

**TESTIMONY**  
**GM 389**



# PRIMARY *properties*

Presentation before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs

Monday, February 16, 2009

11:00 a.m.

Conference Room 229

Kay M. Mukaigawa

Hawaii Community Development Authority member nominee

Chair Hee, Vice Chair Tokuda, and members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, thank you for this opportunity to present background about myself for your consideration in my reappointment as a member of the Hawaii Community Development Authority for a term to expire on June 30, 2013.

I was born in Taipei, Taiwan, but raised here in Hawaii. Upon graduating from high school, I attended the University of Hawaii.

My professional career includes nearly 23 years in the Hawaii real estate industry. I received my real estate license in 1986 and in 2003 started my own real estate business, Primary Properties. With a dedicated team of real estate professionals as my “family”, we strive for results and client service. As a small business owner, I understand many of the challenges facing small businesses in Kakaako.

Community service is important. My company has been involved with events for the American Cancer Society, American Heart Association, Muscular Dystrophy Association, and the Make-A-Wish Foundation. I am also a member of: the Japanese Chamber of Commerce Hawaii Board (Board of Governors), Soroptomist International, and the Venture Club of Honolulu.

I hope to continue my service as a member of the Hawaii Community Development Authority. The primary mission of the Hawaii Community Development Authority is to administer zoning rules in Kakaako and Kalaeloa. However, our mission also includes building communities: planning and implementing capital improvement projects to upgrade infrastructure and develop public facilities, coordinating the development of mixed-use projects, and most importantly identifying the preferred future that stakeholders and residents of our development districts desire.

As a member, I look forward to participating, along with stakeholders and the community, in the future development of Kakaako and Kalaeloa, especially the implementation of a five-year work plan for Kakaako, and promulgating the zoning rules for Kalaeloa.

I welcome the challenges that lay ahead for the HCDA. I believe that the combination of my background, professional and personal experiences give me the tools to serve.

I ask for your support of my reappointment as a member of the Hawaii Community Development Authority for a term to expire on June 30, 2013.

Sincerely,

A handwritten signature in black ink, appearing to read "Kay M. Mukaigawa". The signature is fluid and cursive, with a long horizontal flourish extending to the right.

Kay M. Mukaigawa ®  
Principal Broker  
ABR, CRB, CRS, GRI, SRES



**PRIMARY**  
*properties*

February 15, 2009

The Honorable Senator Clayton Hee, Chair  
Senate Committee on Water, Land, Agriculture and Hawaiian Affairs  
Hawaii State Capitol, Suite 229  
415 South Beretania Street  
Honolulu, Hawaii 96813

Re: Nomination to the Hawaii Community Development Authority (HCDA)

Dear Chairman Hee:

I am pleased to provide you with a copy of my resume with a list of references and have prepared the following statement for your information and review.

You asked why I would like to continue my service to the Hawaii Community Development Authority. After nearly 25 years in Hawaii's real estate industry, I have developed experience and knowledge. While I still have much more to learn, I believe that I can make a contribution to this important government agency. I believe my participation can make a difference.

I take my role as a member of the Authority very seriously and am sincere about wanting to learn more about the issues at hand and to hear the testimony of affected parties on both. As members, we need to listen to both advocates and opponents of the issues. After gathering this information, we need to make decisions that we believe are in the best interest of the State of Hawaii and its citizens. Doing this will help to build a better Kakaako and Kalaeloa.

The primary mission of the HCDA is to administer zoning rules in Kakaako and Kalaeloa. This also includes building communities, planning and implementing capital improvement projects to upgrade infrastructure and develop public facilities, coordinating the development of mixed-use projects, and most importantly identifying the preferred future that stakeholders and residents of our district desire.

As a Realtor for over 23 years and the owner of a small business, I feel I have a good background to help facilitate change that is occurring in Kakaako and Kalaeloa. I have been active in the Hawaii Association of Realtors and hold several designations which have given me insight on various real estate issues. I have also been a director with the Building Industry Association and an active member of the Hawaii Developer's Council.

