

DAVID Y. IGE
GOVERNOR OF
HAWAII



SUZANNE D. CASE
CHAIRPERSON
BOARD OF LAND AND NATURAL RESOURCES
COMMISSION ON WATER RESOURCE MANAGEMENT

KEKOA KALUHIWA
FIRST DEPUTY

JEFFREY T. PEARSON, P.E.
DEPUTY DIRECTOR - WATER

AQUATIC RESOURCES
BOATING AND OCEAN RECREATION
BUREAU OF CONVEYANCES
COMMISSION ON WATER RESOURCE MANAGEMENT
CONSERVATION AND COASTAL LANDS
CONSERVATION AND RESOURCES ENFORCEMENT
ENGINEERING
FORESTRY AND WILDLIFE
HISTORIC PRESERVATION
KAHOOLAWE ISLAND RESERVE COMMISSION
LAND
STATE PARKS

**STATE OF HAWAII
DEPARTMENT OF LAND AND NATURAL RESOURCES**

POST OFFICE BOX 621
HONOLULU, HAWAII 96809

**Testimony of
SUZANNE D. CASE
Chairperson**

**Before the Senate Committee on
ECONOMIC DEVELOPMENT, TOURISM, AND TECHNOLOGY**

**Wednesday, April 12, 2017
1:15 PM
State Capitol, Conference Room 414**

**In consideration of
GOVERNOR'S MESSAGE 781
SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE
BOARD OF DIRECTORS OF THE HAWAII TOURISM AUTHORITY
GUBERNATORIAL NOMINEE KELLY SANDERS
FOR A TERM TO EXPIRE 06-30-2020**

The Department of Land and Natural Resources (Department) supports Governor's Message 781 nominating Kelly Sanders to serve on the Board of Directors of the Hawaii Tourism Authority for a term to expire on June 30, 2020.

Mr. Kelly Sanders received a Bachelor's Degree in Business Management with a minor in Fine Arts from the University of Utah. He started his career in the service industry in 1988 and began with Starwood in 1996.

Mr. Sanders was previously the General Manager at the Sheraton San Diego Hotel & Marina where he has received numerous accolades. In addition, under his leadership, the hotel hosted the Starwood World Conference and the National Sales Kick-off and was recognized for outstanding community service. He is currently the General Manager at the Sheraton Waikiki Hotel.

Thank you for your consideration of the Department's support of Mr. Sander's nomination to the Board of Directors of the Hawaii Tourism Authority.



WAIKĪKĪ IMPROVEMENT ASSOCIATION

Statement of **Rick Egged, President, Waikiki Improvement Association**
Before the **Senate Committee on Economic Development, Tourism and Technology**
Wednesday, April 12, 2017, 1:15pm, Room 414

RE: Support of proposed GM 781 confirmation of Kelly Sanders to the Board of Directors of the Hawai'i Tourism Authority for a term to expire 06-30-2020.

Good afternoon Chair Wakai, Vice Chair Taniguchi and members of the Committee.

I am Rick Egged testifying on behalf of the Waikiki Improvement Association. WIA is a nonprofit organization representing 175 leading businesses and stakeholders in Waikiki.

The Waikiki Improvement Association strongly supports the confirmation of Kelly Sanders to the Board of Directors of the Hawaii Tourism Authority (HTA).

Mr. Sanders is the Area General Manager, Marriott International, Inc. (Kyo-ya Hotels & Resorts Hawaii). Since arriving to Hawaii more than a decade ago, Sanders guided the Sheraton Waikiki to reaffirm its place as the leader in its class among Hawaii hotels. A landmark guest room transformation, redesigned public areas with new landscaping and pools, restaurants, programs and overhauled convention facilities are some of the highlights of the landmark \$200 million renewal of the 1,636-room crown jewel on Waikiki Beach.

In 2013, Sanders was promoted from General Manager of Sheraton Waikiki to Area Managing Director for Waikiki, increasing his area of responsibility to include not only the Sheraton Waikiki, but The Royal Hawaiian, a Luxury Collection Resort, Moana Surfrider, A Westin Resort & Spa, and Sheraton Princess Kaiulani.

In early 2017 with the transition to Marriott International, Inc., Sanders was named Area General Manager for the Kyo-ya-owned hotels on Oahu as well as Maui (Sheraton Maui).

Sanders began his career over 25 years ago as a restaurant busboy and dishwasher and a graveyard night auditor at a local hotel in Pocatello, Idaho while working on completing his college degree. Sanders received six promotions, from front office supervisor to general manager, at three different hotels which provided him tremendous experience in hotel rooms and management. He also has extensive food and beverage knowledge with a background of owning and operating his own restaurant and managing an award-winning catering service.

His years of visitor industry experience well qualify Kelly Sanders to sit on the Board of the Hawaii Tourism Authority. His input will be critical as the HTA works to improve Hawaii's visitor product and to attract new and repeat visitors from existing and developing markets.

Thank you for this opportunity to testify on behalf of Kelly Sanders.



