

Written Statement of

**Cathy Wiltse**  
**State Director**  
**Hawai'i Small Business Development Centers**  
**cathy.wiltse@hisbdc.org**

before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY**

Monday, February 13, 2012  
State Capitol, Conference Room 016  
1:15 PM

In consideration of

**SB 2415 RELATING TO HIGH TECHNOLOGY DEVELOPMENT CORPORATION**

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

**The Hawai'i Small Business Development Center (SBDC) Network supports SB 2415.**

My name is Cathy Wiltse, State Director, Hawai'i SBDC.

- The Hawaii Small Business Development Center (HiSBDC) is strongly in **Favor** of the proposed Bill.
- High Tech Development Center has provided invaluable service to the emerging technology business community. There is high value in the operation on the Innovation Center as a platform for new entrepreneurs to afford space to launch their enterprise; to interact with a community of like-minded developers; to have ready access to professional mentoring and counsel through the on-site services offered by the HiSBDC, the Innovation Grants program (SBIR), the Manufacturing Enterprise Program (MEP) among others.
- The Manoa Innovation Center, under the direction and coordination of services of HTDC has launched a number of successful companies which have provided high paying jobs and contributed to the evolution of Hawaii as part of the Knowledge-based economy. Knowledge-based
- The facility is well-managed and is quick to respond to flexible space needs as companies grow, expand to other locations and manage their costs during the tenuous early stages of their development.

- HTDC is an absolutely critical component of the State's Economic Development Strategic Plan. Their leadership on the Broadband Initiative and in Hawaii's Technology Industry are central to the long term vitality of our economy. Thank you for the opportunity to offer testimony on this bill.

**fukunaga2 - Ashley-Jane**

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**From:** EDU Testimony  
**Sent:** Monday, February 13, 2012 7:38 AM  
**To:** EDTTestimony  
**Subject:** FW: Testimony for SB2415 on 2/13/2012 1:15:00 PM

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From: mailinglist@capitol.hawaii.gov [mailinglist@capitol.hawaii.gov]  
Sent: Sunday, February 12, 2012 10:25 PM  
To: EDU Testimony  
Cc: collin.kobayashi@3d-innovations.com  
Subject: Testimony for SB2415 on 2/13/2012 1:15:00 PM

Testimony for EDU/EDT 2/13/2012 1:15:00 PM SB2415

Conference room: 016  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Collin Kobayashi  
Organization: 3D Innovations  
E-mail: [collin.kobayashi@3d-innovations.com](mailto:collin.kobayashi@3d-innovations.com)  
Submitted on: 2/12/2012

Comments:

**fukunaga2 - Ashley-Jane**

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**From:** EDU Testimony  
**Sent:** Monday, February 13, 2012 10:25 AM  
**To:** EDTTestimony  
**Subject:** FW: Testimony for SB2415 on 2/13/2012 1:15:00 PM  
**Attachments:** SupportSB2415.txt

-----Original Message-----

From: mailinglist@capitol.hawaii.gov [mailto:mailinglist@capitol.hawaii.gov]  
Sent: Monday, February 13, 2012 10:22 AM  
To: EDU Testimony  
Cc: jrushin@hulacopter.com  
Subject: Testimony for SB2415 on 2/13/2012 1:15:00 PM

Testimony for EDU/EDT 2/13/2012 1:15:00 PM SB2415

Conference room: 016  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Jason Rushin  
Organization: HulaCopter LLC  
E-mail: [jrushin@hulacopter.com](mailto:jrushin@hulacopter.com)  
Submitted on: 2/13/2012

Comments:

Statement of

**JAY M. FIDELL**  
**President, Bendet Fidell**  
**Attorneys at Law, a Law Corporation**

before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY**

Monday, February 13, 2012  
State Capitol, Conference Room 016  
1:15 PM

In consideration of

**SB 2415 RELATING TO THE HIGH TECHNOLOGY  
DEVELOPMENT CORPORATION.**

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

My name is Jay M. Fidell, President of Bendet Fidell, Attorneys at Law. I was admitted to practice in 1968 and I have practiced business law in Hawaii since 1971.

