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PRESIDENT

DONNA MERCADO KIM
VICE PRESIDENT

SAM SLOM
MINORITY LEADER

The Senate

STATE CAPITOL
HONOLULU, HAWAII 96813

March 27, 2012

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CHIEF CLERK
CAROL TANIGUCHI

Mr. Alan Hayashi



Dear Mr. Hayashi, *Alan,*

Re: Nomination to the Board of Directors of the Hawai'i Strategic Development Corporation GM522

Congratulations on being nominated by Governor Neil Abercrombie to the Board of Directors of the Hawai'i Strategic Development Corporation. To assist the Senate with its confirmation process, I would like to request that the following information be submitted to my office by **Thursday, April 5, 2012**:

- (1) A resume with a list of references
- (2) A written statement that addresses the following questions:
 - (a) Why do you wish to be a member of the Board of Directors of the Hawai'i Strategic Development Corporation?
 - (b) How do you perceive the role and responsibilities of a member of the Board of Directors of the Hawai'i Strategic Development Corporation?
 - (c) Given your understanding of the role and responsibilities of a member of the Board of Directors of the Hawai'i Strategic 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 Hawai'i Strategic Development Corporation.
 - (d) What do you hope to accomplish during your term of service?
 - (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 Hawai'i Strategic Development Corporation?

- (f) Name one previous experience that would make you stand out. How would this benefit the Board of Directors of the Hawai'i Strategic Development Corporation?
- (g) Can you foresee any possible conflicts of interests that could arise during your service on the Community-Based Economic Development Advisory Council? How would you overcome any possible conflicts of interest?

Your prompt response in providing the above information will ensure that the Senate confirmation process can proceed in a timely manner. The committee is scheduling your confirmation hearing on Wednesday, April 11, 2012 at 1:15pm in Conference Room 016. Please contact Doris Lam or EDT Committee Clerk Ashley Advincula at 586-6890 if you have additional questions.

Sincerely,



Senator Carol Fukunaga, Chair
Senate Economic Development Committee

ALAN S. HAYASHI
207-4 KAWAIHAE STREET
HONOLULU, HAWAII 96825

Confirmation Hearing for Alan S. Hayashi GM522 before

Senate Economic Development Committee

Wednesday, April 11, 2012

Conference Room #016

Senator Fukunaga, Senator Wakai, and members of the Committee:

Per your letter request of March 27, 2012, I am submitting the information requested:

- 1) Resume with list of references is attached.
- 2) Statements addressing the following questions:
 - a) Why do you wish to be a member of the Board of Directors of the Hawaii Strategic Development Corporation (HSDC)?
 - 1) I believe strongly in public service and am honored to be nominated to serve on the HSDC Board of Directors.
 - 2) I believe the smaller technology companies are the innovators and need to be fostered for a vibrant and diverse economy. My background in both private and government sectors gives me a familiarity with the companies being served.
 - b) How do you perceive the role and responsibilities of a member of the BoD of the HSDC?
 - 1) Understand the mission statement and by-laws of the HSDC which guide our actions.
 - 2) Perform my role ethically and to the best of my ability.
 - 3) Review each opportunity presented fairly and in context of risk and return to the HSDC / State of Hawaii.
 - c) Given your understanding of the role and responsibilities of a member of the BoD of HSDC, why do you believe you are qualified for the position?
 - 1) I believe I understand the needs of the small business person in the context of Hawaii's economy and legal / regulatory framework.
 - 2) I understand the risk / reward assessment and what is needed by the State in assisting growth of Hawaii's economy.
 - 3) I attempt to be a fast learner and will do the necessary homework to be effective.

Please include a brief statement of your skills, expertise, or knowledge that would aid in your decision-making ability.

