assessments. Rabago is a licensed civil engineer, and received her bachelor's in biology and master's in civil engineering from the University of Washington.

Akiona-Ferriman joins G70 as civil designer, providing design and drafting support for transportation, roadway and site development projects, including preliminary and final design drawings, construction specifications, cost estimates and engineering reports. Akiona-Ferriman received his bachelor's in civil engineering from the University of Hawaii at Manoa. 🏠



Pualikai "Kai" Akiona-Ferriman

BIA-Hawaii Membership Meeting

The Building Industry Association of Hawaii held its General Membership Meeting and Construction Forecast on Nov. 8 at the BIA-Hawaii's headquarters at the CTC-Pacific in Waipahu.



Gladys Marrone, Evan Fujimoto, Ben Duquette, Dan Guthmiller, Gary Okimoto



Dwight Mitsunaga, Stefanie Nishikawa, Eric Wong, Greg Thielen



Cyd Kamakea, Shawne Mateo, Carolyn Hyman



Matthew Rose, Chris Cheung, Marshall Hickox, Brett Byxbee



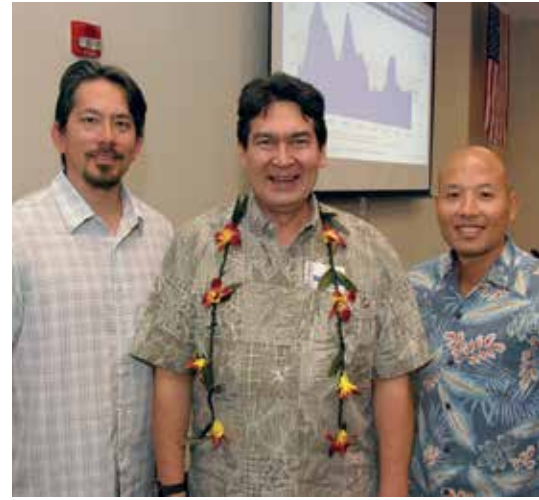
Joel Frenzel, Jessica Crimmins, Timothy Waite, Will Becker



Marshall Hickox, Judy Wilkinson, Thomas Gibson



Jimmy Wilkinson, Ann Ingham, Dan Barnett



Ben Duquette, Paul Brewbaker, Lance Takaki



Naomi Choquette, Derrick Partain, Miguel Robledo, Jessica Crimmins, Judy Wilkinson



Ron Romero, Geoffrey Michaelson, Clifton Crawford, Eric Yasunaga, Mike George-Sanchez



Stefanie Nishikawa, Gladys Marrone, Michael Watanabe, Cathleen Langin, Karen Berry



Nick Hastings, Mark Kennedy, Patrick Gill, Beau Nobmann

A New Year, a New Approach

BY GARRETT SULLIVAN



Contractors go into business to achieve financial freedom and increase wealth. Generally, in the beginning they obtain a lot of work and usually don't understand their costs and tend to bid work very cheap. As the business expands it becomes increasingly difficult for the owner to operate the business efficiently as they often lack the ability to manage rapid change.

This situation can escalate quickly and they may begin to feel like a slave to their business. Perhaps, as an owner, you feel this way. There are very common pain points which contribute to this situation.

As we enter a new year, consider updating or creating the following approaches to revitalize your business.

Begin with the End in Mind

Don't just bid and build. Even if you never plan to sell your business, take measures to ensure it could be sold. All we have in life is today and tomorrow is uncertain. Take action today to ensure your family and employees will have the same lifestyle and security should you become incapacitated or worse. There are few things sadder in life to witness than a contractor spending a lifetime to build a business only to watch it be liquidated for pennies on the dollar due to unforeseen circumstances.

Review or Create Your Vision

Step back and take time to review where your business will be in the next three to five years. If you are a savvy contractor that has begun with the end in mind, know that it will require a few years to profitably transfer your business to the next generation. When you have a vision that is shared with the organization, everyone is operating on the same page and the direction of the company is understood.

Ideally, you have taken the time to inform everyone what their role is in the march forward. Lastly, you can create your ideal working situation as the generational transfer progresses and moves away from the "putting out daily fires" many contractors experience.

Delegate More

As the company grows it is imperative to step back and think more strategically than operationally. Oftentimes, the addition of an operations manager, general superintendent, or chief operating officer will allow the owner to focus more long-term instead of dwelling on day-to-day issues.

Decide today to act more like a coach than a player in the game of contracting and tie employee compensation to results.

'Work on' Your Business More

Most contractors tend to focus too much on the day-to-day and fail to take time to "work on" their business. When you "work on" your business each week you will very slowly, but surely, improve. Set a goal to become a Best in Class contractor in your sector of work. Start by making a list of six to eight target improvement areas for 2018. Then commit to spending two hours a week "working on" your business. Annually, this amounts to 104 hours, or 2.5 weeks. Imagine if you immediately spent two weeks exclusively working on your business, there would be great improvement.

Systems and Procedures

Truly successful contractors will develop and implement systems and procedures. Without question, it is a long and tedious process. However, it reaps enormous dividends in many ways. For example, less time is needed

to train new employees, there is consistency throughout the organization, and quality control is achieved in all procedures.

The simplest way to create systems and procedures is to develop a flow chart for the company which starts with business development and moves through establishing procedures for each field operation and office task. It should be updated at least yearly. We live in the age of social media thus, pictures with captions are better than long narratives, as it will be more easily understood. When completed, demand it be followed rigorously every day with no exceptions.

Update Technology

The construction industry is innovative and those who do not change with it will be left behind. Change is difficult and often contractors are reluctant to transition due to unfamiliarity with new technology. Resolve to stay current in 2018 and implement one or two new technologies.

Create and Follow a Budget

If you want to make more money next year, now is the time to plan your revenue and profit for 2018. A yearly budget should track revenue and expenses on a monthly and annual date basis. Review the budget monthly to ensure a higher degree of profit success.

As you look to the New Year, implementing all or a few of the above will move your company in a more efficient and profitable way. Why not try a new approach in 2018? What are you afraid of, more success? 🏠

Garrett Sullivan is president of Sullivan & Associates Inc., a company that helps contractors clarify, simplify and achieve their goals and vision. Contact him at GSullivan@SullivanHi.com or 478-2564.

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This Holiday Season we pause to say thank you to our loyal customers. Our best wishes for a prosperous and robust New Year filled with business opportunities.

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