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MINORITY LEADER

## The Senate

STATE CAPITOL  
HONOLULU, HAWAII 96813

April 2, 2012

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CHIEF CLERK  
CAROL TANIGUCHI

Mr. Derek Lau



Dear Mr. Lau:

Re: Nomination to the Board of Directors of the High Technology Development Corporation GM904

Congratulations on being nominated by Governor Neil Abercrombie to the Board of Directors of the High Technology Development Corporation. To assist the Senate with its confirmation process, I would like to request that the following information be submitted to my office by **Monday, April 9, 2012**:

- (1) A resume with a list of references
- (2) A written statement that addresses the following questions:
  - (a) Why do you wish to be a member of the Board of Directors of the High Technology Development Corporation?
  - (b) How do you perceive the role and responsibilities of a member of the Board of Directors of the High Technology Development Corporation?
  - (c) Given your understanding of the role and responsibilities of a member of the Board of Directors of the High Technology Development Corporation, why do you believe that you are qualified for the position? Please include a brief statement of your skills, expertise, or knowledge that would aid in your decision-making ability as a member of the Board of Directors of the High Technology Development Corporation.
  - (d) What do you hope to accomplish during your term of service?
  - (e) Name three qualities that best describe you and that would make you stand out. How would these qualities benefit the Board of Directors of the High Technology Development Corporation?

- (f) Name one previous experience that would make you stand out. How would this benefit the Board of Directors of the High Technology Development Corporation?
- (g) Can you foresee any possible conflicts of interests that could arise during your service on the High Technology Development Corporation? How would you overcome any possible conflicts of interest?

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

Sincerely,



Senator Carol Fukunaga, Chair  
Senate Economic Development Committee

April 9, 2012

Senator Carol Fukunaga  
Chair, Economic Development and Technology  
Hawaii State Capitol, Room 216  
Honolulu, Hawaii 96813

Re: Nomination to the Board of Directors of the High Technology Development Corporation GM904.

Dear Senator Fukunaga,

Thank you for your letter dated April 2, 2012 regarding my nomination to the Board of Directors of the High Technology Development Corporation. Listed below are answers to the questions in item 2 of your letter. I have also attached a copy of my resume with a list of references per your request.

- a) Why do you wish to be a member of the Board of Directors of the High Technology Development Corporation?

I want to contribute to making Hawaii a better place by helping to improve its economy by promoting and growing the technology industry.

- b) How do you perceive the role and responsibilities of a member of the Board of Directors of the High Technology Development Corporation?

I perceive the role of a member of the Board of Directors of the HTDC as developing, approving and evaluating strategic plans for the organization, as well as monitoring HTDC's programs and finances to ensure consistency with the organization's mission and overall effectiveness.

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

I've worked in the technology industry for 16 years and the real estate industry for 8 years. This experience will help me to provide relevant perspectives in assisting with the strategic planning process for HTDC. My experience on other non-profit boards will help me to carry out my duties as a member of the Board of Directors of the HTDC.

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

My goal is to assist HTDC in effectively fulfilling its mission while simultaneously becoming more self-sufficient through sustainable programs.

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

1. Collegiality. My ability to work well with others, respecting the ideas and perspectives of other board members and staff can help the board to operate effectively as a unit.
  2. Personal Commitment. I am willing to take the time and effort necessary to fulfill my responsibilities as a member of the Board of Directors of the HTDC.
  3. Knowledge. My experience and knowledge from working in the technology and real estate industries can provide a unique contribution to the strategic planning process.
- f) Name one previous experience that would make you stand out. How would this benefit the Board of Directors of the High Technology Development Corporation?

In 2004 I started my own software development consulting company and in 2009 I started my own real estate brokerage firm. The experience of starting and running these companies have tested my resolve and refined my leadership and team building skills. As a member of the Board of Directors of the HTDC, these experiences will help me to work effectively with the board and staff, and persevere in helping HTDC achieve its goals.

- g) Can you foresee any possible conflicts of interests that could arise during your service on the High Technology Development Corporation? How would you overcome any possible conflicts of interest?

I don't foresee any potential conflicts of interest arising from my service on the HTDC board. Should any potential conflicts of interest arise, I may recuse myself from the decision making process and take no part in the discussion or vote.

I look forward to meeting with you tomorrow and answering any additional questions that you may have.

Sincerely,

A handwritten signature in black ink, appearing to read 'Derek C. Lau', with a long horizontal flourish extending to the right.

Derek C. Lau

TESTIMONY  
OF  
DEREK C. LAU  
TO THE  
SENATE COMMITTEE  
ON  
ECONOMIC DEVELOPMENT AND TECHNOLOGY  
ON  
April 11, 2012

G.M. 904

Submitting for consideration and confirmation to the High Technology Development Corporation Board of Directors, Gubernatorial Nominee, DEREK C. LAU, for a term to expire June 30, 2015.

