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**F**our veteran Hawaii roofers discuss the state of the industry, how they got started in the business and where it's heading. And Tim Lyons, executive director of the Roofing Contractors Association of Hawaii (RCAH), also tells us that while 2018 should be a good year, it's tied to the overall economy.



One of CRW's RCAH award-winning projects

Also be sure to check out the winners of this year's RCAH Top Roofing Awards.

Hawaii's commercial development is headed for another solid performance this year. The value for commercial construction also appears to be solid going into a new year.

"Given Hawaii's strong economic projections for the next 18 months, I think the outlook for 2018 is positive with healthy market conditions indicating continued strength in commercial construction," says Steve Colón, president of Hunt Companies' Hawaii development division.

In this issue we also take a look at how contractors can stay free of lawsuits as Island attorneys provide tips on avoiding legal pitfalls.

And ABC Hawaii, a merit shop association, reports a full slate of training and certification programs scheduled throughout this year. 🏠

*A hui hou,*

*David PT*

david@tradepublishing.com

## Setting It Straight

NAVFAC Hawaii plans to award 12 energy resiliency/efficiency projects in 2018 valued at \$26.4 million. An incorrect amount was reported in a January article on military-related projects.

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Design by Ursula Silva

## COMING IN MARCH

*Building Industry Hawaii* takes a look at projects by leading **Hawaii Developers** and offers insight on contractors' **Bonding and Insurance** needs. Plus, an update on **Construction Technology** and profiles on top **Painting and Decorating Contractors**.



# Manzano Heads GCA for 2018

**Unlimited Construction's president takes the reins of the General Contractors Association of Hawaii**

**J**ay Manzano of Unlimited Construction Services Inc. took the reins as president of the General Contractors Association of Hawaii for 2018. Manzano and other officers and directors were installed at the GCA of Hawaii's installation banquet on Jan. 20 at the Royal Hawaiian Hotel.

The 2018 officers include Layne Machida of Civil Mechanical



Outgoing GCA of Hawaii President Cedric Ota (left) hands the gavel to 2018 President Jay Manzano. PHOTO COURTESY GCA OF HAWAII

Contractor as 1st vice president, Leslie Isemoto of Isemoto Contracting Ltd. as 2nd vice president and Anna Herrera of Kaikor Construction Co. Inc. as treasurer.

Manzano succeeds 2017 President Cedric Ota, vice president of

Hawaiian Dredging Construction Co.'s Water Division. Manzano, president of Unlimited Construction, served as 1st vice president of GCA of Hawaii last year.

Johnny Higa continues as executive vice president.

## Other 2018 officers:

**AGC National Life Governors:** Glenn Nohara of Koga Engineering & Construction, William Wilson of Hawaiian Dredging and Lance Wilhelm of Koga Engineering & Construction.

**AGC National Governors:** Glen Kaneshige of Nordic PCL Construction, Gerry Majkut of Hawaiian Dredging, Garrett Sullivan of Kaikor Construction.

**Past President Directors:** Thalia Choy of Genba Hawaii Inc., Rick Heltzel of Healy Tibbitts Builders Inc., Lyle Moody of Walker-Moody Asphalt Maintenance Ltd. and Rodney Nohara of Jayar Construction Inc.

**Board of Directors:** Dale Keep of Layton Construction Co., Emmett Kinney of Healy Tibbitts Builders, Raymond Nii of Grace Pacific LLC, Kimo Pierce of Hawaii Plumbing Group LLC, Greg Uyematsu of Kiewit Infrastructure West and Michael Young of Albert C. Kobayashi Inc. 🏠



Attending the GCA of Hawaii's installation banquet are, from left, Executive Vice President Johnny Higa; Gail Ota, wife of outgoing President Cedric Ota; and 2018 President Jay Manzano and his wife Marie. PHOTO COURTESY GCA OF HAWAII

 If you'd like your organization's event to be considered for Datebook, contact [brett@tradepublishing.com](mailto:brett@tradepublishing.com) a minimum of two months prior to your event.

**FEBRUARY 1****Deadline: 2018 Kukulu Hale Awards Letter of Intent**

NAIOP Hawaii Chapter's annual Kukulu Hale Awards celebrate the Islands' leading commercial development projects. Projects completed in Hawaii between Jan. 31, 2015 and Jan. 31, 2018 are eligible, and include public and private new builds and renovations. Nominations for Green Building, Lifetime Achievement, Outstanding Service and Developer/Owner of the Year awards are also being accepted.

2018 awards letter of intent and entry fee must postmarked no later than Feb. 1; portfolios due March 1. For entry forms and more info, email Barbie Rosario at [barbie@naiophawaii.org](mailto:barbie@naiophawaii.org) or call 864-7983. Fee: single project \$250; two or more projects \$200 each.

**FEBRUARY 2, 9, 10, 16, 17****40-HR Construction Safety Hazard Awareness Training for Contractors Course**

Designed specifically for contractors, this General Contractors Association of Hawaii (GCA of Hawaii) 40-hour course provides the additional certification for a Site Safety & Health Officer (SSHO) as stated in the NAVFAC UFGS 1.6.1.1.1. Instructor Tristan Aldeguer also covers the major revisions to the EM385-1-1. Academic and/or industry prerequisites required. Certification provided after successful testing. Includes lunch and handout.

7:30 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. RSVP with payment by January 26 at [gcawaii.org](http://gcawaii.org). Limited seating; first-come, first-served. Fee: GCA members \$500; nonmembers \$750. No refunds after Jan. 26. Substitutions available.

**FEBRUARY 3, 7, 17****Fall Protection for Construction - Competent Person (24-Hour)**

The Building Industry Association of Hawaii (BIA-Hawaii) and Lawson Associates Inc. present a 24-hour course in fall prevention by one of Hawaii's leading construction safety experts.

7 a.m.-3:30 p.m. (daily). BIA-Hawaii/CTC-Pacific, 94-487 Akoki St.,

## FEBRUARY 13 DEADLINE FOR GCA'S BUILD HAWAII AWARDS PROJECT ENTRIES

The deadline for entries in the General Contractors Association's (GCA) 15th annual Build Hawaii Awards program is just around the corner.

Recognizing the best construction projects in Hawaii during 2017, categories include building construction, highway construction, specialty construction, residential construction, subcontractors, construction management, design-build/design-assist construction, environmental construction, federal construction, industrial construction, municipal and utilities construction and renovation/remodeling construction.

The awards banquet is scheduled for April 21. Sponsorships are available. For more information or to download entry forms, visit [gca-hawaii.org](http://gca-hawaii.org). Completed entries can be dropped off or mailed to GCA at 1065 Ahua St., Honolulu HI 96818. Entry fee is \$350. Complete entries including CDs are due by 3:30 p.m. on Feb. 13.

Waipahu. For more info, payment and to register online, go to [lawsonssafety.com](http://lawsonssafety.com) or contact Lawson & Associates Inc. at 441-5333.

**FEBRUARY 3, 10****Project Administration (PMDP Module 3)**

The GCA of Hawaii and the Associated General Contractors of America present a Project Manager Development Program designed for early career project managers (less than two years' experience), for those moving to that position and for companies using team-based project management. "Project Administration"—the third PMDP module—details the planning areas in a project's construction phase. Instructor James Abeshima of Hawaiian Dredging Construction Co. Inc. also explains the impact of building codes, permits, inspections, Building Information Modeling (BIM) and more. Includes course manual and lunch. Certificate available after completing course.

8 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. Limited seating; first-come, first-served. RSVP with payment by Jan. 26. To register with payment and for more information, go to [info@gcawaii.org](mailto:info@gcawaii.org)

or [gcawaii.org](http://gcawaii.org), or call 833-1681. Fee: GCA of Hawaii members \$395; nonmembers \$495. No refunds after Jan. 26. Replacements accepted.

**FEBRUARY 5 OR 6****Safety Training for Fall Prevention in Construction**

GCA of Hawaii hosts the Associated General Contractors of America's one-day fall-prevention workshop for company officers, managers, project managers, supervisors, foremen and contractors. Topics include OSHA Fall Protection standards, fall hazard locations, fall protection systems, equipment and more.

8 a.m.-5 p.m. (both days). GCA of Hawaii, 1065 Ahua St. First-come, first-served. Register online at [gcawaii.org](http://gcawaii.org). For more info, contact Gladys Hagemann at 833-1681 or via [gladys@gcawaii.org](mailto:gladys@gcawaii.org).

**FEBRUARY 5-8****OSHA 501-Trainer Course in OS&H Standards for General Industry**

Offered by BIA-Hawaii and UC-San Diego's OSHA Training Institute. Four-day OS&H trainer course prepares students to teach the 10- and 30-hour Outreach classes.



Students become authorized trainers and receive other industry credits after successfully completing course. A Verification of Prerequisite Form, proof of OSHA 511 course completion and other industry or academic credentials required. Laptop recommended. Materials provided on first day of class.

8 a.m.-4 p.m. (daily). BIA-Hawaii/CTC-Pacific, 94-487 Akoko St., Waipahu. No online class enrollment. To register, call (800) 358-9206. For more information and Verification of Prerequisite form, go to [biahawaii.org](http://biahawaii.org) and [osha.ucsd.edu](http://osha.ucsd.edu). Fee: \$765. No refunds after Jan. 22.

**FEBRUARY 5, 5, 9, 14, 26;  
MARCH 5, 12, 19**

### State Building Code Meetings

The American Institute of Architects Honolulu Chapter (AIA Honolulu) hosts the State Building Code Council as it reviews and discusses Hawaii's possible adoption of the 2018 International Building Code/International Residential Code (IBC/IRC). Meetings are open to anyone interested in participating in the review. Various credits available.

11:30 a.m.-1 p.m. (daily). AIA Honolulu Center for Architecture, 828 Fort Street Mall, Suite 100. For more info, contact Rick Myers at [rickm@g70.design](mailto:rickm@g70.design) and Bill Brizee at [bbrizee@ahl.design](mailto:bbrizee@ahl.design).

**FEBRUARY 6**

### 2018 Shinnen Enkai Reception

Get a jump on the upcoming legislative session with construction industry leaders and elected officials at the Construction Industry Council of Hawaii's (CICH) traditional Shinnen Enkai, or New Year's Celebration. All members of Hawaii's building industry are encouraged to attend, meet with their industry counterparts and the legislators who will be driving the coming session. The CICH serves as the umbrella organization for construction groups in Hawaii's building industry.

5:30-7:30 p.m. Café Julia, 1040 Richards St. **BIA-Hawaii:** Register with payment by Jan. 26 via email to [gqm@biahawaii.org](mailto:gqm@biahawaii.org). **AIA Honolulu:** Register with payment by Jan. 26 via Eventbrite link at [aiahonolulu.org](http://aiahonolulu.org). Fee: \$25 per person.

**FEBRUARY 8**

### YAF Pau Hana: AIA/BIA-Hawaii Kickoff

YAF Honolulu and BIA-Hawaii strategize 2018 opportunities in this convivial building industry get-together. YAF Honolulu welcomes professionals who are nearly licensed, newly licensed, and out to 10 years of licensure.

5:30-7 p.m. Location to be announced. For more information, go

to [aiahonolulu.org](http://aiahonolulu.org) or contact [yaf.aia.honolulu@gmail.com](mailto:yaf.aia.honolulu@gmail.com).

**FEBRUARY 10**

### Seminar: Building Your Home for Life

Residential design and construction firm Graham Builders guides homeowners on home additions and renovations from start to finish: where to begin, how to select a builder, potential problems, as well



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as requirements for residential design, setting a budget, estimating, financing and scheduling, going green and more. Seminar is free and open to the public.

9-11 a.m. Honolulu Country Club, 1690 Puumalu St. Registration required. Limited seating. Call 593-2808 or go to [grahambuilders.com](http://grahambuilders.com).

**FEBRUARY 10, 24; MARCH 10**

**AIA Architectural Walking Tour of Honolulu**

On every second and fourth Saturday of the month, 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/RSVP with payment in advance at [contact@aiahonolulu.org](mailto:contact@aiahonolulu.org) by Feb. 9 (for Feb. 10 tour); Feb. 23 (for Feb. 24 tour); and March 9 (for March 10 tour). For more info: call 628-7243 or go to [aiahonolulu.org](http://aiahonolulu.org). Fee: \$15 per person. Substitutions available.

**FEBRUARY 13, 14**

**HART Industry Forum**

The Honolulu Authority for Rapid Transportation (HART) and the City & County of Honolulu host a forum for developers, contractors, financial institutions, and other transportation design, construction and funding experts who are interested in exploring HART's public-private partnership (P3) opportunities. Presenters will include Andrew S. Robbins, HART executive director and CEO; Honolulu Mayor Kirk Caldwell; and Joey Manahan, Honolulu City Council Budget Committee chair.

After the opening session on Feb. 13, interested local firms will be introduced to prospective Mainland partners and high-asset firms with additional meetings to follow on Feb. 14.

Feb. 13: 8 a.m. (registration); 9 a.m.-1 p.m. (opening session).

Feb. 14: Schedule to be announced. Neil S. Blaisdell Center, 777 Ward Ave.

For more information, go to [honolulutransit.org](http://honolulutransit.org) or [Honolulu.gov/tod](http://Honolulu.gov/tod). Advance registration required. Go to [transitmailbox@honolulu.gov](mailto:transitmailbox@honolulu.gov).

**FEBRUARY 13-15**

**Construction Quality Management (CQM)**

GCA of Hawaii hosts this three-day, joint training program provided by the U.S. Army Corps of Engineers, Honolulu District and the Naval Facilities Engineering Command, Pacific Division. This is a mandatory certification requirement for all appointed contractor quality control system managers (CQCSM) and is valid for five years. First priority to GCs sending a federal job award letter with registration. Limited to two employees per company.

Noon-4 p.m. (daily). GCA of Hawaii, 1065 Ahua St. To register with payment and for more information, go to [gcawhawaii.org](http://gcawhawaii.org). Email confirmation only. Fee: GCA members \$95; nonmembers \$125. No refunds for no-shows and cancellations received after Feb. 7.

**FEBRUARY 15**

**AIA General Membership Meeting: Urban Core Development with Guest Speaker from Howard Hughes**

The Howard Hughes Corporation's role in Kakaako's redevelopment and other urban issues will be discussed. AIA Honolulu's popular General Membership Meeting is held on the third Thursday of each month and features seminars, educational credits and fellowship.

11:30 a.m. Location and other details to be announced.

**FEBRUARY 15**

**NAWIC General Membership Meeting**

This National Association of Women in Construction monthly dinner and membership meeting features guest speaker Danielle Ulmann who will explain the role of bonds in the construction industry.

5 p.m. Honolulu Country Club, 1690 Ala Puumalu St. RSVP to Lenie Malapit at [EMalapit@ssshinc.com](mailto:EMalapit@ssshinc.com). Fee: \$35.

**FEBRUARY 15**

**Kick Off Pau Hana: 2018 Mentorship Program for Associate AIA and AIA**

AIA Honolulu's 2018 Mentorship Program launches its new agenda.

5:30-7 p.m. AIA Honolulu Center

for Architecture, 828 Fort Street Mall, Suite 100. Online registration at [aiahonolulu.org](http://aiahonolulu.org) until February 14. For more info, go to [aiahonolulu.org](http://aiahonolulu.org) or contact Jason Takeuchi via [jason@ferrarochoi.com](mailto:jason@ferrarochoi.com).

