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STATE OF HAWAII

THE SENATE  
THE TWENTY-FOURTH LEGISLATURE  
REGULAR SESSION OF 2008

08 JAN 11 AIO 33

COMMITTEE ON ECONOMIC DEVELOPMENT AND TAXATION

Senator Carol Fukunaga, Chair  
Senator Will Espero, Vice Chair

NOTICE OF INFORMATIONAL BRIEFING

DATE: Thursday, January 17, 2008  
TIME: 1:15 p.m.  
PLACE: Conference Room 224  
State Capitol  
415 South Beretania Street

A G E N D A

The purpose of this informational briefing is to provide a short overview on the 2006-2007 activities and accomplishments of the county economic development boards, and to provide an update on Act 271, SLH 2007:

Overview – County Economic Development Board Accomplishments

- Jeanne Skog, President & CEO, Maui Economic Development Board
- Mattie Yoshioka, President & CEO, Kauai Economic Development Board
- Mark McGuffie, Executive Director, Big Island Economic Development Board
- Mike Fitzgerald, Executive Director, Enterprise Honolulu
- Paula Helfrich, Executive Director, Economic Development Alliance of Hawaii


Act 271, SLH 2007 - Relating to Technology Workforce Development (HB 1630, CD1)

*Appropriates funds into the Hawaii 3Ts school technology laboratories fund to maintain the Project EAST Program in existing schools and to expand the program to schools statewide*

- Update presented by Project EAST Coordinators

If you require special assistance or auxiliary aids or services to participate in the public hearing process (i.e., sign or foreign language interpreter, wheelchair accessibility, or parking designated for the disabled) please contact the committee clerk 24 hours prior to the hearing so arrangements can be made.

FOR FURTHER INFORMATION, PLEASE CALL THE COMMITTEE CLERK AT 586-6673.

  
\_\_\_\_\_  
Senator Carol Fukunaga  
Chair



# Aloha Legislators!





**Strengthen. Diversify. Honor.**

### **MISSION**

***To provide leadership and vision in our community for the responsible design and development of a strong, diversified and sustainable economy***

### **VISION**

***A future in which abundant opportunities for rewarding employment are met by a qualified, resident workforce in Maui County, a community which honors its cultural heritage and natural environment***

FOCUS

OUR

MAUI

ISLANDS

NUI

OUR FUTURE

# Vision

Maui Nui will be an innovative model of sustainable island living and a place where every child can grow to reach his or her potential.

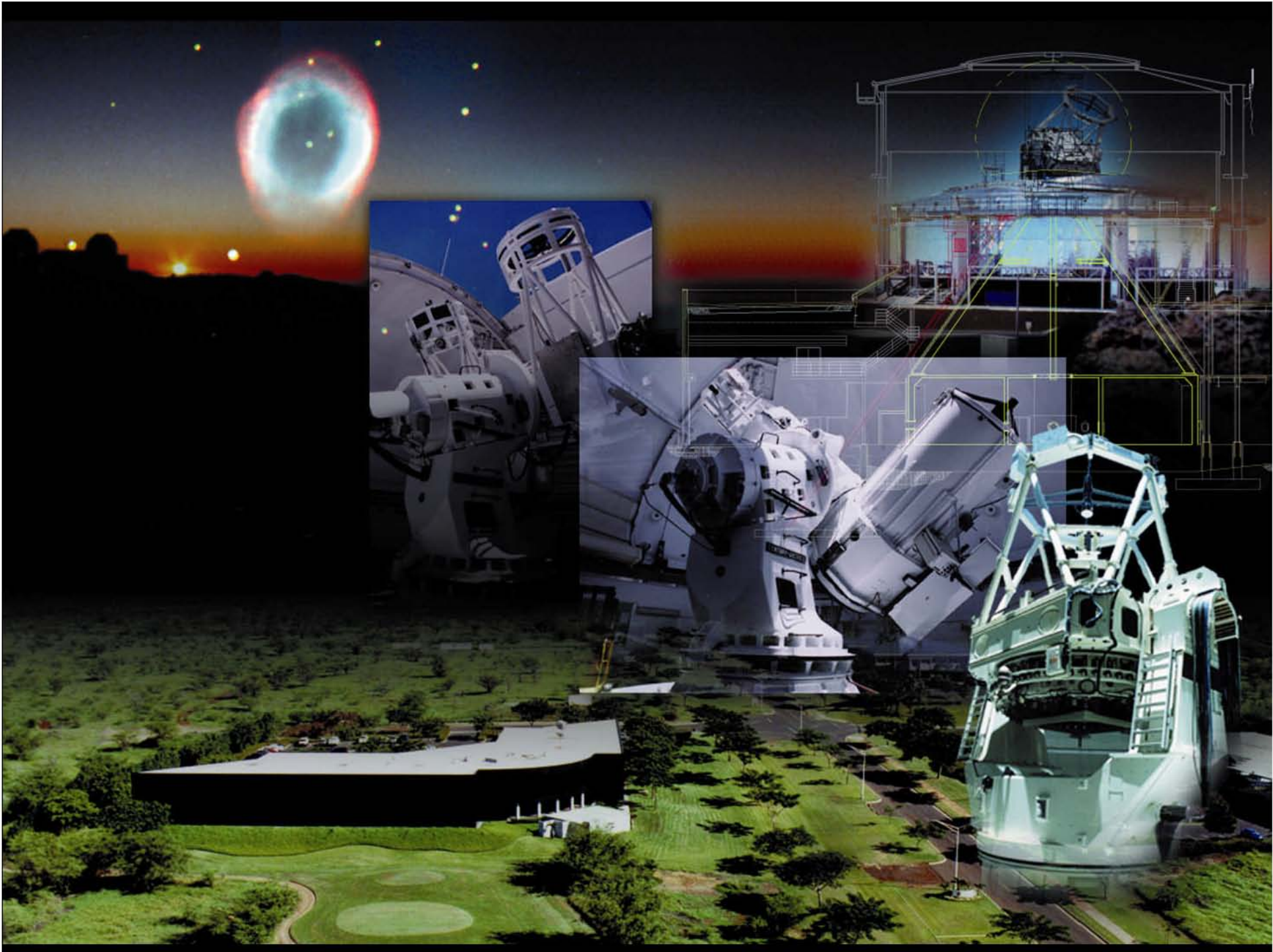
The needs of each individual, the needs of our natural and cultural assets, and the needs of the whole community will be brought into balance to reflect the extremely high value we place on both the land and its people.

