



**DEPARTMENT OF BUSINESS,
ECONOMIC DEVELOPMENT & TOURISM**

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Statement of
THEODORE E. LIU
Director

Department of Business, Economic Development, and Tourism

before the

COMMITTEE ON FINANCE

Thursday, February 21, 2008

2:00 P.M.

State Capitol, Conference Room 308

in consideration of

HB 2415 HD1

RELATING TO HIGH TECHNOLOGY

Chair Oshiro, Vice Chair Lee and Members of the Committee on Finance.

The Department of Business, Economic Development and Tourism (DBEDT) supports HB 2415 HD 1. The Hawaii Innovation Initiative encourages technological innovation and understands that small businesses are the true innovators. The Hawaii Matching Grant Program helps support Hawaii companies by matching federal awards at 50 per cent, but not to exceed \$25,000. This matching formula was created when the maximum Phase I federal award was \$50,000.

HB 2415 HD 1 would remove this cap and the Hawaii matching grant would be at 50 per cent of the federal award. This is a vital improvement as the present Phase I federal award ceiling is \$100,000. The current \$25,000 Hawaii match has not kept up with the increased federal funding levels and this amendment would remedy the imbalance.

HB 2415 HD 1 also amends the current statute to give preference to qualified companies receiving their first award over previous awardees. This revision would be in the spirit of the SBIR Program investing in and fostering Hawaii's small businesses.

Thank you for the opportunity to provide these comments.

Testimony on HB2415, HD1

Presented to the House Committee on Finance

February 21, 2008

David Lassner
Vice President for Information Technology and Chief Information Officer
University of Hawaii

HB 2415, HD1 Relating to High Technology

Chair Oshiro, Vice Chair Lee and Members of the Committee:

As a member of the Hawaii Broadband Task Force, I am submitting this testimony in support of HB2415, HD1. This bill would provide funding for the Task Force to complete its work and provide a final report with recommendations to the 2009 Legislature as required under the law that established the Task Force.

Through Act 2 of the First Special Session of Hawaii last year, the Legislature created the Hawaii Broadband Task Force with the primary purposes of: 1) removing barriers to broadband access, including gaining wider access to public rights-of-way; 2) identifying opportunities for increased broadband development and adoption, including very high speed broadband services; and 3) enabling the creation and development of new advanced communication technologies in Hawaii. I was honored to be appointed to the task force by the Senate President and House Speaker, and even more honored to be elected by the members as Chair.

Although the task force has only been convened since October, we have already provided an initial interim report to the Legislature as required by Act 2. In that report we have outlined our vision for broadband in Hawaii, as follows:

Hawaii understands that advanced broadband services are an essential infrastructure for an innovation economy and a knowledge society in the twenty-first century. As a result of proactive policy initiatives, Hawaii residents and businesses throughout the State have access to advanced broadband services of the caliber and at the pricing available in the leading developed nations of the world.

Our initial report is available on our web site at www.hbtf.org. It reflects the work of the task force in the very short time it had been in existence in 2007.

It is already clear to the task force that broadband offers immense opportunities for social, economic, and educational advancement. It is also clear that Hawaii has tremendous capability and potential, as demonstrated by the wide range of activities underway and described in our initial report, including some that may soon outgrow Hawaii's current broadband capabilities.

Our initial findings suggest that Hawaii has some significant gaps in availability, which will be identified in greater detail in our final report if we are able to complete our work as planned. Although a number of States are ahead of us in beginning to develop their broadband strategies, Hawaii does not particularly lag them and the Task Force plans to learn from their work as well as our own deliberations.

Of greater concern is the fact that the U.S. as a whole is already lagging and falling further behind other advanced nations. Unlike the U.S., much of the world has explicitly identified broadband as a high priority infrastructure and developed national policies that promote deployment and use of advanced capabilities and services to enable their communities to thrive in the 21st century. In addition, the task force has noted that Hawaii faces disadvantages relative to other states as a result of our island geography.

Over the next year the task force would like to be able to collect quantitative data on the availability of broadband services in Hawaii and the actual uptake and use. We believe this will be an important component in developing sound recommendations in our Final Report to the 2009 Legislature, in accordance with Act 2.

Thank you for your support of the Hawaii Broadband Task Force, and for this opportunity provide testimony in favor of supporting our final year of work for you.

Statement of
YUKA NAGASHIMA
Executive Director & CEO
High Technology Development Corporation
before the
HOUSE COMMITTEE ON FINANCE
Thursday 21, 2008
2:00 PM
State Capitol, Conference Room 308

In consideration of
HB 2415 HD1 RELATING TO HIGH TECHNOLOGY.

Chair Oshiro, Vice Chair Lee, and Members of the House Committee on Finance.

The High Technology Development Corporation strongly supports the passage of HB 2415 and respectfully requests the effective date of HD1 reflect the original language of “upon approval.”