**FEBRUARY 15, 21**

**Free AGC WebEds**

GCA of Hawaii and the Associated General Contractors of America present free WebEd webinars for Hawaii's contractors: "The Survival Guide for General Contractors" (Feb. 15) and "You Don't Know What You're Talking About: How Data Defuses Difficult Conversations" (Feb. 16).

9-10 a.m. (both days). To register, go to [agc.org/connect/events-calendar](http://agc.org/connect/events-calendar).

**FEBRUARY 21**

**Identifying Trouble Areas in Residential Buildings & Permitting-May**

Offered by BIA-Hawaii. A licensed general contractor conducts a workshop for seasoned and novice realtors covering types of builders, basic building construction, ADUs, permitting basics and more. Counts for four DCCA 2017-2018 biennium continuing education requirements.

8 a.m.-1 p.m. BIA-Hawaii, 94-487 Akoki St., Waipahu. Register online at [biahawaii.org](http://biahawaii.org) or contact Barbara Nishikawa at 629-7505 or [bln@biahawaii.org](mailto:bln@biahawaii.org) for information and registration. Fee: BIA members \$100; nonmembers \$150; \$75 through available ETF funding.

**FEBRUARY 23**

**Construction Safety & Injury Prevention Safety Manager/Coordinator Training (CSIP)**

This BIA-Hawaii class is ideal for workers, safety staff, owners, managers, directors, supervisors and/or project leaders (e.g., a Collateral Duty Safety Officer) who are responsible for a company's safety program. Topics include employee engagement, hazard identification, HIOSH state and federal construction standards compliance, injury prevention, OSHA inspections and more.

8 a.m.-2 p.m. BIA-Hawaii, 94-487 Akoki St., Waipahu. Register at [biahawaii.org](http://biahawaii.org). For more info



and registration, contact Barbara Nishikawa at 629-7505 or bln@biahawaii.org. Fee: BIA members \$195; nonmembers \$295; \$147.50 through available ETF funding. Refunds: 100 percent for cancellations by Feb. 8; 50 percent for cancellations thereafter.

### **MARCH 1**

#### **Deadline: 2018 Kukulu Hale Awards Portfolios**

NAIOP Hawaii Chapter's annual Kukulu Hale Awards celebrate the Islands' leading commercial development projects. Projects completed in Hawaii between Jan. 31, 2015 and Jan. 31, 2018 are eligible, and include new builds, green building, renovations as well as other categories. The 2018 Kukulu Hale Awards Presentation will be held May 4 at the Royal Hawaiian Hotel.

2018 Awards portfolio entries must be received no later than March 1, 2018. For more info, email Barbie Rosario at barbie@naiophawaii.org. Fee: single project \$250; two or more projects \$200 each.

### **MARCH 7-8**

#### **2018 Hawaii Buildings, Facilities & Property Management Expo**

Experts and suppliers showcase what's new in property management with 330 booths and 27 free seminars during the annual B2B expo at the Neal Blaisdell Center. Find the latest products, services and equipment for property management operations, maintenance, renovations and sustainability. Door prizes include trips to Las Vegas and the Neighbor Islands. Free. Open to industry only. No one under 18 admitted.

9 a.m.-4 p.m. (daily; seminars start at 8 a.m.; exhibit opens at 9 a.m.). Neal Blaisdell Center, 777 Ward Ave. Registration required. Register for the exhibit at the door or preregister online via douglastradeshows.com or call 261-3400. Register online with payment for special seminars by the Hawaii chapters of BOMA, CCIM, IREM and CAI at each organization's website.

### **MARCH 10, 17**

#### **Estimating and Job Costing (PMDP Module 1)**

GCA of Hawaii and the

Associated General Contractors of America present a Project Manager Development Program designed for early career project managers (less than two years' experience), for those moving to that position and for companies using team-based project management. "Estimating and Job Costing"—the first PMDP module—explains the link between design, estimating and project costs. Instructor Colleen Furuya of Mass. Electric Construction Co. also covers estimating and cost basics, redesign and revisions, corporate profits and more. Includes course manual and lunch. Certificate available after completing course.

8 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. Limited seating; first-come, first-served. RSVP with payment by Feb. 23. To register with payment and for more information, go to [info@gcawaii.org](mailto:info@gcawaii.org) or [gcawaii.org](http://gcawaii.org), or call 833-1681. Fee: GCA of Hawaii members \$395; nonmembers \$495. No refunds after Feb. 23. Replacements accepted.

### **MARCH 12-15**

#### **OSHA 510 – OS&H Standards for the Construction Industry**

Offered by BIA-Hawaii and UC-San Diego's OSHA Training Institute. Four-day course covers OSHA standards, policies and procedures in the construction industry, as well as construction safety and health principles to help prevent injury. Course focuses on construction areas cited by OSHA as the most hazardous. Various credits available. All materials provided on the first day of class.

8 a.m.-4 p.m. (daily). BIA-Hawaii/CTC-Pacific, 94-487 Akoki St., Waipahu. Register online at [osha.ucsd.edu](http://osha.ucsd.edu) or via [oshatraining@ucsd.edu](mailto:oshatraining@ucsd.edu). For more info, go to [biahawaii.org](http://biahawaii.org), or call (800) 358-9206. Fee: \$765. No refunds after March 12.

### **MARCH 13-15**

#### **Construction Quality Management (CQM)**

Offered through BIA-Hawaii. This U.S. Army Corps of Engineers three-day class is for credentialed CQ managers and is limited to four attendees per company per course. After

attending all classes, attendees will be issued a certificate, which is valid for five years.

1-4 p.m. (daily). BIA-Hawaii, 94-487 Akoki St., Waipahu. Register at [biahawaii.org](http://biahawaii.org). Contact Barbara Nishikawa at 629-7505 or BLN@biahawaii.org for information and registration. Fee: BIA-Hawaii members \$95; nonmembers \$125. \$62.50 through available ETF funding. Refunds: 100 percent for cancellations by Feb. 26; 50 percent for cancellations thereafter.

### **MARCH 16**

#### **First Aid/CPR Class**

GCA of Hawaii presents First Aid/CPR training.

7:30-11:30 a.m. GCA of Hawaii, 1065 Ahua St. For more information, to download registration form and to remit payment, go to [gcawaii.org](http://gcawaii.org). Attendees will be confirmed via email. Fee: GCA of Hawaii members \$85; nonmembers \$120. After March 13, \$85 additional fee for no-shows and cancellations.

### **MARCH 16, 23**

#### **"Risk Management and Problem Solving" (STP Unit 6)**

GCA of Hawaii and the Associated General Contractors of America present the Supervisory Training Program (STP), designed and field-tested for contractors to help them effectively manage people, time, equipment and materials. Unit 6—"Risk Management and Problem Solving" (2015 edition)—is the sixth in STP's six-course program. Instructor Howard Hendricks, safety director, covers effective site safety management, security and protection, construction risk management, record keeping and more. Certificate available after completion of course. Includes manual.

8 a.m.-4 p.m. (daily). GCA Conference Room, 1065 Ahua St. RSVP by March 2. Limited seating; first-come, first-served. To register and for more information, go to [info@gcawaii.org](mailto:info@gcawaii.org) or [gcawaii.org](http://gcawaii.org) or call 833-1681. Fee: GCA of Hawaii members \$295; nonmembers \$395. No refund after March 2. Substitutions available.

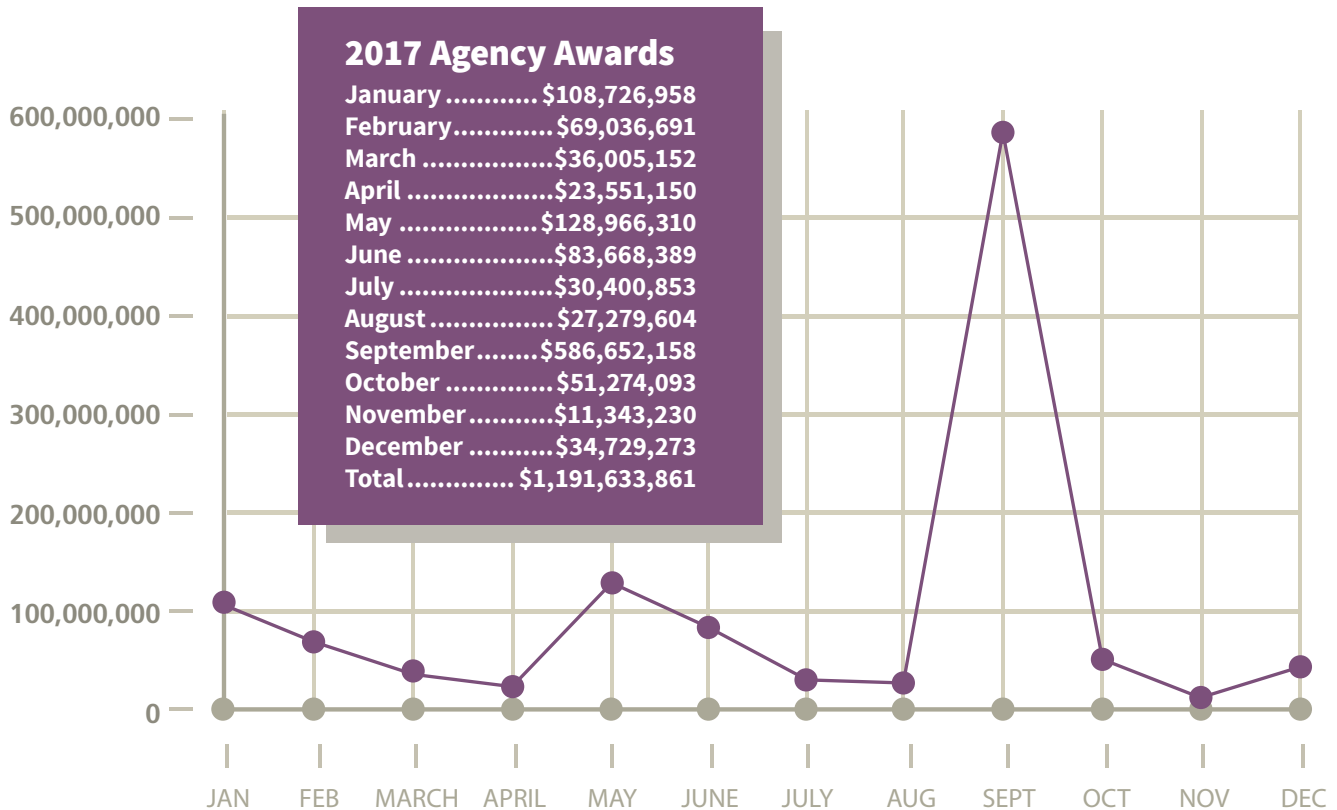
# 2017 Awards Total Nearly \$1.2B

While contracts awarded by government agencies in Hawaii appeared on the upswing at press time, 2017 ended with a lackluster finish. The lion's share of \$34,729,273 awarded in December went to Department of Transportation (DOT) projects worth \$10,536,962.

Contracts valued at \$9,323,698 were awarded by the University of Hawaii. Layton Construction Co. won the largest government contract during December, an \$8 million award for a design-build and general repairs to a UH-Manoa gymnasium. Global Specialty Contractors Inc. landed

a DOT contract for \$6,951,125 for sign upgrades and replacements on Oahu's freeways.

Most of December's awards—\$29,391,348—were earmarked for work on Oahu. Total awards during 2017 were \$1,191,633,861, down about 40 percent from \$1,675,289,905 in 2016.



## Oahu

<b>Layton Construction Co.</b>	<b>\$8,000,000</b>
Design-Build Construction Project, Part I, Gym 1 and 2 General Repairs, University of Hawaii at Manoa	
<b>Global Specialty Contractors Inc.</b>	<b>6,951,125</b>
Interstate Route H-1, H-2 and H201, Destination Sign Upgrade/Replacement, Phase 2	
<b>T. Iida Contracting Ltd.</b>	<b>2,864,000</b>
Castle High School, Cafeteria Expansion	
<b>A's Mechanical &amp; Builders Inc.</b>	<b>2,545,000</b>
Central School District, Heat Abatement, Pearl Harbor Kai Elementary School, PVAC Permanent Classrooms	
<b>MEI Corporation</b>	<b>2,239,103</b>
Wahiawa Water System Improvements, Part II	
<b>MEI Corporation</b>	<b>1,592,901</b>
Hui Ulili Street: 12-Inch And 8-Inch Mains	
<b>MEI Corporation</b>	<b>1,551,718</b>
Department of Agriculture Facilities, Energy-efficiency Improvements Statewide	

**Paul's Electrical Contracting LLC** ..... **879,700**  
State Civil Defense, Birkheimer Tunnel, Infrastructure Improvements, Phase 3

**Rambaud Electric LLC** ..... **640,650**  
Upgrade to Fire Alarm Systems at Kaneohe Apartments HA 1069 and Halia Hale HA 2404

## DECEMBER'S TOP 10 CONTRACTORS

1. Layton Construction Co. (1)	\$8,000,000
2. Global Specialty Contractors Inc. (1)	6,951,125
3. MEI Corporation (3)	5,383,722
4. T. Iida Contracting Ltd. (1)	2,864,000
5. Isemoto Contracting Co. Ltd. (2)	2,819,896
6. A's Mechanical & Builders Inc. (1)	2,545,000
7. Paul's Electrical Contracting LLC (1)	879,700
8. Heartwood Pacific LLC (1)	853,230
9. Maui Kupuno Builders LLC (1)	788,288
10. Rambaud Electric LLC (1)	640,650

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



<b>Haron Construction Inc.</b> .....	<b>550,308</b>
Campus Wide Upgrade Walkways, Law Courtyard, UH-Manoa	
<b>DYC Electrical Services</b> .....	<b>400,000</b>
Kalihi Kai Elementary School, Electrical System Improvements	
<b>Brian's Contracting Inc.</b> .....	<b>341,000</b>
Moanalua Middle School, Miscellaneous R&M FY16	
<b>Brian's Contracting Inc.</b> .....	<b>287,000</b>
Kalani High School, Miscellaneous R&M FY13	
<b>Triton Marine Construction Corp.</b> .....	<b>274,643</b>
Subsidence Repairs at Pier 33, Honolulu Harbor	
<b>GP Roadway Solutions Inc.</b> .....	<b>248,400</b>
Fencing Repairs at Various Locations	
<b>Akamai Roofing Inc.</b> .....	<b>25,800</b>
Roof Repair for a Residential Home in Papakoea	

## Maui

<b>Maui Kupuno Builders LLC</b> .....	<b>788,288</b>
Repave Airport Access Roadway and Parking Lot at Lanai Airport	
<b>Certified Construction Inc.</b> .....	<b>230,850</b>
Pukalani Elementary School, Miscellaneous R&M FY13, Makawao	
<b>Tom's Backhoe &amp; Excavation</b> .....	<b>86,245</b>
Sewer System Improvements at Waianapanapa State Park	

## Hawaii

<b>Isemoto Contracting Co. Ltd.</b> .....	<b>2,046,506</b>
Kohala Mountain Road, Safety Improvements, South Kohala	
<b>Heartwood Pacific LLC</b> .....	<b>853,230</b>
Hawaii Community Correctional Center, Demolish Administration Building, South Hilo	
<b>Isemoto Contracting Co. Ltd.</b> .....	<b>773,390</b>
Upgrade Electrical Distribution Infrastructure Campus-wide, Hawaii Community College, University of Hawaii, Hilo	
<b>Loeffler Construction Inc.</b> .....	<b>228,000</b>
FY18 Pavement Repairs at Hilo Harbor	
<b>Ron D Electrical Service</b> .....	<b>94,000</b>
Keaukaha Elementary School, Building G, Electrical Upgrade	

