

REAL ESTATE COMMISSION  
Professional & Vocational Licensing Division  
Department of Commerce and Consumer Affairs  
State of Hawaii

MINUTES OF MEETING

Date: Friday, June 25, 1982

Place: Mokuhanana Room  
Maui Surf Hotel  
Kaanapali, Maui

Present: G. A. Morris, Chairman  
Edwin H. Shiroma, Vice Chairman  
Joseph F. Blanco, Member  
Gloria J. Damron, Member  
Tadayoshi Ishizu, Member  
Constance B. Smales, Member  
Ralph S. Yagi, Member  
Gregg T. Yamanaka, Member

Glenn M. Adachi, Acting Executive Secretary

Mark Murray, Applicant for Real Estate Broker  
Exam  
Judith Fremer, Educational Testing Service  
Program Director

Absent: Toru Kawakami, Member

Call to Order: The meeting was called to order by Chairman  
G. A. Morris at 1:30 p.m.

The agenda for the meeting was filed at the  
Lt. Governor's Office on June 21, 1982 in  
compliance with the Sunshine Law.

Minutes: Upon motion made by Edwin Shiroma, seconded  
by Ralph Yagi, the minutes of the April 30,  
1982 meeting were unanimously approved as  
circulated.

Business Out  
of Minutes: Questionable Application

Mark Murray - Personal Appearance

Mr. Murray was denied admission to the  
June 1982 broker examination because his  
license was forfeited January 1, 1981.  
Mr. Murray had since applied for restora-  
tion in May 1982.

The Commission reviewed the application and supporting documents of Mr. Murray.

Executive Session:

Mr. Murray made presentation to the Commission. Upon motion by Edwin Shiroma, seconded by Tadayoshi Ishizu, Commission entered into executive session to discuss this matter. Motion carried unanimously.

Out of Executive Session:

Joseph Blanco moved and Tadayoshi Ishizu seconded to move out of executive session. Motion carried unanimously.

Based on the additional courses for the C.C.I.M. designation, upon motion by Tadayoshi Ishizu, seconded by Joseph Blanco and unanimously approval, the Commission approved a waiver of one year of the experience requirement for the broker examination in October 1982, provided Mr. Murray must meet the 10 transactional requirement under the amended rules.

Committee Reports: Real Estate Education Advisory Council

The Commission reviewed the Education Committee agenda that was prepared by Crocker Liu, Interim Education Officer.

Educational Testing Service

ETS is planning to hold an item review and writing workshops the week of August 15th or 30th. There was discussion on selecting people to sit on the item writing committee. It was suggested that Crocker Liu assist ETS in providing names for the committee. The Commission suggested that people that teach in the proprietary schools not be asked to sit on the item writing committee.

ETS will submit a proposal for fingerprinting candidates. This will deter impersonations.

Ms. Fremer will ask COPA to work on a detailed description of the Passport Recordkeeping system for submission to the Commission.

Upon motion made by Gloria Damron, seconded by Edwin Shiroma and unanimously carried, it was decided to have separate state examinations for brokers and salesman for the February 1983 examination.

The Commission asked that ETS prepare a cut score analysis and submit the results to the Commission and to include information on the cut scores for other states.

Ms. Fremer stated that the staff could contact Peter Petris with any problems concerning test administration prior to the test dates.

#### Education Budget

The Commission discussed the budget that was prepared. A suggestion was made to increase the seminar subsidy from \$12,000 to \$25,000.

Upon motion by Joseph Blanco, seconded by Constance Smales and unanimously carried, the budget was adopted with amendment to increase the seminar subsidy to \$25,000.

It was pointed out that every proposal must still be submitted to the Commission for approval and must include estimated income and expenses.

#### Job Description - Education Officer and Information Officer

The Commission reviewed the proposed job descriptions for the Education Officer and Information Officer.

Upon motion made by Joseph Blanco, seconded by Constance Smales, and unanimously carried, it was decided to amend the job descriptions by inserting a provision in each job description that the work shall include such other duties and responsibilities as may be assigned and delegated by the Commission and that both officers shall report to the Executive Secretary.

