

REAL ESTATE COMMISSION
Professional and Vocational Licensing Division
Department of Commerce and Consumer Affairs
State of Hawaii
www.hawaii.gov/hirec

MINUTES OF MEETING

The agenda for this meeting was posted to the State electronic calendar and filed with the Office of the Lieutenant Governor, as required by Section 92-7(b), Hawaii Revised Statutes.

Date: October 25, 2024

Time: 9:30 am

Physical Location: Conference Room C
State Office Building
75 Aupuni Street, 1st Floor
Hilo, Hawaii

Present: Derrick Yamane, Chair, Broker/Honolulu Commissioner
Audrey Abe, Broker/Honolulu Commissioner
Sean Ginoza, Broker/Hawaii Island Commissioner
Russell Kyono, Broker/Kauai Commissioner
P. Denise La Costa, Broker/Maui Commissioner
John Love, Public Member/Honolulu Commissioner

Neil K. Fujitani, Supervising Executive Officer
Kristen Kekoa, Senior Real Estate Specialist
Dathan Choy, Condominium Specialist
Shari Wong, Deputy Attorney General
Joseph Benedict Pagkalinawan, Recording Administrative Assistant

Others: Gregg Morimoto, RICO – Hilo Office

Absent: Nikki Senter, Vice Chair, Public Member/Honolulu Commissioner
Jennifer Andrews, Broker/Honolulu Commissioner
Richard Emery, Broker/Honolulu Commissioner

Call to Order: The Chair called the meeting to order at 9:33 a.m., at which time quorum was established by roll call.

Chair's Report: The Commission may move into executive session to consider and evaluate personal information relating to individuals applying for licensure in accordance with section 92-5(a)(1), HRS, and/or to consult with the Commission's attorney on questions and issues pertaining to the Commission's powers, duties, privileges, immunities, and liabilities in accordance with section 92-5(a)(4), HRS.

Vice Chair Senter and Commissioners Andrews and Emery were excused from the meeting. Prior notification of their non-attendance was received.

Chair Yamane thanked the Commissioners and staff for their work in providing service to the public.

Executive Officer's
Report:

The Commission shall afford all interested persons an opportunity to submit data, views, or arguments in writing, on any agenda item and shall provide all interested parties an opportunity to present oral testimony on an agenda item subject to the conditions set forth in section 16-99-83, HAR. The Commission may remove any person or persons, who willfully disrupt a meeting to prevent and compromise the conduct of the meeting in accordance with section 92-3, HRS. Each speaker will be limited to a five-minute time period pursuant with section 16-99-83(a)(5), HAR.

Additional Distribution

The following material was distributed prior to the start of the meeting:

4. Committees and Program of Work
 - b. Condominium Review Committee
 - 1) Program of Work, FY 25, Condominium Laws and Education
 - a) Executive and Legislative Condo and Property Insurance Task Force request for draft legislation regarding the use of borrowing from condominium association reserves for operating expenses

Minutes of Previous Meeting

Upon a motion by Commissioner La Costa, seconded by Commissioner Ginoza, it was voted on to approve the minutes of the September 27, 2024, meeting. Chair Yamane and Commissioners Abe, Ginoza, Kyono, and La Costa voted aye. Commissioner Love abstained. The motion passed.

Certificate of Appreciation

Chair Yamane announced that Commissioner Ginoza will be concluding his term as Commissioner for the Real Estate Commission. A plaque and a certificate of appreciation was presented to Commissioner Ginoza for his years of service as the Hawaii Island Commissioner. Chair Yamane thanked Commissioner Ginoza on behalf of the State of Hawaii. The Commissioners and staff thanked Commissioner Ginoza for his service, emphasizing his hard work and dedication.

Committees and
Program of Work:

Laws & Rules Review Committee

Budget and Finance Report – Real Estate Recovery Fund, June 30, 2024

Upon a motion by Commissioner Abe, seconded by Commissioner La Costa, it was voted on and unanimously carried to accept the Real Estate Recovery Fund Budget and Finance Report dated June 30, 2024.