## Kauai

<b>American Electric Company LLC</b> .....	<b>137,416</b>
Hanalei Refuse Transfer Station Motor Control Center Modernization, Lihue	
<b>Bowman Engineering &amp; Development Inc.</b> .....	<b>100,000</b>
Port Allen Small Boat Harbor Floating Dock Improvements, Kauai Water Quality Monitoring	

### AWARDS BY AGENCY

<b>DOT</b> .....	<b>\$10,536,962</b>
<b>UH</b> .....	<b>9,323,698</b>
<b>DOE</b> .....	<b>6,761,850</b>
<b>BWS</b> .....	<b>3,832,004</b>
<b>DAGS</b> .....	<b>3,284,648</b>
<b>HLPa</b> .....	<b>640,650</b>
<b>DLNR</b> .....	<b>186,245</b>
<b>DOFKA</b> .....	<b>137,416</b>
<b>DHHL</b> .....	<b>25,800</b>
<b>Total</b> .....	<b>\$34,729,273</b>

### AWARDS BY AREA

<b>Oahu</b> .....	<b>\$29,391,348</b>
<b>Hawaii</b> .....	<b>3,995,126</b>
<b>Maui</b> .....	<b>1,105,383</b>
<b>Kauai</b> .....	<b>237,416</b>
<b>Total</b> .....	<b>\$34,729,273</b>

## LOW BIDS

The companies below submitted the low bids in November 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

<b>Frank Coluccio Construction Co. ...</b>	<b>\$77,022,798</b>
Awa Street Wastewater Pump Station, Force Main and Sewer System Improvements, Waiakamilo Road Trunk Sewer	
<b>Hawaiian Dredging Construction Co. Inc.</b> .....	<b>55,483,100</b>
East Kapolei Middle School, New Middle School	
<b>Hawaiian Dredging Construction Co. Inc.</b> .....	<b>4,367,407</b>
New Pass and ID Office and Conference Room at Kahului Airport, Maui	
<b>CC Engineering &amp; Construction Inc. ...</b>	<b>2,318,000</b>
Central School District Heat Abatement, Mokulele Elementary School, PVAC Permanent Classrooms	
<b>CC Engineering &amp; Construction Inc. ...</b>	<b>1,859,700</b>
Nimitz Elementary School, Heat Abatement, PVAC Permanent Classrooms (Central School District)	
<b>Constructors Hawaii Inc.</b> .....	<b>1,376,610</b>
Hawaii Community College, Manono Campus, 391 Electricity Renovate Interior, 391 Electronics/Electricity Reroof, University of Hawaii	
<b>MJ Construction Co.</b> .....	<b>1,007,000</b>
College of Tropical Agriculture and Human Resources, Waimanalo Research Station, General Repairs and Demolition of Tractor Storage Shed and Locker/Shower Building, UH-Manoa	
<b>United General Contracting</b> .....	<b>538,198</b>
Alvah Scott Elementary School, Miscellaneous R&M FY16	
<b>TAL LLC</b> .....	<b>420,000</b>
Campbell High School, Miscellaneous R&M FY16	
<b>United General Contracting</b> .....	<b>311,360</b>
Waipahu District Park, Multi-Purpose Buildings 1 & 2 Improvements	
<b>United General Contracting</b> .....	<b>206,477</b>
Waialua Fire Station, Structural and Miscellaneous Improvements	

<b>United General Contracting</b> .....	<b>198,900</b>
Kalama Beach Park, Structural Improvements to Comfort Station	
<b>Paul's Electrical Contracting LLC</b> .....	<b>187,700</b>
Office of Curriculum Instruction & Student Support, Replace Fire Alarm System	
<b>Henry's Equip. Rental &amp; Sales Inc.</b> .....	<b>173,900</b>
August Ahrens Elementary School, Resurface Parking Driveway and Building I Drainage	
<b>A's Mechanical &amp; Builders Inc.</b> .....	<b>99,303</b>
Women's Community Correctional Center, Kaala Cottage Air Conditioning Improvements	
<b>Road Builders Corp.</b> .....	<b>92,000</b>
Aina Haina Elementary School, Miscellaneous R&M FY13	
<b>Henry's Equip. Rental &amp; Sales Inc.</b> .....	<b>80,500</b>
Lincoln Elementary School, Building H, Replace Grease Trap	
<b>United General Contracting</b> .....	<b>80,269</b>
Wahiawa Middle School, Miscellaneous R&M FY16	
<b>Coconut Wireless Construction</b> .....	<b>80,000</b>
Security Fencing Improvements for Waihee Tunnel	

## Maui

<b>Elcco Inc.</b> .....	<b>2,445,420</b>
Lahaina Wastewater Reclamation Facility, Primary Electrical System Replacement	
<b>Tom's Backhoe &amp; Excavation Inc.</b> .....	<b>636,901</b>
Honoapiilani Highway, Safety Improvements, Vicinity of Ukumehame to Olowalu, Lahaina	
<b>Betsill Bros.</b> .....	<b>540,310</b>
Lahaina WWRF Chlorination System Modifications	

## Hawaii

<b>Isemoto Contracting Co. Ltd.</b> .....	<b>1,514,153</b>
Queen Kaahumanu Highway, Intersection Improvements at Kawaihai Road, South Kohala	

<b>F&amp;H Construction</b> .....	<b>950,999</b>
Kohala High School, K Gym, Structural Repairs, Kapaa	
<b>Island Construction &amp; Demolition</b> .....	<b>715,910</b>
Kaloko Housing Bathroom Renovation to Meet Fair Housing Act (FHA) Requirements, North Kona	
<b>Drainpipe Plumbing &amp; Solar LLC</b> .....	<b>187,743</b>
Pahala Elderly Housing Complex, Large Capacity Cesspool Closures, Kau	
<b>Heartwood Pacific LLC</b> .....	<b>173,173</b>
Waiakea Elementary School, Miscellaneous R&M FY10	
<b>Green Thumb Inc.</b> .....	<b>110,264</b>
Waikoloa Elementary and Middle School, Upgrade Irrigation System	

## Kauai

<b>Grace Pacific LLC</b> .....	<b>4,849,999</b>
Kuhio Highway Resurfacing, Kapule Highway to North Leho Drive, Lihue	
<b>GP Roadway Solutions Inc.</b> .....	<b>1,333,162</b>
Kuhio Highway Safety Improvements, Wailapa Road to Kapaka Street	
<b>Pacific Blue Construction LLC</b> .....	<b>706,604</b>
Eleele Elementary School, Miscellaneous R&M FY16	
<b>Shioi Construction Inc.</b> .....	<b>649,400</b>
Waimea High School, Miscellaneous R&M FY17	
<b>Kaiwa Construction</b> .....	<b>473,970</b>
Anahola Clubhouse Park Rehabilitation	
<b>Maxum Construction of Hawaii LLC</b> ....	<b>381,043</b>
Kapaa High School, Miscellaneous R&M FY16	
<b>Tomco Corp.</b> .....	<b>259,500</b>
Waimea High School, Building N, Gym Exterior Wall Improvements	
<b>HI Built LLC</b> .....	<b>124,000</b>
Pavement Repairs at Nawiliwili Harbor	

# Beeck: Roofers Gear Up for New Cool-Roof Building Code

Tropical Roofing owner prepares to meet updated regulations on Oahu



**T**he future came into clear focus for Charlie Beeck about seven years ago while putting new roofing on Crescent Lane townhouses in Mililani.

"I did the first cool-rated shingle roof," says the president of Tropical Roofing and Raingutters. "My boys called me up, 'Boss, boss, you gotta come out here.' What's wrong? 'Nothing, but you gotta come out.' So I drove out, went up the ladder, asked what's up. They said, 'Put your hand on the roof.' Normally you can't touch it with your bare hand, it's too hot. But I put my hand on that roof and I left my hand on that roof, and it was not hot. I said wow. My workers were amazed! Later I got a letter from the board and property manager thanking me for educating them on this new product, and they said it had lowered the temperature in those townhouses by 10 or 12 degrees.



Charlie Beeck

"That's what these new code changes are all about, saving energy."

Yes, if you hadn't heard, Oahu roofers will soon be working with a new code.

"This is a big thing that is happening right now in our industry," says Beeck. "What's happening, even as we speak, there is an international building code, and the National Association of Homebuilders adopts these new codes. Hawaii is usually one of the last to adopt it. The latest thing is the reflectivity of rooftops. Kauai and Maui have adopted it—we're going county by county. Oahu—the City and County building codes department—will probably adopt it in the next 90 to 180 days.

"What that means is this: When you re-roof your house or townhouse, you're going to have to do two of three things. One, you're going to have to use a cool-rated roof. Two, you are going to have to put a ridge vent on your roof to let hot air out of the attic, or you're going to have to use a solar vent. Or, three, you're going to have to insulate your attic, which would be very expensive. So the price of roofing is going up.

"Some of the shingle makers, if they're not cool-roof rated, they're not going to be able to be sold in Hawaii, and I'm sure some of them are scrambling for new recipes."

Another technological advance, he says, is that with cool roofs, dark-colored roofing has nearly the same reflectivity as light-colored.

not there they're stealing from you."

So what prompted his move to Hawaii?

"Thirty degrees below zero. I'd never been here, but sold everything and moved over. That was in 1977.

"I sold solar water heating door to door, and people would tell me they can't afford solar, they need a new roof. So I went to a roofer and said train me, and went back to those people and said, 'If I sold you a roof and solar, would you get them both if I can fit it in your budget?' They said yes, so I made two commissions instead of one."

By 1986 he "decided I wanted to be in control of my own destiny, so I opened my own company, same company as today, Tropical Roofing and Raingutters. We started with

**"I got a letter from the board and property manager thanking me for educating them on this new product, and they said it had lowered the temperature in those townhouses by 10 or 12 degrees."**

Roofing was not on young Charlie's radar growing up in Spokane, Wash., where his father—the family name was originally Von Beeck, but that got shortened long ago during immigration—ran a gas station.

"A Shell station. I worked there from the time I was 13 until I could run away at 18. No, I went to the University of Oklahoma at Norman, majored in business."

He used that to start a restaurant.

"That's a hard business, I was in it for six years. Seven days a week, 365 days a year you work, and if you're

residential, single-family, then got into commercial and today do a lot of property management stuff with all the property management companies—Associa, Hawaiiana, Hawaiian Properties, Touchstone. I did the Marco Polo, the largest condo in Hawaii. I've done townhouse projects, from \$4 million on down to \$20,000.

"Mostly we do re-roofs, some new construction, not a lot—three or four general contractors use me exclusively, but it's nothing that I chase."

He also runs "a raingutter company and a sheet metal company. We make





Tropical Roofing and Raingutters earned an award for installing steep slope metal roofing at Penakii Townhomes.

the metal and copper flashings for the roofing supply houses.”

What led to that?

“I ran into an old childhood friend in Seattle, and he had a flashing company. I went out to see it, and thought this is pretty simple. So I went to one of his guys and said how would you like to bring your wife to Hawaii for a couple of weeks free of charge. He said he would. I said come over and set up my shop, show me how to do it, tell me what to buy, where to put it. He worked for me for a week and then got a week to play around. This was 20 some years ago.”

Those businesses and the roofing company share a 16,000-square-foot shop in Waipahu.

A regular part of his business is fixing other people’s messes.

“Funny you should mention that,” he said. “I had a call yesterday from

a property manager, and talked with the resident manager of a townhouse project. One company had done the shingled roofs, and a different company had done the flat roofs, and they both leaked. And neither company could fix the leaks. So they asked me to come over and do some water tests and find the leaks and fix them. Over the years it’s happened a few times. See, you have a lot of roofing companies that come and go, it’s a very high-turnover business. A lot of roofers think it’s about getting a truck and a phone number and going at it without the proper financing or strategies and game plan.

“I pride myself on good, quality service, and doing the best job I can possibly do. I was president of the Roofing Contractors Association of Hawaii for four years, chaired the ethics committee for 11 years. In 2014

and ’15, I won the *Honolulu Star-Advertiser’s* Best of the Best. We try hard, we do a good job.”

And earlier this year Charlie and his Tropical team won the Roofing Contractors Association of Hawaii’s top award in the Metal Roofing Commercial category for their work on the Penakii townhouse complex in Waipio.

“We’re literally putting a roof over people’s heads,” Charlie says. “I tell my guys in meetings—ever since I started—I say, ‘You look at that house as if it’s yours, and then you put the roof on as if it is your house.’” 🏠

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*Have a good story about someone doing good things in Hawaii’s construction industry? Please contact me at [don@tradepublishing.com](mailto:don@tradepublishing.com).*



# New Digs for ABC Supply

Honolulu Builders completes showroom for building materials supplier

BY DAVID PUTNAM

**F**rom the fire-gutted remains of ABC Supply Co. Inc.'s warehouses and lumber yard at 749 Mapunapuna St. now stands the building materials supplier's new two-story showroom.

cause of which was ruled "undetermined"—took more than nine hours to extinguish.

With orders to fill and new customers coming in every day, ABC Supply moved forward with its

8,500-square-foot showroom, says Brett Phillips, the contractor's senior project manager. ABC Supply was scheduled to move in on Feb. 2.

Overall, the job went smoothly from ground-breaking to completion, Phillips says. He lauds the efforts of a project team that included Honolulu Builders' Jay Kyle, the superintendent, and Kaleo Ching, the project engineer. The team also included ABC Supply Hawaii District Manager Jack Miller and Brad Updike, the company's Wisconsin-based construction manager.

"Honolulu Builders did an awesome job on our new ABC Supply showroom,"



Brett Phillips



Jack Miller

Miller says. "We ran into several hiccups during construction, as most projects do, but Honolulu Builders quickly addressed the issues and the project continued."

Even as Honolulu Builders' crew worked to complete the new building, ABC Supply operated its daily business out of nearby warehouses, creating a "constrained site" for them to work in, Phillips says.

The job, however,

**"Honolulu Builders did an awesome job on our new ABC Supply showroom."**

**—Jack Miller**

In late October 2015, 19 fire companies responded to a three-alarm fire at ABC Supply. According to reports, the fire did an estimated \$5.4 million in damage to the buildings and equipment. The fire—the

\$3 million ABC Honolulu Fire Rebuild project. Construction got underway in April 2017.

In January, general contractor Honolulu Builders LLC completed construction of ABC Supply's new

ABC Supply's new building in Mapunapuna







Local media coverage of the October 2015 fire at ABC Supply Co. included images of the flames lighting up the Mapunapuna skyline. PHOTO COURTESY STARADVERTISER.COM

proceeded smoothly. Other challenges, he says, include long lead steel sourcing, installing a sewage pump system and waterline tie-in below sea level and having the building's floor level below the flood plane.

Honolulu Builders also relied on technology. "Hilti Total Station was used for all layout and as-builts," Phillips says of the measuring and positioning program. The result, he noted, was that, "the steel install was quick and smooth."

With Updike, one of ABC Supply's key contacts on the U.S. Mainland, much

of the coordination and collaboration was done by "email, texts and conference calls worked smoothly," Phillips says. He adds that "having the end-user (ABC's Miller) on-site was very helpful."

Another helpful, old-school tool, Phillips says, was "we answer the phone. The client thanked us for doing that. Apparently, it's a lost art. Also, all parties approached any obstacles in a positive, solution-oriented manner."

