

LATE TESTIMONY



Hawaii Venture Capital
Association
805 Kainui Drive
Kailua, Hawaii 96734
808-262-7329
<http://www.hvca.org>

February 2, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I have been the President of the Hawaii Venture Capital Association since 1999 and have known Mr. Lim for as many years through his work and support of the Targeted Industries Growth Report that tracked Hawaii's growing technology sector and educated the community about the importance of a diversified economy. He is a true leader with outstanding management capabilities and the insight to lead the economic development mission of the State of Hawaii.

I am very confident that Mr. Lim will work closely with stakeholders in the technology and venture capital community, that he will be engaged, open and listen to input from stakeholders, that he will help guide and direct DBEDT in affirmative ways to grow our economy and help achieve economic diversification by giving credence to the potential of the tech sector, that he will help foster capital formation needed to support growing tech companies, that he will participate in community events and rally support for the Governor's economic development agenda, that he will be a key player in creating a New Day for Hawaii.

For these and other reasons, I strongly urge his confirmation as DBEDT Director.

Please feel free to contact me directly should you have any questions.

Sincerely,

(Bill Spencer)

c: Richard C. Lim, DBEDT

Written testimony of

ALAN HAYASHI

Before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY
and
SENATE COMMITTEE ON TOURISM
February 8th, 2011

In consideration of
CONFIRMATION OF RICHARD LIM TOURISM

Chari Fukunaga, Chair Kim, and members of the committees on Economic Development & Technology, and Tourism:

I am submitting my written support of Mr. Richard C. Lim as Director of DBEDT. As an employee of a large national defense contractor, I have witnessed with appreciation the support of Mr. Lim for the technology sector, in his role as a respected banker and most recently venture capitalist. Hawaii faces some challenging times as we attempt to recover from the recent recession in an environment of reduced federal government funding. The technology sector offers Hawaii an additional growth sector to support tourism and defense.

Mr. Lim possesses the understanding of Hawaii's diversified economy, the technology industry and its possible role in Hawaii's long term future. We look forward to working with Mr. Lim to grow Hawaii's economy into a more diverse and recession resistant sector.

Thank you for the opportunity to submit my testimony on behalf of Richard C. Lim.

Sincerely,

Alan S. Hayashi
207-4 Kawaihae Street
Honolulu, Hawaii 96825

Testimony to the Senate Committee on Economic Development and Technology and the Senate
Committee on Tourism
Tuesday, February 22, 2011
1:15 p.m.
Hawaii State Capitol, Room 224

LATE

GM 506: Nomination of Richard C. Lim to the Director of the Department of
Business, Economic Development and Tourism.

Chairs Fukunaga and Kim, Vice Chairs Wakai and Kouchi and Members of the Committees on
Economic Development and Technology and Tourism.

My name is Gary Kai and it gives me great pleasure to submit this letter in support of the
nomination of Richard C. Lim to the Director of Department of Business, Economic
Development and Tourism.

I have been fortunate to have known Richard for over 25 years on a personal and professional
level. In that time I have found Richard to be a person of great integrity which is extremely
important quality for anyone serving in a Public Office. In all of his various responsibilities, as a
community volunteer, businessperson and public servant, Richard has also demonstrated a sense
of fairness, common sense and good judgment.

Richard and I, although with different banking organizations, have worked together during his
many years as a bank executive. He demonstrated a keen understanding of business in Hawaii
and strong commitment to helping businesses thrive. He was always a very creative person and
quickly able to understand and deal with new and complex issues. More recently his career
reflects a broader effort in working with all types of businesses in our state.

In addition to his strong commitment to his ohana and extended ohana, Richard continues to
give back to our entire community through his volunteer work. I have worked with him in the
past helping nonprofits to help our community and he continues to do so.

I am confident that Richard has the strength of character and the strategic vision that the Director
of the Department of Business, Economic Development & Tourism needs to face the challenges
that face our state.

I strongly support his appointment as Director of the Department of Business, Economic
Development & Tourism.

Thank you for the opportunity to testify.

Sincerely,

//s

Gary K. Kai
1042 Fort Street Mall, Suite 200
Honolulu, Hawaii 96813



**The Chamber of
Commerce of Hawaii**

Since 1850

**Testimony to the Senate Committees on Economic Development & Technology and
Tourism**

Tuesday, February 22, 2011

1:15 P.M.

