

**Aloha Arborist Association  
Board of Directors Meeting Minutes  
May 19, 2010**

Members Present: Carol Kwan, Dudley Hulbert, Steve Connolly, Dan Severino, Sergio Vasquez, Gregory Severino, and Dan Skinner

Guest: Cole Nakada, Kelley Baba, Beth Skinner, Garrick Yanabu, Ryan Kauahi, and Rick Kauahi

**I. CALL TO ORDER AND APPROVAL OF THE APRIL 21, 2010, MEETING MINUTES**

A) President Steve Connolly called the meeting to order at 6:56 p.m. The April 21, 2010, minutes were approved as written.

**II. GUEST SPEAKERS: COLE NAKADA AND KELLEY BABA OF JOHN HANCOCK INSURANCE**

A) Cole discussed the group benefits that John Hancock offers to associations. See Attachment 2 for a list of John Hancock services offered. He clarified that they do not offer liability insurance for companies. For businesses, they do offer business planning strategies including maximizing tax advantages, business exit strategies, and employee benefit packages. See Attachment 3.

B) For those interested in converting traditional Individual Retirement Accounts (IRAs) into Roth IRAs, legislation has passed that makes it much easier to convert. These could be of particular interest for business owners who had a net loss last year and own a traditional IRA, since there could be an offset on the taxes owed when doing a conversion. In addition, the tax burden for the conversion can be spread across 2011 and 2012. Once a traditional IRA is converted to a Roth IRA, when you withdraw the money in retirement, it's tax free. Kelley and Cole can help on a client-by-client basis to figure out if it makes sense to convert.

C) The stock market has been crazy during 2007-2009. It's the first time ever, including the Great Depression, that everything across the board took a nosedive at the same time. It still hasn't fully recovered. For those getting near retirement, it's a good idea to talk with a financial advisor to assess their risk tolerance and determine the best place to invest retirement funds. Lately a lot of emerging markets have done well while global bonds and high yield bonds have lagged. They haven't seen their rebounds yet. The last place to keep retirement funds is in a money market account. Most people are emotional investors. Warren Buffet said that it's best to be greedy when others are fearful and fearful when others are greedy. That's the way to beat the crowd's mentality. For those nearing retirement, it's not as simple as putting money in the market because they have to protect that money too. They need to protect for the downside while having opportunities for the upside.

D) Financial advisors, including John Hancock, charge fees. The fees are particularly worth it for those nearing retirement. Seminars are available for free.

E) Estate Planning is needed for every stage of life, such as starting a family, getting near retirement, planning for distribution of assets at death, etc. It's very important for people with young children to be sure they can provide for their children if something happens to the parents. Estate planning involves things like trusts, wills, business continuity plans, durable power of attorney, and so on. There are ways to structure an estate to give an asset or cash

flow to a charity plus leave things for your family too. It's a way to control your assets beyond the grave.

- F) Discounts for associations are offered for long term care insurance only and are up to 5% per individual in addition to other discounts offered for married couples, etc. The younger you start, the lower the monthly premiums. Employers can offer long term care insurance as a benefit to employees – if not for all employees, perhaps for key employees. This kind of benefit can help build employee loyalty.
- G) If anyone is interested in more information, please contact Cole Nakada at 979-3357, cell 294-6654, or email [cnakada@jhnetwork.com](mailto:cnakada@jhnetwork.com) or Kelley Baba at 979-3322, cell 748-9533, or email [kbaba@jhnetwork.com](mailto:kbaba@jhnetwork.com).

### III. OLD BUSINESS

#### A) Training Workshops

##### i) Small Workshops

###### (a) Basic Entry Methods/False Crotch

- (i) Steve is planning to hold this workshop at Lyon Arboretum. Some company owners would benefit from modern techniques too.

- (b) Since the net proceeds will go toward TCC 2011, Greg would like to see the same guys that are heavily involved in TCC be involved in the small workshops as well. He'd like to do something every two months with a goal of raising \$3K for 2011 TCC.