Condominium Review Committee

Program of Work, FY 25, Condominium Laws and Education

Executive and Legislative Condo and Property Insurance Task Force request for draft legislation regarding the use of borrowing from condominium association reserves for operating expenses

Condominium Specialist Choy explained that he and Supervising Executive Officer Fujitani drafted a proposed bill regarding condominium association's use of borrowing from its reserves for their operating expenses, per a request from the Executive and Legislative Condo and Property Insurance Task Force. The proposed bill allows condominium associations to reallocate its replacement reserve funds, so long as it maintains a minimum of half of its required estimated replacement reserves. It prohibits borrowing of the fund already reserved for repair and maintenance purposes occurring within one year of the borrowing date, as well as borrowing any funds benefiting a family member, identifying such action as breach of fiduciary duty. The restriction to borrow funds reserved for repair and maintenance was proposed to prevent Condominium Associations from digging a deeper hole to recover from. Condominium Specialist Choy added that a proposal to add a sunset date to the bill was also made, and condominium associations cannot borrow its replacement reserve funds if such funds are fifty percent below its required amount.

Commissioner La Costa raised a concern regarding excessive borrowing to the point that the condominium association's reserves will be exhausted. Condominium Specialist Choy explained that the bill is only a suggestion, aiming to assist condominium associations by giving them more time. Commissioner Love also raised a concern about huge assessments passed by condominium boards to the owners, and whether the owners understand the notices they received pertaining to such assessments, as well as matters pertaining to such borrowing. Commissioner Abe asked how much notices will be given to the condominium owners regarding such borrowing. Condominium Specialist Choy replied that notices will be given when owners gave their consent. Chair Yamane stressed the importance of notifying the owners.

Commissioner La Costa inquired about the timeframe as far as returning votes from the association boards pertaining to the borrowing. Condominium Specialist Choy clarified that no timeframe is needed so long as the condominium associations meet the fifty percent requirement. Commissioner Love asked whether the consent given to owners are specific to only 1 year. Condominium Specialist Choy replied that condominium associations can give consent every year. The proposed bill also aims to balance frequent and infrequent notification made by condominium associations.

Upon a motion by Commissioner Abe, seconded by Commissioner La Costa, it was voted on and unanimously carried to approve the draft legislation regarding the use of borrowing from condominium association reserves for operating expenses, as requested by the Executive and Legislative Condo and Property Insurance Task Force.

Budget and Finance Report – Condominium Education Trust Fund, June 30, 2024

Upon a motion by Commissioner La Costa, seconded by Commissioner Kyono, it was voted on and unanimously carried to accept the Condominium Education Trust Fund Budget and Finance Report dated June 30, 2024.

Condominium Education Outreach – Condorama XIII, November 9, 2024

Condominium Specialist Choy explained that the Condorama XIII seminar will be held on November 9, 2024. The seminar will be recorded and may also be viewed remotely. A link to view the recording will be available to interested parties.

Education Review Committee

Budget and Finance Report – Real Estate Education Fund, June 30, 2024

Upon a motion by Commissioner Kyono, seconded by Commissioner Abe, it was voted upon and unanimously carried to accept the Real Estate Education Fund Budget and Finance Report dated June 30, 2024.

Continuing Education Administration, Curriculum, Courses, Provider, and Instructors

Administrative Issues – Continuing Education Providers and Courses Ratification List

Upon a motion by Commissioner Ginoza, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the Continuing Education Providers and Courses Ratification List:

Registration/Certification

Effective Date

Courses

“Topics and Trends in Today’s Hawaii Real Estate” (4 credits/online) (David Catanzaro)	09/24/2024
“Contracts & Listing Agreements in Hawaii” (3 credits/online) (David Catanzaro)	09/30/2024
“Landlord Tenant Code in Hawaii” (3 credits/online) (David Catanzaro)	10/01/2024

Applications

Course – “Introduction to Mortgage Lending”; Author/Owner – Laura Merrifield; Provider – Poha School of Real Estate; Course Categories – Finance; Clock Hours – 3

Commissioner La Costa commented that the course did not include any discussion relating to the Hawaii Housing Finance & Development Corporation and requested its inclusion to the course.

Upon a motion by Commissioner Abe, seconded by Commissioner La Costa, it was voted on and unanimously carried to approve the course “Introduction to Mortgage Lending”; Author/Owner – Laura Merrifield; Provider – Poha School of Real Estate; Course Categories – Finance; Clock Hours – 3,” with the inclusion of Hawaii Housing Finance & Development Corporation loan information.