I am also President of ThinkTech Hawaii, a Hawaii nonprofit dedicated to raising public awareness about the importance of tech to the diversification of our economy.

I strongly support the passage of SB 2415.

I sat on the board of directors of the High Tech Development Corporation (HTDC) from 2003 to 2005, and was chair of that board in 2004, and as a result I am well-familiar with that entity and its mission, organization, facilities and operations.

I strongly support SB 2415 because I believe HTDC's operations and especially those at the Manoa Innovation Center are critically important to the performance of its statutory mission and to the development of the tech industry in the State of Hawaii, and thus to the diversification and expansion of our economy.

During and after my term on the board of HTDC, I have seen HTDC provide invaluable assistance to a great many tech companies, through HiSBIR grants, the MEP program, the SBIR conference, the VC Summit, and of course through HTDC'S operation of MIC, with the unique benefits of discounted rent, seminars, workshops, business reviews and many other such services, providing a nurturing environment and a caring community in which those companies and their entrepreneurs can learn and grow.

No other organization in the state, public, academic or private, provides this critical array of programs, services and benefits to the tech startups in our community and economy.

The demise of the Hawaii Technology Trade Association and the Hawaii Science and Technology Council over the past few years clearly shows the need for a state-funded tech agency. This left a vacuum and it left HTDC as the leadership organization.

HTDC is bringing in federal funds of more than \$5 million and assisting tech companies to leverage federal grants. HTDC is also supporting grassroots activities like TechHui (an online tech network), Unconferenz (community tech discussions), the new Hawaii Innovation Alliance, the Startup America movement, ThinkTech Hawaii and more.

HTDC has had a huge effect on the tech industry, and has overseen the growth and development of hundreds of tech companies over the years, some of which have been extraordinarily successful, and iconic, in and for the development of our tech industry. Henk Roger's Blue Planet Software, Ron Higgin's Digital Island, Dustin Shindo's Hoku Scientific and Kai Sensors, Darren Kimura's Sopogy and many others come to mind.

The Manoa Innovation Center has been and remains the perfect place for the growth of those companies, that community and the tech industry. It is in an ideal configuration and design, and HTDC has done a great job over 30+ years in managing and maintaining this facility as a starting place for tech companies and as the home base for the industry. Under HTDC, MIC is in good shape and a credit to good management and maintenance.

I understand that University of Hawaii has indicated that it would like to take MIC back, but in the years I have followed this issue I have never heard any good reason to justify that action. To the contrary, I believe that if the University were permitted to take this facility back, it would become much less useful to the state, and that the valuable benefits HTDC provides to the tech industry would be seriously if not permanently disrupted.

HTDC is clearly the leading tech agency in the state, and under the remarkable leadership of Yuka Nagashima it has become the gathering place for the industry, well-known as the organization that facilitates, organizes, leads and encourages the growth of the industry.

We must make all possible efforts to perpetuate the work and value that HTDC brings to the industry, the community and the economy. Passing SB 2415 is one clear way that we can do that. I would therefore urge this committee in the strongest possible terms to give favorable consideration to this bill and to recommend its prompt passage.

Our economy is more vulnerable than ever. Diversification is the single most important task for all branches of state government. Our course has not always been steady, but here is an opportunity to go in the right direction and make it clear that we are doing so.

Thank you for your consideration of my testimony on this bill.