Conference Room 224, State Capitol

LATE

**RE: GOVERNOR'S MESSAGE NO. 506, SUBMITTING FOR CONSIDERATION
AND CONFIRMATION TO THE DIRECTOR OF THE DEPARTMENT OF
BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM,
GUBERNATORIAL NOMINEE, RICHARD LIM, FOR A TERM TO EXPIRE
12-01-2014.**

Chairs Fukunaga and Mercado Kim, Vice Chairs Wakai and Kouchi, and Members of the Committees:

My name is Jim Tollefson and I am the President and CEO of The Chamber of Commerce of Hawaii ("The Chamber"). I am here to state The Chamber's support for the consideration and confirmation to the Director of The Department of Business, Economic Development and Tourism, Gubernatorial Nominee, Richard Lim.

The Chamber is the largest business organization in Hawaii, representing more than 1,100 businesses. Approximately 80% of our members are small businesses with less than 20 employees. As the "Voice of Business" in Hawaii, the organization works on behalf of its members, which employ more than 200,000 individuals, to improve the state's economic climate and to foster positive action on issues of common concern.

Mr. Lim is an experienced financial services executive with more than 25 years of banking and investment experience. He was a Co-Founder of Sennet Capital and previously served as president and chief operating officer of City Bank until its merger with Central Pacific Bank.

In addition, he has been an active member of the community and has served on a number of boards and commissions, including Island Insurance, DragonBridge Capital LLC, American Judicature Society (Treasurer), Hawaii Technology Development Venture Board, Pacific Asian Affairs Council board, Hawaii Institute for Public Affairs and the Planning Commission for the City and County.

I have known Mr. Lim through my days and contacts at the Bank of Hawaii and through our board membership at HIPA. I have found him to be entrepreneurial, collaborative and with a firm understanding of banking and financial matters, qualities which are important for this position.

I respectfully ask that the Committees consider and confirm Mr. Lim's appointment to the Director position. Thank you for the opportunity to provide comments.



**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY
SENATE COMMITTEE ON TOURISM**

February 22, 2011, 1:15 P.M.

Room 224

(Testimony is 1 page long)

LATE

**TESTIMONY OF IN SUPPORT OF GM 506, RICHARD LIM AS DIRECTOR OF THE
DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM**

Chairs Fukunaga and Kim and members of the Committees:

The Blue Planet Foundation supports the nomination of Richard Lim to Director of the Department of Business, Economic Development and Tourism (DBEDT).

In his two short months on the job as Interim Director, Mr. Lim has proven himself to be a quick study and shown that he is deeply interested in Hawaii's clean energy future. Mr. Lim has been very accessible, thoughtful, and assertive. He is committed to understanding what it will take to navigate the pathway of success to move Hawai'i off of imported fossil fuel. Mr. Lim also knows Hawaii's business landscape well and—given his strong business background—should be able to engage key stakeholders on issues of importance. Mr. Lim has a long history in various management positions—experience which will help him to effectively implement key initiatives at DBEDT.

I had the opportunity to serve with Mr. Lim for a number of years on the Honolulu Planning Commission. In that venue I found Mr. Lim to be independent, fair, and willing to ask tough questions. These traits will serve Mr. Lim well as Director of DBEDT.

Blue Planet supports Mr. Lim's confirmation.

Thank you for the opportunity to testify.

Testimony before the
**Senate Committees on Economic Development and Technology,
and Tourism**

Tuesday, February 22, 2011
1:15 p.m., Conference Room 224

LATE

Statement on Governor's Message No. 506

by Robert A. Alm
Executive Vice President
Hawaiian Electric Company, Inc.

TO THE HONORABLE CAROL FUKUNAGA AND DONNA MERCADO KIM, CHAIRS,
GLENN WAKAI AND RONALD D. KOUCHI, VICE CHAIRS, AND MEMBERS
OF THE COMMITTEES:

It is my pleasure to support the nomination of Richard C. Lim, to be Director of the Department of Business, Economic Development and Tourism (DBEDT). He is the right man for this job, particularly at this critical time for our State.

I have known Richard and worked with him over the last twenty years. He is a results-focused individual, both driven and impatient, and he measures results where they have need to be measured (the market in his previous work). In particular, in terms of the last, he will not simply play an insider's game, he insists that anything he works on stands up to real life tests, and in his current case that means the public.

Taking over this department, given its recent history, is a major challenge. It was certainly one of the departments whose relationship with the Legislature was to say the least troubled. Richard has taken on an aggressive portfolio while restoring its credibility with you and others, and had to do so with a dramatically reduced staff.