**The education and well-being of young people will be fostered to ensure that those born on these islands can, if they choose, spend their whole lives here – raising children, owning homes, enjoying rewarding jobs, and taking advantage of opportunities to contribute to this community and to be good stewards of our local treasures.**

Maui Nui will be a leader in the creation of responsible, self-sufficient communities and environmentally sound economic development.

That which makes Maui Nui unique in the world will be preserved, celebrated, and protected for generations to come.

F O C U S M A U I N U I  
O U R I S L A N D S , O U R F U T U R E





referentia



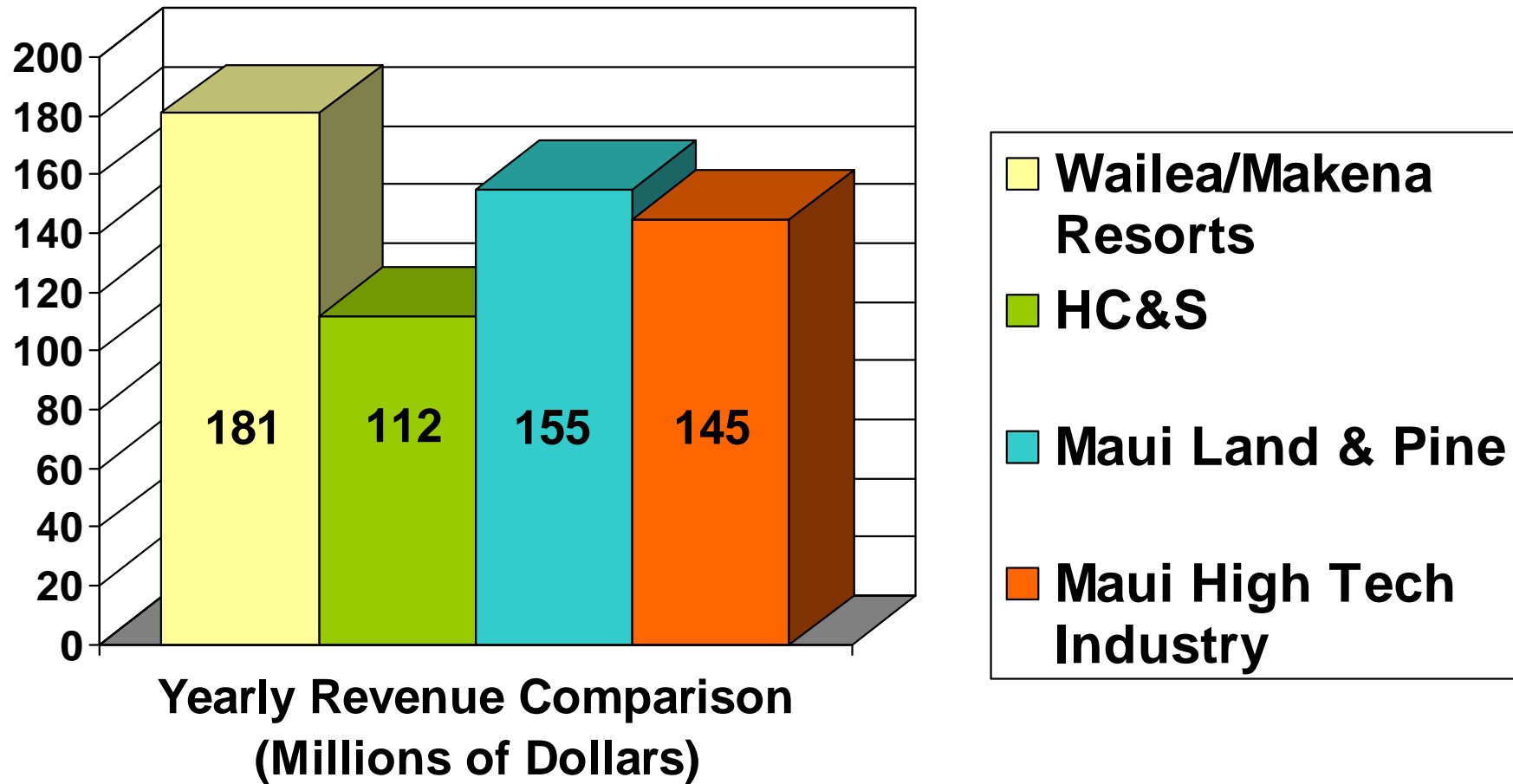
**TEXTRON** Systems



# Maui High Technology Industry

Economic Impact

April 2006

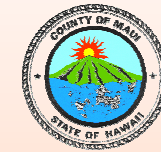




# AMOS Advanced Maui Optical and Space Surveillance Technologies Conference



## TITLE SPONSORS



## CONFERENCE SPONSORS



## 2007 by the numbers

- 552 participants from industry, government, and academia
- 13 international participants
- 75 technical papers
- 15 exhibitors

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***“The AMOS Conference is an excellent venue for technical exchange, identifying business opportunities, making new contacts and learning more about the space surveillance community.***

***A great mix of business & pleasure!”***

**- 2007 AMOS Conference participant**



# women IN technology

A PROJECT OF THE MAUI ECONOMIC DEVELOPMENT BOARD

- **Launched in 2000**
- **Mission: Encourage women, girls, and underrepresented groups in Hawaii to pursue STEM education and careers**
- **Funded by the U.S. Departments of Agriculture, Education, and Labor, County of Maui**

# Building the **STEM** pipeline: education to workforce

- Project EAST
- Future Scientists and Engineers of America (FSEA)
- Excite Camp
- MentorNet
- Akamai Internships
- Tech Careers Day: I am the future
- Introduce A Girl To Engineering Day
- Professional Development Workshops for Teachers
- Technical assistance
- Robotics
- High Tech Maui Holiday Job Fair
- Kama'aina Come Home



# Integrating Culture and Science



**County of Maui**  
**U.S. Congressional Delegation**  
**U.S. Department of Commerce - EDA**  
**U.S. Department of Labor**  
**U. S. Department of Education**  
**U.S. Department of Agriculture**  
**Center for Adaptive Optics, NSF**  
**Air Force Research Lab**  
**Institute for Astronomy**  
**Technology Business Community**  
**University of Hawaii / Community Colleges**  
**Department of Education, Maui District**  
**Kamehameha Schools**  
**Labor Unions**  
**Kama'aina Careers**  
**Workforce Investment Boards**  
**Economic Development Boards**  
**MEDB Ke Alahele Education Fund**