Metal Weld, Master Sheetmetal and Roy's Electric are among the subcontractors singled out by



Work on the ABC Supply building got underway in April 2017 and was completed in January. PHOTO COURTESY ABC SUPPLY CO. INC.

Phillips for their efforts.

Phillips says ABC Supply's goals were achieved. "Very much so."

"The client was very easy to work with, and professional in all interactions," he says, adding that

the clients told Honolulu Builders: "We would work with you again."

And the project's stand-out feature? "Cooperation," Phillips says. "This project stayed positive every day, all the way through." 🏠



**to Honolulu Builders  
for allowing us to be a part  
of the ABC Supply Co. Inc.  
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# Beachside, CRW Pace RCAH Awards

Islands' top commercial and residential projects in 2017 honored by Roofing Contractors Association of Hawaii

BY DAVID PUTNAM

**B**eachside Roofing LLC and Commercial Roofing & Waterproofing Hawaii Inc. both won two Top Roofing Awards in the Roofing Contractors Association of Hawaii's sixth annual competition.

The RCAH awards, presented on Jan. 13 at the Honolulu Country Club, recognize notable roofing jobs around the state in 2017.

"Based on the quality of submittals in this year's awards, the roofing industry is still out to achieve top performance," says Tim Lyons, executive director of the RCAH, "and competition among the roofing contractors is alive and well."

Judges for the RCAH awards were Tim Hiu of the

City & County of Honolulu's Department of Planning & Permitting, Mike Leong of Kapili Roofing, James Kurata of the University of Hawaii, Dennis Wasson of Architectural Diagnostics Ltd., Howard Wiig of the Department of Business, Economic Development & Tourism's (DBEDT) Energy Division and Shawn Moseley of Trinity/ERD.

The awards committee was led by Scott Ai of Beachside Roofing and included Rick Samorano of Roofworks Hawaii, Howard Meechan of Polyglass USA, Jack Miller of ABC Supply, Dora Fong of Honolulu Roofing and Dana Akasaki of Commercial Roofing & Waterproofing Hawaii.

Winners of the Top Job of the Year awards, by category, for 2017:

## LOW SLOPE FLUID APPLIED

FIRST PLACE: Commercial

PROJECT: Park Lane

**Beachside Roofing LLC**

FOREMEN: Barak Holt and Kiha Kealoha

The project involved applying the first Kemperol Reflect 2K FR cold liquid-applied, highly reflective cool roof resin system, the first of its type in Hawaii, according to Beachside. The roofer says the challenge was in installing the coating system in "small and narrow sections at high elevations." The workers had to be split into shifts and performed surface preparation and grinding in the daytime and application and cure time in the evenings when temperatures were cooler.







Anaha



Hokua



The Collection



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# LOW SLOPE SINGLE PLY

FIRST PLACE: Commercial  
PROJECT: Embassy Suites

**Commercial Roofing & Waterproofing Hawaii Inc.**

FOREMAN: Edgar Daguro

The scope of the new construction project in Kapolei included below-grade waterproofing, low slope thermoplastic membrane installed on the main roof and seven lower roof areas as well as the steep slope mansard tile around the roof perimeter of the eight-story structure. Boral Barcelona 900 Wailea Blend concrete tiles were installed. A unique feature was the more than 850 pipe penetrations on the rooftop.



# STEEP SLOPE TILE ROOF

FIRST PLACE: Commercial  
PROJECT: Brigham Young University-Hawaii

**Commercial Roofing & Waterproofing Hawaii Inc.**

FOREMAN: Peter Channels



CRW reports that the project at the Cannon Activities Center on the Laie campus was its largest tile roofing job in terms of “uniqueness.” The building’s interior was a sports auditorium and the structure’s rafters were 240 feet long. The scope of the work included removal and replacement of a concrete tile roof system of 730 squares, which were replaced by 1 ½-inch Polyiso Rigid Insulation and Boral Villa chestnut brown tiles. The work involved the use of a hoist, crane and dump truck.



# BYU Cannon Activities Center

2017 RCAH Commercial Steep Slope Tile Roof Award Winner



"We contracted with Commercial Roofing and Waterproofing to remove the old and install new concrete roofing tile system on the Cannon Activities Center here on our campus. This building is one of our largest buildings on campus with a roof that is very high. The biggest challenge and concern for this project was the safety of our students, faculty, staff and visitors. This building was in use the entire time of the re-roofing project, with heavy pedestrian traffic. Because of the excellent professionalism and the safety awareness of the staff and employees of CRW, we had no incidents with any of our patrons. It has been a pleasure to work with CRW and we would highly recommend them to anyone for future roofing projects."

Billy Casey Jr., Design & Construction Manager  
BYU Hawaii Facilities Management, (Retired)

## ABOUT THE PROJECT

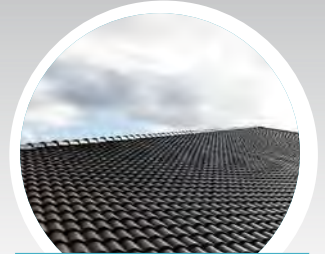
BYU's Cannon Activities Center was the largest tile re-roof on campus. As the sports auditorium, the interior is almost as large as a football field with rafters 240 feet in length. Due to the size of this project, special methods were implemented to get the job done safely and efficiently. A total of 730 squares of concrete tile roofing were removed and replaced.

## PAST PROJECTS FOR STEEP SLOPE TILE ROOFING

- Punahou School
- Eaton Square
- Hilton Waikiki
- Embassy Suites
- Sheraton Poipu
- Fairmont Kea Lani
- City Hall
- CSWo Kapolei
- Kalapawai Café
- Kamehameha Schools



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EXTERIOR



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Waterproofing



Solar PV



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& Downspouts



Maintenance  
Repairs





# STEEP SLOPE SHINGLE ROOF

FIRST PLACE: Commercial  
PROJECT: Kalaeloa Mahana

**Tory's Roofing & Waterproofing Inc.**

FOREMAN: Richard Guzon

For this Kapolei project, which was occupied by tenants, Tory's was contracted to tear off the existing roofs and PV panels and install new shingles and solar panels in coordination with PhotonWorks Engineering. The reroofing of 40,000 square feet covering 26 buildings was required to be completed within a three-month span.



# LOW SLOPE MODIFIED BITUMEN

FIRST PLACE: Commercial  
PROJECT: Joint Base Pearl Harbor Hickam

**Beachside Roofing LLC**

FOREMAN: Daniel Rivera



Beachside faced the unique challenge of dividing the Building One Main Roof “into quadrants to allow for existing sloped conditions built into the concrete surface that required a custom-tapered insulation of different sizing” for each of the sections. When complete, the seven-story building had a “continuous and consistent one-slope roof that provided positive drainage and functionality.”





HMSA Building, **Oahu**



Timbers, **Kauai**



Central Pacific Bank, **Hilo**



Sheraton, **Maui**

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# STEEP SLOPE METAL ROOFING

FIRST PLACE: Commercial  
PROJECT: Penakii Townhomes

## Tropical Roofing & Raingutters Inc.

FOREMAN: Danny Portella

Removal of the existing materials on the wood shake roof and replacing it with aluminum shakes was Tropical's task on this conversion project in Waipahu/Waipio which comprised 27 residential buildings and 25 carports. Tropical installed new roofing that included TechShield OSB with radiant barrier, peel-and-stick underlayment and Great American Shake roofing. More than half of the units opted to have solar attic fans installed.



## Roofers Face Challenges in 2018

Key issues include recruiting young workers, adapting to new rules and codes and a slowing economy

BY DAVID PUTNAM

“2017 was a good year for the roofing contractors, and 2018 holds some good promise,” says Tim Lyons, executive director of the Roofing Contractors Association of Hawaii (RCAH). But Lyons also forecasts “a slowing of the economy,” which will impact the Islands’ roofing industry.



Tim Lyons

Nationally, according to studies, demand for residential roofing

products is predicted to grow 4 percent per year, up to 147 million squares by 2020. Growth will be boosted by an increase in U.S. housing starts, which will fuel demand for roofing as well as other building products.

In Hawaii, however, Lyons says the roofing industry faces major challenges.

“One of the big ones is our aging workforce and our inability so far to find successful methods to encourage and hold the attention of the younger generation to become part

of our industry,” he says.

“What is not to like, with outdoor work, great people, great wages and outstanding benefits? Nevertheless, getting the attention of the millennials or Generation Z is tough, and having them sit long enough to seriously look at our industry is even tougher.”

Lyons says “other operational problems” looming for roofers this year include “HIOSH penalties and assessments that would drive any normal business under the freeway overpass. We respect



# STEEP SLOPE

FIRST PLACE:

Residential  
PROJECT: Kukio  
Resort, Kona

**Kokua Roofing**

FOREMAN:

Guadalupe Lopez

The single-family oceanfront residence features a “unique copper shingle roof” on both the main house and the pool house, says Kokua Roofing. The house’s curved design made the job “a work of art as well as a construction project.” Due to its design, shingles were hand-fabricated and sections of the roof required reconstruction to meld into the homeowner’s design.

safety, but some efforts seem more focused on penalties than achieving compliance.

“The other area that is causing us concern—but mostly because it is difficult for the average roofing contractor to understand—are the many changes in the energy codes. This will force increased overhead expenses as contractors retain more personnel for education in code compliance rather than roofing application in the field.

“Lastly, of course, we unfortunately predict a slowing of the economy and while we are not ready to cry ‘wolf,’ we are ready to have our members prepare for a lesser day and head for tightening the belt and hunting for even more efficiencies in both the office and the field.”



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## LOW SLOPE

**FIRST PLACE:**

**Residential**

**PROJECT:** East Oahu  
(Portlock)

**King's Roofing**  
**FOREMAN:** Rick King

The roof pitch was 2/12 on the Portlock residence and the underlayment was placed horizontally and then vertically. Each panel was crimped at pitch change for a continuous panel with no cuts or breaks. "Every panel rib lines up perfectly with another rib," reports King's Roofing, "providing a nice clean look."

For more information on the Roofing Contractors Association of Hawaii, go to [www.rcah.org/](http://www.rcah.org/) or call 537-1224.

For more photos from the RCAH awards banquet, go to page 60.



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# What You Need to Know About Branding



If you're running a business, there are three things you should know about branding.

First, your brand is your reputation. That's all. It's what people think of you. Every business has a brand. Every individual has one, too. It's a little like high school.

Second, you need to pay attention to what people are saying about you. First impressions are important—and these days folks check you out constantly, mostly with mobile devices.

Third, it takes time to build a good reputation. Improving the quality of your products or service will accelerate the process; like high school, your own turf is a good place to start.

By now, you've probably figured out that this is a plug for Trade Publishing Co., home of many exceptional creative and marketing people.

Logo redesigns fail, too. Years ago Gap implemented possibly one of the fastest recoveries of all time after reverting to its original logo just six days after unveiling to the public a new version said to cost approximately \$100 million.

How to avoid such mayhem? Here are a few questions to ask when you sit down to work on your brand:

- What problems do we hope to solve?
- Is our preferred customer changing?
- What do we want to say, and to whom?
- Is our story outdated?
- Are our products or services outdated?
- Who cares about our brand?
- If we were starting anew, would this be our approach?
- How will we introduce our brand?

## THE GOOD NEWS

The reality may be that you don't need to spend a lot if your firm employs or enjoys friendships with savvy marketing people who possess good instincts. Even small businesses can conduct effective brainstorming sessions to determine marketing strategies.

But for do-it-yourselfers, it's essential that you be brutally honest with yourself. From the get-go you've got to maintain an outsider's perspective, and think like your prospective customers.

If you turn to consultants, they'll likely want to address first things first. They may tell you a successful branding campaign today hinges on things you don't want to spend money on; for example logos and websites. With the latter, there are good reasons to listen to them—particularly if you're targeting tech-savvy clients apt to google you before calling or stopping by.

Either way, here are issues to address:

## Emotions

You should differentiate between

branding that just looks or feels good and branding that suggests credibility and reliability.

## Don't Lie

But it's OK to create an image suggesting to clients that you are a super firm, one that will make prospective clients feel like they can trust you before they've even spoken to you.

## Principles

Consider values that apply foremost to your business: professionalism, integrity, friendly, high standards and pride. Then strive for the absence of uselessness while contemplating your creative, working memorable and persuasive adjectives and catch phrases into your copy and prototype slogans.

## A Catch Phrase

Introducing your company in a single, short line can be difficult, but why not take some time, even a few days, and try? If you wind up scoring, it'll work wonders for you long term.

## Elevator Spiels

What is your selling message? What is it that you really offer your audience? Think about the answer in short, concise terms—simple enough for anyone to understand.

At the end of the day branding is about common sense stuff. How you talk, the stories you tell, how you tell them and who you tell them to. Your good deeds, the mountains you've climbed and the next adventure. It's about what you do.

Again, the best place to begin building your brand and reputation is among friends and neighbors. If you're reading this, *Building Industry Hawaii* may be the perfect place to start. 🏠

*Schooled by leading media corporations and highly regarded universities, Ken Berry is the CEO of Trade Publishing Co. Contact him at 808 738-4952*



Gap original logo, left; failed design below



## THE NOT-SO-GOOD NEWS

Sometimes even the largest companies worry too much about their brands. Colossal rebrand fails abound; maybe you remember Radio Shack's name change to The Shack and Dr Pepper's attempt to rebrand diet drinks for men? Clearly more thought should have gone into those efforts.



# ROOFING ICONS

For decades, they've ranked among Hawaii's best—now they reflect on industry changes, improvements in technology and what's ahead

BY DAVE DONDONEAU

**T**he allure of working with hot tar, the physical aspect of the job mixed with the nuances needed to learn to do it right, drew Scot Jimenez into the roofing industry 34 years ago.

It was nearly the same time that Steve Maero was asked to be a partner in Rainbow Roof, and he and his partner became the first people in the industry to use cellphones—the large military-looking analogue cellphones that had about 35 minutes of talk time and took 10 hours to fully charge—to give themselves an edge over competitors and service customers more quickly.

“Everyone who saw it wondered what they were and wanted one,” says Maero, now the sole owner of Rainbow Roof Maintenance. “We felt it gave us an edge for communicating and getting things done.”

Fast forward to today and cell-phones have become more essential to business than wallets. Smaller, faster, lighter, smarter.

Hot tar, on the other hand, has joined the age of cassettes and 8-track

tapes.

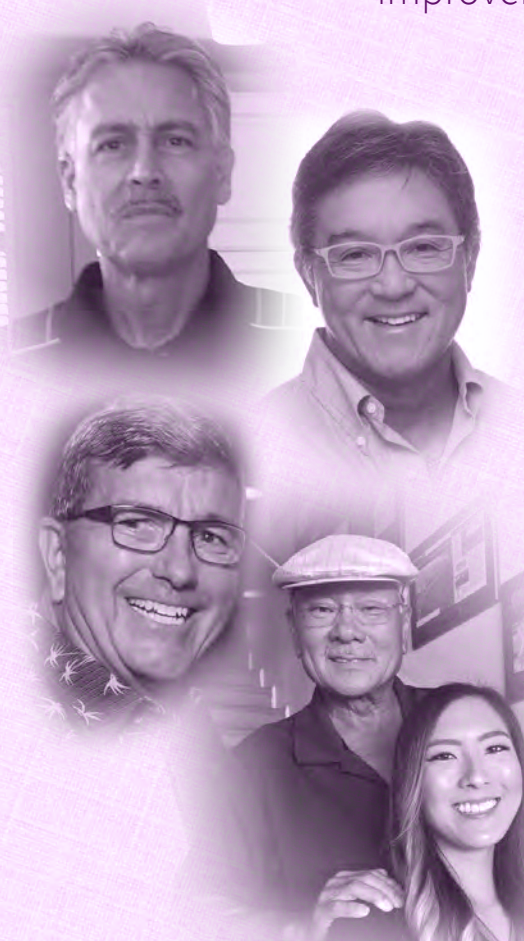
“I don’t think there is a roofing supplier on the island who carries it,” says Jimenez, owner of Beachside Roofing LLC. “Roofing technology has gotten so much more efficient.”