Chair Fukunaga, Vice Chair Wakai, and members of the Committee, thank you for the opportunity to appear before you today.

I want to thank Governor Neil Abercrombie for nominating me to the Board of Directors of the High Technology Development Corporation. I consider it an honor and privilege to be considered for this position.

I would also like to extend my sincere appreciation to everyone who has written letters in support of my nomination and to those who are present to speak on my behalf.

Immediately after graduating with a degree in Computer and Information Science from the University of Oregon, I returned to Hawaii to work for Aspect Software Engineering, a local company based in the Manoa Innovation Center. After Aspect Software Engineering was bought out by a mainland firm, I made the decision to stay in Hawaii and work for DataHouse, another local software consulting company. I spent eight years at DataHouse working as the lead developer on projects here in Hawaii and on the mainland before switching careers to real estate. After making the switch I worked for several different real

estate companies, gaining experience in residential and commercial real estate and property management. I have since established a small software consulting company and a real estate firm.

There are some very difficult challenges ahead for HTDC and I am committed to helping the organization overcome those challenges. I believe that my experience and knowledge in the technology and real estate sectors will provide a unique and relevant perspective. My goal is to help HTDC elevate its role in facilitating the growth and development of the technology industry in Hawaii while also becoming more self sufficient.

I would like to thank this Committee for giving me the opportunity to be here today and for considering my nomination.

Sincerely,

A handwritten signature in black ink, appearing to read 'Derek C. Lau', with a long horizontal flourish extending to the right.

Derek C. Lau

**GM 904**

**Mr. Derek Lau**

Board of Directors of the High Technology  
Corporation

**EDT**

Written Statement of  
**YUKA NAGASHIMA**  
**Executive Director & CEO**  
High Technology Development Corporation  
before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY**  
Wednesday, April 11, 2012  
1:15 PM

State Capitol, Conference Room 016

In consideration of  
**GM 904 IN CONSIDERATION AND CONFIRMATION TO THE BOARD OF  
DIRECTORS OF THE HIGH TECHNOLOGY DEVELOPMENT CORPORATION,  
GUBERNATORIAL NOMINEE, DEREK LAU, FOR A TERM TO EXPIRE 6-30-2013.**

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

I am pleased to have the opportunity to **support the appointment** of Derek Lau to the Board of Directors of the High Technology Development Corporation.

Mr. Lau has a unique set of skills and professional experiences that will greatly benefit HTDC. After graduating from Punahou School, and attending the University of Oregon with a major in Computer and Information Science, Mr. Lau returned to Hawaii to work for a consulting firm then housed at the Manoa Innovation Center. Following that position, he became a Software Design Engineer at Data House, where he stayed for nearly a decade as a lead developer and project manager on multiple projects.

In 2004, Mr. Lau founded InkScream Inc., a software consulting and design firm catering to clients in various industries. Simultaneously, he began a career in real estate, and is currently the President and Principal Broker at Real Estate Specialists, LLC. During this time, he was also on the board of various organizations, including membership in the Hawaii Association of Realtors where he served on the Government Affairs committee. On this committee, Mr. Lau became familiar with the legislative process, and became eager to be involved in Hawaii's high tech community.

With his success and experience in both high tech and real estate, he can assist HTDC in multiple areas. In the past, HTDC has been involved in the development of technology parks throughout the State, and further, HTDC's primary revenue source stems from the leasing of incubation space at the Manoa Innovation Center. By leveraging both his real estate success and tech industry experience, Mr. Lau will add a valuable perspective to the HTDC Board.

The existing Board and I very much welcome his appointment and encourage your favorable vote on his behalf.



April 11, 2012

**The Honorable Carol Fukunaga, Chair**

Senate Committee on Economic Development and Technology  
State Capitol, Room 016  
Honolulu, Hawaii 96813

**RE: GM 904, Submitting for consideration and confirmation to the Board of Directors of the High Technology Development Corporation, Gubernatorial Nominee, DEREK LAU, for a term to expire 6-30-2013.**

**HEARING: Wednesday, April 11, 2012, at 1:15 p.m.**

Aloha Chair Fukunaga, Vice Chair Wakai and Members of the Committee:

I am Stephanie Doughty, President of the Hawai'i Association of REALTORS® (“HAR”), the voice of real estate in Hawai'i, submitting testimony on behalf of its 8,500 members. HAR **supports** the confirmation of Mr. Derek Lau to the High Technology Development Corporation (“HTDC”).

Mr. Derek Lau has been an active REALTOR® in Hawai'i since 2004. Starting as a REALTOR®-Associate at Prudential Advantage Realty, his dedication and expertise has allowed him to open his own firm as President and Principal Broker of Real Estate Specialists, LLC.