Hawaii SBIR Matching Grant Program Results

The State’s Hawaii Small Business Innovation Research (HSBIR) Program which is a matching grant program shows that 67 local companies were awarded 305 federal SBIR Phase I and Phase II grants totaling nearly \$71 million to date. During this same period the State awarded \$4.5 million in matching grants to local companies and these companies have attracted \$57.5 million in federal SBIR Phase III commercialization funding. Generally, for every State dollar (\$1) invested in SBIR matching grant program, Hawaii companies have attracted over fifteen dollars (\$15) in federal SBIR awards or twenty-eight dollars (\$28) in total federal SBIR monies when you include funding for technology commercialization.

Future Trend Estimate for Hawaii SBIR Matching Grant Program

There is an increase in federal SBIR awards won by Hawaii companies and this is a trend that is likely to continue to increase. In the first 14 years of the program, local companies won an average of 10 federal Phase I awards per year, with a total value of \$10.5 million over the 14 years. These local companies attracted another \$21.7 million in follow-on federal SBIR funding

to Hawaii. Within the past five years of the program, local companies won an average of 18 federal awards per year (27 in 2006 alone), with a total value of \$12.5 million over five years. These companies attracted another \$25.5 million in follow-on federal SBIR funding to Hawaii in just the past five years.

Summary of Proposed HB 2415 HD 1

The bill makes “housekeeping” modifications to three sections of HTDC enabling legislation (HRS Section 206M-15). This statute provides state matching grant funding to Hawaii companies that have been awarded federal Small Business Innovation Research (SBIR) Phase I awards and federal Small Business Technology Transfer (STTR) Phase I awards.

SBIR is a three-phase federal program that provides small businesses the opportunity to win federal R&D grants and contracts. In Phase I, the small business explores the technical merit or feasibility of an idea or technology. In Phase II, the small business expands upon Phase I results. In Phase III, the project matures and is commercialized. No SBIR funds support Phase III activities. STTR is a sister R&D funding program to SBIR and is similarly organized in three phases. STTR primarily differs in that the small business must partner with a research organization to carry out the research, thus encouraging greater collaboration between the university and industry. The SBIR and STTR programs provide the necessary funding for innovative research and development efforts that is normally not available from traditional sources.

Hawaii companies that receive SBIR and STTR Phase I feasibility study awards can apply for state Hawaii SBIR and STTR matching grants. The state grants enhance a company’s Phase I project development while helping it to develop stronger proposals for the more lucrative federal Phase II awards (normally \$750,000 or more to build a prototype), and ultimately to commercialize their innovations successfully and profitably. Ultimately the goal of the matching grant helps Hawaii companies launch new commercial products into the marketplace.

First Housekeeping Amendment

The first requested change is to adjust the ceiling of the Hawaii SBIR grant to be consistent with the original intent of section 206M-15. When the Hawaii SBIR grant program was created nineteen years ago, the federal SBIR Phase I award was \$50,000. The state

matching grant was based upon 50-percent of the federal Phase I amount, which happened to be \$25,000. Currently the federal SBIR Phase I awards average \$100,000 and up. The state matching grant has not proportionately increased or kept up with the federal award due to the \$25,000 ceiling in the existing statute. Therefore, we request that the \$25,000 cap be removed, so as to allow the higher amounts to be awarded. The ceiling increase does not mean that larger grants will be regularly awarded, but rather that they can be awarded particularly for exceptional research projects.

Second Housekeeping Amendment

The second requested change redefines award priority for small businesses that receive an SBIR award for the first time. Currently the statute reads that an SBIR Phase I awarded company will receive funding preference if it applies for the state grant for the first time in a fiscal year. This clause provides the same level of preference to a multiple-SBIR award winner so long as it was their first time in a fiscal year, as it would to a first-time-ever SBIR awardee. Since HTDC places priority on supporting new companies to the SBIR program, we would like to revise the language to read: "Give preference to all qualified businesses receiving their first award over multiple award grantees".

Third Housekeeping Amendment

The third requested change relates to the situation when there is not sufficient Hawaii SBIR budget available to fulfill the applicants' requests. The current language states that HTDC "shall apply for funds to be transferred from the Hawaii capital loan revolving fund" if the budget is inadequate to satisfy all qualified requests. In effect, HTDC must request the loan. HTDC prefers fiscal oversight and the choice to borrow funds from the state loan program in case of a budget shortfall, as opposed to "automatically" borrowing from the loan program. Therefore, HTDC would like to replace the word "shall" to "may", so the language reads "the development corporation may apply for funds to be transferred from the Hawaii capital loan revolving fund".

In summary, the requested language changes strengthen the successful Hawaii SBIR and STTR programs by allowing small businesses with exceptional SBIR/STTR projects to receive larger state grants to accelerate commercialization; placing priority on awarding true first-time

SBIR and STTR companies; and allowing HTDC the flexibility in times of budget shortfall, to *choose* to borrow other state funds instead of making it a requirement.

Thank you for the opportunity to submit testimony in support of HB 2415 HD1.