I have worked on various real estate developments and served as a project manager including the sale of the Honuakaha condominium project in Kakaako in the early 1990's.

During my term of service I'd like to make a difference and see growth and to physically see families truly enjoying life in Kakaako and Kalaeloa due to the improvements that the HCDA has helped administer.

Three qualities that I feel exemplify me best would be my sincere desire to serve and to listen, my ability to be a critical thinker, while being open and objective, and my desire to bring people together.

For 6 years, I served on the Professional Standards and Arbitration Committee for the Board of Realtors. I feel those years helped me to become an even better listener and find insight in preventing problems and bringing about positive solutions. I found that the greatest issue lacked between parties was the ability to communicate effectively. While the HCDA is a board with many dynamic members, we are faced with challenging and contentious issues. My hope is to be a good steward and to provide solutions that can bring people together and make positive changes. This would involve many hours of listening and good communication.

While I have been a Realtor and served on various projects, I have not had any experience in dealing with project sales in the Kakaako or Kalaeloa area. I feel I can be very fair and impartial, but should an issue arise where I may face possible conflict, I would recuse myself of any right to vote or make decisions on those specific matters.

Thank you for allowing me a chance to share my thoughts. If given the opportunity I feel I can be an integral part of a team that can make a difference and provide a better quality of work, live and play for both the Kakaako and Kalaeloa communities.

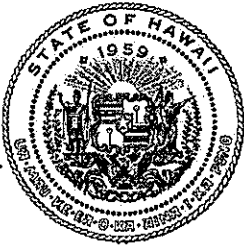
Aloha,



Kay M. Mukaigawa ®

Principal Broker

ABR, CRB, CRS, GRI, SRES



**DEPARTMENT OF BUSINESS,  
ECONOMIC DEVELOPMENT & TOURISM**

**LINDA LINGLE**  
GOVERNOR  
**THEODORE E. LIU**  
DIRECTOR  
**MARK K. ANDERSON**  
DEPUTY DIRECTOR

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Fax: (808) 586-2377

Statement of  
**THEODORE E. LIU**  
Director  
Department of Business, Economic Development, and Tourism  
before the  
**SENATE COMMITTEE ON WATER, LAND, AGRICULTURE, AND  
HAWAIIAN AFFAIRS**  
Monday, February 16, 2009  
11:00 AM  
State Capitol, Conference Room 229

in consideration of

**GM 389**  
**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE HAWAIIAN  
COMMUNITY DEVELOPMENT AUTHORITY, (HCDA), GUBERNATORIAL  
NOMINEE, KAY M. MUKAIGAWA, FOR A TERM TO EXPIRE 6-30-2013.**

Chair Hee, Vice Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture, and Hawaiian Affairs.

The Department of Business, Economic Development & Tourism (DBEDT) respectfully supports the gubernatorial nomination of Ms. Kay M. Mukaigawa to serve a full 4-year term as a member of the Hawaii Community Development Authority (HCDA), an agency administratively attached to DBEDT.

Ms. Mukaigawa has served with distinction as a HCDA member. She has worked hard to represent the interests of stakeholders, landowners, and the State. In addition to attending meetings, Ms. Mukaigawa willingly served on several committees that addressed important issues that faced the HCDA.

The combination of Ms. Mukaigawa's professional qualifications and personal experiences, and her dedication to the community makes her an outstanding candidate to serve another term as a member of the HCDA. Her knowledge of real estate issues and business has certainly been an asset for the Authority.

Ms. Mukaigawa's career in the Hawaii real estate industry spans nearly 23 years. She has also been recognized by her colleagues and has been the recipient of many awards. Her career and the recognition of her colleagues are a testament to her professionalism, work ethic, and dedication.

As a business owner Ms. Mukaigawa understands issues facing businesses. In her role as the principal broker and President of Primary Properties, Inc., Ms. Mukaigawa has firsthand knowledge about the challenges of owning and operating a business in Hawaii. Her experiences as a business owner makes her uniquely qualified to understand the challenges facing the small business owners located in Kakaako.