Mr. Derek Lau has a multi-faceted technological background. For numerous years, he served as a software design engineer, where he worked on consulting and development projects for the tourism, healthcare, retail, wholesale, research, finance and distribution sectors. Furthermore, his entrepreneurial spirit and knowledge as President and Owner of InkScream, Inc., which provides consulting, design, development and implementation of custom software applications, will be extremely beneficial to the HTDC.

Furthermore, Mr. Derek Lau has a commitment to knowledge and education. He has a Bachelor of Science in Computer and Information Services from the University of Oregon and holds multiple REALTOR® certifications and designations, including e-PRO, Seniors Real Estate Specialist, Short Sale and Foreclosure Specialist, and Resort and Second-Home Property Specialist.

HAR is also fortunate to have him currently serve on the Government Affairs Committee, able to pull from both his technology background and real estate expertise. His experience, knowledge and leadership will be invaluable to the HTDC.

For the above reasons, HAR requests the Committee's favorable consideration and approval of Mr. Derek Lau's confirmation to the HTDC.

Mahalo for the opportunity to submit testimony.

REALTOR® is a registered collective membership mark which may be used only by real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict Code of Ethics.



1136 12<sup>th</sup> Avenue, Suite 200 • Honolulu, HI 96816-3796 • TEL: 808.732.3000 • FAX: 808.732.8732 • http://www.hicentral.com

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April 4, 2012

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CRB, CRS, GRI

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ABR, AHWD, CRS, GRI,  
SFR

*Immediate Past President*

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AHWD, CRB, CRS, e-PRO,  
GRI, SFR

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Vernon K.T. Chock, R  
ABR, AHWD, CIPS, CRB,  
CRS

Patrick T. Graham, RA  
ABR, SFR

Elizabeth A. Karimoto, R  
AHWD, CRS, e-PRO, GRI

Brandon C. Lau, R  
AHWD, SRES

Jack M. Legal, R  
CRS

Allison A. Lum, R  
CRS, GRI, SFR

Liz Moore, R  
CRS, SRES

Trudy I. Nishihara, R  
BPOR, CRB, CRS

Jason Y. Nishikawa, R  
CRS, Green, GRI

Chad M. Takesue, R  
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Wendell M.Y. Wong, R  
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**The Honorable Carol Fukunaga, Chair**  
**The Honorable Vice Chair Glenn Wakai**  
Senate Committee on Economic Development and Technology  
Hawaii State Capitol, Room 016  
415 South Beretania Street  
Honolulu, Hawaii 96813

**RE: Governor’s Message 904 – Derek Lau,  
Gubernatorial Nominee to the Board of Directors of the High Technology  
Development Corporation for a term to expire 6-30-2013.**

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

Derek Lau is being considered for appointment to the Board of Directors of the High  
Technology Development Corporation.

I respectfully request that you confirm his appointment.

I work with Mr. Lau, a volunteer on the Honolulu Board of REALTORS® (HBR) City Affairs  
Committee. The committee has the charge to advocate on issues important to property  
owners, homeowners and which impact the real estate industry on Oahu.

Mr. Lau has a long work history as a REALTOR® and Broker which lends a breath and  
depth of insight to our discussion and decision making. He’s fair, open minded and  
skilled in his ability to communicate his ideas and/or facilitate committee action.

I believe that Mr. Lau’s background in technology, real estate and the legislative process  
can provide a unique perspective on helping HTDC achieve its mission. Real estate is an  
important component of almost every business and therefore should be an integral part  
of HTDC’s planning and strategy. HTDC can benefit from Mr. Lau’s experience and skills.

Thank you for providing me the opportunity to speak about Derek.

Sincerely,

Nelson M. Higa  
Director of Strategic Development/Government Affairs  
Honolulu Board of REALTORS®



REALTOR® is a registered collective membership mark which may be used only by real estate professionals who are members of the NATIONAL ASSOCIATION OF REALTORS® and subscribe to its strict Code of Ethics.

Island Snow Hawaii  
229 Paoakalani Avenue, 4<sup>th</sup> Fl  
Honolulu, Hawaii 96815

April 9, 2012

Senator Carol Fukunaga  
Chair, Economic Development and Technology  
Hawaii State Capitol, Room 216  
Honolulu, Hawaii 96813

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

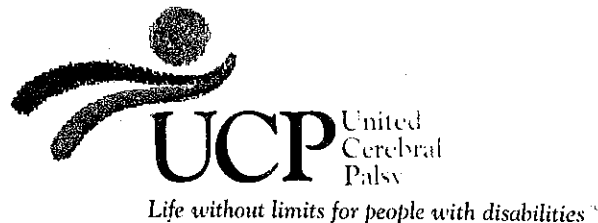
It is my pleasure to support the appointment of Derek Lau to the Board of  
Directors of the High Technology Development Corporation (HTDC).

