

# GM813

## JOHN DEAN

Nomination to the University of  
Hawaii Board of Regents

March 19, 2012

Senator Jill N. Tokuda  
Education Committee Chair  
Hawaii State Capitol, Room 218

Dear Senator Tokuda,

Thank you for this opportunity to meet with you on March 21 to discuss my pending appointment to the Board of Regents of the University of Hawaii. As you requested, the following are my responses to the specific questions you provided in advance of our meeting. I will be happy to elaborate or answer any other questions you may have at our meeting.

**1. Why did you decide to apply to serve on the Board of Regents?**

My motivation stems from a personal interest in education and improving and supporting our public university. Not only does education play a vital role in transforming the lives of others, but it also contributes to economic diversification, empowers minorities, and builds an educated, well-trained workforce for our state.

My initial involvement with the University of Hawaii was establishing and funding the Kipapa I Ke Ala Lecture Series at the Shidler College of Business. My wife, Sue, and I also endowed a faculty chair for the business school. Later, we became involved in other projects of the University, such as an innovative math project at the school of education. Presently, I serve as a member of the Advisory Council of the Shidler College of Business, and as a member of the Advisory Board of the Pacific Asian Center for Entrepreneurship.

I have enjoyed working with the University and am excited about the opportunity to contribute to its continued growth and development. I believe the collective governance and leadership knowledge and skills gained throughout my career, including board fiduciary responsibility, policy setting, strategic and operational planning, executive leadership, and organizational effectiveness, provide a solid foundation for service on the Board of Regents. I am also inspired by opportunities for the University of Hawaii as a key component of Hawaii's socio-economic infrastructure and as a leading international higher education institution.

**2. What do you perceive are the roles and responsibilities of individual members and the overall role of the Board of Regents in regards to University decision-making?**

I perceive the Board of Regents as serving as the governing board for the University. Together, the regents create policy; govern the internal structure, management, and operations; and set the overall direction for the University. Within that, the regents should ensure that

policies and initiatives are consistent with the strategic plan and objectives of the institution and are also aligned with resource availability.

Given the diversity of backgrounds and skill sets, the regents can lend professional expertise in a variety of areas and can engage with the University's diverse stakeholders. Additionally, I perceive the regents as fundraisers for the University. They may be asked to raise money for endowments, operations, and capital projects, or to recruit partners or supporters, and otherwise enhance the school's academic resources. The regents should continually be working to stay connected to the University system and the communities it serves.

**3. Please identify one short- and one long-term goal you would have as a Board of Regents member and how you would accomplish these during your term of service.**

My short-term, or immediate goal, would be to listen and learn. Being fairly new to the University system, I would like to first gain knowledge about the school to see where I might best contribute. There will likely be areas where I can contribute immediately, but my goal would be to first get educated on the issues. My longer-term goal would be to make a difference. I hope to play a role in contributing and adding value to the University, whether in the areas of finance, strategic planning, or wherever I may assist.

I am particularly interested in lending my expertise to President Greenwood's innovation and technology initiatives. In addition to my background in finance, I have worked extensively in the field of venture capital and am passionate about technology and innovation. I would be pleased to play a role in promoting the development of new technologies and supporting any initiatives related to technology creation.

**4. In looking at the University's strategic plan and the goals laid out by President Greenwood for the University system, what particular areas are of interest to you and how will your particular skill set and experience contribute to the progress of the University system?**

Given my background and experience in the venture capital industry, the part of the strategic plan that resonates most with me is positioning the University as a global, leading research university. The University plays an important role in contributing to Hawaii's economic future. It is not only an important contributor to the state's annual Gross Domestic Product (GDP), but also, it can play a key role in the creation of new businesses, and thereby jobs, through research done at the University.

With its unique research facilities located in diverse landscapes across the state, such as the Hawaii Natural Energy Institute on the Big Island and the Cancer Research Center on Oahu, the University is already globally recognized as a high quality research institution. By properly investing in key areas of research and scholarship and improving the research infrastructure, the school can continue to build upon its achievements. I hope to utilize my resources and

connections in the industry to support the University in its quest to become a leading global research university.

**5. What will your approach be in helping to manage and balance the various sources of funding coming to the University?**

In my experience governing large, complex organizations, I have found that a collaborative approach works best. I have received a 30-year education in the financial services industry, to include serving in five banks as president and CEO. Each experience was different and the problems were multifaceted (four of these were troubled institutions when I joined), but the problems were not insurmountable. With the understanding that the University must strike a balance between its social mission and financial sustainability, and that there is a large, diverse group of stakeholders, I believe there is definitely a way to bring all of the interested parties to the working table in a collaborative manner.

**6. How do you view the role of the system as it relates to the 10 campuses? Do you feel that the relationship as it exists now should be changed? How will you ensure equity of resources across all campuses?**

The main office serves as the “headquarters” of the entire University of Hawaii System. It consolidates administrative functions for all of the 10 campuses. The system ensures all campuses are working in unison toward the University’s broader vision and strategy. The individual campuses operate within the larger system, but with a fair amount of flexibility and autonomy.

To ensure equity of resources, the needs of each of the campuses should first be assessed. Viewing the needs of each campus alongside the goals outlined in the strategic plan allows the University to better balance social objectives with financial considerations. I believe I can be helpful in this regard because of my experience governing complex systems with multiple divisions located throughout a state. As well, my experience with financial institutions will be helpful in addressing the limited resource issue. Given the existing strain on available resources from government and other sources, the regents will need to determine how best to maximize the benefit of the resources available to the University today.

**7. While the University enjoys a fair amount of autonomy, the Legislature still plays a significant role in regards to funding, policies, and procedures. How do you view the relationship between the University and the Legislature and what factors are critical to ensure an effective and collaborative relationship?**

Although the Board of Regents and the State Legislature are separate entities with distinct duties, each entity’s success is interdependent on the success of the other. The regents

are working to advance a broad agenda on behalf of a statewide institution, while the Legislature helps shape consensus about institutional priorities. The Legislature also provides a substantial part of the University's funding, whereas regents have fiduciary responsibility and accountability for use of those funds. As such, neither the board nor the Legislature can work independently in a vacuum. A variety of perspectives is critical to objective decision making, so I feel the board should maintain an open and active dialogue with the Legislature, working collaboratively to improve the State of Hawaii.

**8. Can you foresee any possible conflicts of interest that could arise during your service on the Board of Regents? How would you overcome any possible conflicts of interest?**

Central Pacific Bank conducts business with the University, providing various depository services. I do not foresee this affiliation giving rise to a potential conflict, however, in the event of a conflict I would recuse myself from participating in any discussions and voting.

Sincerely,

John C. Dean  
President and CEO  
Central Pacific Bank

# GM813

## Testimony



**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](http://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  
**SENATE COMMITTEE ON EDUCATION**

Wednesday, March 28, 2012  
1:15 p.m.

State Capitol, Conference Room 225  
in consideration of

**GM 813**

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE  
BOARD OF REGENTS OF THE UNIVERSITY OF HAWAII,  
GUBERNATORIAL NOMINEE, JOHN DEAN,  
FOR A TERM TO EXPIRE 6-30-2017.**

Chair Tokuda, Vice Chair Kidani, and members of the Committee.

I am writing in **strong support** of John Dean to the University of Hawaii's Board of Regents. I have known John since my days as the President of City Bank. He has spent over 25 years in the financial services industry as an executive and has been a staunch supporter of technology initiatives. He has strong ties to Hawaii, including supporting small businesses as a Co-Founder and Chairman Emeritus of the Entrepreneur's Foundation of Hawaii; endowing a faculty position at the University of Hawaii's Shidler College of Business; and is the Founder of the Kipapa i ke Ala Lecture Series at the Shidler College.

His commitment and dedication to the financial services industry will, I'm sure, carry-over to higher education initiatives should he be confirmed to the Board of Regents.

Thank you for the opportunity to offer these comments.

## Erin Conner

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**From:** Blangiardi, Rick [rblangiardi@hawaiinewsnow.com]  
**Sent:** Thursday, March 22, 2012 4:10 PM  
**To:** EDU Testimony  
**Subject:** Letter of Support for John Dean, University of Hawaii Board of Regents

My affiliation with the University of Hawaii began in the fall of 1965 as an incoming freshman. I also later received my M.Ed. in 1973 from UH, and from the beginning, I have maintained a very personal interest and involvement with the university. Therefore, I am thrilled to support John Dean's endeavors to become a member of the University of Hawaii Board of Regents.

As a former director of Central Pacific Bank, I had a very intimate look at the many difficult challenges John initially faced when he took over as our CEO. His success at turning around the bank, if not saving it, was nothing short of stellar and profoundly important to our state.

John is a brilliant strategic thinker with truly exceptional leadership skills. He has a unique ability to build consensus while maintaining an uncompromising standard of excellence.

It is with great enthusiasm and appreciation I ask for your consideration and support in appointing John Dean to the University of Hawaii Board of Regents.

**Aloha,  
Rick**

**RICK BLANGIARDI** | General Manager | HAWAII NOW: KGMB/KHNL



**Phone:** 808.847.9301 **Cell:** 808.753.4232 **Fax:** 808.845.3616  
**E-mail:** [RBlangiardi@HawaiiNewsNow.com](mailto:RBlangiardi@HawaiiNewsNow.com)  
**Address:** 420 Waiakamilo Road, Suite 205, Honolulu, HI 96817  
Always on [HawaiiNewsNow.com](http://HawaiiNewsNow.com)





**Raymond S. Ono**  
Vice Chairman &  
Chief Operating Officer

March 22, 2012

Senator Jill N. Tokuda, Chair  
Senator Michelle N. Kidani, Vice Chair  
Senate Committee on Education  
State Capitol, Room 225  
Honolulu, Hawaii 96813

**Re: March 28, 2012, 1:15 p.m., Benjamin A. Kudo, U.H. Board of Regents,  
GM 814, Testimony for Advise and Consent**

Dear Chair Tokuda, vice Chair Kidani and Members of the Senate Committee on  
Education:

I am writing to voice my support for the Governor's nomination of Benjamin A. Kudo to the University of Hawaii Board of Regents. I have personally known Ben for many years and can attest to his good character, trustworthiness and competence for the position he has been nominated for. I believe that his strong academic background and experience as a student and professor at the University will provide him with the knowledge to contribute to the University of Hawaii Board of Regents.

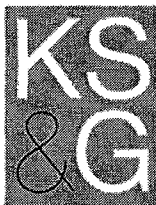
I highly recommend your favorable consideration of Benjamin A. Kudo to the above position.

If you have questions, please feel free to contact me at 525-5710.

Warmest aloha,

A handwritten signature in blue ink, appearing to read "Raymond S. Ono".

RAYMOND S. ONO



KOBAYASHI SUGITA & GODA, LLP  
Attorneys at Law

999 Bishop Street, Suite 2600  
Honolulu, Hawaii 96813-4430

Telephone: 808-539-8700  
Facsimile: 808-539-8799  
E-Mail: btk@ksglaw.com

Bert T. Kobayashi, Jr.\*  
Kenneth Y. Sugita\*  
Alan M. Goda\*  
Lex R. Smith\*  
Wendell H. Fuji\*  
Robert K. Ichikawa\*  
Clifford K. Higa\*  
Craig K. Shikuma\*  
Christopher T. Kobayashi\*  
Burt T. Lau\*  
David B. Tongg\*  
Bruce A. Nakamura\*  
Kenneth M. Nakasone\*  
Gregory M. Sato\*  
Joseph A. Stewart\*  
Charles W. Gall\*  
Jesse W. Schiel\*

Michael F. Albanese  
Neal T. Gota  
Nicholas R. Monlux  
Jonathan S. Moore  
Sarah S.P. Moriarty  
Shohei Nishimoto  
Christopher A. Santos  
Anthony Suetsugu  
Thao T. Tran  
Maria Y.Y. Wang

Of Counsel:  
John F. Lezak  
Larry L. Myers

\*A Law Corporation

March 22, 2012

The Honorable Jill Tokuda, Chair  
The Honorable Michelle N. Kidani, Vice Chair  
Senate Committee on Education  
State Capitol, Room 225  
Honolulu, Hawaii 96813

Re: March 28, 2012, 1:15 p.m., Benjamin A. Kudo, U.H. Board of Regents, GM 814,  
Testimony for Advise and Consent

Dear Chair Tokuda, Vice Chair Kidani and Members of the Committee:

I would like to strongly recommend your consideration of Benjamin Kudo for an appointment to the UH's Board of Regents. I have known Ben for more than thirty five years and at one time we were partners in the practice of law. I have had the opportunity to observe Ben on a daily first hand basis and have always been impressed with his commitment, integrity and intelligence. Had it not been for factors not involving he and I, we would probably still be practicing law together.