Course – “Understanding CAP Rates”; Author/Owner – Kynan Pang; Provider – Poha School of Real Estate; Course Categories – Investment; Finance; Clock Hours – 3

Commissioner La Costa commented that the course is excellent. Chair Yamane and Commissioner Abe agreed. Commissioner Abe noted that the author has experience in lease negotiations.

Upon a motion by Commissioner La Costa, seconded by Commissioner Ginoza, it was voted on and unanimously carried to approve the course “Understanding CAP Rates”; Author/Owner – Kynan Pang; Provider – Poha School of Real Estate; Course Categories – Investment; Finance; Clock Hours – 3.”

Program of Work – Ad Hoc Committee on Education (ACE) Agenda and Report – September 4, 2024

Senior Real Estate Specialist Kekoa provided a summary of the committee’s meeting agenda, report, and the committee’s proposal for next biennium’s core class topics. She added that the committee determined 2025-2026 Core A would focus on Advertising and Agency, and Core B focus on Property Management, and that upon approval by the Commission, staff will proceed with procurement of a course writer for the next biennium’s core classes.

Commissioner Abe stated that advertising is becoming a popular topic, with Senior Real Estate Specialist Kekoa commenting that staff has been receiving numerous phone calls relating to it. Commissioner Abe also added that property management was also an advocated topic. Commissioner La Costa stressed the importance of inclusion of licensing requirements pertaining to property management. Commissioner Abe replied that such requirements have been discussed and will be included in the core course.

Upon a motion by Commissioner Ginoza, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the report and recommendations of the September 4, 2024, ACE meeting.

Administration of Examinations

Licensing Examination Statistics 9/1/24 – 9/30/24

PSI submitted the monthly licensing examination statistics as requested.

School Pass/Fail Rates 9/1/24 – 9/30/24

PSI submitted the monthly school pass/fail rates statistics as requested.

School Summary by Test Category 9/1/24 – 9/30/24

PSI submitted the monthly school summary by test category statistics as requested.

Licensing –
Ratification

Licensing and Registration - Ratification

Upon a motion by Commissioner La Costa, seconded by Commissioner Ginoza, it was voted on and unanimously approved to ratify the October 25, 2024, Approved Applications List.

Licensing –
Applications:

The Chair informed the Commissioners that the information provided to the Commissioners is related only to the issue that is before the Commission for Consideration. The other materials submitted are available for the Commissioners review should they desire to review it. If the applicants have an issue, which is personal in nature, they have the right to request that their application be considered in executive session.

Tylene M. Lopian

Upon a motion by Commissioner Ginoza, seconded by Commissioner Kyono, it was voted on and unanimously carried to approve the request to remove the conditions attached to the salesperson’s license of Tylene M. Lopian.

Next Meeting: Friday, November 22, 2024, 9:00 a.m.

Physical Location: Queen Liliuokalani Conference Room
King Kalakaua Building
335 Merchant Street, First Floor
Honolulu, Hawaii 96813

Adjournment: With no further business to discuss, the meeting was adjourned at 10:30 a.m.

Reviewed and approved by:

/s/ Miles Ino

Miles Ino
Executive Officer

11/8/2024

Date

[x] Approved as circulated.
[] Approved with corrections; see minutes of _____ meeting;