Respectfully,

*Jay M. Fidell*

JAY M. FIDELL

**fukunaga2 - Ashley-Jane**

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**From:** EDU Testimony  
**Sent:** Monday, February 13, 2012 7:40 AM  
**To:** EDTTestimony  
**Subject:** FW: Testimony for SB2415 on 2/13/2012 1:15:00 PM

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From: mailinglist@capitol.hawaii.gov [mailinglist@capitol.hawaii.gov]  
Sent: Friday, February 10, 2012 6:49 PM  
To: EDU Testimony  
Cc: kyle@kylenishioka.com  
Subject: Testimony for SB2415 on 2/13/2012 1:15:00 PM

Testimony for EDU/EDT 2/13/2012 1:15:00 PM SB2415

Conference room: 016  
Testifier position: Support  
Testifier will be present: No  
Submitted by: Kyle Nishioka  
Organization: Individual  
E-mail: [kyle@kylenishioka.com](mailto:kyle@kylenishioka.com)  
Submitted on: 2/10/2012

Comments:

I strongly support this bill because I have seen how the High Tech Development Corporation (HTDC) has helped technology community of Hawaii. I have attended a number of their sponsored events as well as workshops and get togethers hosted at Moana Innovation Center.

I believe the best way for HTDC to continue to serve the people of Hawaii is by holding direct title to the Manoa Innovation Center and leveraging that asset.

Written Statement of

**Mike Curtis**  
**1829 Bertram Street Honolulu, HI 96816**  
**Phone: 808-292-6862**

before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY**

Monday, February 13, 2012  
State Capitol, Conference Room 016  
1:15 PM

In consideration of

**SB 2415 RELATING TO HIGH TECHNOLOGY DEVELOPMENT  
CORPORATION**

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

**I STRONGLY SUPPORT SB 2415.**

My name is Mike Curtis. I've been a part of numerous start-ups, technology firms, and an executive in the local finance community for many years.

I support SB 2415 because I committed to continued diversification of Hawaii's economy and the development of our innovation industries.

HTDC and the Manoa Innovation Center (MIC) have been cornerstones of our economic development effort here on Oahu. The incubator at MIC is a crucial part of the local start-up ecosystem and the long-term stability of HTDC must be preserved. Please do not allow short term thinking and shifting priorities distract you from this critical long-term goal.

HTDC continues to shepherd start-ups and technology companies through these challenging times and they have been doing so more effectively than ever under their recent leadership. Please support this measure so that HTDC can continue their work as mentor, facilitator, organizer, and sponsor of our local innovation industry.

Thank you for the opportunity to offer testimony on this bill. Please feel free to call on me if you have questions regarding my position.





**LATE**

**NEIL ABERCROMBIE**  
GOVERNOR

**RICHARD C. LIM**  
DIRECTOR

**MARY ALICE EVANS**  
DEPUTY DIRECTOR

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

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**RICHARD C. LIM**  
**Director**

Department of Business, Economic Development, and Tourism  
before the

**SENATE COMMITTEES ON ECONOMIC DEVELOPMENT & TECHNOLOGY  
AND EDUCATION**

Monday, February 13, 2012  
1:15 PM

State Capitol, Conference Room 016  
In consideration of

**SB 2415 RELATING TO HIGH TECHNOLOGY DEVELOPMENT CORPORATION.**

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

The Department of Business and Economic Development and Tourism (DBEDT) offers comments on this bill which transfers the title of the land currently occupied by the Manoa Innovation Center (MIC) from the University of Hawaii (UH) to the High Technology Development Corporation (HTDC).

Currently, MIC not only fulfills the incubation role for Oahu, but its rent revenue also acts as an essential funding source for the agency itself.

DBEDT recognizes the potential for UH and HTDC to partner together to create a win-win situation to meet both entities' needs for the benefit of the State of Hawaii. DBEDT will support HTDC in its endeavor to continue to look for alternate sites. However, it may take some time, and will not be completed before April 2015 when the current land lease expires.

DBEDT will work with UH to find a mutually agreeable arrangement that will allow HTDC to continue its mission during the transition phase.

Thank you for this opportunity to testify.