I am also fully aware of the amount of work that is undertaken by each of the members of the board and know that Ben would commit himself to the task and all that is required in order to serve as an effective Regent. My recommendation is without qualification and I would be more than happy to answer any questions you might have as to this recommendation.

Very truly yours,

A handwritten signature in dark ink, appearing to read 'Bert T. Kobayashi, Jr.', written in a cursive style.

BERT T. KOBAYASHI, JR.

for

KOBAYASHI, SUGITA & GODA



4471 Kahala Avenue, Honolulu, HI 96816 Tel (808) 737-2991

March 21, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Barry Weinman

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

From 2002 until 2011 I was a member of the UH Foundation Board of Trustees. I was the Chair of the Trustees for FY 2010 & 2011, Chair of the Investment Committee for two years and Co-Chair (along with Senator Daniel Inouye) of the UH Centennial Campaign which raised \$336 Million against a target of \$250 Million.

I have known John Dean, candidate for the University of Hawaii Board of Regents, since 1992. My original contact was when John became President and Chief Executive officer of Silicon Valley Bank. The Bank was in serious financial trouble and John was able to turn the Bank around and build it into a well-respected, very successful business and critical pillar of Silicon Valley.

John is much more than a successful businessman. He established the Kappa Lecture Series at Schidler College of Business, bringing a score of well-known speakers to campus over the last decade. He has donated significant funds to UH for Professorships. He has established the Entrepreneur Foundation of Hawaii, which supports many local charities and teaches young people how to give back to the community.

John is much more than a generous philanthropist. John called on friends and associates during the Centennial Campaign to support UH. They held events and contributed their resources to benefit UH. John played a central role in the Campaign's success.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

March 20, 2012

Senator Jill Tokuda, Chair  
And Members of the Senate Committee on Education  
State Capitol  
Honolulu, Hawaii 96813

Dear Senator Tokuda and Members of the Senate Committee on Education:

I am honored to provide testimony in support of the nomination of John C. Dean as a member of the Board of Regents of the University of Hawaii. I have known John for years and will stand by his integrity as a person, as a member of our community and as a businessman.

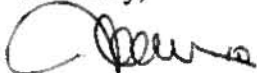
As a person, I put him second to none. He is honest, values-driven, and someone whose word you can always count on. As a member of our community, John has the rare capacity to be a visionary and yet be someone who can get things done. As a businessman, he is clear thinking, an excellent communicator and someone with world class acumen.

Even if John was comfortable as a successful investor in technology start-up companies in the Bay Area, the calling to save almost 1,000 jobs at Central Pacific Bank compelled him to take the job as its President and CEO. As a member of his Board of Directors at the Bank, I saw true leadership in his unwavering commitment, his demand for clarity and accountability and his positive outlook in even the darkest times.

John Dean is one of the few individuals in Hawaii who can bring the values, the skills and the leadership to help redefine the role of the University of Hawaii as the leading institution for higher learning in Asia and the Pacific.

I would be happy to visit with the Senate Committee on Education if you have the need to ask any questions regarding my support for John Dean as a member of the Board of Regents of the University of Hawaii..

Sincerely,



Duane K. Kurisu  
Chairman and CEO



March 20, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: D. Elliot Parks, Ph.D.  
President and CEO  
Hawai`i Biotech Inc.  
99-193 Aiea Heights Drive  
Suite 200  
Aiea, HI  
96701

RE: GM813 - Consideration and confirmation as a University of Hawai`i Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

As a key member of management of one of Hawai`i's premier knowledge-based companies, I am writing in support of John Dean's nomination to the Board of Regents of the University of Hawai`i. I have worked in Biotechnology since its formation as an industry 30 years ago and have been involved in the development of vibrant biotech companies across the US, Asia, and Europe, having done so in Hawai`i for the past decade. During the past four years, I have specifically had the privilege to lead our company, Hawai`i Biotech Inc, through some of its greatest achievements and some of its most trying times.

During that time, John Dean has always been willing to freely share his business acumen, his investment experience, and his professional perspective with me and with our company. Having first met John, when he was the CEO of Silicon Valley Bank, I can speak firsthand to his knowledge and skill in helping to create and fund innovative companies, in nurturing a skilled workforce, and spawning well-paying jobs.

John understands the challenges that we are facing in the 21<sup>st</sup> Century from an increasingly skilled and educated population in all corners of the globe. While this is a boon for mankind, it challenges all of us in the State to remain competitive now and in future generations. John acutely understands the role of a quality educational system in preparing a competitive workforce by nurturing, training, teaching, and, when necessary, re-training our citizens. I know that John will bring this perspective to the Board of Regents of the University of Hawai`i and will be a valuable asset to the University, its faculty, staff, and students and to the greater educational community in the State.

I respectfully urge your committee's **support** to confirm this nomination.  
Thank you for your consideration.



## HAWAII PACIFIC HEALTH

55 Merchant Street  
Honolulu, Hawai'i 96813-4333

Kapi'olani • Pali Momi • Straub • Wilcox

[www.hawaiipacifichealth.org](http://www.hawaiipacifichealth.org)

March 20, 2012

The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I am writing in support of John Dean's nomination as a Regent of the University of Hawai'i.

John's experiences and knowledge place him in a unique position to help the university achieve its goals in academics, research and service to the community.

Sincerely,

Chuck Sted  
Chief Executive Officer



HAWAII PACIFIC HEALTH

rkay@pactechcom.com  
phone: 808-732-0631

3663 Lilinoe Place  
Honolulu, Hawaii 96816

**p a c t e c h**  
*communications*

March 20, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Robert F. Kay  
President  
Pac-Tech Communications

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I unequivocally support John Dean's appointment by Governor Abercrombie to serve on the Board of Regents for the University of Hawaii.

I honestly can't imagine anyone better qualified than John to serve as a UH Regent. I've known him for about 15 years and his character and leadership in the business community are unparalleled. He not only has good sense, but good character. He would be a tremendous asset in so many ways.

He has a long history with UH as founder of the Kipapa Lecture series, where I served as his publicist for a number of years.

The people of Hawaii would be very lucky to have someone of his caliber on the Board of Regents.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

Mahalo,

Robert F. Kay



ENTREPRENEURS™  
F O U N D A T I O N



1000 Bishop Street, Suite 902 ♦ Honolulu, HI 96813  
808.546.2288 telephone ♦ info@efhawaii.org ♦ www.efhawaii.org

March 20, 2012

To: The Honorable Jill N. Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

**Chairman Emeritus**  
John C. Dean

**Chairman**  
Bennett Wo

**President &  
Executive Director**  
Leigh-Ann K. Miyasato

**Vice President**  
Susan Yamada

**Secretary/Treasurer**  
Bee Leng Chua

**Directors**  
Kent Anderson  
Timothy Dick  
Peter Kay  
Alan Oshima  
Henk Rogers

From: Leigh-Ann Miyasato  
President & Executive Director  
Entrepreneurs Foundation of Hawai'i

Re: GM813 – Consideration and Confirmation as a  
University of Hawai'i Regent, JOHN C. DEAN - SUPPORT  
Hearing Date: Wednesday, March 28, 2012  
Hearing Time: 1:15 p.m.  
Senate Conference Room 225

Dear Chair Tokuda, Vice Chair Kidani, and Members of the  
Committee:

I strongly support the confirmation of John C. Dean to the  
University of Hawai'i Board of Regents.

Leadership

John's knowledge, expertise, vision, strategic thinking, and  
inspirational leadership have enabled him to be successful at every  
company and organization he has served. Those of us who have  
worked with him at the Entrepreneurs Foundation of Hawai'i ("EF  
Hawai'i"), a nonprofit organization he founded in 2004, have  
witnessed all of these qualities. John brought the EF concept to  
Hawai'i from Silicon Valley because it combined his dedication to  
helping entrepreneurs with his passion for giving back to the  
community.

EF Hawai'i helps develop new resources for philanthropy and  
service by asking entrepreneurial companies to donate stock, and if



there is a liquidity event, the shares are sold and used to establish a charitable fund for the company – it's similar to the way Google and eBay funded their foundations, with pre-IPO stock. Under John's leadership, EF Hawai'i has attracted 30 early stage companies as members. All are committed to the Hawai'i community and have participated in numerous volunteer projects, collection drives, and other service activities.

John has supported EF Hawai'i as founder, board chairman, and advisor to member companies. He has provided generous financial support as well. EF Hawai'i was one of the first beneficiaries of John's donations of his company stock when he took on the role of Executive Chairman at Central Pacific Bank in 2010.

John's leadership style will serve him well if he is appointed as a UH Regent. He is kind and caring and gets along with people of all types, yet he is not reluctant to tell painful truths and to make difficult decisions when necessary. He holds people to high standards and inspires them to do their best.

#### Support for Technology and Entrepreneurship

I have known John for 12 years, since he was on the board of directors of HiBEAM, an accelerator for Hawai'i technology startups, and I was executive director there. Although he was an icon in Silicon Valley for his amazingly successful tenure as CEO and then Chairman of Silicon Valley Bank, he was also dedicated to growing the technology industry in Hawai'i. He spent a great deal of his time advising local entrepreneurs, connecting them to his vast network of venture capitalists in the U.S. and Asia, and investing in local companies. John has continued to invest in Hawai'i companies through his own venture fund, Startup Capital Ventures, and he has played a major role in the development of many local entrepreneurs.

John's immersion in the entrepreneurial culture of Silicon Valley and his knowledge of what it takes to help entrepreneurs succeed will be valuable if he serves on the Board of Regents. Scientists and engineers at the University of Hawai'i are conducting world-class research, some of which can be commercialized, and John will be helpful in accelerating this process. He understands how important the University is as an engine of economic growth and diversification in our state.

#### Support for the Hawai'i Community

John's aloha for Hawai'i is unwavering – he is truly a kama'āina now. He and his wife Sue have supported the Hawai'i community in countless ways, starting with his acceptance of the task of saving Central Pacific Bank. He took on this enormous responsibility not for financial gain (he insisted on a salary of \$1 per year) but because of the bank's history and role in the community. He was moved by the stories of how the bank was founded to serve Japanese American veterans of World War II who were unable to secure loans at other Hawai'i banks, and by the appeal of many local leaders who told him that the loss of the bank would be a terrible blow to the small businesses

and individuals who depend on the bank for excellent service and responsiveness to their needs.

The turnaround John and his team have achieved at the bank is remarkable. They have kept our community from suffering a devastating loss. And they have done so while reaffirming their commitment to philanthropy: in the last two quarters of 2011, the bank contributed \$8.5 million to the Central Pacific Bank Foundation for future grants and gifts.

John and Sue have generously supported many nonprofit organizations in Hawai'i, including Catholic Charities Hawai'i, and they have made substantial donations to the public schools in Waimānalo, where they have a home. They have been especially generous to the University of Hawai'i by endowing a chair at the Shidler College of Business and by establishing the Kīpapa Lecture Series to bring speakers on entrepreneurship to the local community. I can imagine no greater supporters of the University of Hawai'i.

For all of these reasons, I urge your committee to confirm the nomination of John Dean to the University of Hawai'i Board of Regents. Mahalo for your consideration.

