

**TESTIMONY**  
**GM 420**



March 19, 2009

The Honorable Clayton Hee, Chair  
Senate Committee on Water, Land, Agriculture and Hawaiian Affairs  
State Capitol, Room 228  
Honolulu, Hawaii 96813

Dear Senator Hee:

This letter is in response to my nomination by Governor Linda Lingle to the Board of Directors of the Aloha Tower Development Corporation, and your request for information to be submitted to your office. I will respond to the items reflected in your letter in chronological order as it appears in the letter:

- (1) A resume with list of references: please see attached
- (2) A written statement that addresses the following questions:
  - (a) Why do you wish to be a member of the Board of Director of the Aloha Tower Development Corporation?

I believe in public service and throughout my professional career I have been involved in various community organizations, committees, boards and organizations. I always felt that it was my civic duty to participate in, and support our community utilizing the knowledge and experience that I have gained in the banking and lending industry. However after I left the banking industry to pursue my self-employed business, my involvement in the community was significantly reduced. In 2006, the opportunity to serve on the ATDC Board of Directors allowed me to get involved in public service and utilize my knowledge and experience to help guide the Aloha Tower Development Corporation in meeting its mission and objectives.

- (b) How do you perceive the role and responsibilities of a member of the Board of Directors of the Aloha Tower Development Corporation?

My role as a member of the Board of Director of the Aloha Tower Development Corporation is to continue to use my background and experience to complement the other Board members in our oversight and the development of the Aloha Tower and surrounding waterfront areas.

My responsibility is to continue to implement the ATDC's development objectives while acting in accordance with our mission statement. However

1188 Bishop Street  
Suite 602  
Honolulu, HI 96813  
Ph (808) 585-7227  
Fax (808) 585-7447  
[www.cbllending.com](http://www.cbllending.com)

we must ensure that our actions are always in the best interest of the State of Hawaii. The decisions that are made by the Board of Directors reflect what we believe are the right decisions to make and are not the "easy way out." Unfortunately, at times these decisions could reflect badly upon ATDC.

- (c) Given your understanding of the role and responsibilities of a member of the Board of Directors of the Aloha Tower Development Corporation, why do you believe that you are qualified for the position? Please include a brief statement of your skills, expertise, or knowledge that would aid in your decision-making ability as a member of the Board of Directors of the Aloha Tower Development Corporation.

During my 28 years in commercial real estate and business lending and the banking industry, I have acquired the knowledge, experience and expertise in commercial real estate and business financing utilizing an assortment of government-assisted loan programs and conventional financing. Besides soliciting and originating loans, I am able to underwrite and prepare financial analysis; complete comprehensive loan application packages; order and review MAI Appraisals/Environmental Reports/ALTA Surveys/Title Reports; deal with Private Sector/DLNR/DHHL leasehold properties; and have extensive processing and servicing background. These are the kinds of skills and experience that directly apply to the work at ATDC.

In addition I have been able to establish invaluable contacts with the USDA Rural Development, US Small Business Administration, USDA Farm Service Agency, Economic Development Administration, related state agencies, and conventional and alternative lending institutions in Hawaii and the Mainland. The geographic areas that I have arranged financing for includes the entire State of Hawaii, American Samoa, Guam, the Commonwealth of the Northern Marianas Islands; and I have worked on financing requests on the Mainland.

Several of the larger or community-based projects that I have been involved with include, but are not limited to, the following: Filipino Community Center, North Hawaii Community Hospital, Maui Economic Development Board, Island Pacific Academy, Waipahu Community Association (Waipahu Festival Marketplace), Hawaiian Waters Adventures Park, Cyanotech, Ballard Mortuary, Big Island Toyota, Hamakua Macadamia Nut Company, Hamakua Heritage Farms (Hamakua Mushrooms), Fat Law's Farm, Tony Hyundai, Old Lahaina Lu'au, Pacific Whale Foundation, Puna Certified Nursery, Tradewinds Hotel (American Samoa), Guam Industrial Services and Casamar Manufacturing (Guam).

- (d) What do you hope to accomplish during your term of service?

During my initial 3-years of service on the Aloha Tower Development Corporation Board, I have had to deal with projects and litigation that were already ongoing and needed to be addressed and settled. Based on my

lending and business background, I volunteered my time on several subcommittees in the hope of helping to resolve these matters.

Over the next 4-years of service, I hope that all remaining issues and litigation will be resolved and that we continue to work hard to assist existing businesses to ensure their financial viability during these very difficult economic times. And, if the economy permits, we will move forward with new projects within the Aloha Tower area. Moreover, we have been given the additional task as the development arm of the Harbors Modernization Plan. I am confident that the ATDC Staff, Harbor's Modernization Group and the Aloha Tower Development Corporation Board will be able to implement the planned statewide harbor improvements in an expeditious manner. I believe that my lending background will be a positive influence to this task.

- (e) Name three qualities that best describe you and that would make you stand out. How would these qualities benefit the Board of Directors of the Aloha Tower Development Corporation?