One area he has had to learn a whole lot about in a hurry is energy as clean energy remains a very big priority for all of us. A number of us have been very aggressively questioned by Richard, who seems insatiable in his need for knowledge. I once said that on clean energy issues, he got dropped into the second act of a play, handed the script, and told to start reading. At one level, he has done so but only because he is satisfying himself personally that it is the right thing to do. I do not agree with all of his views but I do respect the integrity of his process of learning.

I have been particularly impressed with his insistence that complex subjects be made understandable and that the issues need to be presented in ways that everyone can understand. I believe that attitude serves the public well.

I would urge you to confirm Richard Lim as Director of DBEDT.

CARLSMITH BALL LLP

A LIMITED LIABILITY LAW PARTNERSHIP

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1001 BISHOP STREET
HONOLULU, HAWAII 96813
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OUR REFERENCE NO.:
000901-00030

February 18, 2011

Committee on Economic Development and Technology
Committee on Tourism
Room 224
415 South Beretania Street
Honolulu, HI 96813

Re: GM 506
Hearing: Tuesday, February 22, 2011
Time: 1:15 p.m.

I am pleased to write this letter of support for Richard Lim to become the Director of the Department of Business, Economic Development and Tourism.

I have known Richard and his wife for more than twenty years. In representing the two financial institutions that he worked for during the time that I represented them, I was in regular contact with him and watched him grow in those companies, eventually becoming President of City Bank. He retired from City Bank when it was merged into Central Pacific Bank. In the process, he developed experiences and qualities that enable him to be amply qualified to assume the position of Director of DBEDT.

Richard has proven himself to be an effective leader, leading his banks to consistent profitability and success. Throughout the time that I represented the institutions, Richard was always among the top three leaders, giving him substantial experience in leading and managing a large organization. His positions of responsibility continually tested his abilities and judgment, which were demonstrated in the success that he achieved. These top responsibilities for so many years exposed him to many segments of the business community and its leaders, relationships which will be helpful to a position like the Director of DBEDT.

I should also mention Richard's entrepreneurial abilities and instincts, qualities that he seemed to have always had. He is continually testing new ways of doing things and challenging those around him to think expansively. It often results in new approaches that lead to better decisions and eventual success. With the substantial economic problems faced by the State, the

position of Director becomes ever more significant, and the entrepreneurial and creative talents that Richard brings to the job should help him and the Department.

Finally, I should note that Richard, despite his hectic schedule in not only his business but in the support of many worthy community causes, has been a good family man, close to his wife, and ever-present whenever his kids, for example, need him or have athletic and school activities.

I urge your confirmation of Richard as Director.

Sincerely,

Lawrence S. Okinaga

LSO/soa

Radcliffe & Associates, LLC

222 South Vineyard Street, Suite 401, Honolulu, HI 96813-2453 Phone (808) 524-4459 Fax (808) 599-4340

LATE

February 22, 2011

Senator Carol Fukunaga, Chair
Senator Glenn Wakai, Vice Chair
Committee on Economic Development and Technology

Senator Donna Mercado Kim, Chair
Senator Ronald D. Kouchi, Vice Chair
Committee on Tourism

RE: GM506 Submitting for consideration and confirmation to the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, RICHARD C. LIM, for a term to expire December 1, 2014. Dear Chair Espero, Vice Chair Kidani and Members of the Committee:

Dear Chair Fukunaga, Vice Chair Wakai, Chair Kim, Vice Chair Kouchi and Members of the Committee:

Please vote to confirm Richard Lim. I have known him for at least a dozen years or more, and know him to be a hard working, honest, man with significant knowledge of business in Hawaii—and with Hawaii's interest at heart.

This is a self-made business leader and banker who has spent his working life making life better for the working people of Hawaii.

He has no need to take the job that Governor Abercrombie has offered to him, other than his desire to use his skill and talent to help the Governor and all of us to enhance business, and the business climate in Hawaii.

Thank you for the opportunity to submit written comments.

Sincerely,

John H. Radcliffe

Dexter S. Aoki
98-1852 Apelekoka Street
Aiea, HI 96701

LATE

January 26, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development and Technology
Senate Capitol, Room 216
Honolulu, Hawaii 96813

The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
Senate Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Members of the Senate Committees:

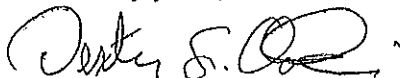
I am writing this letter to convey my support for Richard Lim as the Director of the Department of Business, Economic Development and Tourism (DBEDT).