Sincerely yours,



Leigh-Ann K. Miyasato  
President & Executive Director

William K. Richardson, General Partner  
HMS Hawaii III Management Partners, LLC  
1000 Bishop Street, Suite 902  
Honolulu, HI 96813  
Ph: 808-545-3755  
Email: bill@HMSHawaii.com

19 March, 2012

The Honorable Jill Tokuda, Chair  
Senate Committee on Education  
State Capitol, Room 218  
Honolulu, Hawaii 96813

Dear Senator Tokuda and Members of the Committee:

I heartily support the nomination of John Dean to serve as a University of Hawaii Regent. I have known John for more than 20 years in his roles as CEO of Silicon Valley Bank, venture capitalist with Startup Capital Ventures, Interim Chair of the Entrepreneurs Foundation (SFO), and as CEO of Central Pacific Bank. We have co-invested in many venture deals, participated in both for-profit and non-profit Boards of Directors, and he has been my banker. John is a person of the highest integrity, hardworking, conscientious, and highly intelligent. I am sure that he will bring great honor, innovative thinking, and financial expertise to the Board of Regents.

As a UH faculty member, former UH Foundation Trustee, and active supporter of the UH Law School, I have had many opportunities to observe John in action and to discuss UH policy. I have found his ideas to be forward thinking and innovative. In that light, I have also watched John run and administer two influential financial institutions with great care. His access to others throughout the Mainland, Hawaii, and Samoa (he is conversant in the Samoan language) will bring value to the UH network. John is a strong strategic thinker.

I have also seen John in his family capacities as his daughters are now very successful. His wife Sue, an educator, will help John in his role as Regent.

I support John without reservation.

Sincerely,

/s/

Bill Richardson

## Erin Conner

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**From:** kirk.westbrook@usbank.com  
**Sent:** Wednesday, March 21, 2012 11:01 AM  
**To:** EDU Testimony  
**Subject:** Consideration and recommended confirmation as a University of Hawaii Regent, JOHN C. DEAN

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent, JOHN C. DEAN  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

Though based in California, Hawaii has been an area of active business focus for me since 1997. As Managing Director of International Venture Fund, we have been working with and invested in the emerging growth Hawaii companies like AGIS Network and Hawaii Biotech that are the beneficiaries of the higher education system within the State. As part of my work with IVF, I was also involved with many of the related non-profit and business organizations all of which provided direct and indirect exposure to the University, its faculty and students. Quality education is critical to the progress of the people.

In support of that tenant, having quality people is equally critical. I worked for John at Silicon Valley Bank beginning in the mid 1990's, then worked with John in various capacities thereafter though IVF as Board member and co-investor. John is a remarkable and recognized leader, not just in the easy times but difficult as well. It is in challenged times that many reveal the true character. In such times John has always been steadfast to his principles and values, while maintaining fairness. Such integrity is a rare find. These traits coupled with my understanding of his commitment to supporting Hawaii, as evidenced by his many community activities, and strongly held belief in the import of education result in my overwhelming support that he be confirmed as a Regent. Should he be confirmed, I strongly believe, as is the case with me, reflection on your experience with John will be viewed as nothing short of an enrichment.

Thank you for your consideration. I respectfully urge your committee's support to confirm this nomination.

Very Truly,

Kirk Westbrook  
Vice President  
US Bank - Technology Banking Group

408-573-5923 (direct)  
408-458-6496 (mobile)

[kirk.westbrook@usbank.com](mailto:kirk.westbrook@usbank.com)

March 20, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Jason K. Lau  
President  
TalkStory Productions, LLC

RE: **GM813** - Consideration and confirmation as a University of Hawaii Regent, JOHN C. DEAN –  
**SUPPORT**

Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I have worked with John in the past, and I support his confirmation to serve on the University of Hawaii Board of Regents. In all of my interactions with him (as a co-investor, as a member of his board, and as a customer of his bank), I have found John to be an exceptionally honest, intelligent and diligent person. He is blessed with the uncanny ability to bring out the best in people, and therefore would be an ideal choice to serve as a Regent. I respectfully urge you to confirm John Dean as a University of Hawaii Regent – you would be hard pressed to find a better candidate.

March 23, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Kevin Hughes  
Chief Designer, InMobi, Inc.

RE: GM813 - Consideration and confirmation as a University of Hawai'i Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

For nearly 20 years I have participated in, founded, and invested in high-tech startups in both Silicon Valley and Honolulu. I enthusiastically endorse John Dean's confirmation to the U.H. Board of Regents, not only because he is a competent businessman and a community-oriented leader, but because now more than ever it is crucial that the state's education sector develop and maintain strong ties to the world of software entrepreneurship, which continues to radically affect the times we live in.

Mr. Dean has a unique blend of first-hand experience and perspective in making high-tech a key economic driver as well as the social resources to do so; his confirmation will be a clear statement that the state understands how critical a role our education system plays in this process.

Thank you for your consideration,

Kevin Hughes  
2002 University of Hawai'i Distinguished Alumni

March 23, 2012

Via Email EDUTestimony@Capitol.hawaii.gov

Senator Jill N. Tokuda, Chair  
Senator Michelle N. Kidani, Vice-Chair  
Members of the Senate Education Committee  
State Capitol  
415 South Beretania Street  
Honolulu, Hawai`i 96813-2425

RE: GM813 - Consideration and Confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Senate Education Committee; Wednesday, March 28, 2012 1:15 P.M.

Dear Chair Tokuda, Vice-Chair Kidani and Members of the Senate Education Committee:

As a proud alumnus of the University of Hawai`i at Mānoa, I am pleased to submit this letter in support of Governor Abercrombie's nomination of John C. Dean to the University of Hawai`i Board of Regents.

I have known John since 2004 when we served together on a private investment advisory board. His business acumen and investment knowledge impressed me, but it was his nice, professional, inviting approach and style that stood out among the group. Downtown Honolulu and our entire Hawai`i community are so fortunate that someone of John's rare talent, nationally recognized achievements, and commitment to service has chosen Waimanalo, Oahu as his home.

What John has done as Executive Chairman of the Board of Central Pacific Financial Corp. and Central Pacific Bank is of course impressive. He was absolutely the right person to lead CPB, an important Hawaii financial institution, through treacherous channels: a huge undertaking that he has been remarkably successful at. His unsurpassed combination of banking knowledge and experience, positive reputation, credibility with banking regulators, deep relationships in the investment community, and keen leadership abilities allowed him to pull off an incredible turnaround along with the wonderful employees of CPB.

John has already demonstrated an incredible commitment to championing business education, entrepreneurship, and the University of Hawai`i. He is a Co-founder and Chairman Emeritus of the Entrepreneur's Foundation of Hawai`i which supports small business ventures. At the University of Hawai`i's Shidler College of Business, he has endowed a faculty position, founded and sponsored the *Kipapa i ke Ala* Lecture Series, and is a Director of the Pacific Asian Center for Entrepreneurship and E-Business (PACE). John has shared with me some elements of his vision of how he would endeavor to offer his experience in finance and community service – including education-related efforts – toward our University's strategic planning and balancing of needs and resources. His willingness to serve the broader UH system as a Regent is without question a blessing and windfall to Hawai`i. Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

Respectfully,



Eric K. Yeaman  
President & CEO

March 26, 2012

Via email EDUTestimony@Capitol.hawaii.gov

Senator Jill N. Tokuda, Chair  
Senator Michelle N. Kidani, Vice Chair  
Members of the Senate Education Committee  
State Capitol  
415 S. Beretania Street  
Honolulu, Hawaii 96813-2425

Re: GM 814 – Consideration and Confirmation as a University of Hawaii Regent  
Benjamin Kudo

Dear Chair Tokuda and Members of the Committee:

Thank you for the opportunity to fully support the confirmation of Ben Kudo to the Board of Regents of the University of Hawaii.

Ben and I have known each other for over thirty years. We have been partners in a local law firm, as well as served together on several non-profit boards.

Ben is extremely intelligent, a problem solver and a leader. Over the years, I have seen Ben tackle issues and problems with the requisite resolve to find a practical, implementable solution. He brings to the table a combination of intellectual depth with a real understanding of how the real world works. Our University and the State will be fortunate to have his skills, acumen and experience to help guide and develop strategic paths.

On a personal note, Ben is a team player. Although he stands firm in his values and beliefs, he is able to work with others, without compromising his integrity, to reach a mutually satisfactory resolution. During these discussions, he is often looked to as a leader, facilitator and collaborator.

Finally, Ben is of the highest moral character and integrity. He always acts with civility and honor.

Thank you for allowing me to wholeheartedly support his confirmation.

Sincerely,



John T. Komeiji  
Sr. Vice President & General Counsel





**ABC STORES**

766 Pohukaina Street  
Honolulu, Hawaii 96813-5391  
[www.abcstores.com](http://www.abcstores.com)

Telephone: (808) 591-2550  
Fax: (808) 591-2039  
E-mail: [mail@abcstores.com](mailto:mail@abcstores.com)

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**TESTIMONY IN SUPPORT**

**To the Chair and Committee Members  
Senator Jill Tokuda, Chair  
Senator Michelle Kidani, Vice Chair**

**SENATE COMMITTEE ON EDUCATION  
GM813 – Consideration and Confirmation as a University of Hawaii Regent  
For John C. Dean  
Wednesday, March 28, 2012  
1:15p  
Conference Room 225**

Dear Chair Tokuda, Vice Chair Kidani & Members of the Committee:

This letter is in **support** of **John C. Dean**'s consideration and confirmation to the Board of Regents of the University of Hawaii.

My name is Paul Kosasa, President and CEO of ABC Stores. I am a member of the Board of Directors of Central Pacific Financial Corporation, of which Mr. Dean serves as its President and Chief Executive Officer.

Having the honor of working with Mr. Dean for the past three years, I know that the University of Hawaii would benefit from his outstanding leadership and wisdom in guiding our higher education institution forward. He is well respected in our community and is a strong supporter of the University of Hawaii.

Thank you for your consideration, and I respectfully urge your Committee's **support** to confirm this nomination.

Sincerely,

A handwritten signature in black ink, appearing to read "Paul Kosasa", written over a large, stylized, scribbled signature graphic.

**PAUL KOSASA**  
President & CEO

## TESTIMONY

TO: THE HONORABLE JILL TOKUDA, CHAIR  
THE HONORABLE MICHELLE KIDANI, VICE CHAIR  
MEMBERS OF THE SENATE COMMITTEE ON EDUCATION

FROM: DR. PATRICK K. SULLIVAN, FOUNDER, CHAIRMAN, OCEANIT

DATE: 22 MARCH 2012

RE: **GM813 – SUPPORT FOR THE CONFIRMATION OF JOHN C.  
DEAN TO THE UNIVERSITY OF HAWAII BOARD OF  
REGENTS**

DATE / TIME OF HEARING: WEDNESDAY, 28 MARCH 2012 / 1:15PM

LOCATION: SENATE CONFERENCE ROOM 225

Aloha Chair Tokuda, Vice Chair Kidani, and Esteemed Committee Members:

I have known John for more than 10 years and have worked with him in a number of different capacities. For a busy guy, he is generous of his time and expertise. I have learned a lot from John over the course of our relationship and am proud to say I now consider him a colleague and a friend.

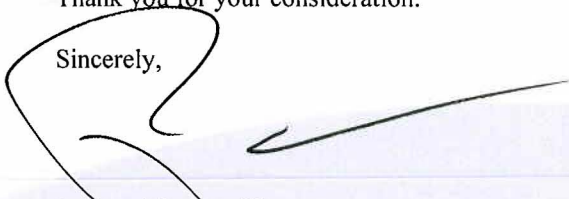
John's approach to business and to life is to treat all who come his way with honor, dignity, and respect. He is a quick-study and will excel in implementing and facilitating strategies to balance Hawaii's present and future needs and will be dedicated to working with the community and local governments to achieve Hawaii's goals and objectives. His more than 30 years of experience in the financial and venture capital industries, and his personal commitment to community service in the area of education, make him an excellent addition to the Board of Regents.

In addition to John's appreciation of Hawaii's culture, he is a solid advocate for diversifying Hawaii's economy through innovation and entrepreneurship. John's passion in these areas will aid the University in its quest to do both.

As existing travel commitments preclude me for appearing before you on 28 March 2012, I hereby duly submit my written testimony in support of confirming John Dean to the Board of Regents of the University of Hawaii.

Thank you for your consideration.