I have known Derek for many years, professionally as well as personally.  
Derek has a very strong technology background, and is also a man of  
great integrity, traits that I feel would make him an excellent addition to the  
HTDC Board.

Thank you for the opportunity to provide these comments.

Sincerely,

James J. Kodama  
President



April 4, 2012

Senator Carol Fukunaga  
Chair, Economic Development & Technology  
Hawaii State Capitol, Room 216  
Honolulu, Hawaii 96813

United Cerebral Palsy  
of Hawaii

OFFICERS

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- Derek Lau
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- Victoria Marks
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- Noel Mau
- William Mickelsen
- John Nishida
- Natalie Au Nishida
- Star-nani Peralta
- Dennis Tanimoto
- Tina Yamaki

Donna D. Fouts  
*Executive Director*

Judith Hall  
Ellen Raney, M.D.  
*Honorary Board Members*

Dear Honorable Carol Fukunaga,

It is my pleasure to support the appointment of Derek Lau to the Board of Directors of the High Technology Development Corporation (HTDC).

As Executive Director for United Cerebral Palsy Association (UCPA) of Hawaii, I've had the good pleasure of working with Mr. Lau, as a UCPA of Hawaii Board of Director. In his capacity on the board, Derek has been instrumental in re-designing a moving and empowering website for the organization. His strong knowledge of technology and social networking have provided the association an opportunity to market and network itself effectively in the community.

Mr. Lau's enthusiasm, positive energy and vision for the future, utilizing technology, make him a strong and respected board member. It is with great confidence that I support Derek's appointment to HTDC.

Thank you for this opportunity to provide these comments to you and your committee.

Respectfully submitted,

Donna D. Fouts  
Executive Director

April 5, 2012

Senator Carol Fukunaga  
Chair, Economic Development and Technology  
Hawaii State Capitol, Room 216  
Honolulu, Hawaii 96813

Vice Chair Senator Glenn Wakai  
Hawaii State Capitol, Room 203  
Honolulu, Hawaii 96813

**RE: APPOINTMENT OF DEREK LAU TO THE BOARD OF DIRECTORS TO THE HIGH  
TECHNOLOGY INNOVATION CORPORATION**

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

It is my pleasure to support the appointment of Derek Lau to the Board of Directors of the High  
Technology Innovation Corporation (HTIC).

I know Mr. Lau to be hard working and committed to serve the community. I am confident that  
he would be an asset to the Board of Directors with his skill set and incredible work ethic. I  
would expect that he would exceed the expectations of Directors and provide more than enough  
time and attention to fulfill his role. You would not regret approving his appointment.

Thank you for the opportunity to provide these comments.

Sincerely,

A handwritten signature in black ink, appearing to be 'Reina Miyamoto', written in a cursive style.

Reina Miyamoto



April 9, 2012

Senator Carol Fukunaga  
Chair, Economic Development and Technology  
Hawaii State Capitol, Room 216  
Honolulu, Hawaii 96813

Vice Chair Senator Glenn Wakai  
Hawaii State Capitol, Room 203  
Honolulu, Hawaii 96813

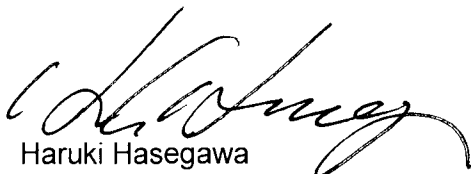
RE: Mr. Derek Lau's Nomination to Director of HTIC

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

I am a president of Analyzer USA, Inc., IT Consulting Company in Hawaii, and I have known Mr. Derek Lau for over ten years. As we worked together on a number of occasions, I found him to be innovative, enthusiastic and thoroughly competent in the planning, in the preparation and in the delivery. He is not afraid to make commitments as evidenced by his extensive involvement in community affairs.

I heartily recommend Mr. Derek Lau to the Board of Directors of the High Technology Innovation Corporation (HTIC) based upon his knowledge in high tech industry and his commitment to serve our community.

Sincerely,



Haruki Hasegawa  
President

## fukunaga2 - Ashley-Jane

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**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Monday, April 02, 2012 4:04 PM  
**To:** EDTTestimony  
**Cc:** hppaexec@gmail.com  
**Subject:** Testimony for GM905 on 4/11/2012 1:15:00 PM

Testimony for EDT 4/11/2012 1:15:00 PM GM905

Conference room: 016  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Melissa Pavlicek  
Organization: Individual  
E-mail: [hppaexec@gmail.com](mailto:hppaexec@gmail.com)  
Submitted on: 4/2/2012

**Comments:**

I am attorney and small business owner. I have had the opportunity to get to know Phil Bossert through his work at HAIS and in connection with a master's program at Chaminade. He is committed to public service, highly diligent and intelligent and would be an asset to this board. Please support his nomination.