Maero, whose company focuses on roof maintenance and extending the life of roofs, says he still has a melting pot in his supply yard, but hasn’t used it in about five years.

“It would be interesting to see if I could find the materials anywhere around here to tar a roof,” Maero says. “It’s a different world now than when I started in the business.”

Jimenez and Maero have one more thing in common: They are among the numerous roofers across the Islands who have adapted to tougher industry standards and cutting-edge technological advances.

Veteran roofers spoke with *Building Industry Hawaii* and shared their rise in the industry, their views on some of the most significant changes that have happened and what to expect moving forward.



(Top, clockwise) Scot Jimenez, Guy Akasaki, David Leong and Davelyn Leong Martin and Steve Maero



# SCOT JIMENEZ

COMPANY: Beachside Roofing LLC | TITLE: Owner | YEARS IN ROOFING: 34

**ABOUT THE BUSINESS:** Beachside Roofing does about \$30 million in business annually in both commercial and residential.



## HOW HE STARTED:

Jimenez was a sophomore in high school when he started working for his friend's uncle in California.

He dabbled in general construction when there

was a roofers' strike in California, but drywall and framing couldn't hold his interest.

"Roofing was much more physical at that time, with the hot tar and tearing off old roofs, than it is today. I loved the hard work and knowing you had to work to get good at tar

roofing. It was a craft and you needed to learn the timing, temperature, weight ... it was a bunch of different pieces all coming together. At 17 or 18, making \$21 an hour with benefits was good money and I really liked that. Plus, you worked with guys who were like Marines. They just yelled and made you work hard. You either love that and learned, or you don't."

**TODAY'S ROOFING WORLD:** "Quite a bit has changed. In terms of flat roofing ... it used to be hot tar. Now, it is single-ply and cap sheets used to create a water-tight surface. There is cold process and all kinds of coatings. One thing about the asphalt I miss is if you do it right it lasts in hot and cold weather. But now you don't have the smell or safety problems, so there are advantages, pluses and minuses, for different materials.

"Roofing has become much more technical than it used to be. There are a lot more requirements than when I

started. There is a lot more scrutiny than we ever had before, and a lot more safety criteria."

**ADVICE FOR A NEW GUY:** "If you're getting in to run your own business, there's a lot to it. There is knowing the business, and there is sales and the financial side. You might be the greatest roofing applicator in the world, but there are all those pieces you need to know as you get more work. It all comes down to what your goal is and what's your target."

**SOLAR IMPACT:** "It hasn't changed to the degree of what's being specked out and designed, but it is causing people to be aware that if you put solar on a commercial building, make sure you put a roof that will last 20 years before you put the solar on it. There is more awareness to match a 20-year solar system with a 20-year roof and also how to do the best job sealing the penetration system."

# GUY AKASAKI

COMPANY(IES): Commercial Roofing & Waterproofing Hawaii Inc., Honolulu Roofing, Allied Pacific Builders, GreenPath Technologies, Pacific Property Group, Energy Hawaii | TITLE: Owner | YEARS IN ROOFING: 40 (the past 25 with CRW and the sister companies he founded and co-founded)

**ABOUT THE BUSINESSES:** Commercial Roofing does about \$20 million in business annually and all his businesses combined do about \$40 million annually. All were created to help each other in various forms.

**HOW HE STARTED:** "I'm a failed architect," Akasaki says with a chuckle. "I immersed myself in architecture from junior high to college and went away one summer to Okinawa. When I came back all I wanted to do was surf. My wife asked me to work for her boss, helping him roof and with his business. I remember thinking that was beneath me, a failed architect. But, I tried it and everything I did in architecture fit and I liked working in

the field."

**KEY MOMENTS:** Akasaki was close to never building his roofing empire. After a buyout attempt with some fellow employees unexpectedly fell through at the 11th hour, Akasaki said he resigned because he couldn't work for a company that didn't share his values of dealing with honesty and integrity and honoring commitments.

"I planned to get into Subway franchises, but then I found out you needed three to four Subways to really make money. Also, I had been promised \$125,000 by the same owner, but when I asked to get \$1,500 a month to start the franchises he said I didn't have proof with a buy-and-sell

agreement that I didn't even know I needed. I never got a cent."

He had also promised his former boss that when he stepped down, he would not compete against him. However, after Hurricane Iniki struck, he found himself reluctantly turning down two lucrative opportunities worth a combined \$1.8 million because of his promise. It took a while, but Akasaki's wife and close friends finally convinced him to start anew, and he's happy he remains heavily involved in Hawaii's roofing industry.

"Life works funny," Akasaki said. "He and I are friends again. His





company went under and he got into sales. He came to me and never really apologized, but said, 'You're really doing well.' I thanked him for the opportunity he gave me because without him I wouldn't be where I am today. We'll never be intimate friends as we were before, but there is no bad blood. You don't need that in life."

**"Technology has its place in this industry. The ability to gather data and to measure performance of what we put down is very big."**

**—Guy Akasaki**

**BUILDING A BUSINESS:** "You can be a very good roofer but you have to have good business acumen. A lot of small businesses do well with the husband being the tradesman and the wife doing the books. But you have to have the skill-set to grow the business any further. A lot of people don't understand the tax side, the insurance, accounting, tax credits, finance, the difference between insurance and assurance and so much more."

**TECHNOLOGY IS KEY:** Akasaki points to advances in photovoltaic technologies that are changing the roles of the roof and improving the industry. "Technology has its place in this industry. For many people it's out of sight, out of mind and they don't realize how perishable the roof is. The ability to gather data and to measure performance of what we put down is very big. Now we can track the data of a roof over its lifespan and gather information that will be critical to assist owners in the future. Being able to track how materials perform in different conditions is huge."

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# STEVE MAERO

BUSINESS: Rainbow Roof Maintenance | TITLE: Owner | YEARS IN ROOFING: 34

**ABOUT THE BUSINESS:** The company does between \$1.5 million and \$3 million annually in business, focusing on roof maintenance for several condo associations. Rainbow does an initial inspection of the roof and addresses current and potential problems. The company follows with two inspections a year and if the roof leaks, Maero says the company fixes it at no additional charge. The purpose of the maintenance plan is to cut owner costs by increasing the roof's life expectancy.



**STARTING OUT:** Maero was working in Utah doing highway and high-rise construction when he was offered a partnership in Rainbow Roof. "I have fairly good common sense and I know to how take things apart and put them together," Maero said. "They had a concept for roof maintenance I hadn't seen and it was fascinating. I developed a system where we look at prevention, potential problems and keep the roof clean and neat. We do it all, but that's what we're known for."

**WHAT HE LOVES ABOUT HIS JOB:** "I like to create an atmosphere where I see people accomplish their goals and put food on the table for their families. I like to create an environment where men want to be here. We work with integrity and we want to be able to be trusted."

**BEST TOOL:** "The telephone. It's all about communication, communication, communication. We were the first and only people to have cellphones for years."

**"When you're living on a rock, word of mouth in this community is absolutely present. Keep your agreements. Follow up and follow through."**

—Steve Maero

**IF YOU WEREN'T IN ROOFING:** "I'd probably be a teacher. My whole family were educators and I have a degree in teaching from Utah. I love the opportunity to instruct and add value."

**BIGGEST CHANGE IN THE INDUSTRY:** "The materials have changed and the technology has changed drastically, completely. The products they have now are ultraviolet and UV-protective. Coatings have changed and will only get better. There's a lot of single-ply rubber materials. Once you start a coating system, you freshen up 10 years down the road. In the olden days roofs couldn't hold up against the ultraviolet rays. They would dry up. Now, it's so good the roofs can go on and on and on. White coatings have really taken over and the UV-protective shingles outlast the old ones and help save energy and keep the building cool. Coating has been a major shift from the old tar days."

**ADVICE FOR FUTURE ROOFERS:** "Integrity is everything. You've got to do what you say and do what you do. When you're living on a rock, word of mouth in this community is absolutely present. Keep your agreements. Follow up and follow through."

## DAVELYN LEONG MARTIN

COMPANY: David's Custom Roofing & Painting  
TITLE: President | YEARS IN ROOFING: 9

**ABOUT THE BUSINESS:** Started by Davelyn's dad, David Leong, in 1980, the firm does \$5 million to \$6 million in business annually and is virtually one-stop shopping with redesigning existing roofs and minimizing water damage, new roof insulation, solar, painting, general construction and more. Mostly residential.



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**STARTING OUT:** “Growing up I thought I wanted to be a pediatrician, but I realized I don’t like blood or needles,” Davelyn says, laughing. “I came back from Loyola Marymount and joined the family business and started from the ground up in the office. I never realized how much I would work with customers and how much I would love it. Part of the reason I love it is because my dad started this business 38 years ago and still comes in every day. Fridays are still for him taking me and my mom around to meet clients and do estimates. He mentors me, but it’s also quality family time. How could I want to do anything else? I want to continue on his legacy.”

**“Older clients would ask why this little girl was here to do the estimates. I don’t blame them. I was 22 and they didn’t want a little girl up on the roof.”**

**—Davelyn Leong Martin**

**CHALLENGES OF BEING A FEMALE IN ROOFING:** “The only obstacle I had was when I first started. I wasn’t on the commercials at the time, so older clients would ask why this little girl was here to do the estimates (laughs). I don’t blame them. I was 22 and they didn’t want a little girl up on the roof. Now that I’m on the commercials they make the connection easier. Really, that’s about it.”

**DISCOVERIES MADE:** “There are a lot of steep roofs, which is kind of funny because those are typically built for snow. Sometimes when you get to inspect roofs you find five or more layers on them, and the law is two maximum. You sometimes wonder how the roof hasn’t caved in. That can be dangerous.”

**BIGGEST CHANGES SINCE YOU**

**STARTED:** “The solar industry. It’s good because people need to get their roofs done before getting a photovoltaic system installed. The flip side is some companies have done a bad job waterproofing upon installation and we have a lot of business cleaning it up. In the beginning, a lot of companies weren’t following the right procedures, and the sad part for some owners is those businesses are no longer in business on the Islands so they have nowhere to turn and have to re-pay for service costs. It’s getting better because the bad ones have been chased out.”

**BIGGEST CHALLENGE AHEAD:** “Code updates. There are a lot of energy codes trying to be implemented right now and on paper look great, but nobody has thought of the costs all the way through. For example, trying to



make sure everyone gets insulation on a roof doubles the cost. It will make it cooler, but it will cost so much more. Nobody is really on the same page right now.”

**BEST THING ABOUT THE ROOFING INDUSTRY:**

“I would say following in my father’s footsteps. We pride ourselves on customer service and workmanship. You see that in the work my guys do and the customer’s reaction. All the training, they live up to it. Dad is very, very involved. He personally calls every single contact and thanks them after the job is done. When he goes out on vacation, I do it. I will always do that.”

**ADVICE FOR A NEWBIE:** “Don’t try to do too much too quickly. Start with one crew, develop your people and that’s where it starts. Make sure they are doing the job the way you want. Focus on the people you have.”

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The future Merriman's restaurant at the base of HHC's Anaha tower in Kakaako  
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# Hawaii Developers 'Confident'

Economic projections indicate commercial construction will hold steady in 2018

BY BRETT ALEXANDER-ESTES

Hawaii commercial development has legs, and is on track for another solid performance this year.

The value for commercial and industrial building permits increased by 136.2 percent during the first 10 months of 2017, reports Eugene Tian, economic research administrator at the state's Department of Business, Economic Development & Tourism, in Trade Publishing's *Construction Preview 2018* magazine.

Like building permits, property sales are a reliable indicator of pending projects. The January sale of Maui's Grand Wailea Resort for \$1.1 billion—reportedly the second-highest price ever paid for a hospitality property in the United States—“is an indication that capital is still available for investment,” says Mike Hamasu, director of consulting and research at Colliers International Hawaii.



Eugene Tian

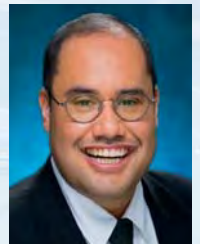


Mike Hamasu

## Public Partners

Even in Hawaii's public sector, quasi-commercial ventures may be gaining traction.

“This upcoming session, the Legislature will again consider legislation which enables agencies to enter into P3 agreements—not just for housing opportunities, but also for economic development projects,” says state Sen. Donovan Dela Cruz (Dist. 22: Mililani Mauka through a section of Poamoho), who also chairs the Senate Ways and Means Committee.



Sen. Donovan Dela Cruz

Other boosts for new commercial construction include the first phase of the Hawaii Department of Transportation's new Kapalama Container Terminal, recent resort and retail-oriented development, and the start of Hoopili and Koa Ridge. According to the Economic Research Organization at the University of Hawaii (UHERO), investment in these and other projects “will support construction activity at roughly its current level for the next several years.”

Says Myles Miyachi, vice president



and commercial real estate manager at Hawaii National Bank: “We are cautiously optimistic overall, and our commercial development outlook for the next year is similar to what we expected for 2017.”



Myles Miyachi

## Leading Indicators

New Isle commercial construction may follow successful residential projects.

“Given Hawaii’s strong economic projections for the next 18 months, I think the outlook for 2018 is positive with healthy market conditions indicating continued strength in commercial construction,” says Steve Colón, president of Hunt Companies’ Hawaii development division. “The sector with the most potential for growth



Steve Colón



The future Ward Village Central Plaza, on the site of the former Marukai Market  
RENDERING COURTESY THE HOWARD HUGHES CORPORATION

during 2018 is multi-family.”

Hunt, with a strong residential portfolio that includes the upcoming \$1.3 billion redevelopment of Mayor Wright Homes, is also vested in commercial projects like Kauai’s Kilauea Lighthouse Village, set to wrap this year. The \$23 million neighborhood retail shopping center “evokes the ambiance of an old Hawaii plantation town to complement the area’s historic

structures,” Colón says.

Dale Keep, business development manager at Layton Construction LLC, also sees residential as a bellwether, and is keeping track of sales at Hawaii’s new condo projects. “As long as positive sales trends



Dale Keep

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ALOHILANI RESORT WAIKIKI BEACH  
PHOTOS COURTESY OF ALOHILANI RESORT

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The new pool at the Alohilani Resort Waikiki Beach, constructed by Nan Inc.  
PHOTO COURTESY NAN INC.

continue, several developers are looking to break ground on new projects over the next year," he says. "Overall, the developers we work with in every industry, including retail, industrial, hospitality and residential, are looking to get their projects off the ground in

the next year to take advantage of the current market."

## Hot Spots

In 2018, "retail and hotel will remain the hot spots for commercial development," says Hamasu.



Gov. David Ige (right, center) and other dignitaries at the recent Kapalama Container Terminal groundbreaking  
PHOTO COURTESY HAWAII STEVEDORES INC.