###### (c) Chain Saw Workshops

- (i) Steve would like to see a beginners' chain saw workshop including maintenance plus an advanced chain saw workshop. He's been working with saws for 10 years and he still feels like he has a lot to learn. Stihl has training coming up on May 20<sup>th</sup> with Garrick & Sons for those interested. Dan Skinner said that Stihl would be happy to assist AAA with the chain saw workshops. All we need to do is to get together and set dates for it. If AAA forms a committee and we get the committee members' contact info to him, he can help us out – for the next 30 days, at least. After that, go through Garrick. Sergio commented that if we do small workshops on Saturdays, we'll get better attendance. Dan responded that it makes no difference to them what days they do it so they'll work with us. Saturday is no problem at all. Steve added that for our group, the training should be targeted to arborists specifically. Dan will send Carol the chain saw curriculums available so she can send it to the right people in AAA. All manufacturers are going to more electronics, not just Stihl, to comply with environmental regulations. One of the big problems nowadays are the water and alcohol contents in fuel. There won't be any fees from Stihl to bring their workshops over here.

ii) Arborist Report Writing

(a) Nothing new to report.

iii) WCISA Regional Meeting Fall 2010

(a) WCISA is interested in bringing its ANSI Standards and Best Management Practices workshop to Hawaii this fall, probably in October, and would like to know if AAA is interested in partnering with them on this. Carol has discussed it with Steve Nimz and Stan Oka and we'd probably need to make some substitutions on speakers to keep the costs down. The proposed speakers would be Tim Johnson from Arizona, Bruce Hagen, and Steve Nimz. Carol will email a survey to the training list to see how much interest there is and report back at the next meeting. We'll discuss it again in June and make a decision.

B) Research Committee/Pearl City Urban Garden Center

- i) Dudley handed out a prototype flyer for the community outreach pruning class in November. It is being moved to the second Saturday, November 13, 2010, at the request of Pearl City Urban Garden Center, since that's when it regularly offers training. Steve Nimz will probably be in Hong Kong then so he won't be the instructor. Dudley, Greg, and Steve Connolly agreed to be the instructors. We can do one 9 a.m. – 10:30 a.m. session, or three sessions at 9 a.m., 10 a.m., and 11 a.m. (1 hour each).
- ii) Carol spoke with Christopher Dunn, director of Lyon Arboretum, in April about our interest in tree research and he's interested in helping us. The next step would be for Steve Connolly, Dudley, and Carol to meet with Christopher and give him more details to confirm if he wants to be involved or not.

C) Outer Island Meeting

- i) Mark wasn't at the meeting to report. It's coming up soon, so if we're going to do it, the details have to be worked out and members notified. The target date is August 14, 2010.

D) AAA Non-Profit

- i) The Federal Employer Identification Number (FEIN) on AAA's checking account was changed to the new one.

E) 2010 Hawaii TCC

- i) Congratulations to Jeremy Dunivan, who placed third, Mark Dobbertin from Maui, who placed second, and Ashlen Aquila, who placed first. And congratulations to all of our competitors for a great show!
- ii) Thanks to everyone who was involved in this year's competition. Greg didn't hear a single bad comment about the TCC from anyone. Steve added, as a competitor, thanks to

all who hosted it and to the judges too. He hopes this is a sign of what we're going to see next year. Most importantly, thanks to Greg for giving his all in the weeks leading up to the competition. Steve wants to send the companies thank you letters. Miles Burghart of Tree Climbing Hawaii, a recreational climbing company, entertained the keiki all day long. It was a beautiful setup and 20 kids participated. Mike Richards of Climb Aloha was there for the entire day and provided lots of prizes. Aloha Power donated a wonderful prize package and allowed us to give every single competitor a prize equal to or greater than their entry fee. Garrick said that his company wants to be involved in next year's TCC. Steve said that would be great. There will be lots of people that they can interact with and get to know.

- iii) Greg noted that last year we didn't advertise the event. This year we were a little late getting the press release out, but we had a reasonable crowd and they were well entertained. There were ten talented climbers in the competition, as well as an interactive fun climb, and the more the crowd cheered the more daring the climbers got. Dan Severino added that some people who'd never seen this kind of thing before were so stoked that they've volunteered to help next year.
- iv) Greg hopes to change the venue next year and get a place with tall trees so we can do a vertical speed climb in 2011. He'd like to seek out Hawaii Extreme Sports and get them involved and have the average active family involved too. Dan Skinner suggested working with Garrick & Sons and Aloha Power Equipment so they can advertise TCC as part of their regular advertising. Charge \$1 a head to go see it. Greg has a friend who does promotional things – maybe we could do t-shirts for the judges and climbers and a Hawaii TCC banner, that sort of thing.
- v) For 2011, Greg wants to build on what we've done before. He wants additional interactive things going on. The target dates are the weekend before Earth Day, April 23 and 24, 2011. Greg has agreed to be the committee chair next year as well. Steve noted that Mike Richards of Climb Aloha wants to compete next year. Dan Skinner offered for Stihl to have Mark Chisholm come. He brings his own marketing and public relations. This would be to add to the show, not to be intimidating. He could compete too. Steve noted that the winner must be from Hawaii to represent Hawaii. Greg predicts that the 2011 TCC will be even more awesome, have increased sponsorship, and will be an even larger event.