Ms. Mukaigawa is a member of numerous professional organizations, including: the Honolulu Board of Realtors; the Hawaii Association of Realtors, the National Association of Realtors, the National Association of Home Builders, the Building Industry Association, and the Hawaii Developer's Council.

I have had the privilege of serving with Ms. Mukaigawa and look forward to serving with her again. Thank you for this opportunity to testify in support of Ms. Mukaigawa's reappointment as an HCDA member.



HAWAII COMMUNITY  
DEVELOPMENT AUTHORITY



KAKA'KO  
KALAELOA

Linda Lingle  
Governor

Jonathan W. Y. Lai  
Chairperson

Anthony J. H. Ching  
Executive Director

677 Ala Moana Boulevard  
Suite 1001  
Honolulu, Hawaii  
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STATEMENT OF

ANTHONY J. H. CHING, EXECUTIVE DIRECTOR  
HAWAII COMMUNITY DEVELOPMENT AUTHORITY

BEFORE THE

SENATE COMMITTEE ON WATER, LAND, AGRICULTURE, AND  
HAWAIIAN AFFAIRS

ON

Monday, February 16, 2009

11:00 A.M.

State Capitol, Conference Room 229

**G. M. 389 - SUBMITTING FOR CONSIDERATION AND  
CONFIRMATION TO THE HAWAII  
COMMUNITY DEVELOPMENT AUTHORITY,  
(HCDA), GUBERNATORIAL NOMINEE, KAY M.  
MUKAIGAWA, FOR A TERM TO EXPIRE 6-30-2013.**

As the Executive Director of the Hawaii Community Development Authority ("HCDA"), I **wholeheartedly support** the gubernatorial nomination of Ms. Kay M. Mukaigawa as a member of the HCDA and look forward to her serving another term as a HCDA member.

Ms. Mukaigawa has served with distinction as a HCDA member. She has worked hard to represent the interests of stakeholders, landowners, and the State. In addition to attending meetings, Ms. Mukaigawa willingly served on several committees that addressed important issues that faced the HCDA.

The combination of Ms. Mukaigawa's professional qualifications and personal experiences, and her dedication to the community makes her an outstanding candidate to serve another term as a member of the HCDA. Her knowledge of real estate issues and business has certainly been an asset for the Authority.

Ms. Mukaigawa has extensive experience in the Hawaii real estate industry. She has been active in the real estate industry for nearly 23 years, and her professional accomplishments include: Building Industry Association Associate of



the Year 1999; Associate of the Month, August 1997; and Honolulu Board of Realtors Aloha Aina Award (People's Choice Award) 2001. These accomplishments are a testament to her professionalism, work ethic, and dedication.

As a business owner Ms. Mukaigawa understands issues facing businesses. In her role as the principal broker and President of Primary Properties, Inc., Ms. Mukaigawa has firsthand knowledge about the challenges of owning and operating a business in Hawaii. The central Kakaako area contains many small business owners. Her experiences as a business owner makes her uniquely qualified to understand the challenges facing the small business owners located in Kakaako.

Ms. Mukaigawa is a member of numerous professional organizations, including: the Honolulu Board of Realtors; the Hawaii Association of Realtors, the National Association of Realtors, the National Association of Home Builders, the Building Industry Association, and the Hawaii Developer's Council.

Community service is also an important component of Ms. Mukaigawa's credentials, as she is a member of the Japanese Chamber of Commerce Hawaii's Board of Governors, Soroptimist International, and the Venture Club of Honolulu. She has also been involved with other community organizations such as Maluhia Hospital, the YWCA, the Hawaii Homeless Women's and Children's Center, and Muscular Dystrophy Association.

Thank you for this opportunity to testify in support of Ms. Mukaigawa's nomination as an HCDA member.