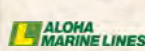
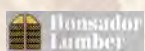
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Keep agrees. “The hospitality market has been performing well recently, and only continues to look better,” he says. After wrapping on the new Embassy Suites in Kapolei, he says, “the hotel’s success has been such that Layton is now building a Marriott Residence Inn, also in Kapolei, for the same owners.”

## The State Steps In

Transit-oriented development, crucial to increasing Oahu’s housing inventory, also has commercial potential, says state Sen. Donovan Dela Cruz (Dist. 22: Mililani Mauka through a section of Poamoho).

“The Strategic Plan for Transit-Oriented Development highlights benchmarks and tools that (government) agencies will utilize to meet Hawaii’s housing goals,” Dela Cruz says. “Investing in basic infrastructure, partnering with neighboring landowners to create master-planned communities, and shifting development along the transit line are initiatives the Legislature supports.

“Agencies have further identified creative financing tools to add to our housing inventory. Public-private partnerships and lease buyback projects can provide those solutions,” he says, adding that proposed 2018 legislation may enable agencies to enter into P3 agreements for economic development projects as well as housing opportunities. “Furthermore, the affordable housing funds will be carefully reviewed to ensure the state can assist the private sector’s effort in building additional units.

“The state must execute its plan so communities are built in preparation for the transit line,” Dela Cruz says. “Now the Legislature and agencies must work together to find critical solutions to achieving transit-oriented development and transit-ready development.”

Keep says Layton will break ground soon on Marriott’s 138,000-square-foot wood-framed hotel featuring 183 guest-rooms and a pool, and expects to close in June 2019.

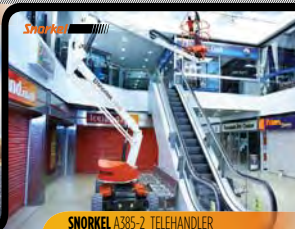
“We’re working with other developers who are currently looking for properties to build hotels, whether new construction or renovating and rebranding existing properties,” he says, conceding that Waikiki remains a top choice. “But the success of some of the select service hotels in Kapolei,” he notes, “has made other

areas around the island more attractive.”

Nan Inc., which began pursuing hospitality projects in earnest a few years ago, is closing in on the Alohilani Resort Waikiki Beach – Public Areas renovations, which include the main lobby, second floor offices and kitchen, third floor conference rooms, pool and pool deck, back-of-house offices and retail spaces.

Ryan Nakaima, vice president of Nan, says the builder is also in the thick of the Hapuna Beach Prince

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Hotel's renovations on the Big Island.

The \$29.4 million project covers 249 guestrooms and "renovation of guestroom corridors, elevator cabs, ADA modifications and conversion of the hotel to a branded Starwood Westin Hotel & Resort," says Nakaima.



Ryan Nakaima

Like Starwood's renovations, Blackstone's Grand Wailea purchase may be part of a greater development strategy. "More interesting (than Wailea) is the acquisition of Turtle Bay," Hamasu says. "With its available development lands, this would be the way Blackstone could increase the value of this acquisition and enhance the value of this hotel and golf courses."



The future Marriott Residence Inn Kapolei, a new project by Layton Construction  
RENDERING COURTESY G70

Some Hawaii retail centers are also ripe for renovation. "Construction is primarily focused on repositioning infill, including Waikiki and Pearlridge Center, and expansion predominately in West Oahu," says Matthew Bittick, senior vice president of capital markets at CBRE Inc.

Three retail ventures at The Howard Hughes Corporation's current projects—Whole Foods Market at Aeo, Merriman's at Anaha and Kewalo Harbor's first new docks—are scheduled for a 2018 wrap. HHC is also scheduled to complete the redevelopment of Kakaako's former Marukai Market and adjacent spaces as its new Ward Village Central Plaza in January 2019.

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The future UH Manoa Life Sciences Building, a Layton design-build project  
RENDERING COURTESY G70

### Outlying Sectors

Bittick predicts a flat year in office construction. “We anticipate the office market in 2018 through 2019 to look similar to 2017,” he says. “Development and construction will be limited to improvements made to

existing buildings, and no new office construction is anticipated anytime in the foreseeable future.”

But Hawaii’s industrial sector appears to be stirring. “We are handling an equal mix of owner-user, investment and industrial properties

this year,” says Miyachi. “In particular, we are continuing to experience a strong industrial market in areas like Kapolei, where there is significant area for those types of properties to be developed, and we expect that growth

...continued on page 52

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## CORROSION-FREE CONCRETE



# Protect Your Contracts



## Top Hawaii lawyers reveal what to include before signing

BY BRETT ALEXANDER-ESTES

**H**awaii's building industry is growing more complex by the day—and so are a contractor's legal pitfalls.

Based on a preliminary review of Hawaii court records, 90 mechanic's and materialman's liens were filed statewide in 2017, an increase of 11 percent over the 81 filed in 2016. "Construction defect" lawsuits—more expensive and protracted than liens—increased 300 percent, from two filed in 2016 to eight filed in 2017. Four such lawsuits filed before 2016 are still in litigation.

"We continue to see large cases involving significant project delays or alleged defects that cause existing work to be torn out," says Jeffrey M. Osterkamp, an attorney and partner at Cades Schutte LLP, a Hawaii law firm. "For contractors, this will always be an issue, because even a small mistake can cascade into a very costly dispute."

Like you, the contractors in these lawsuits probably wanted to keep their livelihood out of the courts.

How can you avoid a similar predicament?

### Understand Your Contract

"The single most important thing contractors can do to reduce their exposure to risk for

construction-related claims is to know and understand the terms of their construction contracts," says Sarah



Sarah M. Love

M. Love, an attorney and partner at Bays Lung Rose & Holma, a Hawaii law firm. "The large majority of disputes on a construction project will be decided according to the terms of the parties' construction contract."

### Where to Start?

Before negotiating terms, the contract itself must embody a "meeting of the minds" between the owner and contractor, says Audrey E.J. Ng, an attorney and partner at Goodsill Anderson Quinn & Stifel, a Hawaii law firm. For this to happen, Ng says, the owner and contractor must agree on three issues: scope, price and time.



Audrey E.J. Ng

### Scope

Few projects, Ng says, start with all plans, specifications, permits, approvals, materials and finishes, and a shovel-ready jobsite.

Therefore, she says, the owner and contractor should clearly convey their expectations and assumptions to each

other. "If there are design issues yet to be resolved, call them out in the contract, and state an outside date where the design must be complete or decisions made so as not to have an adverse impact on the price and the schedule," she says.

Factors that can run contrary to the parties' joint purpose include:

**Time Pressure:** "Contractors are often under time pressure to bid jobs, and cannot always scrutinize the plans

## Residential Provisions

By law (Hawaii Revised Statutes Section 444-25.5), and at a minimum, a Hawaii residential construction contract must contain provisions for:

- Bonding
- Mechanic's Lien Rights
- The Contractor Repair Act and related provisions

"The State of Hawaii Department of Commerce and Consumer Affairs has several handouts for contractors explaining what they are required to include in their written contracts for compliance with Hawaii's homeowner disclosure requirements," says Sarah M. Love, a Hawaii attorney.



and specifications as closely as they would like,” says Scott I. Batterman, an attorney and partner with Clay



Scott I. Batterman

Chapman Iwamura Pulice & Nervell, a Hawaii law firm. “Issues can then arise where the contractor finds itself forced into a more expensive project than it reasonably anticipated.”

**No Flow-Down Provision:** “A flow-down provision incorporates the terms of the general contract between the owner and the general contractor into the subcontract,” says Love. Without a flow-down provision, she says, “the general contractor could be taking on additional liability exposure to the owner for which it cannot recover from its subcontractors who performed the work.”

**“Contractors need to carefully consider their dispute resolution clauses.”**

**—Scott I. Batterman**

**Design-Build:** “The increase in design-build projects is a real issue for contractors,” says Osterkamp, noting “the contractor should be aware that if it takes on the responsibility for both the design and the construction of the project, it takes the risk of the owner pursuing it for virtually any issue that arises.”

**BIM:** “It is critical that the various members of the building team set protocols and procedures to govern the development, transmission, use and exchange of BIM on a project, which then become a part of the contractual obligations between the various parties,” says Love. Without team agreement on how BIM is to be used and updated during a project’s course, she says, “issues can arise with reliance on the model for construction purposes.”

## Price

Once project scope is determined, the parties need to decide how to determine the price of the work, says Ng. Options include:

- Lump sum,
- Cost plus,

- A blend of lump sum and cost plus,
- Issuing performance and payment bonds.

If payment is in a lump sum, the parties need to decide “what is included in the sum—this is where

## Hawaiian Dredging: 3 Steps to Signing a Good Contract



Gary Yokoyama

“Construction is by nature a risky business,” says Gary M. Yokoyama, vice president and general counsel at Hawaiian Dredging Construction Co. Inc.

“While there is no way for a contractor to fully protect itself from loss at the time it enters into a construction contract, there are several things we try to do at Hawaiian Dredging to mitigate risk.”

**Adds Yokoyama:**

- “With regards to private (i.e., non-governmental) projects, each contract is reviewed and vetted by our management team and our insurance and bonding broker. Once objectionable contract terms are identified, we attempt to negotiate them out of the contract or add contingencies in our pricing to manage risk exposure.”
- “We try to use experienced subcontractors who have a successful history of doing business in Hawaii on large projects, are adequately capitalized, and are capable of meeting our insurance/bonding requirements. If we do not have prior experience with a given subcontractor, we try to obtain as much information on their capabilities and track record as we can through a pre-qualification process.”
- “We generally refrain from entering into construction contracts unless the owner is willing to provide us with satisfactory proof that adequate financing is in place to cover the anticipated cost of construction.”



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the scope of work comes into play,” Ng says. “Many owners and contractors feel more comfortable with cost plus, or time and materials, as the basis for determining the price of the work.” If so, she says, “the parties need to agree on:

- What costs go into the ‘cost,’
- What makes up the ‘plus,’ and,
- Will there be an additional charge for overhead, profit, and mark-up on the subcontractors’ charges? If these items are expressed as percentages, to what components is the percentage applied?”

**“Internal email communications regarding a project are discoverable in litigation.”**  
—Sarah M. Love

## Time

“The schedule is a crucial component of the contract to be negotiated,” says Ng. “The parties should discuss whether there will be:

- Liquidated damages for delay and/or compensation for completing ahead of schedule;
- What kinds of events and circumstances are grounds for an extension;
- The procedure for approval of an extension;
- Whether additional overhead and other costs will be allowed as part of the extension; and,
- Will the schedule include interim milestones to be met, and what are the consequences for not meeting those milestones?”

## Authorize Agents

Besides clarifying scope, price and time, says Ng, “it is important to make clear and to include in the contract who has authority for the owner and for the contractor to make decisions and to communicate the decisions to the other party.”

## Extra Steps

• **Commercial General Liability (CGL) Insurance:** “Contractors expect CGL policies to cover damage arising out of construction defects if the damage is caused by others to the contractor’s work or by the contractor to others’ work,” says Jeffrey M. Osterkamp, a Hawaii attorney, who cites a recent Hawaii court decision that “gave insurers leverage to argue that those claims are not covered, which has been a very unpleasant surprise for a number of contractors. The legislature enacted a statute to try to remedy the issue, but it remains very important for each contractor or its broker to make sure that its CGL policy contains an endorsement stating that construction defects are covered occurrences.”

• **Wrap Insurance (OCIP, CCIP):** “Wrap Insurance is liability insurance that protects the owner, general contractor, and subcontractors for a project under one insurance program,” says Hawaii attorney Sarah M. Love. It can be obtained by the owner under an Owner-Controlled Insurance Program (OCIP) policy, or by the contractor, under a Contractor-Controlled Insurance Program (CCIP) policy.

“With OCIP and CCIP policies, the same insurance policy is insuring all losses; therefore, there is less need to allocate fault between the various contractors enrolled in the program,” Love says. “This has cut down on the time and litigation costs associated with construction claims in most cases where insurance coverage is not an issue.”

• **Project Funding:** “A contractor can request information regarding construction lending and even to speak to the lender, and can ask to see an audited balance sheet,” says Scott I. Batterman, a Hawaii attorney. “This would only be appropriate in larger projects.”

• **Project Neutral:** “In larger, long-term projects, thought should be given to interim dispute resolution mechanisms, such as a Project Neutral, to keep the project on track and prevent small disputes from growing into major litigation,” says Batterman.

These mechanisms, Batterman says, provide for a neutral third party to act as a mediator and/or arbitrator to handle disputes that arise during the course of a project.

“The idea is to keep the project moving forward,” he says.

## Include Residential Provisions

Hawaii residential contracts must contain specific legal provisions. “Any general contractor that works on residential projects must make sure to include provisions on bonding, mechanic’s lien rights, the Contractor Repair Act and related provisions,” says Osterkamp. Since omitting this information is an “unfair or deceptive practice” under Hawaii law, “if a dispute arises—even over unrelated issues—the contractor

loses the right to enforce the contract and can be liable for treble (triple) damages.”

## Expect the Unexpected

Projects are fluid, and often morph in unexpected ways. Contractors need to be especially aware of:

**Project Funding:** “With the recent rise in construction costs, we are seeing more and more cases of owners running into trouble,” says Batterman. “Contractors should take steps to make certain that a job is going to be

...continued on page 57





# Training Days

ABC Hawaii, the state's merit shop organization, works to meet demand for skilled labor

BY BRANDON BOSWORTH

**ABC** Hawaii, which represents merit shop contractors throughout the state, is looking ahead to a productive 2018, says Jonathan Young, president and CEO.

"We have been so busy lately. We are continuously seeking out anyone interested in training," Young says.



Jonathan Young

Established in 1989, the organization represents about 4,500 contractors, most of whom work with established local companies. Through its apprenticeship training programs, membership association and networking events, ABC Hawaii strives to build a sizable merit shop workforce of skilled laborers.

ABC Hawaii is the local chapter of Associated Builders and Contractors, a construction industry trade association founded in 1950 with 70 chapters

nationwide. Firms working in the industrial and commercial sectors make up the bulk of membership.

Training and education is big part of ABC Hawaii's mission. It offers programs for aspiring carpenters, electricians, plumbers, painters and roofers. Most classes are limited to no more than 15 apprentices and are held two evenings a week. Participants receive

classroom instruction as well as on-the-job-training. At any given time, there are more than 300 people participating in the nationally accredited and state-approved apprenticeship program.

New classes are added regularly. Last year, ABC Hawaii taught a Continued Competency Program for licensed electricians. Completion of the program is required for electricians



ABC Hawaii apprenticeship program graduate Lauren Kaleleiki talks to students at Niu Valley Middle School's Career & College Day.



seeking to renew their electrical license. The course focused on changes to the 2014 National Electrical Code (NEC) and satisfied state continuing education requirements for electrical journey workers.

“It turned out well, and a good number of individuals got their continuing education credit,” says Ken Wilson, ABC Hawaii’s education director.



Ken Wilson

2018 has brought two new programs. “Due to member requirements, we’re starting spray painting and project management programs,” Young says. “We try to stay ahead of the curve.”

Wilson describes the latter as “a higher-level program for already qualified journeymen and managers.” The six-week program began this month and will cover the entire project management process from start to finish.



ABC Hawaii volunteers working at the Habitat for Humanity Kumuhau Project. PHOTOS COURTESY ABC HAWAII

In addition to adding new programs, existing programs have to be updated to keep current with technical and regulatory changes. For example, the Occupational Safety and Health Administration’s (OSHA) Final Rule on crystalline silica went into effect last September. The rule requires employers to limit worker exposures to respirable crystalline silica and to take other steps to protect workers.