I have known Richard for fifteen years during which time he served as Chief Operating Officer of City Bank of Honolulu and subsequently as a senior executive of Central Pacific Bank. My frequent discussions with him over the last few years pertaining to economics and investments give me good reason to believe that he would be an excellent selection as the Director of DBEDT. His knowledge of business and finance, coupled with his feel for Hawaii's culture makes him uniquely qualified for this position.

Further reinforcing his qualifying business acumen is his devotion to community evidenced by his work at the Daihonzan Chozen-ji/International Zen Dojo.

Please feel free to contact me at 398-6330 directly should you have any questions.

Sincerely yours,



Dexter S. Aoki



Inovi Group, LLC
800 Richards St., Suite 200, Honolulu, HI 96813

LATE

6 February 2011

The Honorable Carol Fukunaga
Chair, Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim
Chair, Senate Committee on Tourism
Hawaii State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim, and Members of the Committees,

It is my privilege to submit testimony in support of the GM506 for the nomination of Mr. Richard Lim to serve as the Director of the State of Hawaii Department of Business, Economic Development & Tourism (DBEDT).

I have known Mr. Lim from his leadership role at City Bank, when he took an early and unique stand in the financial community to support technology companies and economic development initiatives. At the time, I was the Executive Director of the Oahu Economic Development Board, now Enterprise Honolulu, and Richard was a visionary Board member who helped to spearhead an industry cluster model that has since become an economic development standard. Richard also created the Targeted Industry Growth Reports (TIGR) that communicated the value of supplier chains surrounding and supporting technology firms.

Since then, Mr. Lim has provided invaluable support to the technology industry and the Hawaii economy through his Venture Capital firm, Sennet Capital, and his Advisory role with the Hawaii Technology Development Venture (HTDV) and his Board leadership on the Pacific Asian Affairs Council (PAAC).

The Inovi Group provides the technology industry with business development training, proposal management and development, and related trainings. It supports over 10 clients who provide thousands of jobs in the technology, clean energy and land development, edu-tourism and sustainable agriculture industries. With Mr. Lim as the Director of DBEDT, we know that our clients will have a knowledgeable and realistic supporter of key industries who is committed to creating and sustaining quality jobs for our community.

Sincerely,

Bernice G. Bowers

Managing Member, Inovi Group, LLC

Data@Work

Market Research

1029 Iiwi Street
Honolulu, Hawaii
U.S.A. 96816

(808) 291-4407 cell
1-800-878-7920 fax
Website: rcassiday.com

January 23, 2011

LATE

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I am owner of Data@Work, a market research firm, as well as the trustee for the Mary Lucas Estate, an ongoing ranching operation. I have known Mr. Lim for through my work with him on real estate markets and property value trends. In this, I have found him to be remarkably cooperative and collaborative, as well intelligent and sensible – qualities which I think you would appreciate, in your oversight role.

I strongly urge his confirmation as DBEDT Director.

Thanks for your consideration of my thoughts, and feel free to contact me directly should you have any questions.

Yours truly,



Paul Cassidy Jr. (Ricky)
Principal, Data@Work
Trustee, Mary Lucas Estate



St. Francis

HEALTHCARE SYSTEM OF HAWAII
A Legacy of Caring for Hawaii's People

LATE

January 18, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Committee Members:

I would like to express my strong endorsement for Richard C. Lim to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I have known Richard for over 20 years, having worked with him at International Savings & Loan Association and City Bank. I have been fortunate to have collaborated with Richard on a numerous business plans, financial projects and initiatives, including the \$500+ million merger of the aforementioned financial institutions.

Mr. Lim is a very strategic and innovative leader, who has the energy, financial acumen and business experience to be an effective and exceptional director at the DBEDT. He is an excellent communicator and works well with people of diverse backgrounds and skill sets. The DBEDT is very fortunate to having someone of Richard's caliber as its leader.

I strongly support and recommend his confirmation as DBEDT Director.

Sincerely,

Paul Chun
Chief Financial Officer

cc: Richard C. Lim, DBEDT

Herbert N. Conley

3 9 4 4 N o e l a P l a c e · H o n o l u l u · H a w a i i · 9 6 8 1 5

January 20, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

LATE

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing in strong support of the nomination of Richard Lim as Director of DBEDT.

As a prior owner and managing director of Coldwell Banker Pacific Properties (Hawaii's largest residential real estate brokerage, I have known Richard on a professional and personal basis for 15 years. We were partners in a mortgage brokerage firm, Pacific Access Mortgage for 7 years.