#### Licensing of Schools by DOE

Joseph Blanco informed the other commissioners that as a result of Act 188/1982, DOE will not regulate real estate pre-licensing schools.

Upon motion by Gregg Yamanaka, seconded by Ralph Yagi and unanimously carried, it was decided to adopt DOE Rule 46 Relating to the Licensing of

Private Trade, Vocational or Technical Schools as interim guidelines until such time as the Education Officer can review and recommend to the Commission a set of rules for licensing real estate schools.

#### Commission Education Plan Goals

The Commissioners reviewed the short-term, intermediate and long-range goals that were developed. It was suggested that the development of rules for the licensing of real estate schools be included under short-term goals. The comment was made that these goals may be changed as necessary.

Upon motion by Gloria Damron, seconded by Edwin Shiroma and unanimously carried, it was decided that the short-term goals be amended to include development of rules for licensing real estate schools and that the short-term goals, as amended, the intermediate and long-range goals be adopted.

#### Education Seminar Topics

The Commission reviewed the list of seminar, workshop or course topics. It was suggested that Practical Aspects of Contract Writing, Property Management and Rentals, Changes in the Laws and Rules, Preparation of Condominium Reports, ABC's of Closing and Office Management.

The point was brought up that the thrust of the education seminars should be toward improving the competency of licensees.

Upon motion by Constance Smales, seconded by Edwin Shiroma and unanimously carried, it was decided to conduct seminars on the subjects set forth above.

#### Real Estate Chair

Joseph Blanco suggested that the Education Committee select monograph topics for the Chairholder to work on. It was suggested that Prof. Dasso's priority should be on the home buyer/home seller complaint survey and the feasibility of establishing a real estate center.

Upon motion by Joseph Blanco, seconded by Constance Smales and unanimously carried, it was decided to inform Prof. Dasso that the Commission has established as priority the home buyer/home seller complaint survey and the feasibility of establishment of a real estate research center.

Real Estate Schools and Instructors

Upon motion by Edwin Shiroma, seconded by Gloria Damron and unanimously carried, the application for real estate school license of Reef, Inc. dba Hawaii Institute of Real Estate was approved.

Upon motion by Edwin Shiroma, seconded by Gloria Damron and unanimously carried, the application for branch salesman school on Maui of ERA Hawaii School of Real Estate was approved.

Upon motion by Edwin Shiroma, seconded by Gregg Yamanaka and unanimously carried, the application for instructor's license of David F. Fong was approved.

Investigations:

Upon motion by Edwin Shiroma, seconded by Gregg Yamanaka and unanimously carried, the investigation reports were deferred for one month.

New Business:

LICENSING

Corporation

George Almeida, Inc. - 2153 No. King St.,  
George Almeida, pb #312, Hon.

Al/Moana Associates, Inc. - 2310 Kuhio Ave.  
Patricia L. Beck, pb #14, Hon.

Sandy Brown & Associates, A Real Estate  
Corporation - 75-170 Hualalai Rd., Ste B-204  
Sandrea B. Brown, pb Kailua-Kona

Donnot, Inc. - 75-5744 Alii Dr., Ste 213  
Sandra T. Donnot, pb Kailua-Kona

R. H. Hahn Realty, Inc. - 700 Bishop St., Ste  
Rory H. Hahn, pb 1933, Hon.

Hokulewa Limited, dba Property Management -  
838 So. Beretania St., Rm 306, Hon.  
Janice K. Ah Sing, pb

Mana Realty, Inc. - Kamuela Office Ctr, Bldg #3 ,  
Jon G. Giffin, pb Rm 6, Kamuela

Merchants Association of Hawaii, Inc. - 2222  
Kalakaua Ave., #1409, Hon.  
Inez L. Corenevsky, pb

PSL, Inc., dba PSL Realty - 735 Bishop St.,  
Nelson W. G. Lee, pb Ste 327 A, Hon.