## **Workforce Alliances**

# Nationally Published Papers/Presentations

- American Society for Engineering Educators (ASEE)
- Women in Engineering Programs and Advocates Network (WEPAN)
- National Association of Multicultural Engineering Program Advocates, Inc. (NAMEPA)
- Society of Women Engineers (SWE)
- National Association Workforce Boards (NAWB)
- Institute for Women's Policy Research (IWPR)
- National Women's Studies Association (NWSA)

## Moving Toward **Critical Mass**

- Technical workforce at nearly 1,300 (from about 150 in 1982)
- Female technical workforce at MRTTP increased to over 25% (from < 13% in 2000)
- Over 20% with Hawaii high school diplomas (from 1% in 1999)

*2005 IEDC Award for Multi-Year Workforce  
Development Project*



## 2008 Request

- Appropriate funds for **project-based learning**
- Persist with **diversification**
  - business
  - workforce
- Continue to seek **affordable housing** solutions
- Support strategic planning in **renewable energy**
- Allow **photovoltaics** on ag land



# KAUAI ECONOMIC DEVELOPMENT BOARD

**Informational Briefing Before  
The State Senate Committee on Economic Development and  
Taxation**

**Senator Carol Fukunaga, Chair  
Senator Will Espero, Vice Chair**

**January 17, 2008  
1:15 pm  
Conference Room 224, State Capitol**

**Presentation by Mattie Yoshioka, President & CEO, and Tom  
Cooper, 2006-07 Chairman of the Kaua'i Economic  
Development Board**

**Outline of 2007 Kaua'i Economic Development Board  
Activities & Accomplishments**

- A. Science & Technology**
- B. Education and Workforce Development**
- C. Food & Agriculture and Renewable Energy**

**Actual presentation to be distributed at the meeting.**

To: Senator Carol Fukunaga – Chair  
Senator Will Espero – Vice Chair  
Committee on Economic Development and Taxation

Fr: Mark McGuffie  
Executive Director, Hawai'i Island Economic Development Board

Date: January 17, 2007

Ref: Overview – Hawai'i Island Economic Development Board

Aloha Senator Fukunaga and Senator Espero!

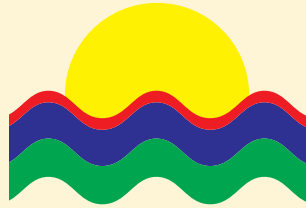
Thank you for allowing me to come before you today and to share with you information about some of the key activities and initiatives on Hawai'i Island.

Key initiatives accomplished in 2007:

- \* Huiana Internship Mentor Program – 31 students (10<sup>th</sup>, 11<sup>th</sup> and 12<sup>th</sup> grade from all DOE complexes) placed in 23 organizations island-wide
- \* Saddle Road First Phase of 6.5 miles opened
- \* Ala Mauna Saddle Road Interpretive signage
- \* Pacific Basin Agricultural Center (PBARC) opened Phase I
- \* College of Pharmacy commenced with first year enrollment 91
- \* Palamanui broke ground – Public/Private partnership
- \* Sopogy approved Special Revenue Bond commencing project
- \* Waiakea High School team wins miniature robotics challenge in Japan
- \* EPA IV grant (accumulative 1.5 million) starting C & D Recovery Reuse project with Arc of Hilo

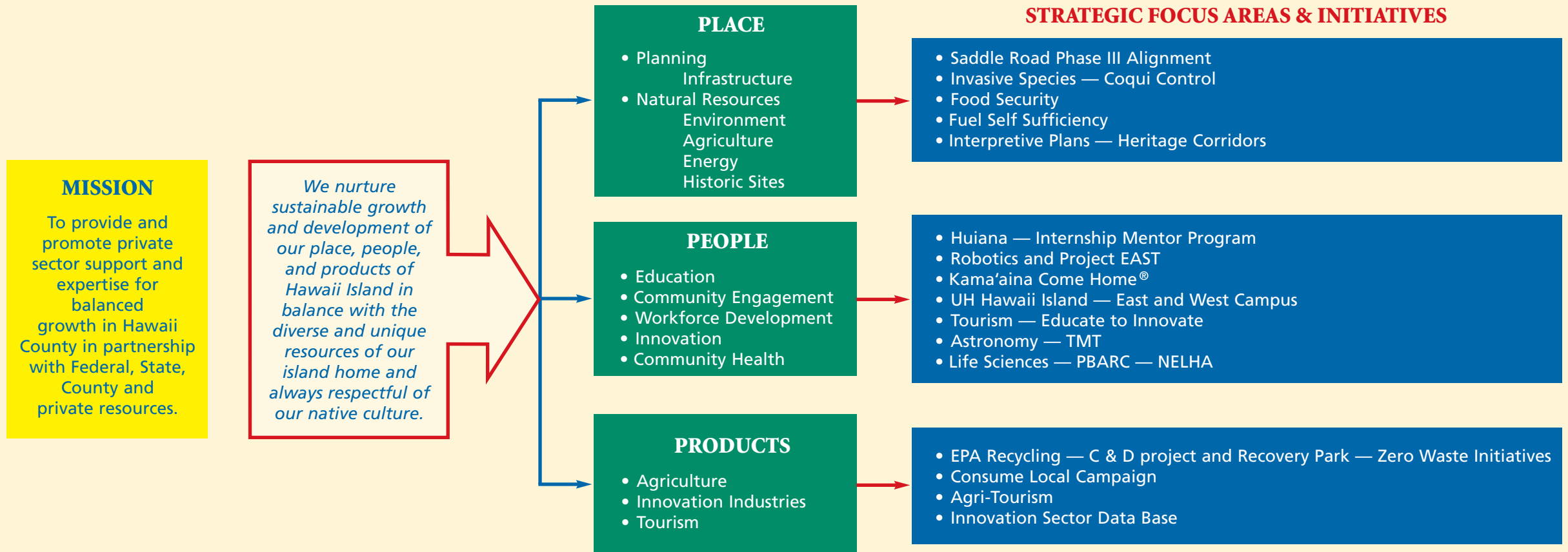
Opportunities and Challenges going forward into 2008:

- \* CMP update – OMKM – TMT – Adler Report
- \* Kohala Ditch Repair
- \* NELHA master plan update
- \* Mayoral race - County
- \* Coqui + Invasive species
- \* Ala Mauna Saddle Road next section to poen by fall 2008
- \* PISCES
- \* HSTI
  - o Innovation Industry Directory and Trend Analysis
- \* Tradewinds – Forestry
- \* Zero Waste Conference



# Hawaii Island Economic Development Board

## ISLAND OF OPPORTUNITY





January 17, 2008

Senate Committee on Economic Development and Taxation  
Senator Carol Fukunaga, Chair  
Senator Will Espero, Vice Chair  
State Capitol  
Honolulu, Hawaii 96813

**Re: Informational Briefing – Economic Development Boards**

Honorable Chairs, Vice Chairs and Members of the Committee:

Thank you for the opportunity to brief you on our collective efforts to create a more diversified future of economic prosperity across the Hawaiian Islands.

Enterprise Honolulu is a 501 (c) 3 Hawaii Corporation created in 2002 from the Oahu Economic Development Board, funded primarily by the private sector. We collaborate with our statewide partners, the private sector, the university system, DBEDT, state and county government to grow, retain, and recruit businesses that provide technology and innovation based jobs that support our economy.

From 2002 to December 2006, Enterprise Honolulu concentrated on new job creation and new business investment with significant results (attached), but much more is needed. Our work with local companies under the Targeted Business Development Program, funded in part by the Legislature, has proven to be an effective program of qualified hands on assistance to growing local technology/innovation companies.

In January 2007 EH began charting new directions – informed by EH experiences from 2002, lessons learned, and in depth analyses done by EH and others. The attached summarizes these analyses based on this body of experience, analyses, and counsel from the EH Board and Investors and recommendations from business clients.

We have initiatives to increase off shore capital investment for local companies, concentrate work force quality programs on technology sectors skills and availability, create affordable locations for technology companies, and accelerate reliable renewable energy development.

This is the framework of EH's focus going forward. .A comprehensive economic development strategy that includes three basic priorities:

- Retention of exiting business
- Expansion assistance for existing businesses and new start-ups
- Recruitment of business that have an appropriate fit in Hawaii



**ENTERPRISE**  
HONOLULU

THE BUSINESS CLIMATE OF PARADISE

737 Bishop Street, Suite 2040, Honolulu, Hawaii 96813 • 808-521-3611  
Fax: 808-536-2281 • info@enterprisehonolulu.com • www.EnterpriseHonolulu.com

EH has been primarily focused on new job creation and new business investment in order to maximize resources to prove that local economic development initiatives can produce measurable results. We have proven that that strategy works.

EH is now focusing on retention and expansion of existing tech/innovation companies and sectors and new renewable energy projects while continuing Target Business Development to assist local tech companies, identify off shore investors or strategic partners for Hawaii entrepreneurs, and develop new markets and new businesses for location to Hawaii.

Attached to this document are specific reports for your review:

- Annual and cumulative results 2002-2006, including lost prospects
- Cumulative results 2002-2007
- Enterprise Honolulu Economic Development Analyses 2003-present
- Enterprise Honolulu proposed Goals 2008
- Hawaii's 21<sup>st</sup> Century Technology/Innovation Sectors

Economic Development is not a short term activity as shown by these reports and reported by our statewide partners. We thank the legislature for its ongoing support of our collective activities and look forward to a continuing partnership in crafting a strong future for Hawaii.

Submitted, January 17, 2008

A handwritten signature in black ink that reads "Mike Fitzgerald". The signature is written in a cursive, flowing style with a long horizontal stroke at the end.

Mike Fitzgerald  
President, CEO  
Enterprise Honolulu

## Enterprise Honolulu

### Annual and Cumulative Results through December 31, 2006

<u>Goals</u>	<u>2002</u>	<u>2003 *</u>	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>Cumulative 2002-2006</u>
Jobs	N/A	300	2,000	1,500	1,000	4,800
Investment	N/A	\$10,000,000	\$20,000,000	\$80,000,000	\$100,000,000	\$210,000,000
New Companies	N/A	10	20	30	20	80
<b><u>Results</u></b>						
Jobs	409	585	959	1,412	842	4,207
Annual Payroll	\$18,300,000	\$24,508,000	\$35,100,000	\$94,215,000	\$50,605,000	\$222,728,000
Average Wage	\$44,743	\$41,800	\$36,580	\$66,725	\$60,101	\$49,990
New Investment	\$62,215,000	\$12,435,000	\$124,025,000	\$504,500,000	\$79,750,000	\$782,925,000
Est Annual Payroll Taxes	\$951,600	\$1,274,000	\$1,658,000	\$5,370,000	\$3,202,223	\$12,455,823
Square Footage Used	26,400	46,700	124,650	386,800	78,000	662,550
Companies	3	12	25	19	40	99
Cost per Job	\$3,423	\$2,222	\$1,147	\$779	\$1,173	\$1,400
Total Qualified Companies Assisted						305
Total Completed Deals						99
Qualified Success Ratio						32%
<b>Total Deals Lost</b>						<b>206</b>
Reasons:	Market Cost or lack of facilities			32%		65
	Availability of Investment Capital			19%		40
	Workforce or housing issues			17%		36
	Other Area Market Incentives			17%		36
	Permitting or approval delays			14%		29
Potential Jobs Lost						12,621
Annual Payroll Potential						\$668,184,000
Average Wage						\$62,384
New Investment - elsewhere						\$2,348,775,000
Potential Square Footage Lost						1,987,650

Note: All job, investment, space, and salary numbers come from the client companies who ask EH for assistance  
 Job Results include 450 Retentions - Verified results tracked through Deal Flow Pipeline since 2003