My experience with Richard tells me he is the right person for this job at this time for the following reasons.

1. He tackles and succeeds at projects others think are not possible. He took a small mortgage department at a mid-tier savings and loan and turned it into the largest, most successful and respected residential lender in the state of Hawaii.
2. He creates loyalty with his team at an enviable level. It was usual for members of his management team to have been with him for 20+ years.
3. He moves equally well in the public and private sector and understands the difference between them. He has served successfully on many boards in both arenas for many years.

For someone of Richards experience and track record of success to volunteer for public service is rare. I am hopeful the state will take advantage of this opportunity and unanimously support Richard for this vital position.

Should you have any questions please contact me directly at 595-5100.

Herbert Conley
Managing Director (retired)
Coldwell Banker Pacific Properties

I am writing in strong support of the nomination of Richard Lim as Director of DBEDT.

As a prior owner and managing director of Coldwell Banker Pacific Properties (Hawaii's largest residential real estate brokerage, I have known Richard on a professional and personal basis for 15 years. We were partners in a mortgage brokerage firm, Pacific Access Mortgage for 7 years.

My experience with Richard tells me he is the right person for that job at this time for the following reasons.

1. He tackles and succeeds at projects others think are not possible. He took a small mortgage department at a mid-tier savings and loan and turned it into the largest residential lender in the state of Hawaii.
2. He creates loyalty in his team at an enviable level. It was usual for his management team to have been with him for 20+ years.
3. He moves equally well in the public and private sector and understands the difference between the two. He has served on many boards in both arenas for many years.

Should you have any questions please contact me directly at 595-5100.

Herbert Conley
Managing Director (ret.)
Coldwell Banker Pacific Properties



February 3, 2011

LATE

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I am the CEO of Kairos Energy Capital LLC, and was formerly CEO and Managing Director of Sennet Capital LLC. I have known Mr. Lim for four years through my work with him at Sennet. In this capacity, I have had the opportunity to work closely with Mr. Lim on a variety of projects and initiatives, as well as the management and operation of our company. In the course of working together, I have come to appreciate Richard's keen, insightful mind, his creativity in solving complex problems, his ability to quickly grasp the totality of a complex situation and penetrate to the heart of a problem, and his passion and energy in getting results.

For these and other reasons, I strongly urge his confirmation as DBEDT Director.

Please feel free to contact me directly should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Larry Gilbert", with a long, sweeping underline.

LARRY GILBERT

c: Richard C. Lim, DBEDT

January 17, 2011

LATE

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, HI 96813

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I have known Mr. Lim for over 10 years through my work with him at City Bank as well as several non-profit organizations. In this capacity, I have had the opportunity to work with Mr. Lim on a variety of business related projects and have found Mr. Lim to be a very knowledgeable and have excellent communication skills along with being a terrific leader.

For these reasons, I strongly urge his confirmation as DBEDT Director.

Please feel free to contact me directly at 808-286-2825 should you have any questions.

Sincerely,



Michael E. Grossi

KONRAD H. IKEI CONSULTING

Konrad Ikei

3368 Keanu Street | Honolulu, Hawaii 96816 | 808.561.4464 | konrad.ikei@gmail.com

VIA EMAIL

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology

LATE

The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism

State Capitol, Room 216
Honolulu, Hawaii 96813

Regarding: Nomination of Richard C. Lim (GM #506)
Committee: Senate Committee on Economic Development & Technology

Dear Senator Fukunaga and Senator Kim and Members of the Committees:

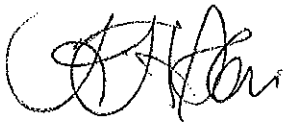
It is with pleasure and an honor to write this letter of testimony to express my strong support of Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development and Tourism (DBEDT).

I have known Mr. Lim for over twenty (20) years. Fourteen of these years were through my association with International Savings & Loan and City Bank. I had the opportunity to work with Mr. Lim in the capacity as a sales and marketing professional for these two financial institutions, both of which Mr. Lim led as President. One such project that I worked with Mr. Lim was leveraging the bank's sponsorship in the public interest of the *Targeted Industries Growth Report* (known as *TIGR*) published in the "Hawaii Business" magazine. Mr. Lim believed that we need to look in new places, and listen to new voices, in our search for ideas and solutions to "think outside the box" to revitalize and reinvent the Hawaii's economy. *TIGR* focused on promising industries such as UH-supported technology, ocean/earth sciences and astronomy industries, telecommunications and Internet services, sports tourism, film production and computer development, health tourism, diversified agriculture and education tourism.