Sincerely,



Dr. Patrick K. Sullivan  
Founder, Chairman



March 23, 2012

Senator Jill N. Tokuda, Chair  
Senator Michelle N. Kidani, Vice Chair  
And members of the Committee on Education  
Hawaii State Capitol  
415 South Beretania Street  
Honolulu, Hawaii 96813

**Re: GM: 813 Testimony supporting John Dean for consideration and confirmation to the Board of Regents of the University of Hawai'i**

**Hearing Date/Time: Wednesday, March 28, 2012, 1:15 PM  
Conference Room 225**

Chair Tokuda, Vice Chair Kidani and members of the Committee,

I am pleased to offer my support of John Dean's consideration and confirmation to the Board of Regents of the University of Hawai'i. My name is Alton Kuioka and I am a retired vice chairman of Bank of Hawaii and a member of the bank's Board of Directors.

I first met John in 1994, when he was the Chief Executive Officer of Silicon Valley Bank during one of my many visits to California in my role as a corporate banker at Bank of Hawaii. We bonded almost instantly because of his friendly character, professional acumen, knowledge of the financial markets and his Peace Corps experience in Western Samoa.

Since that time we continued to keep in touch and our relationship has grown both professionally and socially. I learned a lot about mergers, acquisitions, start ups and the venture capital markets from him. I have the utmost respect for his leadership skills and ability to bring people together to get things done to meet the goals and objectives. His many professional business accomplishments are well documented. His most recent successful achievement is the financial turnaround of Central Pacific Bank here in Hawaii.

Additionally, he is involved in many community organizations that have benefitted through his leadership, experience and financial support. A prime example is the University of Hawaii business school where he is a Director of the Pacific Asian Center for Entrepreneurship and E-Business.

I am confident his leadership skills, experience and many talents would be highly valued as a member of the Board of Regents of the University of Hawaii. I strongly support his nomination and respectfully encourage the Committee's confirmation.

Sincerely,

A handwritten signature in cursive script that reads 'Alton T. Kuioka'.

Alton T. Kuioka  
Vice Chair

March 25, 2012

The Honorable Jill N. Tokuda  
Chair, Senate Committee on Education  
State Capitol, Room 218  
Honolulu, Hawai'i 96813

**In Support of John Dean's Confirmation**

Dear Senator Tokuda,

On behalf of the Hawaii Bankers Association (HBA) we support the confirmation of John Dean to the Board of Regents of the University of Hawaii. HBA is the trade association representing FDIC insured depository financial institutions operating branches in Hawaii.

John's career has included being a Peace Corp volunteer, a successful banking executive, a supporter of small business ventures and education, and a philanthropist. His numerous achievements and contributions are a reflection of his integrity and character.

We know him to be very people oriented and caring in dealing with complex issues that affect our community. He will make a great addition to the Board by being able to make sound decisions due to his extensive and varied background in solving challenging situations.

Your confirmation of John Dean to the Board of Regents is respectfully requested.



Gary Y. Fujitani  
Executive Director

## Testimony

March 25, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Susan Yamada  
Executive Director, Pacific Asian Center for Entrepreneurship  
University of Hawaii, Shidler College of Business  
2404 Maile Way, #E301  
Honolulu, HI 96822

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

It is with great enthusiasm that I support John Dean's nomination to the UH Board of Regents. I have worked with Mr. Dean for several years now through the Pacific Asian Center for Entrepreneurship at the Shidler College of Business where he serves on my Advisory Board and also on the Board of the Entrepreneur's Foundation.

Based on my experience working with him, the University would be very fortunate to have a man of his experience, wisdom and contacts on its Board. Mr. Dean's, and his wife Sue's, support of the Shidler College of Business and the Entrepreneurship Center has been longstanding. He endowed a professorship at the College and funds the Kipapa i ke Ala lecture series enabling speakers such as Steve Case, Pierre Omidyar, Barry Taniguchi, Duane Kurisu and Allen Ikawa to share their wisdom with students, faculty and the business community.

Most of all, Mr. Dean is an honest and trustworthy man. In this age of self-promotion and "what's in it for me," Mr. Dean's giving is unconditional. He loves Hawaii, its people and we are very fortunate to have him hanai us.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.



**Casdex Headquarters:**  
5235 Mission Oaks Blvd. #411  
Camarillo, CA 93012  
TEL: 805-807-8836  
TEL: 805-523-2665  
[www.casdex.com](http://www.casdex.com)

March 25, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: M. Mark Noorzai  
CEO & Chairman  
Casdex, Inc.  
5235 Mission Oaks Blvd. Suite #411  
Camarillo, CA 93012

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent, JOHN C. DEAN –  
**SUPPORT**

Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

As the CEO and Chairman Casdex, Inc., a leader in compliant Cloud Computing and as a board member of six other companies that range from Rush Soccer (the largest Club team in the world with nearly 40,000 registered members including Hawaii Rush ([hawaiiirushsoccer.com](http://hawaiiirushsoccer.com)) to broadband and wireless companies, I prided myself on my ability to lead my teams in very competitive global markets.

It was nearly 15 years ago, when I first met John Dean. He was the CEO of Silicon Valley Bank and I was a young CEO of an artificial intelligence company out of Santa Monica, California. John was hosting his annual Ernst & Young CEO retreat at Pebble Beach Resorts in Monterey, California and as a young aggressive CEO, I pushed my way and sat at John's table, actually right next to John. I listened to every word he said and his frankness and approachable demeanor mesmerized me. He spoke with such intelligence and confidence, yet he was so kind to all of us. I expected a Larry Ellison, bulldog like personality, but his character was more consistent with John Chambers of Cisco. I had met Mr. Chambers on many occasions and similarly, John Dean has a way of making anyone feel like they are important. He takes the time to listen to you and you walk away with amazing energy. People of this stature always find a way to challenge you and you immediately want to live up to that challenge. Even though it was the first time I had met John Dean, I felt that I did not want to let him down.

Prior to my business career, I was a men's soccer coach at Harvard University and UC Berkeley. Of course, players need a positive and productive environment to thrive both individually and as a team. What John showed me was that this same environment is required in the workplace. There are many books about teamwork, positive energy, knowledge environments, and many other obvious positive leadership requirements. But to truly lead, you must lead people by way of example and be engaged on the ground—so to speak, because each individual is different.

As an example from my own coaching experience, I learned from John that a leader must lead by three key principles. The most important principle is to always be Consistent so that others can grow in your environment. My players (and my employees) know my boundaries and they can gauge their growth against my expectations. The second and third principles work within this Consistent environment.

The second principle is to truly identify an individual's Strength. Most coaches (and managers) look at the obvious skills of a player, like ball control, speed, strength, quickness, agility, etc... Some coaches will go deeper and identify a player's sport IQ. And then the real leaders will go even deeper and identify the players' true strength by watching his decision-making. A coach can place an individual where he can be the most productive to the team ONLY if the coach is able to identify and build upon the individuals' strength. Decision-making should not be confused with execution. Most coaches and CEOs reward their team members based on execution alone. What they don't recognize is that execution can be taught. A person's true gift is something they show up with and only you and they know if you, as their coach or CEO, have identified it. Because most leaders cannot identify it, the individual will hide and learn to survive on a team (or in the workplace) because there really is no accountability when you are not accountable to yourself. This is also the reason why most people who are appointed to leadership roles fail. They fail because they identify the obvious, and in most cases—they identify the weaknesses in their team members. This is why there are so few real leaders.

Once the second principle is identified, then the third principle must be acted upon. This principle is the ability of the leader to Challenge the identified strength. Again, do not worry too much about challenging a person's weakness, but challenge a person's strength and they will give you the world. A person cannot respond to someone challenging their weakness because they cannot fix it right away. They may resent you for challenging something they cannot fix, they may disrupt the rest of the team, or they may just give up. But they have pride in their strength and will work night and day to show you their strength. You will always get the best from people if you challenge their strength and possibly the worst if you challenge their weakness. An individual will give you the world if you truly identify and challenge their strength and they start to monitor themselves individually and as a team. A consistent challenging environment is healthy when you don't create a rat race between your team members. Nobody has a need to hide because each individual has different strengths and different challenges. They just work on making the right decisions individually and as a whole. When they rise to the occasion and make the right decision, the team functions like a machine. If someone is not living up to his or her responsibilities, it becomes obvious and they usually take it upon themselves to pull it together.

I hope that I have been able to provide you with a substantive example of how John has influenced me over time. John Dean takes time to listen, is always consistent, identifies and challenges a person's strengths, and then helps to find ways to meet their goals. I say this because I have learned from this great person. I have watched him work with different entrepreneurs of different ages, backgrounds, and skill sets. He has sat with our executive team and identified our strengths and then challenges us to execute effectively. He has advised us in our current company, Casdex, Inc., since 2006.

In closing, John Dean would be a valuable addition to serve on the University of Hawaii Board of Regents. He has demonstrated the qualities of intellectual capacity, leadership, and commitment to community and integrity that are your core values, and I respectfully urge your committee's support to confirm his nomination. John Dean is one of the few gifted leaders who can identify one's strengths, and if anyone spends some time with him they will quickly recognize his gift.

Thank you for your consideration,

M. Mark Noorzai  
CEO & Chairman  
Casdex, Inc.,  
Casdex.com / casWS.com  
(805) 807-6821



Testimony before the  
**Senate Committee on Education**

Wednesday, March 28, 2012  
1:15 p.m., Conference Room 225

**Statement on Governor's Message No. 813**

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

TO THE HONORABLE JILL N. TOKUDA, CHAIR,  
MICHELLE N. KIDANI, VICE CHAIR, AND MEMBERS OF THE COMMITTEE:

It is my honor to testify in support of the nomination of John Dean to the Board of Regents of the University of Hawaii.

John Dean's first service to Hawaii was actually to and through the University of Hawaii. He was a strong supporter both financially and in giving his time and expertise to the College of Business. He did not do so to seek attention or recognition and instead shared his experiences and his leadership with the students and faculty.

The service he is most known for today is his leadership of Central Pacific Bank. It was not too long ago that CPB was thought to have no chance to survive, and it was at that point that John Dean agreed to become its CEO. He has said publicly that he took it on to prevent the loss of a Hawaii institution and even more importantly, the loss of the jobs of the employees of the Bank. It was thought to be a nearly impossible task and yet he was able to do it, and CPB today is on the road to health and strength as a bank. He again did it with little fanfare and with little attention to himself. He has built a team that combines the best talents from outside with a group of local executives deeply tied to the community.

He is exactly the kind of leadership this community needs on the Board of Regents; leadership which is unafraid of big challenges, interested in the success of the organization rather than personal glory, and a focus on the people not on the dollars. He has already demonstrated his deep affection and caring for our community, and specifically for our University, and he will make a great Regent.

Thank you for the opportunity to testify on this nomination.

Date: March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Clifton Kagawa  
Venture Capital Communications, LLC  
Suite 1700  
841 Bishop St.  
Honolulu, Hawaii 96813

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination. John Dean personifies the leadership, community and business insight, and abiding interest in education and our State which would greatly contribute to the University of Hawaii Board of Regents.

I have had the opportunity to work directly with John and know him to be an acute listener and consensus builder with a bias for action. He is comfortable relating and effectively communicating with people of all walks of life as well as diverse interests in an affable manner and with a disarming sense of humor. That is to say, he would work well in the ecosystem of a statewide university such as ours.

Thank you for your consideration.

Clifton Kagawa via email  
clifkagawa@hawaii.rr.com

March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Terrence R. George  
Executive Vice President & COO  
Harold K.L. Castle Foundation  
1197 Auloa Road, Kailua, HI 96734

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I have known John Dean since 2003, when his family foundation and the Harold K.L. Castle Foundation first began collaborating on grants to improve the educational outcomes of children in Waimanalo. From 2004 to 2009, I served on the board of The Entrepreneurs Foundation of Hawaii, which John co-chaired and co-founded. John often spoke to me about his desire to help the University of Hawaii. He put his money where his mouth is in several ways, through a major philanthropic gift to support for the Shidler College of Business and through the creation and leadership an important lecture series that has brought some of the best entrepreneurs in the world before audiences of UH students and professors.