The three qualities that best describe me are dedication and hard work; objectivity; and patience and integrity. In my almost 3-years of serving on the Aloha Tower Development Corporation Board, I have made a serious effort to attend all Board Meetings and have missed only one meeting due to travel. I have served on a handful of sub-committees, attended meetings and have made an effort to keep up with all of the written materials that we are given pertaining to our Board responsibilities and duties.

Working with hundreds of businesses throughout the years, working with the various government loan programs, and serving as the current Board President of the non-profit Hawaii Alliance for Community Based Economic Development, I believe that I have learned to be objective in my views. And, you need to have a great deal of patience when you specialize in government assisted loan programs and the voluminous paperwork required. Last but not least, you cannot survive being a viable entity in Hawaii for the past 9-years and engage in my type of business if you do not have integrity with your clients, government agencies and lenders.

- (f) Name one previous experience that would make you stand out. How would this benefit the Board of Directors of the Aloha Tower Development Corporation?

Receiving my kidney transplant in 2001 from my wife is the one experience that stands out in my life. It has kept me focused on how precious life is and my perspective on what is important in life. It has taught me the true meaning of unselfishness, motivated me to continue to serve my community, kept me grounded in my values, and broadened my ability to stay calm during adversity. My health and life could have been a lot worse than it is right now so I really make an effort to stay calm, be objective, try to find solutions and remember that there will always be another day.

The Honorable Clayton Hee  
March 19, 2009  
Page 4

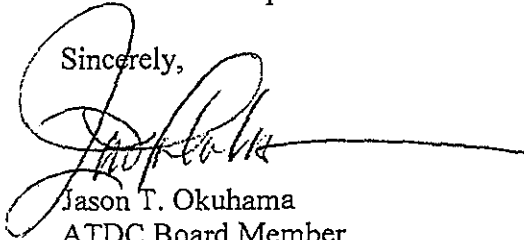
- (g) Can you foresee any possible conflicts of interests that could arise during your service on the Board of Directors of the Aloha Tower Development Corporation? How would you overcome any possible conflicts of interest?

Although I do not believe that it is a conflict of interest, I would like to disclose that my wife is Dawn Okuhama, Secretary for DBEDT Director Ted Liu. This relationship has not been a conflict of interest and I have not faced any conflict of interest issues in my 3-years as a Board of Director of the Aloha Tower Development Corporation. And I do not foresee any possible conflict of interest in the future.

If I was ever faced with a conflict of interest situation, I would notify the Chairperson of the Board and recuse myself from being involved in any Aloha Tower Development Corporation matter related to the possible conflict of interest.

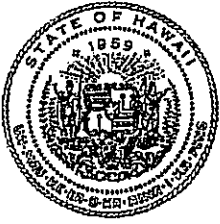
I hope that I have satisfactorily answered your questions. Please contact me should you have additional questions.

Sincerely,



Jason T. Okuhama  
ATDC Board Member

Managing Partner  
Commercial and Business Lending



## ALOHA TOWER DEVELOPMENT CORPORATION

YOPA Financial Center, Bishop Street Tower, 700 Bishop Street, Suite 1701, Honolulu, Hawaii 96813  
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804  
Website: [www.alohatower.org](http://www.alohatower.org)

LINDA LINGLE  
Governor  
MELISSA PAVLICEK  
Chairperson  
SANDRA PFUND  
Chief Executive Officer

Telephone: (808) 586-2530  
Fax: (808) 586-3046  
E-mail: [atdc@alohatower.org](mailto:atdc@alohatower.org)

Statement of  
**Theodore E. Liu**  
Director  
Department of Business, Economic Development and Tourism  
before the  
**COMMITTEE ON WATER, LAND, AGRICULTURE AND HAWAIIAN AFFAIRS**  
Friday, March 20, 2009  
3:00 P.M.  
State Capitol, Conference Room 229

in consideration of  
**GM 420**  
**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE**  
**BOARD OF DIRECTORS OF THE ALOHA TOWER**  
**DEVELOPMENT CORPORATION,**  
**GUBERNATORIAL NOMINEE, JASON T. OKUHAMA,**  
**FOR A TERM TO EXPIRE 6-30-2013.**

Chair Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs.

The Department of Business, Economic Development and Tourism (DBEDT) strongly supports the confirmation of Jason T. Okuhama's appointment to the Board of Directors for ATDC. Mr. Okuhama will serve as a Public At-Large member of the ATDC Board of Directors, with his term set to expire on June 30, 2013.

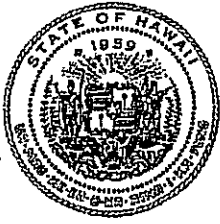
Mr. Okuhama's experience in the mortgage and lending industry, and his vast experience in the financial sector have been very valuable to the ATDC in the handling of complex development concepts, ongoing projects and outstanding issues affecting the ATDC. He has also been an integral member of the Board's Investigative Committee, tasked with evaluating settlement options, negotiating settlement terms, and conveying the Committee's findings and recommendations to the remaining Board members. Furthermore, Mr. Okuhama's contribution to the Board as one of the three At-Large members of the Board of Directors has been immeasurable in terms of time spent and effort extended towards bettering the ATDC and the State of Hawaii.