Besides working with Mr. Lim under his leadership in the private sector, Mr. Lim is a mentor to me. He has inspired me with his big vision and ability to get things done. I am currently an Executive Loan Officer for Territorial Savings Bank. I am self-employed as a Business Development and Marketing Consultant, and have held marketing management positions in banking and with Hawaii's top real estate brokerage company and Hawaii's top tour and transportation company for over twenty years. I have certainly benefitted from Mr. Lim's wisdom and guidance throughout my successful career as a marketing professional and in the business sector.

For these and other reasons, I strongly urge his confirmation as DEBT Director. Please feel free to contact me directly at 808.561.4464 or konrad.ikei@gmail.com should you have any questions.

Sincerely,



Konrad H. Ikei

cc: Richard C.Lim, DBEDT

RICHARD

I N G

LATE

February 10, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I am the General Partner for Sheridan Ing Partners Hawaii and I have known Mr. Lim for 15 years. As the President of City Bank, Mr. Lim helped me finance a real estate project on Maui. There were several complicated issues during the purchase and Mr. Lim formulated creative solutions.

In my opinion, there is no one of greater integrity, more committed to seeking and determining the facts, and of stronger work ethic than Mr. Lim. You can be assured that he will apply the necessary care and diligence to each matter and carefully weigh all perspectives.

For these and other reasons, I strongly urge his confirmation as DBEDT Director.

Please feel free to contact me directly should you have any questions.

Sincerely,



Richard K. Ing

c: Richard C. Lim, DBEDT

RICHARD K. ING
841 BISHOP STREET, SUITE 860
HONOLULU, HAWAII 96813-3909
PHONE (808) 531-6984 · FAX (808) 531-2611 ·
EMAIL ringo2@aol.com

February 4, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

LATE

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I would like to respectfully submit my testimony in support of Richard Lim's appointment as the Director of the Department of Business, Economic Development and Tourism.

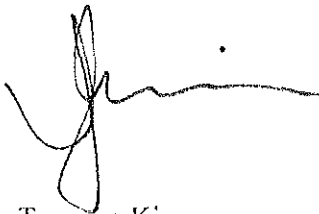
I have know Richard for several years while I served as a Board Member and President of the Korean American Foundation Hawaii. Throughout Richard's service to the Board as its Treasurer, Richard had flawlessly managed the Foundation's finances great professionalism and foresight. One would expect no less from a professional financier, however equally important, if not even more so, was Richard's consistent guidance to the Foundation on establishing structure, consistency and prudent management for the organization.

Richard reviewed every project for it's consistency with the Foundation's mission and core values but also lead the organization in showing compassion for those in need even when they did not neatly fit in to the Foundation's structured framework.

I feel that Richard's capacity to focus constantly and consistently on those being served, makes him a excellent leader.

I can think of no one finer to lead DBEDT with both the organizational skills and the vision that Richard Lim can.

Respectfully,



Taeyong Kim
Principal
Environmental Communications, Inc.

c: Richard C. Lim, DBEDT

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

LATE

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT). Immediately after being appointed as interim director he reached out to industry and asked us for input. He organized industry leaders and facilitated cooperation between industry and DBEDT in a very effective manner. We believe he is the right person to put our economy back on track. As such, we would very much like to see Richard's appointment confirmed by the senate.

Please feel free to contact me directly should you have any questions.

Sincerely,



Daniel Leuck
President
Ikayzo, inc.
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**Economic Development and Technology Committee
Hearing
Early Submission of Testimony
Date, Time and Conference Room Not Known
Senator Carol Fukunaga, Chair**



Testimony for GM506, Richard Lim, Director DBEDT

LATE

Dear Chair Fukunaga and Members of the Committee:

My testimony is in **STRONG SUPPORT** of GM 506, Richard Lim, for the position of Director of the Department of Business, Economic Development & Tourism. My name is Lynn McCrory and I am the President of PAHIO Development, Inc. We are a locally owned and operated time share development company on the island of Kauai.

Richard brings to government years of experience in the financial industry private sector businesses. He brings years of experience in a large business that operated state wide. He brings years of experience in working on operational, strategic, marketing, and financial components. He brings years of experience in working with people, both employees and customers. In addition, he brings all of this with a passionate positive attitude, and a great sense of humor.