- 1) I believe I am a critical thinker and assessor of all facets of an opportunity / problem.
 - 2) I will listen and attempt to understand the opportunity request, without prejudice or pre-judgment.
 - 3) I believe the HSDC staff and current board is well qualified, so I will listen to various points of view, but form my own opinion and vote accordingly.
 - 4) I have a Bachelor of Science degree in Structural Engineering and a Masters degree in Business Administration to assist my thought process.
 - 5) I always attempt to be a team player, but am not afraid to voice my opinion in opposition, if I feel it is warranted.
 - 6) I believe in a positive future for State of Hawaii and the abilities of our young folks.
- d) What do you hope to accomplish during your term of service?
- 1) Contribute to the HSDC Board's mission of responsibly funding our "small" companies to assist their growth and their contribution to Hawaii's economy through jobs and a taxable base.
 - 2) Assist the HSDC staff and Board in well discussed, thoughtful decisions in the distribution of State assets.
- e) Name three qualities that best describe you and that would make you stand out
- 1) I feel it would be very presumptuous of me to assume a "stand out" role, but I will list a few characteristics that may help me in my decision making: Ethical behavior--no conflict of interest; Lifelong learner mentality---not afraid to ask questions; Leadership positions on various other boards / organizations---exposure to other boards structure and thought processes.
 - 2) How would these qualities benefit the BoD of HSDC? The current HSDC board is well organized and has many talents which serve the State of Hawaii well. I will attempt to assist in the deliberations and bring my background forth to contribute.
- f) Name one previous experience that would make you stand out.
- 1) Again I am uncomfortable in presuming a "stand out" role. However, I will list some life experiences that could help me bring a certain perspective to the role of a HSDC Board member.
 - A) I have been an executive director of a successful State Authority that was responsible for administering over \$350M in funding.
 - B) I currently work for a very large international defense contractor, which absorbed our small technology company in 2004. That experience allows me some insight into operations of small and large technology R& D companies, their growth challenges, and pains.

g) Can you foresee any possible conflicts of interests that could arise during your service on the BoD of the HSDC? How would you overcome any possible conflicts of interest?

1) I currently work for a very large international defense contractor, as such my company would never be requesting funding assistance from the HSDC, or another State agency.

2) If ever there were a possible conflict, I would ask to be recused from the discussions and vote. However, I do not think this will ever occur. I am sure if there were a perceived conflict, the other HSDC Board members would bring it to the attention of the Chair and the member would recuse. I would expect to be able to do that as a member of the HSDC Board.

I will be glad to answer any additional questions you may have prior to the confirmation hearing on Thursday, April 11th. Thank you for the opportunity to present some background on my philosophy and thought process.

Yours truly,

Alan S. Hayashi

Director, Public Relations & Policy Advocacy

BAE Systems Support Solutions

999 Bishop Street, Suite 2700

Honolulu, Hawaii 96813

O) 808-441-2593

C) 808-255-6699

BB) 808-224-4382

Fax) 808-441-2683

<alan.hayashi@baesystems.com>

GM 522

Mr. Alan Hayashi

Board of Directors of the Hawai'i Strategic
Development Corporation

EDT



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

NEIL ABERCROMBIE
GOVERNOR

RICHARD C. LIM
DIRECTOR

MARY ALICE EVANS
DEPUTY DIRECTOR

No. 1 Capitol District Building, 250 South Hotel Street, 5th Floor, Honolulu, Hawaii 96813
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804
Web site: www.hawaii.gov/dbedt

Telephone: (808) 586-2355
Fax: (808) 586-2377

Statement of
RICHARD C. LIM
Director
Department of Business, Economic Development, and Tourism
before the
COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

April 11, 2012
1:15 PM
State Capitol, Conference Room 312

in consideration of
GOVERNOR'S MESSAGE 522
SUBMITTING FOR CONSIDERATION AND CONFIRMATION
TO THE HAWAII STRATEGIC DEVELOPMENT CORPORATION,
BOARD OF DIRECTORS,
GUBERNATORIAL NOMINEE, ALAN HAYASHI
FOR A TERM TO EXPIRE JUNE 30, 2013.

Chair Fukunaga, Vice Chair Wakai, and Members of the Committee on Economic Development and Technology.

The Hawaii Strategic Development Corporation (HSDC) strongly supports the nomination of Alan Hayashi to the board of HSDC. Mr. Hayashi's strong credentials as an engineer, his active involvement in the Dual Use business community, and as a policy advocate for the technology industry here in Hawaii will allow him to provide a perspective on Hawaii's venture capital community that will add to and complement the experiences of the other current members of the board.

Thank you for the opportunity to submit testimony in support of this nomination.