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Chief Executive Officer  
Rochelle Lee Gregson



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February 13, 2009

**The Honorable Clayton Hee, Chair**  
Senate Committee on Water, Land, Agriculture,  
and Hawaiian Affairs  
State Capitol, Room 228  
415 South Beretania Street  
Honolulu, Hawaii 96813

**RE: Governor's Message 389 - Kay M. Mukaigawa, Nomination to the Hawaii Community Development Authority (HCDA)**

Dear Chair Hee and Members of the Committee:

It gives me great pleasure to support the nomination of Kay M. Mukaigawa to the Hawaii Community Development Authority (HCDA).

Ms. Mukaigawa has been a member of the Honolulu Board of REALTORS® (HBR) for over 20 years serving with distinction as a member of the Professional Standards and Arbitration Committee. On the statewide level, Ms. Mukaigawa has served as a member of the State Association's Convention Advisory Community.

She has furthered her knowledge and education by achieving five professional designations.

Ms. Mukaigawa brings a high level of expertise and insight through her over two decades of successful experience as a REALTOR® and Broker. Her leadership on the HCDA would contribute to the vision and mission of the Authority for the benefit of the public interest.

I strongly encourage your most favorable consideration of Ms. Mukaigawa's nomination.

Sincerely,

Rochelle Lee Gregson  
Chief Executive Officer  
Honolulu Board of REALTORS®

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**From:** Mike Brant [mikeb@gentryhawaii.com]  
**Sent:** Friday, February 13, 2009 1:33 PM  
**To:** WTL Testimony  
**Subject:** Kay Mukaigawa confirmation

GM 389

I would like to state my support for the appointment of Kay Mukaigawa to the Hawaii Community Development Authority.

Michael J. Brant

Vice President

Gentry Homes, Ltd.

(808)599-8229

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**From:** Craig Washofsky [craigw@servco.com]  
**Sent:** Friday, February 13, 2009 1:38 PM  
**To:** WTLTestimony  
**Cc:** Sandy Wong  
**Subject:** Testimony in favor of Kay M. Mukaigawa GM389

Aloha,

Please allow this e-mail to be considered as testimony in favor of the appointment of Kay M. Mukaigawa to the Hawaii Community Development Authority. I've known Kay and worked with her for years. I've found her to be a capable and professional individual and endorse her appointment without reservation.

Thank you for your consideration,

Craig Washofsky  
Group Vice President  
Servco Home & Appliance Distribution  
2841 Pukoloa Street  
Honolulu, HI 96819

808-564-2451 (O)  
808-564-2468 (F)  
808-783-8624 (C)

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**From:** Judy Engkabo [jengkabo@TGHAWAII.com]  
**Sent:** Friday, February 13, 2009 1:47 PM  
**To:** WTLTestimony  
**Subject:** Confirmation of Kay Mukaigawa to Hawaii Community Development Authority

GM389

My name is Judy Engkabo, VP of Title Guaranty Escrow Services, Inc. I am in support of the confirmation of Kay Mukaigawa to the Hawaii Community Development Authority.

**Customer Service Survey!**- TG is committed to providing you with excellent service. Please click [here](#) to complete our Customer Service Survey!

Judy Engkabo  
Vice President, Business Development  
Statewide Projects Manager  
Title Guaranty Escrow Services, Inc.  
(808) 521-0228 Direct  
(808) 533-5854 Fax  
E-mail: [jengkabo@tghawaii.com](mailto:jengkabo@tghawaii.com)  
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## Hawaii Aloha Chapter of Certified Residential Specialists

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February 13, 2009

**Honorable Clayton Hee, Chair**  
Senate Committee on Water, Land, Agriculture  
and Hawaiian Affairs  
State Capitol, Room 229  
Honolulu, Hawaii 96813

**RE: GM 389 - Submitting for consideration and confirmation to the Hawai'i Community Development Authority (HCDA), Gubernatorial Nominee, KAY M. MUKAIGAWA, for a term to expire 06-30-2013.**

The Hawaii Aloha Chapter of Certified Residential Specialist (CRS) strongly endorses the nomination of REALTOR® Kay Mukaigawa to the Hawaii Community Development Authority (HCDA). Ms. Mukaigawa is the broker for Primary Properties, Inc. and holds the National Association of REALTORS® (NAR) designations of Certified Residential Specialist (CRS) and Certified Real Estate Brokerage Manager, (CRB), Accredited Buyer's Representative (ABR), and Graduate REALTORS Institute (GRI). She has been a member of the Hawaii Aloha Chapter of CRS since December 1993 and remains a member in good standing.

