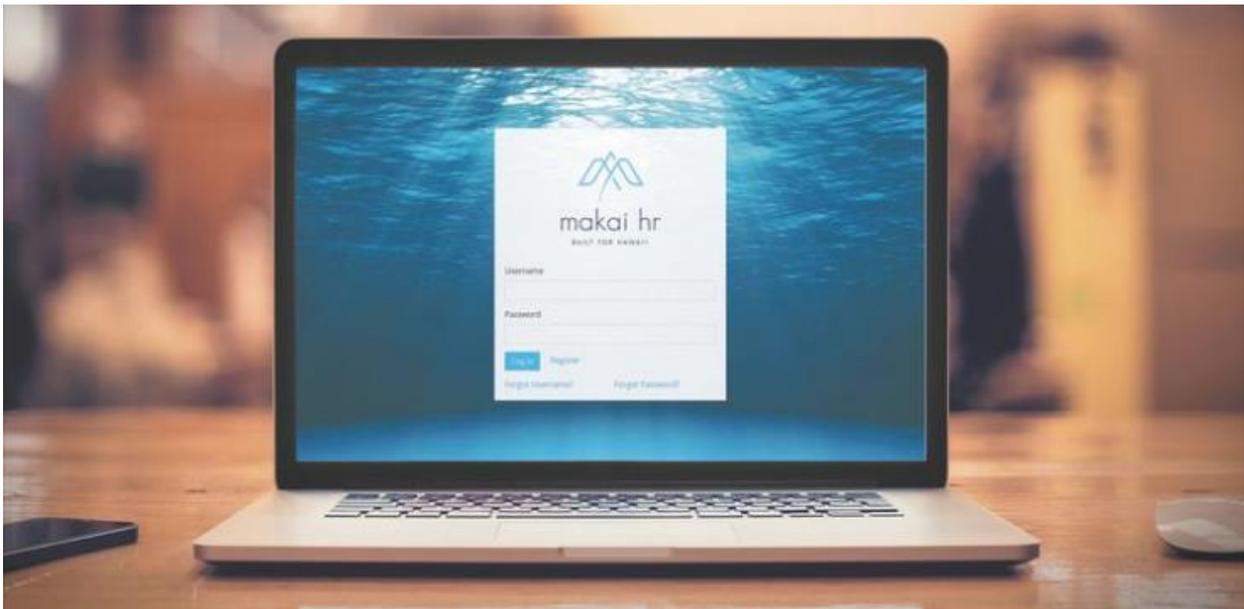


Makai HR relocates to Pacific Guardian Center amid recent growth



By [Brian McInnis](#) – Reporter, Pacific Business News
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COURTESY MAKAI HR

Significant growth amid the pandemic for staffing firm Makai HR has allowed it to make some moves.

On April 1 the human resources firm moved a few blocks Ewa along Ala Moana Boulevard, from the Gold Bond Building in Kakaako to Pacific Guardian Center, in Downtown Honolulu.

"On the relocation, we wanted to upgrade our footprint and Pacific Guardian gave us a great opportunity to reimagine our space needs and format in a world that will be partial remote and partial in office, which has been amazing for efficiency," Makai HR founder [Dustin Sellers](#) recently told Pacific Business News in an email.

Makai's recent growth — a 75% year-over-year increase in revenue from 2019 to 2020 — comes amid a local [boom in the outsourced human resources](#) industry.

In Q1 2021, Makai saw 25% quarter-over-quarter growth from Q1 2020. The first quarter has typically been Makai's slowest quarter, Sellers said.

It's been three years since Makai launched in April of 2018, marking Sellers' [return to the HR industry](#) some five years after he left ProService Hawaii.

According to Makai, its nearly 3,000 serviced employees make it the third-largest HR administration company in the state. Its clients include Roy's Hawaii, Steve's Plumbing, Leonard's Bakery, Surgicare Hawaii, and LH Gamble & Co.

Small- and medium-size companies continue to make up the backbone of the client base for Makai, which counts on what it calls a "state-of-the-art" software system to compete on a cost-conscious basis with larger players.

"New clients include one of the largest building maintenance companies in the state, Team Clean, but the real growth has come from a lot of small companies leaving larger, more expensive competitors for a better value solution," Sellers told PBN.

Makai, with a staff of roughly 40, recently was infused with \$2 million of investment capital to support new initiatives, Sellers said. That will go toward Neighbor Island expansion and support services like safety and risk programs.