During his first term on the ATDC Board, Mr. Okuhama proved to be a well-prepared, contributing member of the Board, regularly attending meetings and providing his perspective on measures presented to the Board. His good-natured and business-like approach to ATDC matters

has set a positive tone for the Board, and his opinions are treated with respect and thoughtful consideration. By his actions, Mr. Okuhama has exhibited a strong commitment to serve, and a willingness to expend valuable time to ensure he carries out his responsibilities as an ATDC Board member to the best of his ability.

On behalf of DBEDT, I respectfully urge the Committee to vote favorably on the confirmation of Jason T. Okuhama to the Board of the Aloha Tower Development Corporation.

Thank you for the opportunity to testify in strong support on this matter.



## **ALOHA TOWER DEVELOPMENT CORPORATION**

TOPA Financial Center, Bishop Street Tower, 700 Bishop Street, Suite 1701, Honolulu, Hawaii 96813  
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804  
Website: [www.alohatower.org](http://www.alohatower.org)

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Telephone: (808) 586-2530  
Fax: (808) 586-3046  
E-mail: [atdc@alohatower.org](mailto:atdc@alohatower.org)

Statement of  
**Sandra Pfund**  
Chief Executive Officer  
Aloha Tower Development Corporation  
before the  
**COMMITTEE ON WATER, LAND, AGRICULTURE AND HAWAIIAN AFFAIRS**  
Friday, March 20, 2009  
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in consideration of  
**GM 420**  
**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE**  
**BOARD OF DIRECTORS OF THE ALOHA TOWER**  
**DEVELOPMENT CORPORATION,**  
**GUBERNATORIAL NOMINEE, JASON T. OKUHAMA,**  
**FOR A TERM TO EXPIRE 6-30-2013.**

Chair Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs.

The Aloha Tower Development Corporation (ATDC) strongly supports the appointment of Jason T. Okuhama to the ATDC Board of Directors. Mr. Okuhama is nominated to serve as a Public At-Large member, with a term to expire on June 30, 2013.

Mr. Okuhama has served his first term on the ATDC Board since May 2006. He has always been well prepared, conscientiously reading the sometimes voluminous materials presented to the Board in advance of meetings, taking the initiative to seek further information as necessary, and regularly attending board meetings. He has volunteered to serve on several sub-committees of the Board, and has always acted responsibly and with careful forethought.

Mr. Okuhama has a background in real estate financing and business, which is a valuable asset for the Board. He has contributed significantly to our efforts to further develop the Aloha Tower Project Area and Complex through public-private partnerships. His expertise in private financing and commercial lending has also proved to be a valuable resource, and of great benefit in working with the owners of the Aloha Tower Marketplace as we work towards settlement of all past claims, and as we move forward with new opportunities.



On a personal level, I have found Mr. Okuhama to be a man of integrity and good character. He has always acted independently, and demonstrated that he will work proactively with the best interest of the corporation in mind.

On behalf of the ATDC Board and staff, I respectfully urge the Committee to vote favorably on the confirmation of Jason T. Okuhama to the Board of the Aloha Tower Development Corporation.

Thank you for the opportunity to testify in strong support on this matter.

March 13, 2009

SENATE COMMITTEE ON WATER, LAND, AGRICULTURE AND HAWAIIAN  
AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Gail Fujita

Chairman Hee, Vice-Chair Tokuda and Members of the Senate  
Committee on Water, Land, Agriculture and Hawaiian Affairs

It is my pleasure to provide testimony before the Senate  
Committee on Water, Land, Agriculture and Hawaiian Affairs,  
in support of GM 420, the confirmation of Jason T. Okuhama  
as a Board of Director, Aloha Tower Development  
Corporation.

My business association with Mr. Okuhama has spanned 13  
years beginning when Mr. Okuhama was a Vice President of  
Bank of America's Community Lending Division and had  
responsibility for the Bank's government assisted lending  
programs. This work involved financing a variety of  
community facility loans in concert with grants from the  
U.S. Department of Commerce, Economic Development  
Administration. The loans were critical to the success and  
development of the community based projects and ensured the  
viability of those projects. Throughout our working  
relationship, I have found Mr. Okuhama to be extremely  
knowledgeable and supportive of programs involving economic  
and community development in both urban and rural areas. In  
addition, Mr. Okuhama is extremely hardworking and stays  
invested in the project to ensure that each detail  
necessary is completed. With the current economic downturn  
and its impact on the State budget and Foundation funding,  
Mr. Okuhama's expertise and knowledge are more critical  
than ever as he works to support and assist community based  
groups in achieving their goals and meeting their financing  
needs.

I personally know Mr. Okuhama to be of high integrity and  
dedication and am confident of the enthusiasm and energy he  
will bring to this position. I urge your favorable vote on

his confirmation.

Thank you for this opportunity to testify on this behalf.