My experience in working with Richard goes back at least 15 years. It would be hard for me to find a more comprehensive individual who could couple the skills learned in large business to what would be required to work in government at a time where the available resources are very slim, and the workload very demanding. The State of Hawaii will benefit from the leadership that will be provided by Richard Lim.

I humbly ask for your consideration to **SUPPORT GM506**. Mahalo!

Me ke aloha pumehana
With warm aloha,

PAHIO DEVELOPMENT, INC.

A handwritten signature in black ink, appearing to read "Lynn P. McCrory", written in a cursive style.

Lynn P. McCrory
President

C: Dawn M. T. Okuhama

AYABE, CHONG, NISHIMOTO, SIA & NAKAMURA

ANN H. ARATANI
SIDNEY K. AYABE*
ROBERT A. CHONG
STEPHEN G. DYER
PATRICIA T. FUJII
STEVEN L. GOTO
KENNETH T. GOYA
RYAN J. INOUYE
GAIL M. KANG
RONALD T. MICHIOKA
GARY S. MIYAMOTO
FRANCIS M. NAKAMOTO
RICHARD F. NAKAMURA
LAWRENCE H. NAKANO

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JOHN S. NISHIMOTO
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PHILIP S. UESATO
MICHAEL J. VAN DYKE
J. THOMAS WEBER
DIANE W. WONG
CALVIN E. YOUNG

Of Counsel:
DAVID A. GRUEDNER
EDMUND K. U. YEE

RODNEY S. NISHIDA
(1949 - 2004)

A LAW CORPORATION*

February 8, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

LATE


Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 relating to the nomination of Richard C. Lim as the Director of the Department of Business, Economic Development & Tourism (DBEDT). I am a senior partner in the law firm of Ayabe, Chong, Nishimoto, Sia & Nakamura and have known Mr. Lim for over 40 years, having first met him when we were classmates at St. Louis High School.

I have continually been in contact with Mr. Lim through both personal and professional activities over the years and have observed him to be an energetic person who has gained a wealth of knowledge regarding business matters. Given his experience, it is my opinion that Mr. Lim will be able to bring fresh, innovative ideas to the Department and initiate new approaches to stimulating our State economy.

For these and other reasons, I strongly urge his confirmation as DBEDT Director. Please feel free to contact me directly should you have any questions.

Very Truly Yours,



John S. Nishimoto

c: Richard C. Lim, DBEDT

Celebrating 46 years of service to the community

The AKAMAI Foundation

146 Hekili Street | Suite 203 | Kailua | Hawaii 96734

January 13, 2011

LATE

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

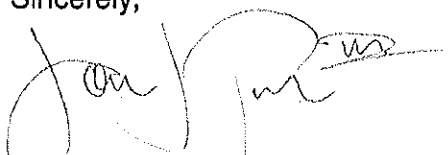
I am writing to express my strong support of Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

I am the Chairman & CEO for The AKAMAI Foundation and have known Mr. Lim for six years through my work with him as a professional in the finance industry and advocate for financial literacy. In this capacity, I have had the opportunity to witness his business acumen, passion, and interest in improving economic and educational opportunities for Hawaii.

For these and other reasons, I strongly urge his confirmation as DBEDT Director.

Please feel free to contact me directly should you have any questions.

Sincerely,



Louis F. Perez III
Chairman & Chief Executive Officer

c: Richard C. Lim, DBEDT

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

LATE

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing in strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

Hawaii's economy remains in a state of uncertainty, on a thin line between glimmers of hope and a bleak picture of disrepair. In search of solutions, we hear through media, the intellect of public servants as they maneuver for power in leadership positions. The quest for advantage is easily corrupted when self stands in the way of the public's interest. Throughout history, leaders having gained power become deluded. It is extremely rare to find a leader such as Richard Lim who instead serves constantly with total selflessness, while at the same time with total wisdom.

In our first encounter twenty-five years ago, I experienced first hand, Richard's intensity, decisiveness, clarity and strength while sparring in martial arts. I've also had the opportunity to watch him apply those same principles in the business domain. Some of Richards' closest confidants have also been mine, allowing me to be privileged to his behind the scene workings. In various situations, Richard's flexibility and intuitive perception allowed for future successes that in infant stages were not obvious or apparent.