Mr. John Dean is a man of high integrity, honesty, intellectual gifts, and commitment to Hawaii. He is soft-spoken, innovative, and an active listener. John has good judgment and strong problem-solving skills. His connections on either side of the Pacific Rim can help set the context for UH's growth as East Asia and North American continue to be major drivers of the world economy. I cannot think of anyone more highly qualified to serve on the University of Hawaii Board of Regents.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.



UNIVERSITY  
of HAWAII®  
MĀNOA

College of Engineering  
Department of Mechanical Engineering

**Mehrdad N. Ghasemi Nejhada**  
**Professor & Chair**  
ASME & Boeing Welliver Fellow

March 27, 2012

**TO:** The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

**FROM:** Dr. Mehrdad Ghasemi Nejhada, Professor and Chair

**RE:** GM813 - Consideration and Confirmation as a University of Hawaii  
Regent, JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee: I have known and worked with Mr. John Dean for over two years and since his venture capital firm (Startup Capital Ventures, of which he serves as the Managing General Partner) invested in a start-up company in Hawaii that is based on some of my nanotechnologies inventions at UH College of Engineering -- Adama Materials, Inc., of which I am the founder. John has been instrumental in raising about \$5M for Adama's Series-A financing, with the participation of another venture capital firm, and serves as a director on Adama's board. For the past 10 years, John has been a leader in investing in technology start-up companies.

In 1990's, John was the CEO of the Silicon Valley Bank, and during the eight years at this capacity assets grew from about \$1B to over \$5B, employees from about 200 to over a 1000, and market capitalization from about \$60M to over \$3B; resulting in being ranked first among the second-hundred largest banking companies in the US by the US Bankers, and ranked among the "fastest growing companies" by Forbes, based on the growth of revenues and equity over a period of 5 years and 3 years, respectively. John was recognized as one of the top 25 Silicon Valley's "movers and shakers" in 1997 by Business Week, and one of the "50 most powerful dealmakers" in 2001 by Forbes. Prior to his great success in Silicon Valley Bank, John had turned around a few other banks and made them profitable, during 1980's and early 1990's. In addition, John serves as an advisor for various venture capital firms, both in the US and overseas.

John also has strong Hawaii and UH ties, including serving as Co-Founder and Chairman Emeritus of the Entrepreneur's Foundation of Hawaii, supporting

2540 Dole Street, Holmes 302, Honolulu, Hawaii'i 96822; Phone:(808) 956-7560, Fax:(808) 956-2373  
E-mail: nejhad@hawaii.edu; URL: <http://www.eng.hawaii.edu/~nejhad>

small business ventures in Hawaii, endowing a faculty position in the UH Shidler's College of Business, and founder and sponsor of Kipapa i ke Ala Lecture Series as well as a director of the Pacific Asian Center for Entrepreneurship and E-Business (PACE) at the UH Shidler's College of Business.

The above summaries demonstrate how experience, strong, and smart John is in business matters. However, there is a personal touch in John that may not come across from just looking at his resume, and that is his human side that I would like to share with your committee. In my experience in working with John, in addition to his great foresight in business matters, I find him very personable and caring. He always goes beyond routine duties in helping people and institutions he works with. He is a great source of knowledge and wisdom in his trade. He takes Hawaii's businesses and start-ups very seriously and cares about their success, and does not look at Hawaii's business as an outsider, but puts his heart and soul and his own personal time, without compensation, to help those in need of his help. He is very generous with his personal time and knowledge in helping people and institutions, he works with, to move forward. I always find him very calm and in control, even during most critical times, which are attributes of an excellent leader. I find him very fair and impartial. He has wisdom to discover potentials and find solutions to issues that many others may not see. He also has a very professional and friendly way to resolve issues. I believe we need such a caring person with such a wisdom and experience as a UH Regent to further the cause of UH. I believe by confirming John as a UH Regent, he will be instrumental in facilitating and implementing UH strategies to balance Hawaii's present and future needs in the utilization of resources. Given John's past accomplishments, he would be committed to working with the community and local governments in achieving the State's goals and objectives -- as UH President Marcy Greenwood places more and more emphasis on technology transfer, entrepreneurship, start-ups, and technology licensing based on UH technologies. I am confident that John's experiences in the financial as well as venture capital industries, and community services -- particularly in the area of education and entrepreneurship, will prove invaluable as a UH Regent.

In closing, I have worked with John Dean in the past and I strongly support his confirmation to serve on the University of Hawaii Board of Regents.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm John Dean's nomination as a UH Regent.

Written Statement of  
**YUKA NAGASHIMA**  
**Executive Director & CEO**  
High Technology Development Corporation  
before the  
**SENATE COMMITTEE ON EDUCATION**  
Wednesday, March 28, 2012  
1:15 PM  
State Capitol, Conference Room 225  
In consideration of  
**GM 813**  
**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE BOARD OF  
REGENTS OF THE UNIVERSITY OF HAWAI'I, GUBERNATORIAL NOMINEE, JOHN  
DEAN, FOR A TERM TO EXPIRE 6-30-2017.**

Chair Tokuda, Vice Chair Kidani, and Members of the Senate Committee on Education:

The High Technology Development Corporation (HTDC) **strongly and enthusiastically supports** the appointment of John Dean to the Board of Regents of the University of Hawaii.

Mr. Dean's qualifications and his many contributions to our community are well known and covered by the local and national media. The University of Hawaii would benefit from such track record alone as it faces and embraces the challenges other universities across the world face: limited financial and infrastructure support, technology transfer and commercialization pressures, and the changing educational needs of the community in a fast-paced global economy. Mr. Dean's work with Silicon Valley Bank and now with Central Pacific Bank shows his engaged leadership style and skill in moving institutions. His work with Startup Capital Ventures and other venture capital and angel investment activities helped maintain his critical acumen for innovation trends.

Aside from Mr. Dean's large scale accomplishments, it is his exceptional volunteer work and charity contributions in Hawaii that compelled me to write this statement in support of GM813. Our community is better with Mr. Dean in it: even before founding Entrepreneurs Foundation of Hawaii, he understood how to be generous with his time and his networks. I still recall meeting Mr. Dean at Buck's of Woodside (where VC deals are made over granola) as an entrepreneur almost ten years ago, when he provided me with valuable advice and perspectives. The lessons I learned from him in Silicon Valley that day, and the doors he opened up for me to contact his associates at SVB Alliant and others, have allowed me to "pay it forward" through my position at HTDC.


I am most excited about his appointment to the Board of Regents of the University of Hawaii, not only because he can lead our community at that level, but more so because of the ripples of positive influence he will have to inspire the rest of us to strive higher and accomplish more.

Thank you for this opportunity to testify in support of his appointment.



Date: March 28, 2012

To: The Honorable Jill Tokuda, Chair, The Honorable Michelle Kidani, Vice Chair,  
Members of the Senate Committee on Education

From: Donna Vuchinich, President and CEO   
University of Hawai'i Foundation  
2444 Dole Street, Bachman Hall 105, Honolulu, HI 96825

RE: GM813 - Consideration and confirmation as a University of Hawai'i Regent,  
JOHN C. DEAN – **SUPPORT**

Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Place: Senate Conference Room 225

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Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

We are delighted to submit this letter of support regarding John Dean's consideration and confirmation as a University of Hawai'i Regent.

John is an outstanding community citizen, volunteer, and donor to the University and to higher education. He has been committed to UH's success and has been active in various influential leadership roles over that past ten years I have served the UH Foundation. He is generous with ideas, his time, and his support.

Just to give you an idea of the variety of ways he has been involved over the years include:

- Serving as a director of the Pacific Asian Center for Entrepreneurship and E-Business (PACE) at the Shidler College of Business.
- Serving as a volunteer leader on our campaign cabinet for the UH Centennial Campaign. He assisted and garnered much-needed private support for the University of Hawai'i.
- As a donor he has personally supported endowing a faculty position at the University of Hawai'i's Shidler College of Business.
- He is also a founder and sponsor of the Kipapa i ke Ala Lecture Series at the Shidler College of Business.

Needless to say, Mr. Dean is a long-time invested partner and friend of the University of Hawai'i.

With his experience in the financial and venture capital industries, coupled with solid leadership roles in education, John is equipped to develop and implement strategies that will enable the University of Hawai'i to leverage existing financial and intellectual property resources for the benefit of our students and our State. With his vision, fortitude, energy, relationships and commitment to Hawai'i, John will no doubt be a great addition to the University of Hawai'i Board of Regents.

**Serving the 10 campuses of the UH System**

2444 Dole Street • Bachman Hall 105 • Honolulu, Hawaii 96822-2388 • phone (808) 956-8849 • fax (808) 956-5115

RE: GM813 - Consideration and confirmation as a University of Hawai'i Regent,  
JOHN C. DEAN – **SUPPORT**  
Page 2 of 2

John Dean is an exemplary and effective volunteer leader, community citizen and role-model of positive engagement. His experience and knowledge, as well as his advice, has been immensely valuable to the Foundation and the University. If you have any questions related to this appointment, please feel free to contact me at 956-5103.

We wholeheartedly support this nomination. Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.



March 23, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Ronald K. Migita  
98-868 Naukewai Place  
Aiea, HI 96701

RE: GM813 – Consideration and confirmation of JOHN C. DEAN as University of Hawaii Regent –  
SUPPORT.  
Hearing scheduled: Wednesday, March 28, 2012 – 1:15 pm.  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

In March of 2010, and upon my retirement, John Dean joined Central Pacific Financial Corp. to succeed me as executive chairman of the company and its bank subsidiary, Central Pacific Bank. We recruited John based on his stellar track record of leadership in managing adversity and taking several financial institutions to unprecedented levels of performance. During his eight years as CEO of Silicon Valley Bank from 1993 to 2001, the company's assets grew from \$935 million to \$5.5 billion. John was recognized in 2000 by Forbes Magazine as one of the top 50 movers and shakers in the nation.

At Central Pacific Bank, I believe John has enhanced his reputation by leading the company through a very challenging period. After just two years at the helm, Central Pacific achieved four consecutive quarters of profitability in 2011, significantly improved its asset quality, and is now very well capitalized.

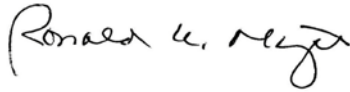
In addition, through his active participation as a founder and a leader in the venture capital industry focusing on technology start-ups, John has an acute understanding of leveraging technology and innovation to address the needs and challenges of a rapidly evolving society. John serves as Managing General Partner of Startup Capital Ventures, a venture capital firm he co-founded, and as director of various technology companies, including AGIS, Think Finance, and Adama.

John's compassion for the State of Hawaii stems from his Peace Corp training on Molokai, many years ago, in route to his tour of duty in Western Samoa. He has had a residence in Waimanalo since 1997, and his actions speak loudly of his passion for higher education in Hawaii. He is the founder and sponsor of the Kipapa i ke Ala Lecture Series at the University of Hawaii's Shidler College of Business. He also established the John and Sue Dean Distinguished Professorship, an endowed faculty chair, at the Shidler College of Business. John also continues to serve as a director of the University's Pacific Asian Center for Entrepreneurship and E-Business, or P.A.C.E., and as an advisor to the board of the Wharton School of University of Pennsylvania.

In my opinion, John Dean is a gifted and unique individual with the expertise and passion to make a positive impact on the University of Hawaii's efforts to achieve its objectives.

I respectfully urge your committee's support to confirm Mr. Dean's appointment to the UH Board of Regents. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Ronald K. Migita". The signature is written in a cursive style with a large initial 'R' and a long, sweeping tail on the 't'.

Ronald K. Migita

## Testimony

March 27, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Lawrence D. Rodriguez  
Retired Chief Financial Officer of Central Pacific Financial Corp. & Central Pacific Bank  
Retired Managing Partner, Ernst & Young LLC

Email: rodrigue001@hawaii.rr.com  
Phone: 222-1665

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**

Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I am providing this testimony in consideration of John Dean's nomination to the Board of Regents of the University of Hawaii.

I have known John for a number of years and most recently have had the opportunity of working directly with him at Central Pacific Financial Corp. (Central Pacific Bank). I was engaged as a consultant to work with John and ultimately accepted the position of working as his Chief Financial Officer. Prior to that time I was acquainted with John through his involvement with our community. I can attest that John is an individual of the highest integrity and ethics. He is eminently qualified to be a Regent of the University and has extensive business and community experiences. I believe he would provide the University with additional prestige. His intelligence and the ability to spend the time to adequately understand and research issues will help the University develop the best solutions for the strategic issues it faces.