# CUMULATIVE EH RESULTS: 2002-2007

CUMULATIVE RESULTS THROUGH DECEMBER 31, 2007

<b>GOALS</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>	<b>2005</b>	<b>2006</b>	<b>2007</b>	<b>Cumulative 2002-2007</b>
<b>Jobs</b>	N/A	300	2,000	1,500	1,000	1,000	<b>5,800</b>
<b>Investment</b>	N/A	\$ 10 M	\$ 20 M	\$ 80 M	\$ 100 M	\$ 100 M	<b>\$ 310 million</b>
<b>New Companies</b>	N/A	10	20	30	20	20	<b>100</b>
<b>RESULTS</b>							
<b>Jobs</b>	409	585	959	1,412	842	815	<b>5,022</b>
<b>Annual Payroll</b>	\$ 18.3 m	\$ 24.5 m	\$ 35.1 m	\$ 94.2 m	\$ 50.6 m	\$ 46.9	<b>\$ 239,600,000</b>
<b>Average Wage</b>	\$ 44,743	\$ 41,800	\$ 36,580	\$ 66,725	\$ 60,101	\$ 61,179	<b>\$ 51,854</b>
<b>New Investment</b>	\$ 62.2 m	\$ 12.4 m	\$ 124.0 m	\$ 504.5m	\$ 79.75 m	\$ 894.3 m	<b>\$ 1,677,150,000</b>
<b>Est. Annual Payroll Taxes</b>	\$ .95 m	\$ 1.8 m	\$ 1.6 m	\$ 5.4 m	\$ 3.2 m	\$ 3.0 m	<b>\$ 15.95 million</b>
<b>Square Footage Used</b>	26,400	46,700	124,650	386,800	78,000	953,000	<b>1,615,550 sq ft</b>
<b>Companies</b>	3	12	25	19	40	23	<b>122</b>
<b>Cost per Job</b>	\$ 3,423	\$ 2,222	\$ 1,147	\$ 779	\$ 1,173	\$ 1,472	<b>\$ 1,702</b>
<b>Total Qualified Companies Assisted</b>							<b>355</b>
<b>Total Completed Deals</b>							<b>122</b>
<b>Qualified Success Ratio</b>							<b>34.4%</b>



ENTERPRISE HONOLULU ECONOMIC DEVELOPMENT ANALYSES  
(1Q 2003 to Present)

- A Turning Point in Capital – Analysis of Hawaii Venture Capital History and Future needs (2003)
- Act 221/215 Analyses (2003-ongoing)
- Positioning Hawaii to Compete in the Global Economy (2003-ongoing)
- Hawaii Life Sciences Roadmap and Kaka’ako Bio Tech Center (2005)
- Defense Dual Use Road Map for the Hawaii Technology Development Venture/ONR (2006)
- Comprehensive Economic Development Strategy with EDA, U.S. D.O.C., DEBDT, EDAH (2005-2006)
- Super Ferry Feasibility (2005/2006) for DEBDT and the Governor’s Office (2005)
- Reliable Renewable Energy Projects Analyses (2005 – ongoing)
- Hawaii Food and Fuel Security ( 2005 – ongoing)
- Economic Impacts of the Navy Shipyard, Pearl Harbor for the Coalition to Counter BRAC (2005)
- Targeted Economic Development Proposals for the City and County of Honolulu (2005)
- Sustainable Development Strategy Recommendation for the Legislative Committee Sustainable Hawaii 2050 (2005)
- Positioning Hawaii for Success and Leadership in the Global Community for the Legislative Sustainable Hawaii 2050 Committee (2005)
- Hawaii 10 Year Plan – Preliminary Analysis for Legislative Leadership (2006)
- Research Biology Lab 3 feasibility and business plan (2006)
- Economic Benchmarks for Solid Waste Management (2007)
- Targeted Business Development Sector Analyses (2005-2007)

## **VI 2008 Proposed Goals and Directions**

*Reach 10% Tech/Innovation Employment by 2020.*

*Work to create a sustainable entrepreneurial culture based on tech/innovation.*

### 1) Assist qualified companies

- Business Growth – local traded sector companies with high growth potential
- Business Retention – track and assist established companies at risk of downsizing or leaving
- Business Recruitment – selected/targeted high value partner companies that supplement Hawaii companies and clusters

### 2) Initiate and assist in growing state wide assets

- Infrastructure – energy, transportation, workforce, development sites and commercial space
- Create critical mass in first tier companies (multiplier effect, clustering)

### 3) Track and measure results

- Employ global best practices and metrics to measure progress
- Remain flexible and adaptive in evaluating best opportunities in context of global best practices and emerging global markets

### 4) Move towards sustainable practices

### 5) Annual projected Results

*Creation of new jobs, new investment, new wealth creation and increased tax revenues. 500 to 750 jobs - \$100 million plus in new Investment*

# Hawaii's 21<sup>st</sup> Century Technology/Innovation Sectors

- **Aerospace/Optics/Space Sciences**
- **Defense/Dual Use**
- **Diversified Agriculture**
- **Film and Digital Media**
- **Information and Computer Technology**
- **Life Science/Bio-Technology**
- **Marine Sciences**
- **Renewable Energy**

# Enterprise Honolulu Services

- **Site-Selection Assistance.**
- **Labor Market Analysis.**
- **Financial Contacts.**
- **Job-Training Assistance.**
- **Custom Research.**
- **Commercial Building Information.**
- **Access to Regulatory Authorities.**
- **Coordination of State & Local Assistance.**
- **One-Stop Convenience.**



## Economic Development Alliance of Hawaii

### ***JOINT HEARING ON ECONOMIC DEVELOPMENT***

***THURSDAY JAN. 17, 2008 – RM CR224, 1:15-2:45PM***

Good Morning, Chair Fukunaga and members of the Committee. I am Robert Kihune and I am Chairman of the Economic Development Alliance of Hawaii.

EDAH and its development partners – the private-sector Economic Development Boards have a combined total of more than 100 years of experience in initiating, managing, and providing quantifiable results in job creation, business attraction and rural-based economic development in partnership with federal, state and private sector resources.

I am pleased to introduce our partners here today:

Vice Chair	Dennis Teranishi, 3Ts Committee Chair
Hawaii Business Roundtable	– Kathy Matayoshi
Hawaii Island:	Monty Richards, Mark McGuffie
Kauai	Tom Cooper, Mattie Yoshioka
Maui	Jeanne Skog, Leslie Wilkins, Isla Young
Oahu	Allen Uyeda, Mike Fitzgerald
Staff:	Paula Helfrich, CEO
	Susan Matsushima, Programs Director

EDAH is a 501 (c) 3 Hawaii Corporation incorporated in 1998. Fiscal management is conducted in accordance with federal requirements with strict accountability and reporting standards; current audit completed June 2007.