Respectfully, *Gail Fujita*

Gail Fujita, Economic Development  
Representative, Hawaii and  
Pacific  
U.S. Department of Commerce  
Economic Development Admin  
Hawaii Office

March 12, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Karen Sakihama

Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as a Board of Director, Aloha Tower Development Corporation.

My business association with Mr. Okuhama has spanned more than 20 years beginning when Mr. Okuhama was a junior loan officer with First Hawaiian Bank on the Big Island. My closest working association with Mr. Okuhama was while he was a Vice President of Bank of America's Community Development Division and responsible for SBA lending in Hawai'i for Bank of America. Through our working relationship, I found Mr. Okuhama to be hard working, dedicated and sincere in his interest to assist Hawai'i's small businesses. Throughout the years, he has maintained a close relationship with the public sector and developed extensive knowledge of the various government financing programs. He has utilized this knowledge to advise and assist small businesses meet their financing needs.

I personally know Mr. Okuhama to be of high integrity and dedication. Being a small business owner himself, he has demonstrated to be an energetic self starter. I feel these attributes will highly serve to complement the Board of Directors of the Aloha Tower Development Corporation. I urge your favorable vote on his confirmation.

Thank you for this opportunity to testify on this matter.

Respectfully,



Karen Sakihama, Acting District Director  
U.S. Small Business Administration  
Hawai'i District Office

March 17, 2009

SENATE COMMITTEE ON WATER, LAND  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Melissa L. Pang Ching

Chairman Hee, Vice-Chair Tokuda and Members of the Senate Committee on Water,  
Land, Agriculture and Hawaiian Affairs.

It is my pleasure to provide testimony before the Senate Committee on Water,  
Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason  
T. Okuhama as a Board of Director, Aloha Tower Development Corporation.

My name is Melissa L. Pang Ching, and I am employed as Acting State Director,  
USDA Rural Development. Our organization has worked with Mr. Okuhama for the past  
14 years beginning when he was a Vice President with the Bank of America Community  
Development Division. While with Bank of America, he was responsible for their  
government-assisted business loan programs. Mr. Okuhama has 28 years of banking and  
commercial and business lending experience. He has proven to be very knowledgeable  
and supportive of our community and economic development programs and very  
proactive in identifying and matching organizations with financial needs with various  
sources of assistance.

Mr. Okuhama has demonstrated a high level of integrity, energy and leadership  
ability. I urge your favorable vote on his confirmation.

Thank you for the opportunity to testify in this matter.

Respectfully,

  
Melissa L. Pang Ching

March 19, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Barry K. Taniguchi

Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

I am pleased to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as a member of the Board of Directors, Aloha Tower Development Corporation.

My name is Barry K. Taniguchi and I am the President of KTA Super Stores of Hawaii Island. I have had the pleasure of knowing Mr. Okuhama for the past few years and know that he will continue to bring to ATDC a wealth of knowledge with over 28 years of banking and commercial and business lending experience. His expertise includes USDA Rural Development, U.S. Small Business Administration, USDA Farm Service Agency loan programs as well as conventional real estate and business lending.

Being from Hilo, Mr. Okuhama has made an effort to support Big Island businesses by providing financing that utilizes these government loan programs. These programs have provided financing to numerous businesses that were not able to secure conventional bank financing and would otherwise not be where they are without these loans. These businesses support our community by creating employment opportunities and providing quality goods and services.

I personally know Mr. Okuhama to be of high integrity, energy, and dedication to community service which I am confident that he will continue to bring to this position. I urge your favorable vote on his confirmation.

Thank you for this opportunity to testify on this matter.

Respectfully,



Barry K. Taniguchi, President  
KTA Super Stores

March 16, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION TO THE  
BOARD OF DIRECTORS, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Jan M. Yamane

Chairman Hee, Vice Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

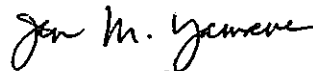
It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama to the Board of Directors of the Aloha Tower Development Corporation (ATDC).

I have known Mr. Okuhama since 1992 when we were both employed at the State of Hawaii Department of Business, Economic Development & Tourism (DBEDT). In my previous capacity as the Research and Planning Coordinator with the DBEDT Office of Tourism and Hawaii Tourism Authority, Mr. Okuhama consulted with me on various tourism-related commercial lending projects he worked on during his tenure as Business Loan Officer in DBEDT's Business Services Division; as Vice President with Bank of America's Community Development Division; and as a Managing Partner of Hawaii Lending Specialists, LLC. I found him to be honest, diligent and responsible in his efforts to objectively evaluate and, as deemed appropriate, secure financing for each project.

I personally know Mr. Okuhama to be an individual of high integrity, enthusiasm, and dedication. I am certain that having someone of his personal character and professional expertise in banking and commercial real estate on the Board of Directors has been of great benefit to the ATDC for the past three years. I urge your confirmation of Mr. Okuhama to a second term on the ATDC Board of Directors so that he may continue to serve the community in this capacity.