“As instructors become aware of new regulations like this they pass on that information to their students,”

Wilson says. “We also brief them through our newsletter.”

Young adds that ABC Hawaii sent out notices about the silica rule before it was even enacted. To keep on top of political issues, Young says “we are in a coalition with Chamber of Commerce Hawaii.” ABC Hawaii also maintains a legislative council of six people.

Of course, none of these programs would be successful without students. ABC Hawaii does a great deal of outreach to inform potential apprentices about their offerings.

“We go out and talk to students at high schools,” Wilson says. “A good number of counselors and principals come to us looking to learn about alternatives to college. When you ask high school students what they are going to do after they graduate, the vast majority will say college but some might choose an alternative path and pursue a skilled craft. We call ourselves the other four-year program.”

Benefits of ABC Hawaii membership include help with labor issues, safety consulting and medical insurance. The organization also works to keep members informed regarding new laws and regulations while representing their interests in both the Hawaii legislature and Capitol Hill. Throughout the year, ABC Hawaii hosts a multitude of networking opportunities, including golf outings, a membership appreciation dinner, casino night, a general membership dinner, apprentice graduation and community service projects.

Wilson says there is plenty of demand for the training ABC Hawaii provides. “The state projects that in the coming years Hawaii will need 100,000 workers skilled in the five trades we offer,” he says. “We continue to open up classes every year.”

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# ABC Hawaii's 29<sup>th</sup> Anniversary



Representing 64.4% of all of the State of Hawaii licensed contractors, the Associated Builders and Contractors Hawaii Chapter has been serving Hawaii's merit shop contractors with 29-years of service and would like to extend a warm felt '**Mahalo and Congratulations**' to our dedicated members for their years of continued membership! They know a good thing when they see it and we are proud to have them as members. Without the continued support **of all our valued members**, the voice of the merit shop contractor's philosophy in the state of Hawaii would only be a whisper.

**Mahalo to all the ABC Hawaii membership for all your years of dedication and belief!**

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# Designing for Security

Achieving ‘crime prevention  
through environmental design’

BY BRANDON BOSWORTH

Elements of a property’s design can impact its susceptibility to crime, and a bit of planning can lead to safer buildings. That is the theory behind CPTED—Crime Prevention Through Environmental Design. Pronounced “sep-ted,” the term was first used in 1971 by criminologist C. Ray Jeffery.



Rick Osborne

“The conceptual basis of CPTED,” says Rick Osborne, a physical security professional and president of LTS Holdings Inc., “is that the physical environment can be modified to produce or induce behavioral effects that will reduce the fear and incidence of crime, and improve the quality of life.

“The conceptual foundation of the CPTED program is toward the exploitation of ‘natural’ forms of surveillance and access control,” he adds. “The term ‘natural,’ in reference to natural surveillance and natural access control, refers to deriving surveillance and access control as a result of the routine use and enjoyment of the property.”







A poorly lit parking garage can be a source of danger.

“We use CPTED frequently with architects,” says Nick Miller, regional vice president of Guidepost Solutions, a global security firm with offices in Honolulu. “It’s a principle that provides valuable talking points to mitigate risks without using a lot of technology. Good design is where all security should start. CPTED projects are lower in cost and easier to implement and maintain.”



Nick Miller

“Many physical design elements can be incorporated to help reduce crime and increase security,” says Emile Alano, vice president and COO of AHL, a leading Hawaii design firm. “For example, take a building’s placement: a site away from sidewalks or streets can be desirable for noise reduction, but can create more inviting conditions for crime. The orientation and design of buildings are also factors, such as a building with stepped forms or light shelves



Emile Alano

might create easier access points for intruders, and windows and doors in obscure or hidden locations can also create non-secure conditions. Sharp or blind corners (interior or exterior), hidden entry alcoves or deep overhangs can create dark or shadowed

due to shadows and providing cover and hiding for potential perpetrators.”

“Thick landscaping adjacent to buildings creates hiding spots and access climbing points for windows and upper floors,” Alano says. “Landscaping can also create natural

**“Many physical design elements can be incorporated to help reduce crime and increase security.”**

**—Emile Alano**

areas which can invite crime.”

When it comes to landscape security, Miller says “people feel safer because they are observable. There are no deep shadows or trees hiding you.”

Miller recommends looking at existing landscaping and asking: “Does it promote or inhibit safety?”

“Maybe the property’s landscaping has changed,” he says. “Hedges and trees may have grown, creating risks

barriers which can deter unwanted access to specific points along a building’s perimeter. Proper selection of landscaping should also be reviewed so that vegetation and plants are selected that do not create hazardous or dangerous conditions such as fast-growing landscaping or trees with low-hanging, easily-climbable limbs.”

One example of a natural barrier is a plant common in Hawaii:

## STRATEGIES FOR SAFETY

CPTED, according to the International CPTED Association, is “a multi-disciplinary approach to deterring criminal behaviour through environmental design” that relies on “the ability to influence offender decisions that precede criminal acts by affecting the built, social and administrative environment.”

CPTED also is known by various labels or names around the world, such as Designing Out Crime and other acronyms.

Rick Osborne, president of LTS Holdings Inc., says there are three overlapping CPTED design strategies:

- **Natural Surveillance:** “Natural Surveillance is a design strategy that is directed at keeping intruders under observation. Examples of Natural Surveillance include the strategic use and placement of park benches, windows, and building lobbies.”
- **Natural Access Control:** “Natural Access Control is a design strategy that is directed at decreasing crime opportunity. The primary concept of an access control strategy is to deny access to a crime target and to create a perception of risk in offenders. Examples of Natural Access Control include the strategic use of distance (e.g. lawns, flooring) and/or topographical features (e.g. creeks, sidewalks) to direct activity or to create a buffer between potentially conflicting activities.”
- **Territorial Reinforcement:** “Territorial Reinforcement is an ‘umbrella’ design strategy that realizes that physical design can create or extend a sphere of influence so that users of a property develop a sense of proprietorship over it. Territorial strategies will often embody natural surveillance and natural access control strategies.”



Carefully placed plants can provide natural access control.





Security cameras play an important role in crime prevention.

bougainvillea. As long as it is kept trimmed and maintained, Osborne says the thorny plant can be quite effective as a physical barrier.

“Around parking structures, bougainvillea prevents intruders or non-authorized people from entering from other than the designated entries and exits,” he says. “Using this practice also promotes coverage with cameras by corralling them through the designated entries and exits.”

**“We use  
CPTED  
frequently with  
architects. ...  
Good design  
is where all  
security should  
start.”**

**—Nick Miller**

Another way landscaping can be used to increase security is through the use of berms. “An effective thing is to have a berm around the parking lot,” Miller says. “The berm visually hides cars in the lot. If there is a Bentley or Ferrari parked, no one will see it. Statistics show this is effective, and with the berm there are fewer incidences of theft or break-in.”

Lighting plays a major role in security and safety. “From an engineering standpoint, we just think of codes and

standards,” Miller says. “But how about the ratio of light? Are there deep shadows or more luminous and even lighting?”

Good lighting doesn’t have to cost a great deal of money. “You can have real low-energy lighting but still provide security,” he says.

There are many potential mistakes when it comes to security. “If you want to speak to worst practices, one can speak to the basics,” Osborne says, such as poor lighting or the lack of CCTV and access control systems.

He says there are plenty of simple, cost-effective ways to keep people and property safe. “Along with making sure things are trimmed back for

better visibility, improved lighting, signage, simple daily walk-throughs of the property can be beneficial.”

Alano adds that “there are building areas or conditions that are not thoroughly or adequately thought out” and points to such problems as “hidden entry points and windows, non-secure parking structures, long dark corridors, accessible lower roof levels, low light levels, thick landscaping and isolated building locations” as a “few of the more challenging areas that are common when it comes to security and design.”

Security and safety are not necessarily at odds with aesthetics. “A secure building or facility does not mean it needs to look like a prison,” Alano says.

“When we design a building, we review possible scenarios related to safety and security. Proper site planning, landscaping, building orientation and massing, as well as window and door location and placement are considered. Thoughtful placement of openings, use of materials, and building elements can be placed or oriented to complement the design.

“Not every compromised condition can be avoided on all designs,” he adds, “but if proper care is taken when planning and designing a building, then most, if not all, unsafe conditions can be adequately addressed.” 🏠



Bougainvillea can keep a property safer by providing natural access control.

to continue.”

New Hawaii education facilities are also underway. Layton is currently in the design phase of a \$49.5 million rebuild of the University of Hawaii-Manoa Life Sciences Building.

“This is the first large-scale design-build project for the University of Hawaii,” Keep says. “This state-of-the-art LEED Silver facility features 72,000 square feet of teaching, laboratory and office support spaces for the College of Natural Sciences biology, botany and microbiology departments, along with the Pacific Biosciences Research Center.”

Hawaii architects are also busy with varied projects.

“G70 is fortunate to be working on several investments in Hawaii’s future, including new communities, TOD, schools, medical centers and visitor facilities,”



Jeff Overton



HHC plans to revitalize Kewalo Boat Harbor’s retail venues.

RENDERING COURTESY THE HOWARD HUGHES CORPORATION

says Jeff Overton, principal at G70, a leading Hawaii design firm. “We’re also working on necessary infrastructure upgrades, as well as utility-scale renewable energy facilities.”

## A Positive Forecast

“UHERO and DBEDT are

anticipating Hawaii’s economy to continue to follow a similar track as that of 2017, with stable and marginal growth forecasted,” says Hamasu.

Even better, says Keep, “it seems developers are still confident in the economy, and construction costs remain fairly steady.” 🏠

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S	M	T	W	T	F	S
31	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
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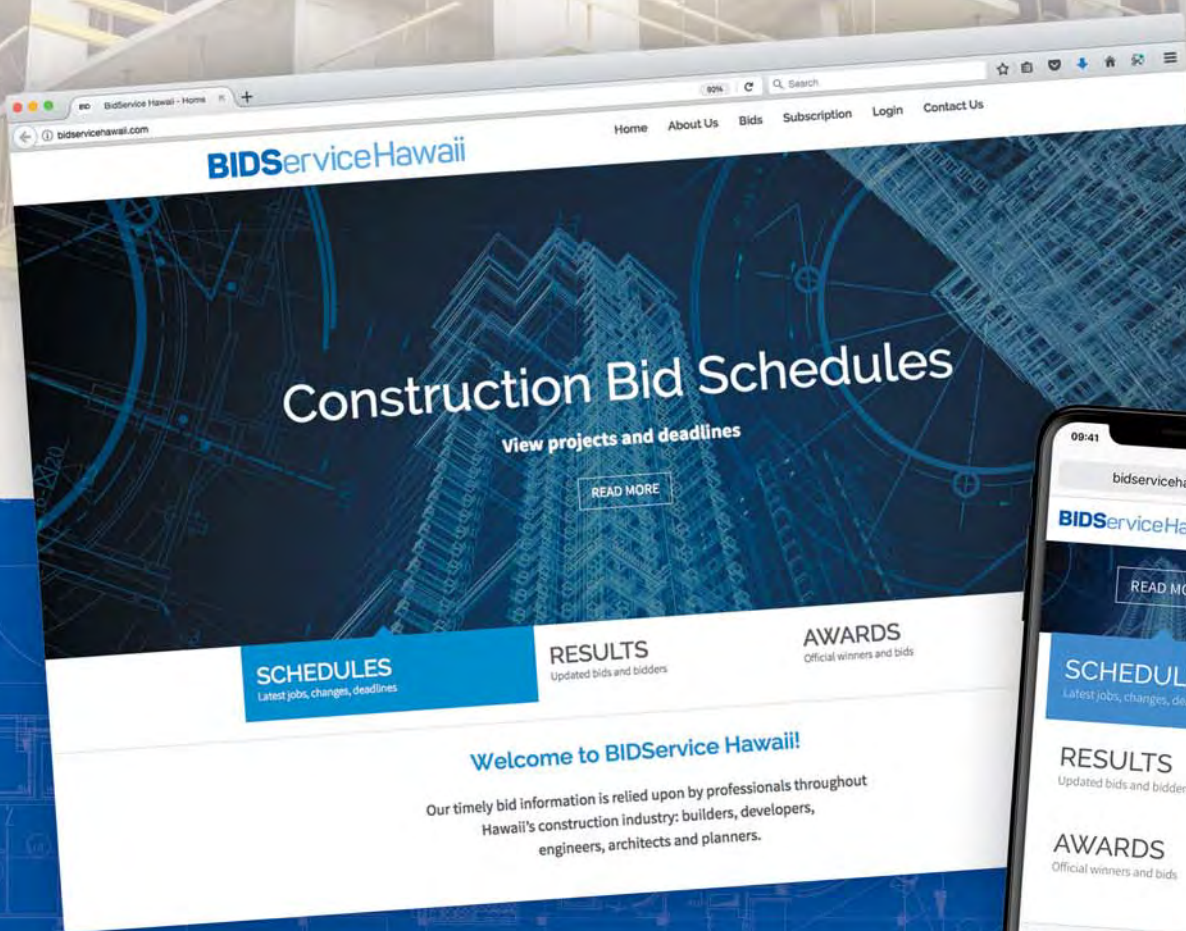
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Attending the Hawaii Regional Council of Carpenters event include, from left, Joshua Magno, Pacific Resource Partnership; Kyle Chock, Hawaii Regional Council of Carpenters; Jim Ramirez; Cheryl Walthall, PRP; Ron Taketa, Hawaii Regional Council of Carpenters.

## Ramirez Named Union Builder of the Year

The Hawaii Regional Council of Carpenters selected Jim Ramirez as 2018 Outstanding Union Builder of the Year for his contributions to the construction industry and long-standing commitment to working with the carpenters union.

Ramirez, who has more than 45 years of experience in the construction business, was honored on Jan. 24 at Pacific Resource Partnership's annual reception at Oahu Country Club.

"Jim oversaw construction and labor relations for the largest single construction contract in the history

of Hawaii—the \$2 billion Public Private Venture (PPV) between Forest City and the U.S. Department of the Navy," said Ron Taketa, executive secretary-treasurer of the Hawaii Regional Council of Carpenters.

The award is given annually to individuals who have made exceptional contributions to the construction industry and the community, taken a cooperative approach to labor-management relations and demonstrated strong support for unionized construction.

The PPV was initiated during

Ramirez' time at Forest City Hawaii, before its privatized military housing business unit was acquired by Hunt Building Companies, where Ramirez is currently senior vice president.

Previously, Ramirez was senior vice president and general manager for Dick Pacific Construction, overseeing construction operations for the Pacific Rim (Hawaii, Micronesia, Guam and Alaska). He is a past president of the General Contractors Association of Hawaii and the General Contractors Labor Association.

## City, Rail Set P3 Forum

The Honolulu Authority for Rapid Transportation (HART) and the City & County of Honolulu are hosting an Industry Forum on Feb. 13 at the Neil S. Blaisdell Center that will focus on public-private partnership (P3) opportunities for the rail project.

Registration must be done prior to the forum by emailing [transitmail-box@honolulu.gov](mailto:transitmail-box@honolulu.gov).

The sponsors urge attendance by

companies and individuals such as civil contractors; infrastructure and real estate developers; financial institutions, infrastructure investment funds and pension funds; maintenance contractors, rail operators and engineering firms; and other service providers in the design, delivery and asset management of transit rail and/or station facilities.