Federal and state funds are matched with private sector initiative and implementation expertise.

EDAH's Strategic Plan identifies opportunities and resources for Hawaii's "triple bottom line" – **economic sustainability, cultural and environmental integrity and integrated workforce development**. Priorities identified in July 2007 are **FOOD AND FUEL SUSTAINABILITY** within 10 years. Major projects are under development by EDAH and partner organizations in agricultural production, alternative energy models, technology centers, and workforce development.

Dennis Teranishi and Isla Young will be reporting on the 3Ts program for workforce development, and the Economic Development Boards will provide an overview of their accomplishments. We are most grateful to you and members of the Committee for working so hard in previous legislative sessions to establish the 3Ts Technology Program through EDAH, and to fund the program in the 2007 session.

*Thank you for the opportunity to submit these comments. We will be available for questions at the conclusion of the briefing.*



## Economic Development Alliance of Hawaii

### **JOINT HEARING ON ECONOMIC DEVELOPMENT**

**Thu. Jan. 17, 2008 Rm CR224 – 1:15PM-2:45PM**

Good Morning, Chair Fukunaga and members of the Committee.

I am Dennis Teranishi and I am Vice-Chairman of the Economic Development Alliance of Hawaii, and Chair of the 3Ts Technology Training Program. Program Manager Isla Young will brief you on the particulars of 3Ts, and I would like to introduce our committee, many already presenting to you today:

Representing DOE	Jeff Piontek for Pat Hamamoto
Representing DBEDT	Steve Breckschneider for Ted Liu
Representing B&F	Russel Saito
Representing College of Engineering:	Carol Ishii for Peter Crouch
Private sector	Rona Suzuki for Ho'ike Foundation Alan Hayashi for BAE Systems
Hawaii Island:	Mark McGuffie
Kauai	Tom Cooper, Mattie Yoshioka
Maui	Jeanne Skog, Leslie Wilkins
Oahu	Mike Fitzgerald, Kathy Matayoshi (HBR)
EDAH Staff:	Paula Helfrich, CEO
Program Manager	Isla Young

As you know, 3Ts was contemplated for several years as the vital link to sustained workforce development embedded in several STEM education models, most notably the successful Project EAST schools of the MEDB Women in Technology Program. Isla Young will tell you how 3Ts will “grow” those projects,

subject to funds authorized July 1, 2007, released by the governor on Dec. 7, 2007 and now undergoing contracting. I would like to especially recognize the private-sector efforts on Maui and Kauai which have raised over \$300,000 in matched funds towards implementation efforts this year in spite of delays in the contracting process for the state match.

I'd also like to commend the early commitment of Ho'ike Foundation and BAE Systems for stepping up to the plate as private-sector partners and significant contributors to assist with this and other efforts, such as the upcoming FIRST ROBOTICS tournament at Hawaii Convention Center on Mar. 28/29, 2008

I would also like to discuss an early program that we are working with the Hawaii Business Roundtable on a BUSINESS MENTORING PROGRAM to complement last year's funding of administrative training for Principals through the Hawaii Business Roundtable's CEO ACADEMY. We will also be working with them to identify infrastructure shortfalls at particular schools, and add to the inventory begun last year by Senator David Ige. We will be working to identify what programs are where, what technology requirements are needed, and how we can best provide support from DOE.

Isla will be noting the need for one more round of implementation funding, and we will respectfully seek your assistance in submitting a bill for 3Ts funding in FY2008. Thank you for the opportunity to submit these comments.





## Economic Development Alliance of Hawaii

***Mission: "To create shared prosperity and opportunity through responsible economic development across the Hawaiian Islands".***

EDAH and its development partners – the private-sector Economic Development Boards have a combined total of more than 100 years of experience in initiating, managing, and providing quantifiable results in job creation, business attraction and rural-based economic development in partnership with federal, state and private sector resources.

EDAH is a 501 (c) 3 Hawaii Corporation incorporated in 1998. It is governed by a Board of Directors with representatives from the four private-sector Economic Development Boards of Hawai'i, Kauai, Maui, Oahu (Enterprise Honolulu), and the Hawaii Business Roundtable. Industry members are drawn from technology, agriculture, tourism, and other primary economic sectors in response to a dynamic Strategic Plan identifying opportunities and resources for Hawaii's "triple bottom line" – **economic sustainability, cultural and environmental integrity and integrated workforce development**. Fiscal management is conducted in accordance with federal requirements with strict accountability and reporting standards.

EDAH's strategic plan priorities (July 2007) are **FOOD AND FUEL SUSTAINABILITY** within 10 years. Major projects are under development in agricultural production, alternative energy models, technology centers, and workforce development. Federal and state funds are matched with private sector initiative and implementation.

EDAH's **Current Funded Projects** – (**approximately \$8,473,481 million**) include:

- ✚ **U.S. Department of Agriculture [USDA and DoD]:** This appropriation, in the amount of **\$4,258,981** first and second-year (FY2006) has supported the establishment or expansion of agricultural resource-based businesses to address infrastructure, agriculture and resource management. Grants are contracted or in progress to 20 small businesses – 3 on Molokai, 3 on Kauai, 4 on Maui, 5 on Hawaii and 5 on Oahu.
- ✚ **U.S Environmental Protection Agency [EPA]:** This grant, in the amount of **\$1,694,500**, is for the commercialization of pesticides-reducing biotechnology [CPB].
- ✚ **Department of Commerce [DoC NOAA]:** This grant, in the amount of **\$2,400,000** is administered by the National Oceanic and Atmospheric Administration's Sea Grant Program. The program is designed to establish public-private partnerships for the commercial cultivation of tropical marine organisms, marketing and services.
- ✚ **DBEDT LOA:** An annual "Team Hawaii" grant as part of a \$50,000 statewide partnership to leverage state and private marketing resources
- ✚ **EDA - \$50,000** - technical assistance project to develop and expand an interactive "Business Pipeline" providing on-line support for business relocation and expansion.
- ✚ **Atherton Foundation** – grant to assist energy and security initiatives.
- ✚ **Argonne National Laboratories** – grant to establish a pilot project Synchronized Matrix demonstration for Hawaii County Civil Defense as a statewide model.

EDAH's **Pending Projects** include:

- ✚ Expansion of 3Ts Technology Training program established by 2006 Legislature, and funded at \$1.1 million by 2007 Legislature; awaiting contracting through DBEDT.
- ✚ Expansion of Kama'aina Come Home Program through legislative funding 2007; awaiting release from DBEDT/B&F.