April 10, 2017

Senator Glenn Wakai, Chair
Senate Committee on Economic Development, Tourism, and Technology
Hawaii State Capitol, Room 216
Honolulu, Hawaii 96813

RE: GM 781 – In Support of Mr. Kelly Sanders’ Consideration and Confirmation to the Board of Directors of the Hawaii Tourism Authority

On behalf of the American Diabetes Association (ADA), we are delighted and privileged to have the opportunity to express our strong support of Mr. Kelly Sanders’ consideration and confirmation as a Director to the Board of Directors of the Hawaii Tourism Authority (HTA).

The ADA’s work in Hawaii is to steward our mission: *to prevent and cure diabetes and to improve the lives of all people affected by diabetes*. We accomplish this by funding opportunities for medical research on a cure, advocating for people at risk of or living with diabetes, and providing community and corporate programs to improve the lives of those managing this disease.

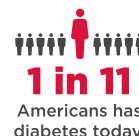
As a non-profit organization, the ADA relies heavily on contributions to remain fiscally responsible to our mission, donors, volunteers, and the nearly 600,000 people in Hawaii who are affected. In order to reach more people, particularly those at risk, we lean on our volunteers and donors to open doors for us. It is through Kelly’s compassion, influence, and his Aloha Spirit, the ADA has been successful in directing 73% of all funds we raise to support our mission work, impacting the lives of many people throughout our state and the Pacific.

Kelly will be a great addition to the HTA board not only by reason of his successful career in the tourism industry, but for his unwavering care and commitment to Hawaii and its people. We have been blessed to have his kokua as a volunteer and a supporter and highly encourage your committee to confirm his nomination to the Board of Directors of HTA.

Mahalo for the opportunity to submit testimony.

Warmest aloha,

LJ Duenas
Hawaii Director
American Diabetes Association



Every **23 seconds**, someone in the United States is diagnosed with diabetes.

More than **18,000** youth are diagnosed with type 1 diabetes every year.



Adult Friends for Youth

3375 Koapaka Street, Suite B290 • Honolulu, Hawaii 96819 • (808) 833-8775 • FAX: (808) 833-6469
E-mail: afy@afyhawaii.com • Web Page: <http://www.afyhawaii.com>

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OFFICER**

Deborah L.K. Spencer-Chun, M.S.W.

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Damien T.K. Kim

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Lynne Waihee

FOUNDER &

PRESIDENT EMERITUS

Sidney M. Rosen, M.S.W., Ph.D

**Past Chair of the Board*

Submitted to the Committee on Economic Development, Tourism, and
Technology

Senator Glenn Wakai, Chair

Senator Brian T. Taniguchi, Vice Chair

Submitted by Deborah L.K. Spencer-Chun

Chair Wakai, Vice Chair Taniguchi and members of the Committee on Economic Development, Tourism, and Technology. I am testifying in FULL SUPPORT of GM 781 which considers and confirms Mr. Kelly Sanders to the Board of Directors of the Hawai'i Tourism Authority.

In 2007, I had the great pleasure of meeting Mr. Sanders as the General Manager of the Sheraton Waikiki. Adult Friends for Youth had conducted our Annual Celebration of Youth at the Sheraton since 1986. However, in 2006 we had contemplated moving our event to another venue, but after meeting with Mr. Sanders that idea immediately became moot. Mr. Sanders has such a warm and inclusive style when working with people. His positivity and determination to resolve any issue in a timely manner is so evident. He takes every customer concern seriously and has built a team that can effectively tend to matters. It has become a pleasure to work with him on many occasions. His big and generous heart is evident through his support of many organizations like Adult Friends for Youth. He truly believes in helping the people of Hawaii, especially our youth.

In 2014, AFY had the honor of awarding Mr. Sanders the Service to Hawaii's Youth Award for his "energy and passion, coupled with his generosity and caring personality, Kelly has touched the lives of the Adult Friends for Youth organization as a whole, and in addition, the youth for whom we serve." The ongoing partnership would not have been possible without Mr. Sanders. He has been instrumental in bringing back the "aloha" to the Sheraton Waikiki and we have witnessed a positive change in his staffing, from front end to back end and entry level to management because of him.

In conclusion, I would like to say that I concur with Mr. Sanders that he is a passionate visionary, innovative, and generous person. I would just add that he is so much more than that too...he is at the pulse of everything that exudes hospitality!

On behalf of the staff and Board of Directors of AFY, I would like to thank you for the opportunity to submit testimony in FULL SUPPORT of Mr. Kelly Sanders' confirmation to the Board of Directors of the Hawaii Tourism Authority.



April 10, 2017

Senator Glenn Wakai
Chair, Committee on Economic Development, Tourism, and Technology

Senator Brian T. Taniguchi
Vice Chair, Committee on Economic Development, Tourism, and Technology

Members of the Committee:

RE: GM 781 - Confirmation to the Board of Directors of the Hawaii Tourism Authority -
Testimony in Support of Kelly Sanders

Good afternoon. My name is Jason Ito, Director of Labor and Community for Kyo-ya Management Company, Ltd. We represent the Osano family in Honolulu, and asset manage the properties of the Sheraton Waikiki, Royal Hawaiian, Moana Surfrider, Princess Kaiulani, and the Sheraton Maui in the State of Hawaii.

