

ROTARY CLUB OF HONOLULU
ROYAL HAWAIIAN HOTEL MONARCH ROOM
DATE: JUNE 11, 2019
PRESIDING: **PRESIDENT BUB WO**

Fabulous meeting today! If you weren't there, you really missed a great one.

President Bub gonged us to order, and **Dawn Marie** gave a truly inspirational message to us all about the power of the Four Way Test and how it influences our lives. Dawn, thank you for your chicken skin moment. **Brian Dunkel** led us in the pledge of allegiance, and **Lyla Berg** and ever-faithful **Craig Robinson** led us in America the Beautiful. **Beth-Ann Kozlovich** greeted our many interesting visitors.

Happy Birthday to our fellow members with birthdays this week: **Bill Brizee, Jessica Rich, John Henry Felix, Bob Sigall** and **Phil Whitney**. Club Anniversaries this week: **Bob Sigall**—14 years, and **Jerry Rauckhorst**—22 years.

Steve Nikkola bestowed the esteemed white badges on the following members who have fulfilled all their newbie requirements: **Ananda Chou, Beth-Ann Kozlovich, Brent Lewis, Dave Rolf, Keane Santos** and **Rick Tabor**. Congratulations to all of you.

Carolann Biederman gave a progress report about this year's Service Above Self Annual Campaign: We had been at 70% of our goal when an anonymous donor gave \$1,000— and a visitor matched that gift. FABULOUS! The fund is now at \$95,578.46 (Where in the world did that 46 cents come from???!!), or over 95% of our goal of (I hope you can figure this one out before I give you the answer!!!) \$100,000. Come on, folks. Help us put this little puppy to bed. Those of you who have forgotten or are dragging your feet, PLEASE JUST DO IT and help YOUR CLUB reach its goal. Our great projects depend on this money. Mahalo to **Carolann** and **Kerri Van Duyne** for the great job they've done on this year's S.A.S. campaign.

Reese Liggett (He of two e's, two g's and two t's in his name) announced a Rat Pack project for **Diana Sakurai's** and Hawaii Literacy's programs. This Saturday, June 15 and next Saturday, June 22, shelves used by these programs need to be painted. Contact **Reese** for particulars.

James Pierce asked for volunteers to sign up for the IHS dinner on June 28th at the Men's Shelter. **James** can give you specific time and place. Thanks for helping in this worthy project.

John Cavanah announced a seaweed-picking party on Saturday, June 22, early in the morning at Maunalua Bay. Low tide is at 7am, which is great for seaweed picking, and by about 9am the tide has come in sufficiently so that the picking is not as easy. After picking the invasive seaweed folks will go to **John's** house for a little fellowship and refreshments. Great fun! Here's more fun: If you have read this far, please call me (227-7875) and the first five people who call will get a prize from me. I want to see how many folks actually read this report.

Don Anderson announced the details of our upcoming international project in Thailand. It's fully booked, but **Don** says he can squeeze in a couple of more folks if you ask him nicely.

Don also put on his Incoming Foundation President's hat and announced our newest John Warren Fellows. This is an impressive group:

Getting their first JWF: **Brian Dunkel, James Pierce, Haumea Ho**; second JWF: **Liz Howard** and **Kiersten Faulkner**; third JWF: **Hai Chai Lambert**; fourth JWF: **Tracey Wiltgen** and **Paul Saito**; fifth JWF: **Jim Forbes** and **Eileen Hilton**; sixth JWF: **Rich Proctor** and **Jack Lockwood** (HI, JACK!); seventh JWF: **Geoff Seymour**; twelfth JWF: **Tim Johns**; fourteenth JWF: **Bub Wo**, and DRUM ROLL, PLEASE: GETTING THEIR 36TH JWF DESIGNATIONS: **MAX BESENBRUCH** AND **DON ANDERSON!!** WOW! WOW! WOW! Congratulations to all of you, but a special tip of the old papale to **Max** and **Don**, who seem to be racing each other to the top!!

And then came the splendid program! **President Bub** continued his successful “talk story” format with our guest speaker, Evan Killips, Project Manager, City Mill. Evan is the 4th generation of the family that owns City Mill, and **Bub** is eager for us all to learn about family succession in their privately owned company.

City Mill was started 120 years ago to mill rice and unpack lumber by Evan’s great-grandfather. Hanging in the original office was an old Chinese proverb: When you drink the water, remember the source. (**Bub** said that proverb was hanging in his great grandfather’s office too!)

Evan said his parents never pressured him to go into the family business. He got a BA at Washington University in St. Louis, an MBA at USC, and became a successful financial portfolio manager, then a retail consultant and then a successful owner of an e-commerce business. He stressed that his parents never pressured him to go into the family business, but he felt that in the back of his mind he would always know that he would like to come back to Hawaii. He said the decision was made much easier by the fact that his wife is from Hawaii too.

Evan said one of his “Wo” friends asked him to help set up CSWo’s on-line purchasing, and Evan’s company had been doing exactly that. Evan did a great job in setting up City Mill’s online purchasing as well, knowing that this Hawaii company was competing against Amazon, Blockbuster Video, Comp USA, etc., with their free shipping, free returns, etc. He feels that City Mill is still evolving as it works out the “Amazon Effect” on all businesses. He said “digital” has changed all customer expectations. City Mill has 30,000 items in its inventory (screws to lumber to furniture—sorry, **Bub**—to hardware to, well, you get the idea), and it is all online. Evan’s focus has been the e-commerce aspect of the company.

When Evan and his wife decided to come back to Hawaii and that he would indeed be joining the family business, the family hired a family business consultant (Who knew there was such a thing?!) and went to family business meetings (Again, who knew there were such meetings??!) The family worked out a rotation for Evan so that he really did learn every aspect of other family businesses as well as their own family business. Right now Evan is project managing the email department, and he says his mom and uncle have been very supportive of him. Evan says down the road he’ll probably want to progress faster than his uncle wants to, but that’s to be expected.

Evan feels that the most crucial part of a successful business (family-owned or otherwise) is communication, and to communicate in a “non-disagreeable” manner.

Bub threw in a comment about his family’s success in bringing in “the youngsters” was achieved when his father and uncle moved their offices to their factory, so the rest of the staff was not able to go to “the older folks” with their questions or comments.

Evan wants to continue City Mill's generosity in the community, and is doing so through the Gift Foundation. One of the Gift Foundation's recipients, Ho'ola Na Pua, is also a recipient of our club's time, talent and treasure as well. Evan intends to follow his passion of converging his interests with the home improvement capabilities of his family firm in such projects as Christmas in April.

With a stellar young man at its helm, City Mill is bound to continue to be a leading business in Hawaii.

Splendid program, **Bub!**

Alice Tucker, Scribe