- ✚ **Innovative Product Development:** Most recently, EDAH announced rollout of the HAWAII BOUNTY website based marketing program which incorporates all successful components of the various grantees commodities, products and services. EDAH also completed a new business lead-tracking website now underway known as HAWAII'S EDG (Economic Development Groups).
- ✚ **Partnership Effort to Establish and Maintain Tax Incentives – Act 221;** In partnership with technology industry, state and investment interests, EDAH's leadership assisted in successful passage of a wide range of tax incentives to encourage technology industry expansion (value estimated in 2006 at \$60 million), additional tax revenue \$12 million and job base of 9,500.
- ✚ **Establishment of statewide COMPREHENSIVE ECONOMIC DEVELOPMENT STRATEGY (CEDs).** First-ever statewide grass-roots-originated economic development plan and associated project lists supported through the State Office of Planning and required for development of US Department of Commerce Economic Development Administration projects. Implementation plans have been successful, and a new round of CEDs is scheduled for 2008 through OSP.
- ✚ **Completion of 3 cycles of “TEAM HAWAII” partnership with DBEDT Business Marketing** to promote Hawaii at national exhibitions, including the popular BIO venues and new PowerGen, as well as a newly added Kamaaina Come Home initiative.
- ✚ **Department of Defense [DoD]:** This project was a distance learning – telemedicine project facilitating a protocol for technology transfer between Tripler; Maui Memorial and the Islands of Guam and American Samoa. This was funded at **\$900,900**
- ✚ **Recent Media support:**
  - December, 2007 – Ka'u Coffee to Afghanistan (RETAH grantees)
  - December, 2007 – Agricultural Tourism potentials (RETAH quotes)
  - October, 2007 – Demonstration of synchronized matrix program. (HCCD)
  - August, 2007 – Rollout of RETAH grantees
  - July, 2007 – Rollout of 3Ts Advisory Committee and meetings.
- ✚ **Fiscal Management:** completion of latest A133 Audit, June, 2007.

#### Leadership:

Robert Kihune, Chair	(CEO, Waimana Systems)
Dennis Teranishi, Vice Chair & Agriculture delegate	(CEO, Hawaiian Host)
Roberta Chu, Treasurer	(Sr. VP, Bank of Hawaii – Hawaii Island)
Kathy Matayoshi, Exec. Cte.	(Exec. Dir., Hawaii Business Roundtable)
Mark McGuffie, Hawaii Delegate	(Executive Director, Hawaii Island EDB)
Herbert M. Richards, Hawaii delegate & Chair, RETAH II program (Kahua Ranch)	
Tom Cooper, Kauai delegate	(Director, HI, General Dynamics Corp.)
Mattie Yoshioka, Kauai delegate	(President, Kauai Economic Development Bd.)
Stephen Holaday, Maui Delegate	(VP/GM HC&S, Maui)
Jeanne Skog, Maui delegate	(President, Maui Economic Development Board)
Michael Fitzgerald, Oahu delegate	(CEO, Enterprise HNL)
Allen Uyeda, Oahu delegate	(President & CEO, First Insurance Co. of HI)

#### Point of Contact:

Paula Helfrich, CEO	Economic Development Alliance of Hawaii
www.edahawaii.org	737 Bishop Street, Mauka Tower, #2040
	Honolulu, Hawaii 96813
	(808 – 521-3611 x 21)
Paula.helfrich@edahawaii.org	(808-989-1899 – cell)

## ROADMAP FOR ECONOMIC SUSTAINABILITY

PRIORITY	PRESENT	VALUE ADDED	POTENTIAL
1. Diversified Agriculture Strategy: “Buy Local”, institutional support Import Substitution – GAP/RFID Farmer incentives – land/water HTA funding – hotels, cruiseships	\$436 mill	\$2.6 Billion	\$4 Billion
2. Ag Tourism Strategy: Counties standard permitting Farmer education HTA/HVCB marketing support	\$33 mill	\$35 mill	\$68 mill
3. Energy Processed Natural Strategy: ENERGY ISLANDS MODEL Biofuels/biodiesel Biofuels/ethanol Geothermal Waste to Energy (Oahu) Wind Solar/PV Hydro OTEC Energy efficiency New Technology	400,000 MGDY 1650 MW/year		\$1.5 bill (30%) \$1.5 bill (40%)
4. Dual Use Technology Strategy: DUAL USE TECH CENTER Expand Super 8 HI/AK programs Workforce efficiency (Pearl) JV investment capability	\$250 million	\$2 Bill (est)	\$4 bill (est)
5. Astronomy Strategy: Engage community, scientists, environmental and cultural components to get UH Strategic Plan requirement completed by Aug 2008 and support ATSR Maui	\$1 billion	\$1.5 billion	\$2.5 Billion
<b>TOTAL POTENTIAL REVENUES (10 yrs)</b>			<b>\$11.5 BILLION</b>

(Source: 1 & 2: Agriculture and tourism statistics, DOA and HTA, 2007  
3: Hawaii Energy Policy Forum and Enterprise HNL, 2007  
4: HDTV Website and Hawaii Science & Tech Council, 2007  
5: IFA and OMKM websites, 2007.)