**HAWAII
STRATEGIC
DEVELOPMENT
CORPORATION**

No. 1 Capitol District Building
250 South Hotel Street, Suite 508
P.O. Box 2359
Honolulu, Hawaii 96804
Telephone: (808) 587-3830

Written Statement of

**H. Brian Moore
Chairman**

Hawaii Strategic Development Corporation

before the

SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

April 11, 2012

1:15 PM

State Capitol, Conference Room 016

In consideration of

GOVERNOR'S MESSAGE 522

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION
TO THE HAWAII STRATEGIC DEVELOPMENT CORPORATION,**

BOARD OF DIRECTORS,

GUBERNATORIAL NOMINEE, ALAN HAYASHI

FOR A TERM TO EXPIRE JUNE 30, 2013.

Chair Fukunaga, Vice Chair Wakai, and Members of the Committee on Economic Development and Technology:

The Hawaii Strategic Development Corporation (HSDC) strongly supports the nomination of Alan Hayashi to the board of HSDC. Mr. Hayashi's strong credentials as an engineer, his active involvement in the Dual Use business community, and as a policy advocate for the technology industry here in Hawaii will allow him to provide a perspective on Hawaii's venture capital community that will add to and complement the experiences of the other current members of the board.

Thank you for the opportunity to submit testimony in support of this nomination.

Written Statement of

Brian E. Bennett
Chairman

Defense and Dual Use Technology of the Chamber of Commerce of Hawaii

before the

SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

11 April, 2012

1:15 PM

In consideration of
GOVERNOR'S MESSAGE 585
SUBMITTING FOR CONSIDERATION AND CONFIRMATION
TO THE HAWAII STRATEGIC DEVELOPMENT CORPORATION,
BOARD OF DIRECTORS,
GUBERNATORIAL NOMINEE, ALAN HAYASHI
FOR A TERM TO EXPIRE JUNE 30, 2015.

Chair Fukunaga, Vice Chair Wakai, and Members of the Committee on Economic Development and Technology,

The Defense and Dual Use Technology Committee of the Chamber of Commerce of Hawaii strongly supports the nomination of Alan Hayashi to the board of HSDC. Mr. Hayashi's active involvement in advancing Dual Use issues and opportunities across the business community, his strong policy advocacy for the technology industry here in Hawaii, and his leadership role in inspiring our students to seek careers in Science, Technology, Engineering and Math are noteworthy and commendable. His insights and experience will offer Hawaii's venture capital community perspectives that will aid and enhance their efforts and better facilitate the ability of the board to help guide Hawaii's economic prosperity into the future. Thank you for the opportunity to submit testimony in support of this nomination.

Sincerely,

Name
April 7, 2012
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Brian E. Bennett



SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

January 2012

State Capitol, Conference Room 016

RE: Testimony on the gubernatorial nomination of Mr. Alan Hayashi to the Board of Directors of the Hawai'i Strategic Development Corporation

Dear Chair Fukunaga, Vice Chair Wakai, and Members of the Committee on Economic Development and Technology:

My name is Jim Tollefson and I am the President and CEO of The Chamber of Commerce of Hawaii ("The Chamber"). My testimony is in response to the Governor's message 585 submitting for consideration and confirmation to the Hawai'i Strategic Development Corporation Board of Directors, Gubernatorial Nominee, Mr. Alan Hayashi for a term to expire June 30, 2015.

The Chamber strongly supports the nomination of Alan Hayashi to the board of the Hawai'i Strategic Development Corporation. It has been my pleasure to have worked with Mr. Hayashi for several years and I know he is an avid supporter of economic development in Hawaii. Mr. Hayashi's strong credentials as an engineer, his active involvement in the Dual Use business community, and as a policy advocate for the technology industry here in Hawaii will allow him to provide a perspective on Hawaii's venture capital community that will add to and complement the experiences of the other current members of the board.

Thank you for the opportunity to submit testimony in support of this nomination.

Sincerely,

Jim Tollefson
President & CEO

From: Wong, Lucien
Sent: Thursday, April 05, 2012 5:37 PM
To: Doris Lam
Subject: Support Alan Hayashi Appointment - Hawaii Strategic Development Corporation Board of Directors

Aloha Chair Senator Fukunaga and Members of the Senate Committee on Economic Development and Technology

There is no doubt Alan will give it his all in helping Hawaii grow small technology companies based here bringing badly needed well paid jobs. HSDC will be lucky to have Alan on its board.

Should you have any questions please let me know.

Mahalo

Lucien Wong | Senior Advisor | Hawaii | Lend Lease Hickam Communities LLC
211 Mercury Street, Honolulu, HI 96818