Penthouse Realty Corporation - 1520 Liliha St.  
Bertrand Y. Z. Fong, pb #601, Hon.

Sogo Investment (USA) Inc. - 190 Keawe St.,  
Peter Hayashi, pb Rm 26, Hilo

Wall Street Properties, Inc. - 700 Bishop St.  
Elliot H. Loden, pb Ste 1512, Hon.

Branch Office

Concepts Unlimited Hawaii dba ERA Concepts  
Unlimited - 1188 Bishop St., #712, Hon.  
Frank Leslie Jr., bic

Executive Centre, Ltd. - 1188 Bishop St., #3611,  
Agnes H. Matsumoto, bic Hon.

Tradename

B.E.I. Realty - Buchli Enterprises, Inc. dba

Barlee Properties - Philip J. Leas, dba

Barros Realty - Alfred S. Barros, Jr., dba

Joan Benson Realty - Joan F. Benson, dba

R. J. Brilhante - Rudolph J. Brilhante, dba

Carol Brossa Realty - Carolyn Brossa, dba

Cameo Nouvelle Enterprises - Kathleen J.  
Gursahani, dba

ERA Hanalike Properties - Hanalike Properties,  
Inc., dba

First Fidelity Realty Company - Dwight E.  
Chalker, dba

General Investment Realty - Sandy Bobay, dba

Ginoza Realty - Carol S. Ginoza, dba

Hawaii Resource Group - Peter D. Osborne, dba

Kamaaina Properties - Robert L. Horcajo, dba

Ronald E. Kjellesvik Realty - Ronald E.  
Kjellesvik, dba

MIO Realty - Miyoko Ichino, dba

Properties of Maui - T & L Properties, Ltd. dba

Travelers Realty - Albert F. Michely, dba

Mike Ulibas Realty - Michael P. Ulibas, dba

West Molokai Realty - Norman L. Harney, dba

Corporation Name Change

Intco Realty, Inc. - formerly H & H Realty, Inc.

Jane Sykes, Inc. - formerly Jane Tegman Realty,  
Inc.

Upon motion by Edwin Shiroma, seconded by Gloria Damron, the Commission unanimously ratified staff's action in approving the applications for corporation, branch office, tradename and corporation name change licenses.

Restoration

Hugh Y. Starr

The Commission reviewed the application and affidavit submitted by the applicant. The Commission noted that applicant has been in real estate development during the period of his forfeiture which included developing of two subdivisions.

Upon motion by Ralph Yagi, seconded by Edwin Shiroma and unanimously carried, the application of Hugh Starr was approved.

Unita G. Tavares

The Commission reviewed the application of the applicant. No supporting documents were submitted with the application.

Upon motion by Edwin Shiroma, seconded by Joseph Blanco and unanimously carried, the application of Ms. Tavares was denied because of the applicant's failure to set forth the real estate related activity as stated under item 5 of the instructions.

Questionable Application

Western Pacific Land Corporation - pb Hugh Menefee

The Executive Secretary apprised the Commission that Hugh Menefee left Hugh Menefee, Inc. and was seeking to obtain a real estate corporate license for Western Pacific Land Corporation and act as principal broker. The problem was raised that it appeared that Mr. Menefee was associated with 2 companies even though he apparently severed relationship with Hugh Menefee, Inc.

Upon motion by Joseph Blanco, seconded by Gregg Yamanaka and unanimously carried, the matter was referred to the Attorney General's Office for an opinion.

Miscellaneous:

Ann Ogata - Request for Experience Waiver

It was pointed out that determination of qualification for the examination is done at the time of application. In this instance, Ms. Ogata has not sat for the salesman examination. Upon motion by Joseph Blanco, seconded by Edwin Shiroma and unanimously carried, action on this matter was deferred until such time as the application for examination is made.

Timesharing Meeting

The Executive Secretary informed the Commissioners that the Western District states are planning to hold a meeting on timeshare in September.

Adjournment:

There being no other business to transact, the meeting adjourned at 3:00 p.m.

Taken and recorded by:



GLENN M. ADACHI  
Acting Executive Secretary