In summary, I **support** his nomination and would be willing to provide additional testimony in recognition of his confirmation as a Regent.

Regards,

Lawrence

March 21, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Denis K. Isono  
Executive Vice President and Chief Financial Officer  
Central Pacific Financial Corp and Central Pacific Bank  
220 South King Street  
Honolulu,

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I offer my support on the nomination of John C. Dean as a member of the Board of Regents of the University of Hawaii. I have always been a proud alumnus of the University of Hawaii. The University has improved its brand from a “fall back choice” of colleges for Hawaii residents to one of first choice and pride. We must continue to grow that and I believe that John can help continue to improve that perspective.

I have been working with John Dean since March 2010 as we were struggling through our challenging times here at Central Pacific Bank. John was retired at the time and decided to help us because there were 900 jobs to save and Hawaii needed CPB to keep the banking community competitive. That decision speaks directly to John’s integrity and commitment. Having worked with him since then, I can personally attest to his high level of integrity and commitment.

For the time I have known John, it has always been “let’s do this because it is the right thing to do”. He is very collaborative and extremely fair in making decisions. I believe John’s perspective on the Board will help as some very difficult decisions need to be made in this economy.

Thank you for your consideration, and I respectfully urge your committee’s **support** to confirm this nomination.

March 23, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Lance A. Mizumoto  
Executive Vice President & Chief Banking Officer, Central Pacific Bank

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I respectfully submit my testimony for your consideration in conjunction with the confirmation of Mr. John Dean as a University of Hawaii Regent.

I have known and worked for Mr. Dean over the past two years and can confidently speak to his abilities as a leader, motivator and consensus builder. John demonstrated these attributes shortly after he became our CEO and took us from the brink of disaster, back to a contributor to this community. He is very skillful as a communicator, and takes the time to listen to many points of view before making a decision. He quickly put together a strong team of executive managers to help with the capital raising efforts of the bank and successfully executed on his plan to get this capital in place, thus avoiding seizure by the FDIC. During this time, he frequently communicated to our employees, customers, board of directors, and shareholders, on the progress we were making. His optimism is contagious and he clearly won the confidence of the employees of Central Pacific Bank. I am convinced that these abilities will be of great value to the Board of Regents.

While John has been with us for a relatively short period of time, his involvement in our community has spanned a much longer period. His focus on education is clearly reflected in such endeavors as being the founder and sponsor of Kipapa i ke Ala Lecture Series at the University of Hawaii's Shidler College of Business. He is also a Director of the Pacific Asian Center for Entrepreneurship and E-Business (PACE) at the business school of the University of Hawaii and Chairman Emeritus of Entrepreneurs Foundation of Hawaii.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

## Erin Conner

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**From:** Catherine Ngo [Catherine.Ngo@centralpacificbank.com]  
**Sent:** Friday, March 23, 2012 11:28 AM  
**To:** EDU Testimony  
**Subject:** GM813 - Consideration and Confirmation as a University of Hawaii Regent, John C. Dean - SUPPORT

March 23, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Catherine Ngo  
EVP & Chief Administrative Officer, Central Pacific Bank  
220 S. King St., 22<sup>nd</sup> Floor  
Honolulu, HI 96813

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

Please accept this letter in support of the nomination of John C. Dean as a member of the Board of Regents of the University of Hawaii. I have worked closely with John for almost 20 years and vouch strongly for his core values, and for his endless desire and ability to make a difference.

John spent eight years as CEO of Silicon Valley Bank starting in 1993, and I was lucky to be part of John's executive team during that time. It is unquestionable that the key to SVB's success in building a world-recognized lending franchise was John's creativity, passion, commitment, and strong leadership. John has the rare ability to bring a team and entire organization together, first, by building a foundation of trust, and then, inspiring the team to reach its highest potential. As a leader, John is caring, yet demanding, and with these attributes, has driven each institution he has led to great success.

When I find myself in difficult professional, and even, personal, situations, I often ask myself "what would John do when confronted with these circumstances?" John is a moral and business compass for me (and countless others), and candidly, I would trust following him on any undertaking. When I moved to Hawaii in mid-2010 to join John at Central Pacific Bank, dozens of colleagues from Silicon Valley Bank called me to ask how they also could be part of "John Dean's team" again, at CPB. Working with John is exhilarating and rewarding, notwithstanding the challenges and arduous tasks at hand. John makes me want to work harder, strive for more, and reach for the top. He inspires me to hit goals I did not think attainable. My colleagues here at CPB, and at other organizations in which we have worked together, would say the same.

In addition to being a brilliant and inspiring leader, John also has the range of skills that I believe will be helpful to the University of Hawaii. He has worked extensively in the technology arena here in Hawaii, on the Mainland, and in China. And he is committed and passionate about education, as evidenced, for example, by the Kipapa i ke Ala Lecture series he founded and sponsors at the University of Hawaii's Shidler College of Business. And finally, he cares deeply about our community here in Hawaii.

I respectfully urge your committee's support to confirm John Dean's appointment to the UH Board of Regents. Thank you for your consideration.

Sincerely,  
Catherine Ngo

CATHERINE NGO | EVP and Chief Administrative Officer | Administrative Offices



220 South King Street, 22nd Floor, Honolulu, HI 96813  
Phone: (808) 544-3771 | Fax: (808) 532-5091  
[catherine.ngo@centralpacificbank.com](mailto:catherine.ngo@centralpacificbank.com) | <http://www.centralpacificbank.com>

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## Erin Conner

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**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Tuesday, March 27, 2012 7:30 AM  
**To:** EDU Testimony  
**Cc:** david.hudson@centralpacificbank.com  
**Subject:** Testimony for GM813 on 3/28/2012 1:15:00 PM

Testimony for EDU 3/28/2012 1:15:00 PM GM813

Conference room: 225  
Testifier position: Support  
Testifier will be present: No  
Submitted by: David Hudson  
Organization: Individual  
E-mail: [david.hudson@centralpacificbank.com](mailto:david.hudson@centralpacificbank.com)  
Submitted on: 3/27/2012

### Comments:

From: (David Hudson)  
(EVP – Central Pacific Bank and member of the following non-profit boards – Boys and Girls Club of Hawaii, American Red Cross – Hawaii State Chapter, Kapiolani Foundation Board, Sutter Health Pacific/Kahi Mohala Hospital)

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee: As an executive at Central Pacific Bank and a member of the community I would like to strongly support John Dean's appointment as a University of Hawaii Regent. Not only did John help to save the jobs of almost 1,000 employees at Central Pacific Bank and the livelihood's of their families but he is actively involved with and a contributor to many charitable organizations that improve the quality of life in Hawaii. He not only leads by example but also encourages all of his employees to get involved in supporting our community by serving on the boards of non-profit organizations in Hawaii.

Thank you for your consideration, and I respectfully urge your committee's support to confirm this nomination.



March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Wayne Kirihara  
SVP, Chief Marketing Officer  
Central Pacific Bank  
220 S. King St. Honolulu, HI 96813

RE: GM813 – Consideration and confirmation of JOHN C. DEAN as University of Hawaii Regent – SUPPORT.

Hearing scheduled: Wednesday, March 28, 2012 – 1:15 pm.  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I respectfully urge your support of John Dean's appointment to the University of Hawaii's Board of Regents. I'm a proud graduate of the University of Hawaii's Bachelor of Arts-Communications and Executive MBA programs, and believe that the UH Board of Regents should be represented by committed and passionate leaders with a diverse depth of global experiences and vision to guide the University to higher levels in preparing our future workforce and community leaders.

John's caliber of leadership and expertise in finance, the capital markets, business management, and organizational development are evidenced by his turning around four financial institutions that were in dire straights, including Central Pacific Bank. In just two years under John's leadership as our CEO, we transitioned from three years of net losses to four consecutive quarters of profitability in 2011. The 900 plus employees of CPB, who thankfully still have a company to work for today, have come to understand and appreciate why John was recognized by Business Week as one of Silicon Valley's top 25 "movers and shakers" in 1997, and in 2001, by Forbes as one of the 50 "most powerful dealmakers" in the nation. I believe John's successes are driven by his acute vision and relentless passion for creating an environment of trust, respect and integrity across the organization by promoting teamwork, eliminating silos, and always doing what is right. Even in the height of crisis management, he was always focused on the long-term sustainability of our organization.

While John was busy growing Silicon Valley Bank by six-fold in eight years as its CEO, and later co-founding Startup Capital Ventures to support the growth of technology innovation and global commerce, he was also busy contributing to important building blocks here in Hawaii. John and his wife, Sue, started a mathematics enrichment program in conjunction with the University of Hawaii for the youth of Waimanalo, where he has had a residence since 1997. He established an endowed faculty chair and founded the Kipapa i ke Ala Lecture Series, both at the University of Hawaii's Shidler College of Business. He also founded the Entrepreneurs Foundation of Hawaii and currently serves as its chairman emeritus. Soon after our company's recovery, the CPB Foundation was funded with \$8.8 million to continue our legacy of supporting the grassroots communities we serve.

John's genuine compassion for the educational system in Hawaii, together with his scope of expertise and unquestionable character, in my opinion, makes him an ideal candidate for the University of Hawaii's Board of Regents.

Thank you very much for your consideration.

## Erin Conner

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**From:** Glenn KC Ching [glenn.ching@centralpacificbank.com]  
**Sent:** Sunday, March 25, 2012 2:19 PM  
**To:** EDU Testimony  
**Cc:** Wayne H Kirihara; Jacy L Youn  
**Subject:** GM813 - Consideration and confirmation as a University of Hawaii Regent - JOHN C. DEAN - SUPPORT

Dear Chair Tokuda, Vice Chair Kidani, and Members of the Senate Education Committee:

Please support, as I do, Mr. John C. Dean's appointment to the University of Hawaii Board of Regents. Mr. Dean has extensive, deep and broad financial knowledge and business experience; has a passion for education and learning that he not only himself lives and practices, but encourages, mentors and promotes among others as well; has a love for Hawaii and our unique culture and is committed to our island community; is a tremendous leader and motivator who respects all people and views; and, is a man of solid character.

I can personally attest to all of the above because I have witnessed it all first hand in my capacity as an officer and employee at Central Pacific Bank. Mr. Dean is currently President & CEO of Central Pacific Bank. Since joining Central Pacific Bank in March 2010, Mr. Dean has completely turned around the Bank's financial condition. I have had the privilege of working for Mr. Dean since his arrival at the Bank two years ago, and have seen and experienced on a daily basis, Mr. Dean's leadership, strategic intellect and vision, financial and business acumen, balanced pragmatism, caring and compassion for others, employee involvement, community involvement, and continual focus on personal development for himself and others.

As a proud Hawaii public school graduate and graduate of the University of Hawaii William S. Richardson School of Law, I can honestly and truly think of no one better than Mr. John C. Dean to be a Regent. He is eminently qualified, as his resume, background and experience will attest, but equally if not even more importantly, Mr. Dean will be a strong, vigorous and tireless advocate for the University of Hawaii. To know Mr. Dean as I and all others who know him well, is to know that he will absolutely give his very best and all to being a Regent as to give anything less is not in his DNA.

GLENN K. C. CHING | Senior Vice President & General Counsel | Legal Division



220 South King Street, 22<sup>nd</sup> Floor, Honolulu, Hawaii 96813  
Phone: (808) 544-3531 | Cell: (808) 782-5376 | Fax: (808) 532-5165  
[glenn.ching@centralpacificbank.com](mailto:glenn.ching@centralpacificbank.com) | <http://www.centralpacificbank.com>

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## Erin Conner

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**From:** John Taira [John.Taira@centralpacificbank.com]  
**Sent:** Monday, March 26, 2012 11:32 AM  
**To:** EDU Testimony  
**Subject:** John Dean for UH Board of Regents

Aloha,

I'd like to extend my support of Mr. Dean's acceptance into the UH Board of Regents. Mr. Dean has had a second home in Waimanalo for 15-years and since joining Central Pacific Bank, the home has become his primary residence. Mr. Dean has been involved with the Shilder College of Business for more than a decade and has encouraged numerous local small business ventures through his venture capital firm. Mr. Dean understands our community, its people and our University. As noted in the daily paper, Mr. Dean turned around Central Pacific Bank and saved 900 jobs. What is not publicized is that Mr. Dean is a conscientious leader who prioritizes the well-being of the employees as well as the overall community.