#### IV. NEW BUSINESS

##### A) Pest of the Month – Pacific Beetle Cockroach

- i) Distribution: Asia, Pacific Islands, and Hawaii
- ii) Hosts: Cypress and juniper
- iii) Symptoms: Dead areas in crowns (orange/brown). Roaches girdle branches by eating the cambium layer under the bark.
- iv) Management: Remove leaf litter from crown and below tree (nesting area for roaches).

B) 9/11/2011 Project in Honor of Christine Snyder (10<sup>th</sup> Anniversary)

- i) Carol spoke with Mary Steiner at The Outdoor Circle (TOC) and she is interested in doing something together with AAA if we want to. AAA would be happy to work with TOC on this. Greg suggested refurbishing the bench at Magic Island. It's covered with graffiti and the concrete slab is cracked. We could also do tree work on one of Chris's pet projects, the trees around Magic Island.

V. ANNOUNCEMENTS

- A) Welcome to Garrick Yanabu, Ryan Kauahi, and Rick Kauahi from Garrick & Sons. They've just opened a new shop in Kalihi called Power Equipment Hawaii.
- B) Welcome to Dan Skinner, AAA member from California, and his wife Beth.
- C) The leaf blower bill passed the Legislature and is waiting for the governor. Thanks to Randy, it's in an acceptable form. Thanks also to everyone in the industry who turned out to testify. Dan Skinner will forward a summary of the bill from Stihl's legal department so Carol can pass it on. He noted that a lot of the defense against leaf blower bans comes from training the industry. Stihl has several new low-noise products that are out or are in the pipeline.
- D) Dan Skinner requested AAA members' input on the types of specials we'd like to see. They've been arbitrarily coming up with things they think of, but our input would help. He appreciates AAA members utilizing the discounts and would love to offer what we need. Dudley commented that his complaint is that Garrick & Sons doesn't stock enough parts. Where are the nuts and bolts? Getting things shipped in takes a lot of time. Carol will send out a survey for what models of chain saws people use and let Dan know the results. Steve commented that he knows for the dealer, it's an investment sitting there on the shelf, but when it's needed, it makes the sale and gets a loyal customer. The goal with Garrick and his stores is for him to be able to repair stuff when you walk in. It takes time to build up to that.
- E) Garrick announced that there's a discount on labor for the month of June at Garrick & Sons and Power Equipment Hawaii. See Attachment 4 for the flyer.
- F) Casey McGrath will be taking Dan Skinner's place at Pacific Stihl. Dan's last day is June 30<sup>th</sup>. Dan is recommending that Stihl continue to support AAA. Thank you, Dan, for all of Stihl's past support of AAA. It's greatly appreciated.

VI. ADJOURNMENT

- A) The meeting was adjourned by President Steve Connolly at 8:58 PM.

Respectfully submitted,  
Carol Kwan

**PLEASE JOIN US!**

*The next meeting will be on Wednesday, June 16, 2010, 6:30 p.m. – 8:30 p.m. at Cattle Company Pearl City.*

**Attachments:**

1. 2010 AAA Membership application
2. John Hancock Services List
3. John Hancock Business Planning Strategies
4. Garrick & Sons and Power Equipment Hawaii flyer
5. Pest of the Month – Pacific Beetle Cockroach

**2010 Aloha Arborist Association  
Membership Application**

Please process my membership with Aloha Arborist Association for calendar year 2010.

Membership:  \$10 Student     \$25 Government employee     \$50 Individual

\$150 Company     \$1,000 Lifetime Member    Date: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

If Company Membership, please designate 3 company representatives:

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_ **Website:** \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

You may publish this information on the AAA website:  Yes     No

Please send this completed form to Aloha Arborist Association, P.O. Box 893953, Mililani, HI 96789-0953 with a check made payable to Aloha Arborist Association.

**Mahalo for your support!**