Thank you for the opportunity to testify on this matter.

Respectfully,



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Jan M. Yamane, Executive Director  
Waikiki Business Improvement District Association

TESTIMONY PRESENTED BEFORE

SENATE COMMITTEE ON WATER, LAND  
AGRICULTURE AND HAWAIIAN AFFAIRS

GM 420

CONFIRMATION OF GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
TO THE BOARD OF DIRECTORS OF THE  
ALOHA TOWER DEVELOPMENT CORPORATION

March 20, 2009, 3:00 pm

Chairman Hee, Vice-Chair Tokuda and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

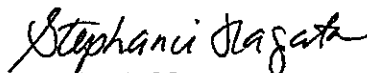
I am writing to respectfully request this committee confirm Jason Okuhama as a Director for the Aloha Tower Development Corporation (ATDC). I had the privilege of working with Jason while we were both at the Department of Business, Economic Development and Tourism (DBEDT) and have known Jason for 17 years as a colleague and friend.

Through my experience working with Jason, I have come to know Jason as person of integrity who is objective in his interpretation of information and decision making. While working at DBEDT, Jason was exposed to the many facets and factors that impact economic development and activity in Hawai'i. Jason's keen understanding of the social factors and impacts of potential development decisions served him well while serving as Vice President with Bank of America's Community Development Division. I am sure others will also attest to Jason's extensive experience in the banking industry, particularly in commercial and residential real estate lending. Needless to say his thorough knowledge and understanding of loan structuring and documentation, credit ratings, analysis of financial records are critical in assessing development proposals that are brought before the ATDC.

It is also important to note that, if reappointed, Jason brings with him the institutional knowledge of the purpose, goals and objectives, as well as an understanding of ongoing projects of the ATDC. The ATDC deals with complex issues and requires individuals with the requisite experience, knowledge, dedication and energy that Jason brings with him. In this regard, Jason is a valuable asset to the ATDC.

I strongly support and urge this committee to reappoint Jason T. Okuhama to the Board of Directors for the Aloha Tower Development Corporation.

Respectfully submitted,



Stephanie Nagata  
Interim Director  
Office of Mauna Kea Management



March 10, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Carole M. Lau

Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

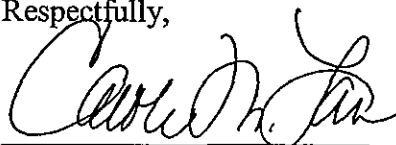
It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as a Board of Director, Aloha Tower Development Corporation.

My name is Carole M. Lau and I am employed as a Senior Vice President and Manager of the Income Property Division of Central Pacific Bank. I have had the pleasure of knowing Mr. Okuhama for the past 18 years having first met him when we were both employed at Bank of America Hawaii. Mr. Okuhama brings to the Board a wealth of knowledge with over 28 years of banking experience, including both commercial and business lending. His expertise includes USDA Rural Development, U.S. Small Business Administration loan programs as well as conventional commercial and residential real estate lending. As a commercial real estate lender, I have had the opportunity to work extensively with Mr. Okuhama through various banking referral transactions and have found him to be extremely knowledgeable and qualified in his field, exhibiting strong sales and loan structuring skills with excellent credit, underwriting and loan documentation background.

I personally know Mr. Okuhama to be of high integrity, dedication and energy, which I am confident that he will bring to this position. I urge your favorable vote on his confirmation.

Thank you for this opportunity to testify on this matter.

Respectfully,



Carole M. Lau

March 13, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Rian P. DuBach

Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

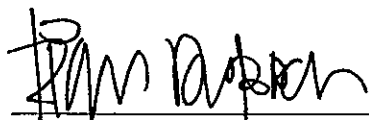
It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as a Board of Director, Aloha Tower Development Corporation.

My name is Rian DuBach and I am the Vice President, Manager of Bank Regulatory Compliance for American Savings Bank. I have personally known Mr. Okuhama for about 9 years and can attest to the strength of his character and reputation within the finance industry. I've been fortunate to have worked with him on a variety of projects, both professionally, and as a Board of Director of a local non-profit organization. He is quite astute financially and well-versed in the banking and financial services industry. As a successful small business owner, Mr. Okuhama has a demonstrative entrepreneurial spirit and keen problem solving acumen. He is trustworthy, dedicated and possesses a good work ethic.

In my estimation, what separates Mr. Okuhama from his peers is his innate ability to blend together various perspectives of business, economic development, and community concerns. I have personally found Mr. Okuhama to be a team player who brings the right partnerships to the table. He proactively solicits feedback from all parties involved and demonstrates the qualities of a true servant leader. I sincerely recommend your favorable consideration on his confirmation.

Mahalo for the opportunity to testify on this matter.

Respectfully,



Rian DuBach, Vice President  
American Savings Bank



5881 Glenridge Drive NE, Suite 130 | Atlanta, GA 30328  
T: 404.267.1177 | F: 404.267.1040 | 800.396.3722  
www.bridgeviewcs.com

March 10, 2009

**SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS**

**THE HONORABLE CLAYTON HEE, CHAIR  
THE HONORABLE VICE-CHAIR TOKUDA,  
GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION  
Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on  
Water, Land, Agriculture and Hawaiian Affairs:**

**Testimony of John J. Seimetz**

It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as a Board of Director, Aloha Tower Development Corporation.