Ms. Mukaigawa is an outstanding business woman and is respected highly by her peers. She conducts her business in an ethical manner and does everything possible in promoting the same in her agents.

The Hawaii Aloha Chapter of CRS requests your favorable consideration and approval of Kay Mukaigawa's nomination.

Sincerely,

A handwritten signature in black ink that reads 'Joan Matsuoka'. The signature is written in a cursive, flowing style.

Joan Matsuoka, 2009 President-Elect  
Hawaii Aloha Chapter of CRS



## **Hawaii CRB Chapter**

**Certified Real Estate Brokerage Managers  
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February 13, 2009

**Honorable Clayton Hee, Chair**  
Senate Committee on Water, Land, Agriculture  
and Hawaiian Affairs  
State Capitol, Room 229  
Honolulu, Hawaii 96813

**RE: GM 389 - Submitting for consideration and confirmation to the Hawai'i  
Community Development Authority (HCDA), Gubernatorial Nominee, KAY  
M. MUKAIGAWA, for a term to expire 06-30-2013.**

The Hawaii CRB Chapter strongly endorses the nomination of REALTOR® Kay Mukaigawa to the Hawaii Community Development Authority (HCDA). Ms. Mukaigawa is a broker for Primary Properties, Inc. and holds the National Association of REALTORS® (NAR) designations of Certified Residential Specialist (CRS) and Certified Real Estate Brokerage Manager, (CRB), Accredited Buyer's Representative (ABR), and Graduate REALTORS Institute (GRI). She has been a member of the Hawaii Aloha Chapter of CRS since April 2005 and remains a member in good standing.

Ms. Mukaigawa is an outstanding business woman and is respected highly by her peers. She conducts her business in an ethical manner and does everything possible in promoting the same in her agents. Ms. Mukaigawa has also participated regularly in our annual fundraiser for the Hawaii Children's Cancer Foundation. Her volunteerism has exemplified a professional to the benefit of the Hawaii CRB Chapter.

The Hawaii CRB Chapter requests your favorable consideration and approval of Kay Mukaigawa's nomination.

Sincerely,

Rowena Cobb, CRB, CRS, GRI  
2009 President  
Hawaii CRB Chapter

# **BIA-HAWAII**

**BUILDING INDUSTRY ASSOCIATION**

February 16, 2009

Honorable Clayton Hee, Chair  
Committee on Water, Land, Agriculture  
and Hawaiian Affairs  
State Capitol, Room 229  
Honolulu, HI 96813

RE: GM 389 "Confirmation of Appointment of Kay Mukaigawa to the Hawaii  
Community Development Authority for a term to end 6-30-2013"

Dear Chair Hee and Members of the Committee on Water, Land, Agriculture, and  
Hawaiian Affairs:

I am Karen Nakamura, Executive Vice President & Chief Executive Officer of the  
Building Industry Association of Hawaii (BIA-Hawaii). Chartered in 1955, the Building  
Industry Association of Hawaii is a professional trade organization affiliated with the  
National Association of Home Builders, representing the building industry and its  
associates. BIA-Hawaii takes a leadership role in unifying and promoting the interests of  
the industry to enhance the quality of life for the people of Hawaii.

BIA-Hawaii offers strong support for the confirmation of the appointment of Kay M.  
Mukaigawa to the Hawaii Community Development Authority for a term to end 6-30-  
2013. Kay Mukaigawa, an active member of the Building Industry Association of  
Hawaii, is eminently qualified to serve on the HCDA.

Kay Mukaigawa is the Principal Broker of Primary Properties, Inc. and brings her  
knowledge and experience in the real estate field to her involvement in the Hawaii  
Community Development Authority. Having worked with developers, builders,  
REALTORS®, and financial institutions in the course of her career, Ms. Mukaigawa is a  
great asset to the HCDA Board in their deliberation and consideration of plans for future  
development in the area under the purview of the HCDA.

