



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

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Statement of
LUIS P. SALAVERIA
Director
Department of Business, Economic Development, and Tourism
before the
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, ENVIRONMENT AND
TECHNOLOGY**

Wednesday, April 13, 2016
1:45pm
State Capitol, Conference Room 414

in consideration of
GM 864
**SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE
COMMUNITY-BASED ECONOMIC DEVELOPMENT AUTHORITY COUNCIL,
GUBERNATORIAL NOMINEE, NANCY LO, FOR A TERM TO EXPIRE 06-30-2019.**

Chair Wakai, Vice-Chair Slom and Members of the Committee on Economic
Development, Environment and Technology.

The Department of Business, Economic Development, and Tourism (DBEDT) strongly
supports GM 864, which submits for consideration and confirmation to the Community-Based
Economic Development (CBED) Advisory Council, Gubernatorial Nominee, **Nancy Lo**, for a
term to expire 6-30-2019.

Ms. Lo, a graduate of the University of Hawaii Manoa, may be considered as one of
Hawaii's more successful entrepreneurs having created several successful businesses. She is an
active licensed general contractor and real estate agent. Her responsibilities include the
administration, management, leasing, design, coordination and development of extensive
properties in Honolulu, the Continental U.S.A. and foreign destination properties that include
commercial, industrial, single family and apartment complexes.

In 1989, Ms. Lo started Hibiscus Aloha Corporation, Elvira Chocolat of Hawaii, and in 1992, Hawaii Monarch Chocolate. Currently, as President of her own company, she has dedicated herself towards her company's continuous development and growth. You may have seen her promoting her gourmet chocolate products on the Home Shopping Network to international, national and local audiences.

Ms. Lo is a past President of the Hawaii Food Manufacturers Association (1999-2001), a 170 member organization of local food manufacturers and affiliates. She also regularly attends national trade shows in Japan, Hong Kong, Singapore, Taiwan and the U.S. to expand Hawaii-made products to these destinations. She is an active advocate for activities that foster opportunities for new and profitable ventures that involve E-commerce, group discounting and financial benefits.

The CBED Program incorporates community vision and values into an effective strategy to achieve community goals by empowering communities, increasing capacity, and conserving local resources.

The experience and skills Ms. Lo brings to the CBED Program and CBED Advisory Council will prove invaluable to our State, Department and our communities.

We humbly ask for your favorable consideration and confirmation of Ms. Elvira (Nancy) Lo to the CBED Advisory Council.

Thank you for the opportunity to provide these comments.

wakai1 - Lilinoe

From: Karen Dang
Sent: Tuesday, April 12, 2016 10:09 AM
To: wakai1 - Lilinoe
Subject: FW: GM864 TESTIMONY in Support of Nancy Elvira Lo

From: Marie Laderta [mailto:mladerta@gmail.com]
Sent: Tuesday, April 12, 2016 10:08 AM
To: Sen. Glenn Wakai
Cc: Karen Dang
Subject: GM864 TESTIMONY in Support of Nancy Elvira Lo

April 12, 2016

TESTIMONY IN SUPPORT of

GM 864 Nancy Elvira Lo's

Nomination to the Community-based Economic Development Authority Council,
for a term to expire 06-30-2019.

Confirmation Hearing: April, 13, 2016, 1:45pm

Having known Ms. Lo for a period of 10 years as a friend, I have had many opportunities to be acquainted with her in and out of her business role. She has clearly established herself as a successful entrepreneur in Hawaii's business community. As a business owner, her experience as a local retailer, exporter, on-line distributor and real estate developer has given her a broad view of the business climate and economy which would bring tremendous value to the Community-based Economic Development Authority Council. She has developed a common sense approach and business acumen which I believe will serve the Council well.

Ms. Lo is also involved in giving back to the community in her various work with non-profit business ventures. She also has a global view of the world economy from her extensive travels doing business in countries, namely, China, Japan, Hong Kong, Taiwan and Canada, to name a few. This is another unique perspective of the global economy that she can bring to the Council.

Thank you for the opportunity to submit testimony in favor of Ms. Lo. I strongly urge you and your committee to confirm Ms. Nancy Elvira Lo to the Community-based Economic Development Authority Council.

Marie C. Laderta
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