This intuitive perception that Richard has is an illusive quality very difficult to realize. Its evidence becomes apparent with correct timing; when to fight and when to concede, who to rely on and who to protect from. It provides crystal clear clarity to correctly manage all resources human and material, and identify the root source of any problem as well as the root source of any solution. Most importantly, it is the skill to transcend all conflicts or dualistic circumstances. As former president of the Aloha Stadium Swap Meet Vendors Association I've experienced the impact of legislative and bureaucratic decisions on small business. Usually, it ends up being the big guy versus the little guy, mainland against local, this party and that party, the haves and the have nots, etc. etc.... at each other's expense. Richard knows the importance of accommodating all oppositions so that each can thrive.

Notwithstanding, Richard's banking and investment expertise and successes may lead one to a sense of his being either overqualified or in no need for another career. For example, Governor Ambercrombie inquired several times as to why Richard would want the position of Director of DBEDT. Per the Governor's request, Richard gave his "esoteric" answer. Richard explained how one of his good friends had recently sold his company for a huge profit and was going to retire as his life was financially set.

Richard's observation that his friend "only death to wait for and look forward to." For Richard there is definitely more to life than just waiting to die. It is his compassion that drives him to selflessly serve Hawaii's interest. His expert business savvy and experience will guide Hawaii's into a vibrant and productive economic future. There is no one more capable. Richard simply knows naturally just how to succeed. I strongly urge you to confirm him.

Thank you for your time.

Sincerely,

Neumann Shim

February 23, 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development & Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capital, Room 216
Honolulu, HI 96813

Subject: Letter of Support for Richard C. Lim

Dear Senator Fukunaga, Senator Kim and Members of the Committees:

I am writing to express my strong support of GM #506 for Richard C. Lim's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

As the President & CEO for Bright Light Marketing, I have had the opportunity to interact with Mr. Lim in the business world for more than 10 years. I fully urge his confirmation as DBEDT Director.

Please feel free to contact me directly should you have any questions at 275-3004 or lynette@brightlightmarketing.com

Sincerely yours,



Lynette Lo Tom
President & CEO
Bright Light Marketing

cc: Richard C. Lim, DBEDT

25 February 2011

The Honorable Carol Fukunaga, Chair
Senate Committee on Economic Development and Technology
The Honorable Donna Mercado Kim, Chair
Senate Committee on Tourism
State Capitol, Room 216
Honolulu, Hawaii 96813

SUBJECT: Letter of Recommendation for Consideration and Confirmation to the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, RICHARD C. LIM, for a Term to Expire 1 December 2014

Dear Senator Fukunaga, Senator Kim and Esteemed Committee Members:

I have been off-island for the past two weeks; however, I believe it important to submit this belated testimony on behalf of Oceanit in strong support GM 506 for Mr. Richard C. Lim to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT). I understand it will be posted online for the public post-hearing.

Mr. Lim has been involved in the high-tech dual-use community for a number of years, for example, as an executive at City Bank, transforming the bank to build and support a high tech industry with its venture pitch days, high tech outreach, TIGR reports and industry awards; after leaving the bank, as an advisor on high tech boards, and most recently as co-founder of Sennet Capital LLC.

Oceanit is one of Hawaii's largest and most diversified science and engineering companies focusing in four areas – aerospace, life science, information technology, and engineering consulting. Oceanit is an idea factory focused on applying innovation to mature industries, solving difficult problems, and spinning off companies. Since 2002, Oceanit has spun off two venture funded life science companies, Hoana Medical (www.hoana.com) and Nanopoint (www.nanopointimaging.com). Combined, these two startups have raised over \$40M of venture capital.

With the support of Mr. Lim, we have seen significant growth in Hawaii's technology sector. As a company, we believe that high-technology can be a viable pillar in Hawaii's economy. Oceanit currently employs about 160 scientists, engineers and support staff. Our average employee age is relatively young, and our median salary is around \$79,000. With Mr. Lim in the role of Director of DBEDT, the technology industry can look forward to playing an active role in the economic development of our state.

The Honorable Carol Fukunaga, Chair, Senate Committee on Economic Development
and Technology

The Honorable Donna Mercado Kim, Chair, Senate Committee on Tourism

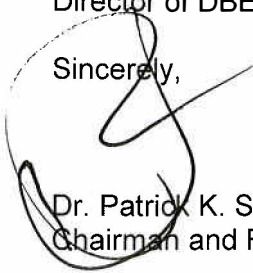
Re: GM 506

25 February 2011

Page 2

For these and other reasons, I strongly urge consideration and confirmation to the
Director of DBEDT.

Sincerely,


Dr. Patrick K. Sullivan
Chairman and Founder