BIA-Hawaii gives its strong endorsement of the confirmation of Kay Mukaigawa to the  
Hawaii Community Development Authority.

Thank you for the opportunity to share our views with you.



Executive Vice President & Chief Executive Officer



## Testimony and Letter of Recommendation on GM 389 Kay Mukaigawa

Chair Clayton Hee,

This letter is in reference to Kay Mukaigawa's nomination to the HCDA. I sincerely and wholeheartedly support Kay Mukaigawa's nomination to the HCDA Board. I've known Kay personally and professionally since 2000. Kay is an outstanding community citizen and an accomplished business person. As my realtor, she exemplified the highest level of professionalism in helping my family find the best home we could afford. We were definitely not among Kay's high end clients, but she always made us feel as if we were. In the end, we were not only more than satisfied with Kay's service but because of her low-key local way of doing business we came to know her personally even after the purchase of our first home. Kay's business acumen is seen in her ability to build and manage a successful real estate brokerage, Primary Properties, now with over 20 employees. She has unselfishly given back to the community by finding time to engage in charitable activities such as conducting an annual charity golf tournament. Over the years I have had the opportunity to hear from people who have either worked with or been a client of Kay's. To the person, all have talked about the high level of professionalism and humility she displays. In closing, I believe that Kay Mukaigawa offers the HCDA Board her business experience, professionalism, integrity and above all will serve with the interest of the people of Hawaii in mind.

Garrett Toguchi  
2116 Palolo Ave.  
Hon., HI 96816



The REALTOR® Building  
1136 12<sup>th</sup> Avenue, Suite 220  
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February 14, 2009

**Honorable Clayton Hee, Chair**  
Senate Committee on Water, Land, Agriculture  
and Hawaiian Affairs  
State Capitol, Room 229  
Honolulu, Hawaii 96813

**RE: GM 389 - Submitting for consideration and confirmation to the Hawai'i Community Development Authority (HCDA), Gubernatorial Nominee, KAY M. MUKAIGAWA, for a term to expire 06-30-2013.**

**HEARING: Monday, February 16, 2009 at 11:00 a.m.**

Chair Hee, Vice Chair Tokuda, and members of the Committee:

The Hawai'i Association of REALTORS® **strongly endorses** the re-appointment of Kay M. Mukaigawa to the Hawai'i Community Development Authority. Ms. Mukaigawa is President and Principal Broker of Primary Properties, Inc. and holds the National Association of REALTORS® designations of Certified Residential Specialist (CRS); Certified Residential Broker (CRB); Accredited Buyer's Representative (ABR); Graduate Realtor Institute (GRI); and Senior Real Estate Specialist (SRES.)

The Hawai'i Community Development Authority ("HCDA") is entrusted with promoting and coordinating public and private sector community development. The HCDA was created to revitalize urban areas that were in need of timely redevelopment. The redevelopment effort is focused on addressing the needs of Hawaii's people and providing economic opportunities for the State.

Ms. Mukaigawa's has over 17 years of real estate experience which include her work with providing the sales and marketing for the Department of Hawaiian Home Lands and working with developers on housing projects such as Trovare in Ewa; The Royal Palm at Waipio; Honuakaha (HCDA project); Iwalani in Kapolei; The Bluffs in Kailua; Piikoi Hale; Apopo Hale in Kapa'a Kauai; and Ke Ola O Pokai Bay in Waianae.

Ms. Mukaigawa's continued work with the HCDA and experience in the real estate industry and community is and will continue to be a valuable asset. She is eminently qualified to serve on the Hawaii Community Development Authority.

The Hawai'i Association of REALTORS® requests your favorable consideration and approval of Ms. Mukaigawa's nomination.

Sincerely,

Nancy Donahue-Jones  
Executive Vice-President

**TESTIMONY**

**GM 389**

**(END)**