Individual meetings are set for Feb. 13 and 14 to seek input from firms

which have served as lead contractors on transportation projects exceeding \$500 million; equity investors with a substantial investment track record in new-build transportation projects exceeding \$500 million individually; rail operators with experience serving as lead operator for one or more rail lines or systems; and real estate developers or builders with experience delivering major transit-oriented development projects.





Mayor Kirk Caldwell and other dignitaries break ground on Lolani School's new dormitory.  
PHOTO COURTESY IOLANI SCHOOL

# Nordic to Build New Iolani Dorm

Iolani School in January broke ground on a new five-story dormitory that will house up to 112 students in grades 9-12. Nordic PCL is general contractor on the project, which is intended to increase international enrollment at the school.

"Hawaii offers students from around the world an outstanding education experience and Iolani School's boarding program marks a significant step in establishing this reputation around the world," said Hawaii's First Lady Dawn Amano-Ige, who spoke at the ceremony.

The new dormitory is part of Iolani School's Strategic Plan, a \$30 million to \$40 million expansion of the Honolulu campus led by G70, a Hawaii design firm. The expansion also includes the development of new classrooms, studios and labs for Iolani's Lower (elementary) School.



## CONGRATULATIONS

HAWAII REGIONAL COUNCIL OF CARPENTERS'  
**2018 OUTSTANDING UNION BUILDER OF THE YEAR**

**JIM RAMIREZ**

A long-time friend of the Hawaii Regional Council of Carpenters, Jim is well-known in our industry for his long-standing commitment to unionized labor – especially his collaborative leadership on privatized military housing projects that kept many union members employed throughout the last recession.

For embodying the values of the Hawaii Regional Council of Carpenters and an outstanding career building a better Hawaii for future generations, we congratulate Jim Ramirez, the 2018 Outstanding Union Builder of the Year.



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# Kiewit Begins Work on New KCT

Kiewit Infrastructure West Co. began work in January on Honolulu's new Kapalama Container Terminal (KCT), initiating the first phase of the two-phase project for the Hawaii Department of Transportation.

The new terminal, estimated at \$448 million, is the largest capital improvement project in the history of Hawaii's commercial harbor system and is scheduled for completion in 2022.

HDOT's KCT project is the centerpiece of the state's Harbor Modernization Plan. The goal is to improve shipping and distribution logistics at harbors statewide, which receive nearly 80 percent of all goods entering the state.

Kiewit was awarded a \$163.5 million contract in September to build KCT's first, "landside construction" phase. Pending permit approvals,



Kahu Kordell Kekoa and George Pasha IV of Pasha Hawaii at the ground-breaking ceremony for the Hawaii Department of Transportation (HDOT) Harbors Division's Kapalama Container Terminal project.

PHOTO COURTESY HAWAII STEVEDORES INC.

KCT's second, "waterside construction" phase is tentatively scheduled for bid this year.

## HPHA, Hunt Sign \$1.3B Development Agreement

The Hawaii Public Housing Authority and Hunt Companies in December signed a master development agreement for Hunt's \$1.3 billion redevelopment of public housing at Mayor Wright Homes in Honolulu.

As many as four new residential towers will offer approximately 2,500 housing units, of which 364 will be designated low-income, a one-to-one replacement of Mayor Wright's existing inventory. The rest of the new 2,136 units will be affordable and market-rate.

Moss Construction is the project's general contractor.

The new complex on 14.8 acres will feature mid- and low-rise buildings offering 80,000 square feet of commercial space. The complex will be near the planned Iwilei rail station on Dillingham Boulevard.

The HPHA and Hunt Cos. filed a draft environmental impact statement with the state in September. The development team also has begun federal environmental assessment of the project under the National Environmental Policy Act, and is working on other entitlements.

Groundbreaking for the first phase of the 10-year project is expected at the end of 2019, with the first units scheduled for delivery in 2021.

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fully funded.”

**Emails:** “Contractors need to ... use the same level of thought and care with the contents of their e-mail communications as they would with every formal written contract document,” says Love, noting that “their internal email communications regarding a project are discoverable in litigation.”

**Change Directives:** “Contractors should be very careful about the language

in contracts that provide for change directives, where the owner can order the contractor to perform additional or change work, even in the absence of a signed change agreement,” says Batterman. “Contractors should either refuse to sign contracts with those terms, or require that the owner put into escrow at least 50 percent of the amount that the contractor deems a reasonable estimate of the cost of the changed work.”

**Dispute Resolution:** “Contractors need to carefully consider their dispute resolution clauses,” says Batterman, who recommends Mediation as a way of resolving disputes while salvaging the relationship between the parties. “If Mediation is unsuccessful, the contractors normally choose Arbitration, but Arbitration can turn out to be just as expensive as litigation unless care is taken to draft an arbitration clause that controls costs and provides for as quick a resolution as possible.”

## Hawaii’s Rising Liens

**In 2017, Mechanic’s and Materialman’s Liens increased in every Hawaii jurisdiction except Maui.**

SOURCE: HAWAII STATE JUDICIARY RECORDS

CIRCUIT	2016	2017	Total
First (Oahu)	58	66	124
Second (Maui)	13	3	16
Third (Hawaii Island)	7	17	24
Fifth (Kauai)	3	4	7
Statewide	81	90	171

## Sign, Then Abide

“Legal disputes occur most often when the parties don’t have a precise contract—or if they do, when they don’t abide by it,” says Osterkamp, noting that creating a good contract can be time-consuming and costly. “Contractors often feel that the realities of a project do not give them the luxury of making sure that the parties stick to the contract terms,” he says. “But doing so can head off enormous headaches and the legal fees that come with them.”



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# Brizee Named to ICC International Committee

**Bill Brizee**, architect and principal at AHL (formerly Architects Hawaii Ltd.), a leading Hawaii design firm, has been appointed to serve on the International Code Council (ICC) Egress Development Committee, which governs codes relating to the safe exit from buildings. Brizee's term is from Jan. 1, 2018 to Dec. 31, 2020.

The ICC, established in 1994, develops a single set of comprehensive national model construction codes, many of which are currently scheduled for implementation in Hawaii.

"This appointment gives me the opportunity to change the national code, not just request a change when the code doesn't make sense for a particular project here in Hawaii," says Brizee, who may recommend a change in high-rise exit stairs. "The current code calls for high-rise exit stairs to be enclosed," he says. "That's unnecessary for Hawaii."

Brizee is currently project architect on the Royal Hawaiian Hotel, the Shops at Wailea on Maui and the Luxury Cinema in Waikaloa.

## AHL Promotes Two

AHL has promoted two staff members, **Teri Patton** and **Tammy Lee**.



Teri Patton

Patton, with AHL since 2005, will assist clients and architects as a senior interior designer in developing design concepts and with space planning. Currently, she leads interior design for Hoola Na Pua Pearl Haven, the West Hawaii Prosecuting Attorney's Office Building and the Moanalua High School Performing Arts Building. She is a graduate of Chaminade University.

Lee, with AHL since 2015, has been promoted to marketing manager. She will lead project pursuits in various sectors, develop proposals and presentations, and manage the firm's marketing strategy and external communications. Lee received her international business degree from Seattle University.



Tammy Lee

## Kirihara Named VP at Rider Levett Bucknall

**Erin Kirihara** has been promoted to vice president of Rider Levett Bucknall, a global construction consultancy firm that specializes in cost consulting, project management and advisory services. Kirihara, a graduate of Chaminade University, will direct all aspects of the Rider Levett Bucknall Honolulu office. Her responsibilities include management of client relations and project oversight, business development and financial administration, operational management and strategic growth for the Hawaii region.



Erin Kirihara

Previously, she served as principal of the Rider Levett Bucknall Honolulu office after joining the firm in 2004 as an administrative assistant.

Other promotions at Rider Levett Bucknall include **Yong Shi** to senior cost manager, **Paul Belshoff**, **Ryan Lewers** and **Jared Wakayama** to project managers and **Kailey Onizuka** as project engineer.



Bill Brizee

## G70 Announces 3 Hirlings

Design firm G70 has added three new employees:

**Alanna Hobbs**, **Joo-Hyun "Colin" Park** and **Meldrick Zuniga**.

Hobbs, with over 20 years of human resource experience, returns to G70 as human resource manager. Hobbs will be responsible for managing and strategic planning for all human resource functions. She received her bachelor's from DePauw University and her master's in human resource management from the University of Hawaii at Manoa.



Alanna Hobbs



Joo-Hyun "Colin" Park

Park has his bachelor's and master's degrees in architecture and earned his doctorate degree in architecture from UH-Manoa.

Zuniga has been hired as a civil designer. He received his bachelor's in engineering from UH-Manoa. 🏠



Meldrick Zuniga





## Riding Power Trowel

The MP245 is Allen Engineering's most compact hydraulic power steering riding power trowel. Its compact size allows it to work on slabs that would not accommodate larger riding trowels and serves as a replacement for multiple walk-behind trowels. Standard features include hydraulic joystick power steering, a 22-horsepower Honda engine, rotor speeds from 45 to 165 rpm, cruise control and a powered spray system for retardant application.

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## Telescopic Boom Crawler Crane

The CC1485 by Maeda USA features an EPA Tier 4 Final Emissions certified Isuzu diesel engine, 6.6-ton max lift capacity, 98-inch width, heavy duty steel undercarriage, hydrostatic transmission, no-outrigger design with a 72.2-foot maximum hook height and near-zero tail swing. The CC1485 replaces Maeda's LC785 model. Options include fly jib with multiple offset angles, black rubber or non-marking bolt-on track pads and wireless remote control.

[www.maedausa.com](http://www.maedausa.com)



## High-tech Respirator

CleanSpace Technology's CleanSpace2 Power Unit Respirator is designed to provide the construction industry with high-efficiency particulate air (HEPA) filter protection to help meet the OSHA 29 CFR 1926.1153 Respirable Crystalline Silica in Construction and OSHA 29 CFR 1910 General Industry regulations. The CleanSpace mask weighs 500 grams and uses no hoses, belts or waist-mounted battery packs. It provides an APF of 50 (Assigned Protection Factor) when engineering controls are not feasible or N95 respirators are insufficient while being cost effective and comfortable to wear even in hot, humid conditions. Particulate and gas filters are available.

[www.cleanspacetechnology.com](http://www.cleanspacetechnology.com)

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Forbo Flotex waterproof carpet is now available in modular planks. Made from nylon 6.6 fibers, Flotex combines the performance of resilient flooring with the slip resistance and acoustic properties of a carpet. With no loops or twist to trap dirt, Flotex can be cleaned by vacuuming. It is 100 percent washable. For most stains, simple household soap is enough to clean the product. All dyes and inks that are used to create the Flotex designs are water-based. No additional chemical processes take place other than high temperature steam treatment to secure the colours.

[www.forboflooringna.com](http://www.forboflooringna.com)





# RCAH Awards Gala

The Roofing Contractors Association of Hawaii recognized the top projects of 2017 at its annual awards banquet on Jan. 13 at the Honolulu Country Club.

For details on the RCAH's award-winning projects, see page 18.



Ryo Kikuchi, Jamie Yi, Robbie Tamada, Bailey Barnes



Ron Lloyd, Kim Heyer, Michael Bahrou



Mike and Lori Yomez, Roxanne and Scott Ai



Michele DeVito, Matthew Felt



Keisha and Peter Channels, Dana Akasaki-Kenney, Richelle Thomason



Cheryl Lewis, Tim Lyons



Sione Lomavita, Ray Chaffee, Richard Szadkowski



Daryll Montenegro, Neil Guzon, Richard Guzon, Ismael Guzon, Jayson Martin





Jeff Rapoza, Bonnie and Jack Morgan



Burkley Showe, Charlie Beeck



Todd Guidi, Shelly Glass, Kevin McKeirnan



Fredy and Julie-Anne Tabil, Letty and Edwin Manalang



Mike Tory, Bernard Balais, Craig Blackwood



Howard Wiig, Tess and Barry Redmayne, Steve Maero



Steve Kalani, Larry Young, Tedrol Lealao, Tom Holland



Lori and Sam De Almeida



Kerry Medeiros, Dora Fong, David Kahele, Sue and Dan Jaeger



# Playing Offense in the Great Game of Contracting

BY GARRETT SULLIVAN



In many ways, contracting is similar to sports. In order to win, players join together, a plan is developed, a strategy is devised and most importantly the rules must be understood and agreed upon by everyone.

Similarly, in contracting you need all of these and the rules are the contract or subcontract. Agreeing on the right terms and conditions of every contract sets the stage on how easily your bid with its planned profit will be realized. Failing to not pay enough attention to the contract when presented vastly increases the chances for a claim or worse, a lawsuit.

While I hope you don't have to utilize this advice, you probably will. Most contractors of significance will encounter a lawsuit at least once in their career. As such, circulate this article to your team. Make it an agenda item at your next staff meeting. Its content won't do much good unless everyone can identify and mitigate the "ingredients" of a lawsuit.

Most claims are tied to your administration—schedule, delay, impact disruption or acceleration issues. As a general contractor working for an owner or subcontractor to a GC, never underestimate the importance of your contract administration. Everyone must fully understand the terms and conditions of your agreement—and be able to identify and document when asked to deviate from it. This is pivotal to avoiding a lawsuit. However, if a claim does occur remember the often-stated rule, "He who documents best, wins the claim."

While you should always maintain a healthy working relationship with the owner or GC, don't be overly accommodating—and thus end up being responsible for cost overruns and delays. Focus on "notice" and "documentation" provisions of the contract.

When changes are requested, consistently deploy the following documentation methods:

- Superintendent journals or log books;
- Written daily reports;
- Pictures and videos;
- Letters;
- E-mail correspondence; and, most effectively;
- Requests for information (RFI).

RFIs are extremely effective. They document the owner's response (and clarify timeframe for them to respond) as well as cost/schedule impacts. Pictures can also be attached. In your RFI, ask the owner or GC to respond in writing with a clear directive. Most importantly, if necessary,

begin the change order negotiation. This shows that you're serious about the ultimate cost and schedule of the job.

Another under-utilized method is to supplement the project meeting with a schedule narrative. This is useful, even if you're only reviewing a 3-4 week schedule look-ahead. It's a convenient place for the GC to document delays or interferences which are beyond the GC's (or subcontractor's) control and have not been addressed by the owner (and affect the schedule). It also helps pave the way for additional compensation—especially when there is construction acceleration to the completion date (should the owner refuse to alter it).

Bearing in mind that your team is doing all it can to maintain a positive and clear line of communication with the owner, always document changes—especially when you feel the owner is not hearing you. Key words can include interference, late approvals, no access, discrepancies in the plans and specifications, idle labor and equipment, labor inefficiencies, wage and material escalations, extended field and job supervision costs and home office overhead.

As you well know, contractors are oftentimes forced to adhere to the set completion date without receiving a deserved time extension and/or cost adjustment when changes are directed. In these situations, which are more common than not, your written documentation will literally save you. When you use phrases such as overtime, longer day/work week, schedule changes, denial of time extensions, and/or early completion dates, you are sending the right message.

Occasionally, a contractor will be involved in constructive change(s) which must be vigilantly documented in order to be fairly paid. In these circumstances, key words should include unwritten requests, additional work, exceptional or rigid inspections, change in method or sequence of work and interference.

While prevention is the best cure for lawsuits, prudent contractors have systems and procedures to document work and ensure compliance. As they say in football, "the best defense is a good offense." 🏠

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*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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