MI:jp

APPROVED APPLICATIONS FOR REAL ESTATE
REAL ESTATE COMMISSION MEETING ON OCTOBER 25, 2024

<u>Brokers – Individual</u>	<u>Effective Date</u>
Genevieve Sarah Firestone aka Genevieve Firestone	09/12/2024
Anne Michelle Meyer aka Anne Meyer	09/13/2024
Amber Rose Hind	09/16/2024
Alison R Mitchell	09/16/2024
Chester Q New	09/24/2024
Emalia Kaulawena Fisher	09/25/2024
Sam Sinyoung Shin aka Sam S Shin	09/25/2024
Brenda Olivia Avery aka Brenda Avery	10/03/2024
Kevin Michael McCloskey aka Kevin M McCloskey	10/04/2024
<u>Salesperson – Individual</u>	<u>Effective Date</u>
Cass Anthony Cisneros	09/10/2024
Cowdery Crisanto	09/12/2024
Roy Reza Caelius aka Roy Caelius	09/13/2024
Reon Yamamoto Dong aka Reon Y Dong	09/13/2024
Amy McDonald	09/17/2024
Judith Carol Weber aka Judi Weber	09/17/2024
Heejung Kim	09/17/2024
Tuan Nha Nguyen La aka Tuan La	09/18/2024
Gary Lawrence Palese	09/18/2024
Anthony Lionell Martin aka Anthony Martin	09/18/2024
Stephanie K Espiritu	09/18/2024
Hunter Samuel Ainslie aka Hunter S Ainslie	09/19/2024
Nicole Amber Von Benken	09/19/2024
Kieu Thi Arciaga	09/19/2024
Troy Shishido	09/20/2024
Trang Nadeau	09/23/2024
Zendo Kern	09/23/2024
Kirk Anthony Gilles	09/24/2024
Kyungseon Ham	09/24/2024
Rosannie Quinones	09/25/2024
Parker Thomas Biehn aka Parker Biehn	09/26/2024
Elaine C. M. Hara aka Elaine Hara	09/26/2024
Shannon Malia Kino aka Malia Kino	09/27/2024
Kylie Ami Gatchalian	09/27/2024

Henry Herrington Beam aka Henry Beam	09/27/2024
Rosalynn Adelle Bourgeois	09/27/2024
Megan Kristine Bleecher aka Megan Bleecher	09/27/2024
Jaret Lonnie Ghent aka Jaret Ghent	10/01/2024
Timisha Loren Taylor aka Misha Taylor	10/01/2024
Jade M Henrickson aka Jade Henrickson	10/01/2024
Brock Harrison Stratton aka Brock Stratton	10/02/2024
Jacqueline E Stottlemyer aka Jackee Stottlemyer	10/03/2024
Mei Li Allas Pascua aka Mei Li Pascua	10/03/2024
Nadia Yukiko Romero	10/03/2024
Cassidy Laine Gallup aka Cassidy L Gallup	10/04/2024
Vincent William Bagala III	10/04/2024
Robert William Aylesworth aka Robert Aylesworth	10/08/2024

Brokers – Corporations and Partnerships

Effective Date

Bean Sprout Realty Inc Jon T Yamashita, PB	09/11/2024
CF Management Inc Christopher P Fidelibus, PB	10/10/2024

Brokers – Limited Liability Company (LLC)

Effective Date

Aloha Life Realty LLC Amy Chen, PB	09/11/2024
Puida Realty LLC Nerijus Puida, PB	09/17/2024
Paradise Realty & Management, LLC Joey Ann Staggs, PB	10/03/2024
KM Brokerage LLC Kevin McCloskey, PB	10/04/2024

Branch Office

Effective Date

Real Estate Source LLC A Limited Liability Company dba Hawaii Luxury Real Estate	10/04/2024
CF Management Inc - Honolulu	10/10/2024
CF Management Inc - Kalaheo	10/10/2024
CF Management Inc - Koloa	10/10/2024
CF Management Inc - Waikoloa	10/10/2024

Legal Name Change (Individual)

Effective Date

Emily Beecher nka Emily Beecher Platts fka Emily Beecher	09/09/2024
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Courtney Nicole Soriano Eagar nka Courtney Nicole Soriano Eagar-Lopez fka Courtney Nicole Soriano Eagar	09/13/2024
Briana Leigh Wagstaff nka Briana Leigh Moussa aka Briana Moussa	09/18/2024
Reelika Ortega nka Reelika Teiva fka Reelika Ortega	10/02/2024
Stella Guo nka Stella Lu fka Stella Guo	10/05/2024

License Name Change (Individual)

Effective Date

Tiara-Lynn K Hall aka Tiara Hall	07/03/2024
Lorianne Y Makiya aka Lori Makiya fka Lori Hiroe Makiya	08/23/2024
Love Crystal Conrad aka Love Conrad fka Love Crystal Conrad	09/06/2024
Maria Lalaine De Gracia Oakes aka Lei De Gracia Oakes	09/06/2024
Joseph Sylvester Stuhlsatz aka Joey Stuhlsatz	09/11/2024
Lauren Yap aka Lauren Yap fka Lauren Scafturon	09/13/2024
Kerrie Lee Mattis aka Kerrie Mattis	09/16/2024
Katarina J Foxwell aka Katy Foxwell	10/02/2024
Rondene E Wanner aka Rondene Wanner	10/09/2024