Mr. Okuhama brings to the Board a wealth of knowledge with over 28 years of banking experience, including both commercial and business lending. His expertise includes USDA Rural Development, U.S. Small Business Administration loan programs as well as conventional commercial and residential real estate lending. I have had the opportunity to work extensively with Mr. Okuhama on rural economic development lending through various USDA Loan Guaranty Programs in the State of Hawaii. I have found him to be extremely knowledgeable and qualified in his field, exhibiting strong sales and loan structuring skills with excellent credit, underwriting and loan documentation background.

I personally know Mr. Okuhama to be of high integrity, dedication and energy, which I am confident that he will bring to this position. I urge your favorable vote on his confirmation.

Thank you for this opportunity to testify on this matter.

Respectfully,

John J. Seimetz  
President & CEO  
Bridgeview Capital Solutions, LLC



March 16, 2009

**SENATE COMMITTEE ON WATER, LAND, AGRICULTURE AND HAWAIIAN AFFAIRS**

**THE HONORABLE CLAYTON HEE, CHAIR**

**THE HONORABLE JILL N. TOKUDA, VICE CHAIR**

**GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
A DIRECTOR OF ALOHA TOWER DEVELOPMENT CORPORATION**

Testimony of Kathy A. Daily

Chairman Hee, Vice Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

It is with great pleasure that I provide testimony on behalf of Gubernatorial Nominee, Jason T. Okuhama to the Committee.

I am President of American Farm Mortgage Company, Inc. located in Louisville, Kentucky. American Farm Mortgage Company, Inc. provides agricultural real estate loans in thirty nine states. For the past five years our company has been working with Mr. Okuhama to provide financing to the agricultural producers in Hawaii. The distance from our offices in Kentucky and our limited knowledge of agriculture on the islands was of tremendous concern when making our decision to do business in Hawaii. Mr. Okuhama's knowledge of the islands, lending experience and business relationships were the reasons we came to the islands to do business, and they have been instrumental to our success in providing services to agricultural producers in your state.

Mr. Okuhama is thorough, articulate, and results driven. I believe he possesses the unique ability to relate and communicate effectively to a broad range of individuals. Mr. Okuhama is an impressive ambassador for the organizations which he serves, and most importantly for his state.

I urge your favorable vote on his confirmation.

Thank you for the opportunity to testify on this matter.

Respectfully,

A handwritten signature in black ink, appearing to read 'Kathy A. Daily', is written over a printed name and title. The signature is fluid and cursive.

Kathy A. Daily, President  
American Farm Mortgage Company, Inc.



March 16, 2009

Senate Committee on Water, Land,  
Agriculture and Hawaiian Affairs  
The Honorable Clayton Hee, Chair  
The Honorable Jill N. Tokuda, Vice-Chair

Gubernatorial Nominee Jason T. Okuhama  
Submitted for Consideration and Confirmation as  
Board of Director, Aloha Tower Development Corporation

Testimony of Patrick A. Hamilton

Chairman Hee, Vice Chair Tokuda, and Members of the Senate Committee  
on Water, Land, Agriculture and Hawaiian Affairs:

It is my pleasure to provide testimony before the Senate Committee on  
Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the  
confirmation of Jason T. Okuhama as a Board of Director, Aloha Tower  
Development Corporation.

I am a Sr. Vice President at American Farm Mortgage Company, Inc. of  
Louisville, Kentucky. I have worked with Mr. Okuhama for the past five  
years putting together loans for farmers and agri-businesses on the  
islands. The knowledge he has in understanding the financial structure  
of business is only out weighed by his communication skill and ability to  
work with people and understand their needs. I have found Mr.  
Okuhama to be very professional in everything he does.

It is not often that you find an individual that combines business and  
financial knowledge with a true ability to communicate and relate to  
people. I urge your favorable vote on this confirmation.

Thank you for the opportunity to testify on this matter.

Respectfully,

A handwritten signature in black ink, appearing to read 'Patrick A. Hamilton', written in a cursive style.

Patrick A. Hamilton

March 10, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of James T. Koshiba

Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as a Board of Director, Aloha Tower Development Corporation.

I am the co-founder and Executive Director of Kanu Hawai'i, a nonprofit that works to build grassroots movement among islanders to make Hawai'i a model of sustainability, compassion, and self-reliance for the world, starting personal commitments to change.

I met Mr. Okuhama 8 years ago through work with nonprofits and community organizations. Mr. Okuhama served on the Boards of some of these organizations and as a volunteer advisor on others. Through this work, I observed Mr. Okuhama applying his skills in finance, real estate, planning, and leadership.