# Aloha & Welcome

January 17, 2008

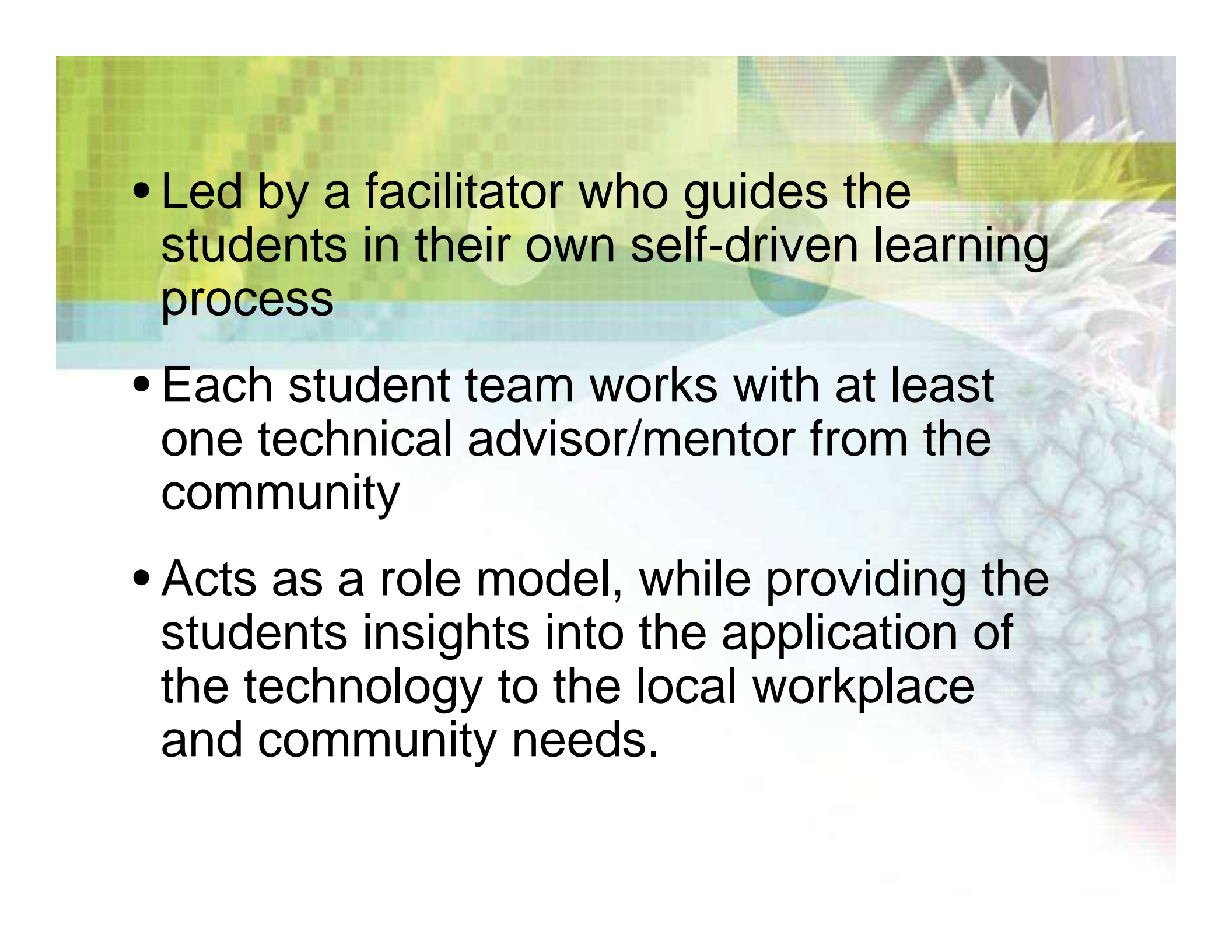


Economic Development Alliance of Hawaii



# Changing the Education Paradigm...3T's

- The EAST model is unlike any other class in today's high school curriculum
- Project-based & service-oriented course
  - Provides students with most current, high-end software available
- The learning environment is unique

- 
- Led by a facilitator who guides the students in their own self-driven learning process
  - Each student team works with at least one technical advisor/mentor from the community
  - Acts as a role model, while providing the students insights into the application of the technology to the local workplace and community needs.

# Equity Model Program

Student participants must reflect demographics of their school's student body by:

- Age
- Gender
- Race/ethnicity
- Socioeconomic status
- Academic status



*Kauai's Chiefess EAST Conference Team*

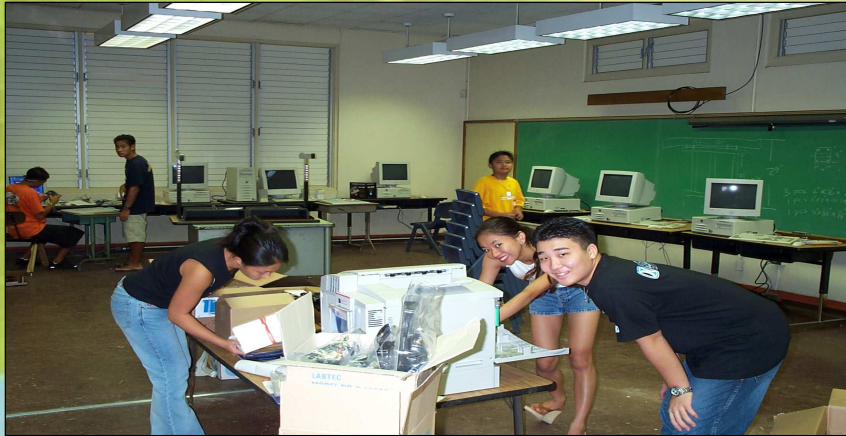
# Hawaii EAST Schools

- **Maui County**
  - Baldwin High School
  - Kihei Charter High School
  - King Kekaulike High School
  - Lahainaluna High School
  - Maui High School
  - Molokai High School
  - Molokai Middle School
- **Hawaii Island**
  - Keaau High School
- **Kauai**
  - Chiefess Intermediate School
  - Kauai High School
- **Coming online in 2008-2009**
  - Lanai
  - Oahu Expansion



*Lahainaluna EAST Conference Team*





## Project EAST (Environmental and Spatial Technology)

- Project-based, lab-based
- 700 students, 10 schools

### Skills Students Master:

- Global Positioning Systems (GPS)
- Geographical Information Systems (GIS)
- Computer Generated Animation
- Database Design
- Webpage Design
- Programming
- Office Automation
- AutoCAD
- Computer Aided Design
- Visualization
- SketchUp

# Training Initiatives

- Project EAST New Facilitator Training
  - Phase I, II, and III completed
- Train the Trainer
  - Two Hawaii EAST Facilitators ready to provide training to all new EAST facilitators
- Matching funds expended this FY
  - Leveraged Federal Contracts thru MEDB
    - US Department of Agriculture \$175K
    - US Department of Education \$85K
    - US Department of Labor \$50K
  - County of Maui \$80K
  - HIEDB \$5.5K
  - KEDB \$156K
  - Private \$50K and continues...

# 11<sup>th</sup> Annual National EAST Conference

February 19-21, 2008



- Formerly a competitive-based conference.
- Now, the focus during the annual EAST Conference centers around celebrating the achievements of the individual EAST programs and student accomplishments,
- Hawaii schools have received national recognition annually.