Mr. Dean would be a terrific UH Regent.

John Taira | SVP and Senior Manager | Hawaii Commercial Banking



220 South King Street, 4<sup>th</sup> Floor, Honolulu, Hawaii 96813  
Phone: (808) 544-3613 | Cell: (808) 375-9756 | Fax: (808) 532-5036  
[john.taira@centralpacificbank.com](mailto:john.taira@centralpacificbank.com) | <http://www.centralpacificbank.com>

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March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Robert Yee  
Senior Vice President, Community Banking, Central Pacific Bank  
P.O. Box 3590  
Honolulu, HI 96811-3590

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee: I fully support John Dean's confirmation as a University of Hawaii Regent.

It has been a privilege to work with John Dean at Central Pacific Bank (CPB) where I have witnessed, first hand, how his visionary leadership has helped our organization survive during a very financially challenging time.

What has been so impressive is the way he has accomplished this. John had to make constructive and necessary changes to the way CPB did business however, he was able to do so while retaining the best that CPB has to offer (a culture committed to exceptional service, community and strong relationships with customers) for the betterment of the Bank.

John's proven ability to work with multiple stakeholders to improve organizations with challenging issues in a manner consistent with local values makes John Dean an ideal candidate for the position of Regent.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Janice Nakamoto  
SVP and Financial Technology Manager at Central Pacific Bank  
janice.nakamoto@centralpacificbank.com

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

John Dean would make a great University of Hawaii Regent. He has more than the necessary qualifications: business acumen, a proven track record in management and finance, is highly educated, involved in the community, and generous to charities. John is a strong supporter of education, giving of both his time and money to the University of Hawaii's Shidler College of Business. But beyond all these wonderful attributes, the most important thing to note is John's character; he has integrity, he truly cares about people, and he has a good heart. As a UH Regent, John will make the right decisions for the University and its students.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

**Erin Conner**

---

**From:** Sharon N Sato [sharon.sato@centralpacificbank.com]  
**Sent:** Wednesday, March 21, 2012 3:27 PM  
**To:** EDU Testimony  
**Subject:** Fw: John Dean

March 21, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Sharon Sato  
AVP & Sr Customer Service Manager, Central Pacific Bank

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I humbly ask for your consideration in confirming the nomination of John C. Dean for his appointment to the University of Hawaii Board of Regents. Mr. Dean's dedication to the people of Hawaii and his passion for higher learning makes him an excellent choice for this position. His leadership and expertise in the finance field have led us over many hurdles and I am certain that as a Regent he will make choices that will benefit the students of the University of Hawaii as well as the University itself.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

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**Erin Conner**

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**From:** Jon T Teraizumi [jon.teraizumi@centralpacificbank.com]  
**Sent:** Monday, March 26, 2012 5:41 PM  
**To:** EDU Testimony  
**Cc:** Jon T Teraizumi  
**Subject:** GM813 - Consideration and confirmation- John Dean

March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Jon T.Teraizumi  
Assistant Vice President & Commercial Banking Officer - Central Pacific Bank

960 Mapunapuna Street  
Honolulu, HI 96819

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I am writing to express my strong support of John Dean as a University of Hawaii Regent. There are few words that can express the gratitude all of us at CPB have for John Dean's leadership in turning our Bank around in such a short period of time. John Dean's list of achievements and accolades definitely speaks for itself. However, the thing I admire the most of John Dean was his willingness to step into a tough situation, even when he didn't need to. The aloha he felt for the employees of CPB and its need to continue to service the people of Hawaii was an inspiration to us. Having observed John Dean and his leadership in turning CPB around is truly a privilege and has been a priceless experience for me both professionally and personally. The University of Hawaii will be very fortunate to have a leader like John Dean as University of Hawaii Regent.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

Sincerely,

Jon T. Teraizumi  
AVP & Commercial Banking Officer  
Commercial Banking-West  
Direct: (808) 544-5441  
Mobile: (808) 265-4169  
Fax:(808) 831-3895  
Email: [jon.teraizumi@centralpacificbank.com](mailto:jon.teraizumi@centralpacificbank.com)

March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Donna Takeda  
Vice President & Manager  
Community Development  
Central Pacific Bank

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**

Hearing date: Wednesday, March 28, 2012

Hearing time: 1:15 pm

Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee: As an alumni of the University of Hawaii at Manoa, I strongly support Mr. Dean's nomination as a University of Hawaii Regent. He has demonstrated tremendous leadership in our organization while remaining a man of strong values. His in-depth knowledge for the business sector and passion for helping people will be a true asset to the University of Hawaii.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.



March 22, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Dayna Matsumoto  
VP and Asset and Liability Manager, Central Pacific Bank  
220 South King St. Suite 300  
Honolulu, HI 96813

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I strongly support confirming John C. Dean to the UH Board of Regents. He is an excellent leader that cares deeply about the State of Hawaii. John's leadership enabled Central Pacific Bank to overcome its financial challenges and continue to serve the community in Hawaii. John has extensive experience in finance, management and technology which will be highly valuable to the UH Board of Regents. As an alumni of the University of Hawaii and a mother of a future University of Hawaii student, I want the best for the University and its students, which is why I strongly support John Dean for the UH Board of Regents.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Kevin S. Yoshida  
Vice President and Maui District Manager, Central Pacific Bank  
[Kevin.yoshida@centralpacificbank.com](mailto:Kevin.yoshida@centralpacificbank.com)

RE: GM813 – Consideration and confirmation as a University of Hawaii Regent,  
**JOHN C. DEAN – SUPPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15pm  
Senate Conference Room 225

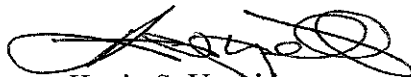
Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

The University of Hawaii would greatly benefit from Mr. John C. Dean's unique experience, knowledge, abilities, integrity, and commitment. John C. Dean is an effective leader, and I have learned through working with/for him that he is an individual that leads by example. His style is one of an ethical visionary with a heart. He is a true leader who does what he says he will do.

The reason Mr. Dean came out of retirement and became Central Pacific Bank's new CEO, was simply because he felt he could make a difference and keep our bank alive for our customers and community, and save over 1000 jobs. He was able to do that, and he continues to build a robust culture of strength and positive energy at the bank.

Thank you for your consideration, and I respectfully urge your committee's support to confirm his nomination.

Respectfully,



Kevin S. Yoshida  
University of Hawaii Alumni,  
College of Business Graduate

## Testimony Template

March 22, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Amery Lam  
Vice-President, Central Pacific Bank  
Kahala Branch

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I highly support the confirmation of Mr. John C. Dean as a University of Hawaii Regent. Mr. Dean has a track record of proven leadership and is of the highest character. His involvement in the community and the Shidler College of Business shows his passion for education and the University of Hawaii, as well as the State of Hawaii.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

March 20, 2012

**To:** The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice-Chair  
Members of the Senate Committee on Education

**From:** Christopher M. Yasuma  
Commercial Banking Associate, Central Pacific Bank  
220 South King Street, 4<sup>th</sup> Floor  
Honolulu, HI 96813

**RE:** GM813 – Consideration and confirmation as a University of Hawaii Regent, John C. Dean –  
**SUPPORT**  
Hearing Date: Wednesday, March 28, 2012  
Hearing Time: 1:15pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice-Chair Kidani, and Members of the Committee:

During the past couple of years, Central Pacific Bank had endured some difficult times. The financial meltdown had greatly affected the Bank's overall financial condition and its going concern. However, at this crucial time, John C. Dean joined our Company in an effort to save the Bank and the jobs of many long-time loyal employees. Through his hard work and dedication, he managed to overcome many of the difficult obstacles to bring the Bank back to where it is today. Today, the Company is in a much better position and continues to do what it does best, serving its local communities.

In addition to his outstanding accomplishments in the financial sector, John has continued to serve our local communities through his involvement in the Kipapa i ke Ala Lecture Series, founding and sponsoring the Pacific Asian Center for Entrepreneurship, and Entrepreneur's Foundation of Hawaii at the University of Hawaii's Schidler College of Business.

Based on John's ability to bring our Bank back to profitability and his various community involvement, I believe John is more than qualified for this position. Thank you for your consideration, and I respectfully urge your Committee's support to confirm this nomination.

Sincerely,  
Christopher M. Yasuma

March 22, 2012

To: Senator Jill Tokuda, Chair  
Senator Michelle Kidani, Vice Chair  
Members of the Committee on Education

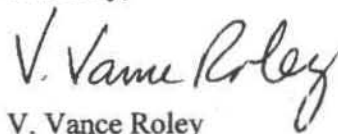
Re: Testimony in support of John Dean's nomination to the Board of Regents of the  
University of Hawai'i at Mānoa (GM 813)  
Hearing Date: March 28, 2012  
Hearing Time: 1:15 p.m.

Chair, Vice Chair and Committee Members:

Please accept this testimony in support of John Dean's nomination to the Board of Regents of the University of Hawai'i.

I have come to know the nominee since becoming dean of the Shidler College of Business at the University of Hawai'i at Mānoa and find him well suited to serve on the Board of Regents. His background in finance together with his interest in entrepreneurship will be a great asset to the University of Hawaii in its role as an educational institution and also as an economic engine of the state. The nominee has long demonstrated a commitment to higher education and small business through his involvement with the College's entrepreneurship center. The University would benefit greatly from his expertise and I urge the committee to confirm his nomination.

Sincerely,



V. Vance Roley

Roy K. Amemiya, Jr.  
95-1120 Kualapa Street  
Mililani, HI 96789

March 27, 2012

The Honorable Jill Tokuda, Chair  
Senate Committee on Education  
State Capitol  
Honolulu, Hawaii

**RE: GM813 – In Strong Support of Confirmation of JOHN C. DEAN as University of Hawaii  
Regent**

Dear Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

It is a pleasure for me to support the appointment of John Dean to the University of Hawaii's Board of Regents. I have worked with him over the last two years, both as an employee and paid consultant of Central Pacific Bank, and believe that he will make a stellar regent. He has an outstanding body of work that includes vast global experiences and success. Notable is his business and technology acumen, and his ability to turnaround companies.

But what strikes me most about John is his passion for humanity. He is a rare combination of a talented leader that is driven by serving the needs of others. He does so with utmost humility and integrity.

His compassion for Hawaii and for its educational system, together with his leadership and character, would make him a tremendous addition to the Board.

Please favorably consider his nomination.

Aloha,

Roy K. Amemiya, Jr.  
UH MBA Graduate, 1980

March 21, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Denis R. Coleman, Ph.D.  
Entrepreneur and Educator  
1944 Manoa Road  
Honolulu, HI 96822  
808-949-1788

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I taught at the University of Hawaii from 1976 -1979. My wife is from Hawaii and we spend a lot of time here and will at some point live here full-time. I have had a career in Silicon Valley, founding 4 companies that became public -- Symantec, Visioneer, Neoforma, and Financial Engines. In the course of my career, I had the good fortune to meet John Dean.

I have known John Dean for 15 years. I have observed him in many roles as an businessman, civic leader, and family man. I have seen how he relates to his employees, his associates, and his clients. His advice has had a large impact on both my career and my personal life. That is the effect he has on so many individuals.

John Dean is truly an outstanding individual with wide knowledge, an inborn sense of fairness, an ability to lead, an incredible energy level, and a desire to serve the community as whole. I believe he will make an outstanding Regent for the University of Hawaii. He will command the respect of the many constituencies that the University represents. John Dean brings people together.

Thank you for your consideration. I respectfully urge your committee's **support** to confirm this nomination.

Sincerely,

Denis R. Coleman, Ph.D.