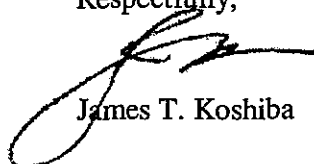
I'm sure you are aware of the incredible expertise and lengthy experience Mr. Okuhama brings to the Board in the areas of banking and finance. What is harder to assess, and what I would like to speak to, are his personal character and leadership abilities. Mr. Okuhama is someone that holds himself to the highest level of personal integrity, strives for excellence in everything he does, and maintains a square focus on the public good.

The Aloha Tower Development Corporation needs board members who can weigh competing interests, think pragmatically about complex issues, and make principled decisions that serve the broader community. Leaders that can do all of these things are rare. Mr. Okuhama is such a leader.

I urge your favorable vote on his confirmation.

Mahalo for this opportunity to testify on this matter.

Respectfully,



James T. Koshiba

March 17, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE & HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Robert Agres, Jr.

Aloha Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture, & Hawaiian Affairs:

Thank you for the opportunity to provide you with my testimony in support of G.M. No. 420, the consideration and confirmation of Jason T. Okuhama as a Board of Director of the Aloha Tower Development Corporation.

Mr. Okuhama is especially qualified to serve on the ATDC Board of Directors because of his extensive banking and commercial real estate and business lending experience. His vast knowledge and expertise in business development, financing, and community revitalization efforts are well-suited to helping guide ATDC's on-going work to redevelop areas surrounding Aloha Tower and provide a much needed boost in these hard economic times. Over the almost 20 years that I have known Mr. Okuhama, I have seen him consistently and effectively act on his commitment to and passion for implementing innovative community and economic development approaches that have already realized true benefits for Hawai'i's people and communities.

In addition, I have had the pleasure and honor of working alongside Mr. Okuhama in his role as HACBED's Board President. In that capacity, he has provided strong and steady leadership, a clear and strategic vision, and a creative and collaborative problem solving approach that has helped to guide our organization over the past 10 years. He has also been extremely generous in the volunteering of his expertise and experience to assist many community-based organizations and small businesses to establish viable ventures that have generated meaningful economic opportunities for residents in low and moderate income communities across the islands.

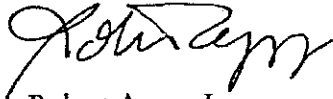
I believe Mr. Okuhama will not only bring the depth of his relevant experience to ATDC but will also be a strong member of the Board of Directors because he possesses:

- a high sense of professionalism and integrity;
- a values base of active listening and compassion;
- an attitude and mindset of collaboration and team work;

- a keenly intelligent and analytical mind; and
- a deep sense of commitment and dedication to economic development strategies that truly benefit Hawai'i's people and sustain those aspects of Hawai'i that make it a special and unique place to live, work, and thrive.

I, therefore, hope that you recognize the value that Mr. Okuhama has already brought to the ATDC Board of Directors to date and that you allow him to continue to contribute to the vision of a revitalized Honolulu by favorably acting on his confirmation.

Sincerely,



Robert Agres, Jr.  
Executive Director  
Hawai'i Alliance for Community-Based Economic Development (HACBED)



March 20, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION TO THE  
BOARD OF DIRECTORS OF ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Carlito P. Caliboso

Chairman Hee, Vice-Chair Jill, and Members of the Senate Committee on Water, Land,  
Agriculture and Hawaiian Affairs:

I strongly support the re-appointment and confirmation of Jason T. Okuhama as a member of the Board of Directors of the Aloha Tower Development Corporation ("Board"). I have known Mr. Okuhama for many years professionally and personally, and as a colleague and a friend. As a highly experienced commercial financing professional and entrepreneur, Mr. Okuhama is in tune with the pulse of business and the economy of Hawaii. His experience is needed even more in these challenging economic times.

Mr. Okuhama has a wide range of experience analyzing and working with all forms of businesses in Hawaii from small businesses to big businesses; from commercial real estate financing to aircraft financing; from financing innovative startup ventures to financing established expanding businesses. Mr. Okuhama brings extensive finance, real estate and business experience to the Board, and is an asset that should be retained by the Board.

I personally know that Mr. Okuhama is very diligent, conscientious, energetic, hardworking and of high integrity.

I urge your favorable vote on his confirmation.

Thank you for this opportunity to testify on this matter.

Respectfully submitted,



Carlito P. Caliboso

March 10, 2009

Senate Committee on Water, Land, Agriculture and  
Hawaiian Affairs  
The Honorable Clayton Hee, Chair  
The Honorable Jill N. Tokuda, Vice-Chair  
State of Hawaii  
Hawaii State Capitol  
415 S. Beretania Street  
Honolulu, Hawaii 96813

Writer's Direct Dial: (808) 526-4732  
Writer's Email: [dyamamoto@yshawaii.com](mailto:dyamamoto@yshawaii.com)

Re: GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Dear Chairman Hee, Vice-Chair Tokuda, and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs:

It is my pleasure to provide testimony before the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs in support of GM 420, the confirmation of Jason T. Okuhama for a second term as Board of Director, Aloha Tower Development Corporation.