Educational Equivalency Certificate

Expiration Date

Tiffany Anna Maria Kehaulani Ahuna	09/12/2026
Amanda Marie Ecklof	09/16/2026
Joshua Michael Schodorf	09/16/2026
Beth Alison Bulgeron	09/17/2026
Joseph Thomas Kelly	09/17/2026
Tisha Anne Benoit	09/17/2026
Polly Lo	09/19/2026
John Otto White	09/20/2026
Aurora Mendoza McKnight	09/20/2026
Brandon Tiny Keanu Pave	09/24/2026
Jason Phipps	09/26/2026
Harley J Courts	09/26/2026
Ty Jacob Marinkov	09/27/2026
Matthew Paul Merner	09/30/2026
Kimberley Layne Andersen	10/01/2026
Jeffrey Park	10/01/2026

Daniel Gregory Dal Porto	10/02/2026
Mario Stephen Meza	10/02/2026
Ikue Nakajima	10/03/2026
Naurene Nicole Silva	10/03/2026
Tacarra Shenell Cooper	10/03/2026
Lee Chuan Lin	10/04/2026
Andrea Nelle Grimm	10/07/2026
Jean Lee Lapat	10/07/2026
Stephen K L Ng	10/07/2026
Peri Olivia Trono	10/08/2026
Shawn James Sullivan	10/08/2026
Reid Moore Vannoate	10/08/2026
Tracy Marie Clarkin	10/09/2026

Equivalency to Uniform Section of Examination Certificate

Expiration Date

Amanda Marie Ecklof	09/16/2026
Joshua Michael Schodorf	09/16/2026
Joseph Thomas Kelly	09/17/2026
Tisha Anne Benoit	09/17/2026
Polly Lo	09/19/2026
John Otto White	09/20/2026
Aurora Mendoza McKnight	09/20/2026
Jason Phipps	09/26/2026
Ty Jacob Marinkov	09/27/2026
Matthew Paul Merner	09/30/2026
Kimberley Layne Andersen	10/01/2026
Jeffrey Park	10/01/2026
Daniel Gregory Dal Porto	10/02/2026
Ikue Nakajima	10/03/2026
Tacarra Shenell Cooper	10/03/2026
Vincent William Bagala III	10/04/2026
Andrea Nelle Grimm	10/07/2026
Jean Lee Lapat	10/07/2026
Stephen K L Ng	10/07/2026
Peri Olivia Trono	10/08/2026
Shawn James Sullivan	10/08/2026
Reid Moore Vannoate	10/08/2026

Real Estate Broker Experience Certificate

Expiration Date

Rey Toshinaga	09/12/2026
Luana Dellaluce	09/12/2026
Joseph Thomas Kelly	09/17/2026
John Otto White	09/20/2026
Aurora Mendoza McKnight	09/20/2026
Jennifer E Simon Carey	09/20/2026
Jennifer Easterly	09/23/2026
Malia K Kamahale	09/25/2026
Harley J Courts	09/26/2026
Aaron ICM Tangonan	09/30/2026
Maximilian Pono Hagen	09/30/2026
Terra Malia Foti	10/01/2026
Kimberley Layne Andersen	10/01/2026
Magdalena Walaszek Odonnell	10/01/2026

Daniel Gregory Dal Porto	10/02/2026
Tacarra Shenell Cooper	10/03/2026
Bom Nae Lee	10/03/2026
Lee Chuan Lin	10/04/2026
Andrea Nelle Grimm	10/07/2026
Sabrina Ballesteros-Takeda	10/07/2026
Faith A Cummins	10/08/2026
Chelsea Kiera Boyer	10/08/2026
Herbert S Aust	10/09/2026

Continuing Education Equivalency

Effective Date

Nicholas Joseph Fidelibus	09/17/2024
Eriko Kawakami	09/17/2024
Sonya Zepeda	09/17/2024
Kristine Nicole Dugan	09/18/2024
Gerald Wayne Scatena	09/19/2024
Karyn Yu-Kyong Lee	09/25/2024
Taleena Ann Davis Santos	10/01/2024
Martin Minh Quang Nguyen	10/01/2024
Li Zeng	10/01/2024