Testimony With Regard to MIC Land lease transfer bill-SB 2415

As the former President of ORINCON Hawaii Inc. I would like to express my support of MIC Land lease transfer bill-SB 2415. I would further like to express my strong support for the HTDC program to ensure that HTDC has a future beyond 2015.

I am submitting this as an individual as I have been retired for three years now but while I worked for ORINCON Hawaii Inc. I worked closely with the folks at HTDC in many areas. The programs they sponsored enabled many local technology companies to get a start through their incubation programs, their SBIR Grant Matching programs, and their Technology related Jobs Programs. We received assistance in many areas to include help finding a location for our Maui office, recommendations for teaming partners, and locating talented potential employees.

I believe that HTDC has and will continue to make an impact in the development of Technology Jobs in Hawaii and would strongly recommend that you support this bill to ensure they get the support they need to continue their programs.

Respectfully Submitted,

Rob Hicks



THE SENATE  
THE TWENTY-SIXTH LEGISLATURE  
REGULAR SESSION OF 2012

COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

Senator Carol Fukunaga, Chair  
Senator Glenn Wakai, Vice Chair

COMMITTEE ON EDUCATION

Senator Jill N. Tokuda, Chair  
Senator Michelle N. Kidani, Vice Chair

DATE: Monday, February 13, 2012  
TIME: 1:15 p.m.  
PLACE: Conference Room 016  
State Capitol  
415 South Beretania Street

**RE: Testimony in strong support of SB 2415 RELATING TO HIGH TECHNOLOGY DEVELOPMENT CORPORATION**

Dear Chairs Fukunaga and Tokuda , Vice Chairs Wakai and Kidani , and Committee Members:

The Hawaii Aquaculture and Aquaponics Association (HAAA), representing Hawaii's aquaculture and aquaponics industry statewide, strongly supports HB 2415. This bill transfers title of the land under the Manoa Innovation Center from the University of Hawaii to the High Technology Development Corporation (HTDC).

HTDC has been and remains a critical component of the ongoing success of Hawaii's high technology industries statewide, and to the support of Hawaii companies engaging in the Federal Small Business Innovation Research (SBIR) programs. Aquaculture has been one of the industries that have been positively impacted by HTDC which has helped Hawaii aquaculture companies to bring in millions of Federal research dollars to the State in support innovative research and commercialization of innovative research results.

This bill and the transfer of the title of the land under the Manoa Innovation Center would help insure the ongoing financial viability of this important State program. The HAAA urges your strong support of this measure and of the HTDC.

Thank you for the opportunity to comment.

Ronald P. Weidenbach  
HAAA President

Written Statement of

**Tareq Hoque  
President and Founder  
Concentris Systems  
2800 Woodlawn Drive  
Suite 238  
Honolulu, HI 96822**

before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TECHNOLOGY**

Monday, February 13, 2012  
State Capitol, Conference Room 016  
1:15 PM

In consideration of

**SB 2415 RELATING TO HIGH TECHNOLOGY DEVELOPMENT  
CORPORATION**

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

**Concentris Systems STRONGLY SUPPORTS** SB 2415.

My name is **Tareq Hoque, President and Founder of Concentris Systems.**

Empowering HTDC to take ownership of the land under the Manoa Innovation Center will be a strong stimulus to the high technology industry of Hawaii. Freeing the HTDC of the uncertainty of its long-term occupancy of the MIC site will allow them to focus on more important issues related to economic development.

Concentris over the years have benefitted from the MIC and HTDC. Being at the MIC gives us the opportunity to build synergies and partnerships with other local companies and create a dynamic knowledge-based environment that is so conducive to thriving tech companies. We have benefitted from educational seminars, networking events, the use of the Manufacturing Extension Programs advice, and a tech friendly facility.

As a result of the dynamic environment HTDC has created for us, over my career I've hired over 18 employees, mostly from the University of Hawaii, and had payroll exceeding \$4 million over that period.

Thank you for the opportunity to offer testimony on this bill.