I have had the privilege of working with Mr. Okuhama for over 15 years. Mr. Okuhama was previously Vice President for Bank of America in Hawaii and responsible for the Bank's government-assisted loan programs. Currently, Mr. Okuhama is a principal of Hawaii Lending Specialists, LLC, a Hawaii-based commercial mortgage brokerage, which is actively involved in commercial financing and residential real estate financing throughout the Pacific Rim, in his 25 years in the lending industry, Mr. Okuhama has financed a wide range of businesses, from commercial and residential real estate developments projects to affordable housing projects to commercial airlines. Mr. Okuhama is highly respected by his peers in the lending industry.

Based upon my experience working with Mr. Okuhama, I know him to be of the highest integrity and ethics. He is decisive, confident, detail-oriented and possesses outstanding leadership qualities.

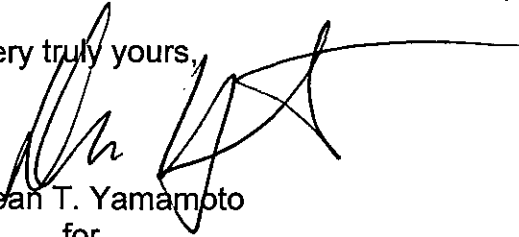
As a Director for Aloha Tower Development Corporation, Mr. Okuhama has volunteered innumerable hours of his time over the past several years, and I know he will continue to do so if confirmed.

Senate Committee on Water, Land, Agriculture and Hawaiian Affairs  
The Honorable Clayton Hee, Chair  
The Honorable Jill N. Tokuda, Vice-Chair  
March 10, 2009  
Page 2 of 2

I strongly urge your vote in favor of Mr. Okuhama's confirmation.

Thank you for this opportunity to testify on this matter.

Very truly yours,

A handwritten signature in black ink, appearing to be 'Dean T. Yamamoto', written over a horizontal line.

Dean T. Yamamoto  
for

**YAMAMOTO & SETTLE**  
A Limited Liability Law Company



March 12, 2009

SENATE COMMITTEE ON WATER, LAND,  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Chairman Hee, Vice Chair Tokuda and Members of the Senate Committee on Water, Land, Agriculture and Hawaiian Affairs, in support of GM 420, the confirmation of Jason T. Okuhama as Board of Director, Aloha Tower Development Corporation.

My name is Richard Schnitzler and I am the president of Hamakua Macadamia Nut Company. I first met Mr. Okuhama while trying to attain financing for a new business, Hamakua Macadamia Nut Company, 15 years ago. It was with Mr. Okuhama's assistance, and knowledge, of finance, perseverance and dedication that allowed Hamakua Macadamia Nut Company to become part of Hawaii's macadamia nut industry. His 25 year long history of helping Hawaii's existing and start up businesses with their financial needs speaks well of his expertise in the areas of banking, underwriting, sales and loan structuring.

Mr. Okuhama is above all, honest, fair, and open minded and a good citizen who is endowed with a strong belief in voluntary community service for the betterment of all in our island communities.

Thank you for the opportunity to testify on this matter.

Sincerely Yours,

Richard Schnitzler  
President

Hamakua Macadamia Nut Company



March 18, 2009

SENATE COMMITTEE ON WATER, LAND  
AGRICULTURE AND HAWAIIAN AFFAIRS

THE HONORABLE CLAYTON HEE, CHAIR

THE HONORABLE JILL N. TOKUDA, VICE-CHAIR

GUBERNATORIAL NOMINEE JASON T. OKUHAMA  
SUBMITTED FOR CONSIDERATION AND CONFIRMATION AS  
BOARD OF DIRECTOR, ALOHA TOWER DEVELOPMENT CORPORATION

Testimony of Robert M. Stanga

Chairman Hee, Vice-Chair Jill, and Members of the Senate Committee on Water, Land, Agriculture and  
Hawaiian Affairs:

My name is Robert M. Stanga and I am the CEO / President of Hamakua Heritage Farm, Inc. located in  
Laupahoehoe on the Island of Hawaii. I met Jason Okuhama ten years ago, while working with him  
against many odds to obtain a large loan for a start up business known today as Hamakua Heritage Farm,  
Inc. DBA "Hamakua Mushrooms". I believe today that without the hard work and constant dedication by  
Jason to help us obtain that loan, I would not be here today serving our community. It is in large part,  
because of Jason and his willingness to not give up on our dream, that twenty families have jobs on the  
Island of Hawaii.

It is my opinion that Jason Okuhama would be a great asset in any position held here in the State of Hawaii.  
Hawaii is very fortunate to have an opportunity to bring Jason to this position. I hope you will agree and  
vote for his confirmation.

I appreciate this opportunity to testify on this matter,

Respectfully,  
Robert M. Stanga

HAMAKUA HERITAGE FARM, INC.

PO Box 205 Laupahoehoe, HI 96764 Phone 808-962-0017 Fax: 808- 962-0300  
www.hbfhawaii.com

**TESTIMONY**  
**GM 420**  
**(END)**