## Erin Conner

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**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, March 21, 2012 12:55 PM  
**To:** EDU Testimony  
**Cc:** tdick@startupcv.com  
**Subject:** Testimony for GM813 on 3/28/2012 1:15:00 PM

Testimony for EDU 3/28/2012 1:15:00 PM GM813

Conference room: 225  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Timothy Dick  
Organization: Individual  
E-mail: [tdick@startupcv.com](mailto:tdick@startupcv.com)  
Submitted on: 3/21/2012

### Comments:

I have known John Dean and his wife Sue personally and professionally for 12 years, as a mentor, friend and business partner. I can vouch for his unimpeachable integrity, his insightful perspective and respectful nature.

His commitment to Hawaii and the University of Hawaii in particular could not be stronger through his sponsorship of Professorial Chairs, and his funding of the Kipapa i ke Ala Lecture Series at the Shidler College of Business which has brought so many leaders to our islands.

The University of Hawaii could not wish for a better or more committed Regent and I wholeheartedly recommend John Dean for this position.

Mahalo Nui Loa

Timothy Dick



March 21, 2012

The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education  
Hawaii State Capitol  
Honolulu, Hawaii 96813

Re: GM813-Consideration and Confirmation as a UH Regent/John C. Dean-**SUPPORT**  
Hearing Date: Wednesday, March 28, 2012  
Hearing Time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani and Members of the Committee,

I am writing in support of John C. Dean's confirmation to the University of Hawaii Board of Regents. I have known John Dean for 22 years. I first met John in 1990 upon his appointment as Chairman, CEO and President of First Interstate Bank of Washington, Seattle, Washington, where I served as the Bank's SVP and General Counsel. I relocated to Bank of Hawaii in 2007, where I serve as Vice Chairman, General Counsel, Chief Administrative Officer & Corporate Secretary. I worked closely with John from 1990-1991 and have continued our professional and personal relationship to today, having served on the Board of the Entrepreneurs Foundation of Hawaii, which John chaired.

John is an excellent businessman and leader. He has always been committed to the employees and communities that he has served. He is particularly interested, supportive and proactive in the educational needs of the community. John has demonstrated this support in Hawaii through his ongoing support of the University of Hawaii Shidler College of Business.

John is a very talented and respected leader and operates in a very collaborative manner. We all know how important it is to have healthy community banks and the important role they play within our local economy. John has successfully led Central Pacific Bank. In the process he has earned the respect of top industry financial analysts for his attention to detail, transparency and command of the business segments and markets in which the Bank operates.

Thank you for your consideration. I respectfully urge the Committee's **support** to confirm his nomination.

Sincerely,

  
Mark A. Rossi

Michael J. Fergus

---

125 MERCHANT STREET, SUITE 200  
HONOLULU, HAWAII 96813  
TELEPHONE (808) 545-1700  
FAX (808) 545-1788

March 21, 2012

The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education  
Hawaii State Capitol  
415 South Beretania Street  
Honolulu, HI 96813

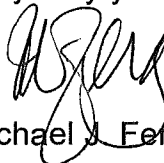
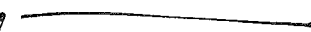
RE: GM813 - Consideration and Confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Dear Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I am writing in support of John Dean's confirmation to serve on the Board of Regents for the University of Hawaii. His knowledge and experience in the financial and venture capital industries and his years of commitment to community service, particularly in the area of education, are well suited for this position. His work ethic, business reputation and desire to give back to the community will make him an ideal candidate to serve on the Board of Regents for the University of Hawaii.

I respectfully urge your committee's **support** to confirm this nomination. Thank you for your consideration.

Very truly yours,

Michael J. Fergus

MJF/jk

March 23, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

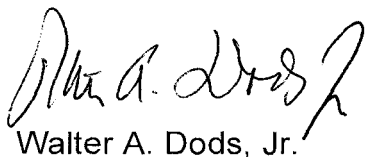
From: Walter A. Dods, Jr.  
999 Bishop Street, Suite 2828  
Honolulu, Hawaii, 96813

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I am pleased to write this testimony on behalf of the nomination of John C. Dean to serve on the Board of Regents of the University of Hawaii. John is an outstanding business executive who I've known in the banking business nationally. Not only is he a great banker and business executive, but always plays a very active part in the communities he serves. From his early days as a Peace Corps volunteer in Western Samoa, to his outstanding work as one of Silicon Valleys' top movers and shakers, he has always been at the front of the line. He served our broader community in Hawaii by turning around an important financial institution, which means so much to a small state like ours. I wholeheartedly recommend John for this appointment.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.



Walter A. Dods, Jr.

**Erin Conner**

---

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Tuesday, March 20, 2012 10:05 PM  
**To:** EDU Testimony  
**Cc:** peter@cybercominc.com  
**Subject:** Testimony for GM813 on 3/28/2012 1:15:00 PM

Testimony for EDU 3/28/2012 1:15:00 PM GM813

Conference room: 225  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Peter Kay  
Organization: Individual  
E-mail: [peter@cybercominc.com](mailto:peter@cybercominc.com)  
Submitted on: 3/20/2012

**Comments:**

I STRONGLY SUPPORT John Dean's appointment to the UH Regents. I've work with Mr. Dean for over 5 years and am hard-pressed to identify others that can match his philanthropy, character, success, leadership, and genuine love of Hawaii.

March 23, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Donovan R. Kealoha  
2800 Woodlawn Drive, Suite 265  
Honolulu, 96822

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent, JOHN C.  
DEAN – **SUPPORT**

Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I have known John Dean for approximately six years as a mentor, investor and company advisor. I first met him as a student at the William S. Richardson School of Law and the Shidler College of Business. Even as a lowly student, John took the time to meet with me on several occasions to provide advice, mentorship, and personal introductions, which helped further my educational and professional careers. As a director of my current company, he continues to provide sound guidance and direction.

I appreciate what he continues to do for the university through his support of the Kipapa Lecture Series and entrepreneurship programs at the Shidler College of Business. He will be a great addition to the board of regents.

Thank you for your consideration, and I respectfully urge your committee's **SUPPORT** to confirm his nomination.

Respectfully,

A handwritten signature in black ink, appearing to read 'DKA', followed by a long horizontal flourish.

Donavan R. Kealoha

**Erin Conner**

---

**From:** Steven K. Baker [steve@mra.fm]  
**Sent:** Saturday, March 24, 2012 6:32 PM  
**To:** EDU Testimony  
**Subject:** SUPPORT John Dean's appointment to UH Regents

Dear Hawaii State Senators,

I am writing in support of the confirmation of John Dean to serve on the University of Hawaii Board of Regents.

I have known John Dean for ten years, and have worked with him on non-profit efforts including Entrepreneurs Foundation of Hawaii, which he founded, and the Pacific Asian Center for Entrepreneurship and E-Business (PACE at UH). I have also visited his former Silicon Valley Bank and met with John on business opportunities and his associates at Startup Capital Ventures.

John has the highest integrity and has been selfless in his efforts to help his adopted home state of Hawaii. Aside from his obvious effort to save jobs and the Central Pacific Bank, in which I am a very modest shareholder, he has initiated efforts not only to build a culture of philanthropy for a younger generation but to develop new businesses, especially in high technology. He has also been very generous with financial donations, including to UH. While doing all the above, John has a very personable manner. He has also assisted me in more than one case of trying to help recent graduates find jobs. I have never heard anyone say anything but praise for him.

As a Trustee of Hawaii Pacific University, I would be delighted and honored to have John someday join HPU Trustees. Hawaii is lucky to have John in our midst, and I would think that UH would benefit greatly from his expertise.

Aloha, Steven K. Baker  
[stevenkbaker@hawaii.rr.com](mailto:stevenkbaker@hawaii.rr.com)

March 26, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: Emery Inafuku

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**

Hearing date: Wednesday, March 28, 2012

Hearing time: 1:15 pm

Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I am a current employee of Central Pacific Bank and a graduate of the University of Hawaii.

In addition to Mr. Dean's numerous business accomplishments, he has been a supporter of higher education causes both at the University of Hawaii, and at colleges on the mainland. I believe that Mr. Dean's leadership qualities and his commitment to higher education makes him an ideal addition to the University of Hawaii Board of Regents.

Thank you for your consideration, and I respectfully urge your committee's **support** to confirm this nomination.

**Testimony in Support of John C. Dean**

March 27, 2012

To: The Honorable Jill Tokuda, Chair  
The Honorable Michelle Kidani, Vice Chair  
Members of the Senate Committee on Education

From: David Morimoto  
2324 Halekoa Dr  
Honolulu HI 96821

RE: GM813 - Consideration and confirmation as a University of Hawaii Regent,  
JOHN C. DEAN – **SUPPORT**  
Hearing date: Wednesday, March 28, 2012  
Hearing time: 1:15 pm  
Senate Conference Room 225

Aloha Chair Tokuda, Vice Chair Kidani, and Members of the Committee:

I have been fortunate to know and work closely with John Dean for the past 2 years. During this brief time, I've seen first hand John's exceptional leadership skills and business acumen that will be of benefit to the University of Hawaii Board of Regents as they navigate today's challenging economic environment.

Additionally, John and his wife Sue have been long-time supporters of the University of Hawaii through their sponsorship of the Kipapa i ke Ala lecture series at the Shidler College of Business.

As a graduate of the Shidler College of Business, I respectfully urge your Committee's support to Confirm the nomination of John Dean to the University of Hawaii Board of Regents. Aloha and thank you for your consideration.



## Erin Conner

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**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Monday, March 26, 2012 4:10 PM  
**To:** EDU Testimony  
**Cc:** byron.uyechi@centralpacificbank.com  
**Subject:** Testimony for GM813 on 3/28/2012 1:15:00 PM

Testimony for EDU 3/28/2012 1:15:00 PM GM813

Conference room: 225  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Byron Uyechi  
Organization: Individual  
E-mail: [byron.uyechi@centralpacificbank.com](mailto:byron.uyechi@centralpacificbank.com)  
Submitted on: 3/26/2012

### Comments:

I would like to thank John Dean and his wife for making such a commitment to Central Pacific Bank, its employees, and to the Community of Hawaii. His expertise in the area of finance, banking, management, and leadership saved our bank from going out of business. During his brief employment, he focused our efforts on integrity, teamwork, and giving back to the Community. He truly leads by example. He welcomes and encourages open communications and is willing to talk to anyone to address their issues and concerns. As a UH graduate, I believe that Mr. John Dean will be a tremendous asset to the Board of Regents.

## Erin Conner

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**From:** John Chock [jachock@gmail.com]  
**Sent:** Tuesday, March 27, 2012 11:40 AM  
**To:** EDU Testimony  
**Subject:** Testimony in Support of GM 813 Nominating John Dean to the Board of Regents of the University of Hawaii

Chair Tokuda, Vice Chair Kidani, and members of the Senate Committee on Education:

The State of Hawaii is very fortunate to have John Dean under consideration for the position of Regent of the University of Hawaii. Mr. Dean has long been a contributor to our community and is one of the most highly respected-yet most selfless- business leaders throughout Silicon Valley, and has been extremely helpful to business development in Hawaii.

I first met John Dean in about 1995 when he was the Chairman and CEO of Silicon Valley Bank. At that time I was head of the Hawaii Strategic Development Corporation, the State's venture capital development agency, and Mr. Dean very graciously invited then-Lieutenant Governor Mazie Hirono and me to meet with him and Bay Area venture capitalists to learn about the benefits and processes of venture capital development. He took a keen interest in the fledgling investment and technology development occurring in Hawaii and was very supportive through the Silicon Valley Bank. His ties to Hawaii go back much earlier than that meeting, and he has a deep appreciation and understanding of our community and has long-standing personal relationships established here. Since that time he has deepened his roots in Hawaii, helping to develop new businesses and business contacts, and taking the lead role in the recovery of Central Pacific Bank. Mr. Dean's roles and activities go well beyond his business and professional relationships, and he and his wife Sue are truly community leaders who take the time to be involved in many non-profit and educational entities.

Based on foregoing, I strongly support your consideration of John Dean to the Board of Regents of the University of Hawaii. He brings a wealth of management expertise and a vast network of contacts all of which will be applied to greatly benefit the future of our university.

Sincerely,

John A. Chock  
Principal  
RWT  
2800 Woodlawn Drive, Ste. 101  
Honolulu, Hawaii 96822