I am providing testimony in strong support of your consideration to confirm Mr. Kelly Sanders as a Director to the Board of Directors of the Hawaii Tourism Authority.

As the Area General Manager, Marriott International, Inc. (Kyo-ya Hotels & Resorts Hawaii), Mr. Sanders is a key executive providing strategic direction for our hotels. Since arriving to Hawaii more than a decade ago, Sanders guided the Sheraton Waikiki to reaffirm its place as the leader in its class among Hawaii hotels. A landmark guest room transformation, redesigned public areas with new landscaping and pools, restaurants, programs and overhauled convention facilities are some of the highlights of the landmark \$200 million renewal of the 1,636-room crown jewel on Waikiki Beach.

In 2013, Sanders was promoted from General Manager of Sheraton Waikiki to Area Managing Director – Waikiki, increasing his area of responsibility to include not only the Sheraton Waikiki, but The Royal Hawaiian, a Luxury Collection Resort, Moana Surfrider, A Westin Resort & Spa, and Sheraton Princess Kaiulani.

In early 2017 with the transition to Marriott International, Inc., Sanders was named Area General Manager for the Kyo-ya-owned hotels on Oahu as well as Maui (Sheraton Maui).

For his leadership and commitment toward an improvement-oriented culture for human development and growth, Sanders has been recognized locally and nationally throughout the past decade, including being amongst just a small percentage of general managers around the world recognized as “Best in Class” in 2015. He has

spearheaded a number of programs that has made Kyo-ya Hotels & Resorts one of the top employers in Waikiki, including an Engineering Apprenticeship Program, which is a career development partnership with the Hotel and Restaurant Industry Employment & Training Trust (HARIETT). He has been instrumental in the development of an innovative partnership with Kamehameha Schools for its Kāpili 'Oihana Summer Internship Program, where six college students are selected by Kamehameha Schools to participate in a two-month paid internship at Sheraton Waikiki and its three sister properties in Waikiki.

During his tenure, Sanders has created tremendous partnerships with the local community and currently sits on the Board of Directors for Boy Scouts of America, Diamond Head Theatre, Euro-Cinema and Gregory House Charities. In addition, he has been the Chair, Auction Chair, and Vice Chair for such worthy fundraising events as the Hawaii Governor's Ball (MDA), Heart Ball (AHA), Ronald McDonald House Charities, Child and Family Services, Adult Friends for Youth and the Juvenile Diabetes Research Foundation. In addition, he has helped to drive the now renowned "Farm to Plate Concept" with the focus on Food Safety Certification and the Buy Local Campaign, which continues to support Hawaii Farms.

Sanders began his career over 25 years ago as a restaurant busboy and dishwasher and a graveyard night auditor at a local hotel in Pocatello, Idaho while working on completing his college degree. Sanders received six promotions, from front office supervisor to general manager, at three different hotels which provided him tremendous experience in hotel rooms and management. He also has extensive food and beverage knowledge with a background of owning and operating his own restaurant and managing an award-winning catering service. During his years of commitment to the hospitality, and food and beverage industry, Sanders has inspired many individuals with his leadership skills.

As evidenced throughout his career, Sanders finds passion in inspiring and developing people, which in turn, improves their opportunities for better jobs, personal growth and development. Sanders' engagement in the community embodies his commitment to making Hawaii a better and more vibrant place.

Thank you the opportunity to submit testimony supporting Kelly Sanders' confirmation to the Board of Directors of the Hawaii Tourism Authority. Thank you again for your kind consideration.

Thank you,



Jason Ito



Testimony in support of GM 781, Kelly Sander's nomination to serve on the Board of Directors of the Hawaii Tourism Authority

The American Heart Association strongly supports the nomination of Kelly Sanders to serve on the Board of Directors of the Hawaii Tourism Authority.

Mr. Sanders has served as a volunteer with the American Heart Association-Hawaii Division since moving to Hawaii to serve as general manager of the Sheraton Waikiki Hotel and Resort, subsequently being named the hotel's area managing director for Hawaii. His outstanding volunteer leadership has included serving on the AHA's Hawaii Heart Ball Auction Committee, serving as that prestigious committee's chair, and most recently serving as the Heart Ball's first creative director. His creative talents, energy and generosity have helped to maintain the Heart Ball's position as a premier gala event in Hawaii, and one of the AHA's top Heart Ball events in the nation. The tremendous financial support that he has elicited as a volunteer for that event has provided vital funding for the AHA's services to reduce heart disease and stroke among Hawaii's residents.

Based on the AHA's experiences, Mr. Sanders will provide outstanding leadership to the Hawaii Tourism Authority and its role to maintain Hawaii's place as a leading worldwide destination.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Lori Suan".

Lori Suan
Hawaii Executive Director

*"Building healthier lives,
free of cardiovascular
diseases and stroke."*

life is why™ es por la vida™ 全为生命™

Please remember the American Heart Association in your will.



From: mailinglist@capitol.hawaii.gov
Sent: Saturday, April 8, 2017 1:03 PM
To: ETT Testimony
Cc: Margaret@margaretm.com
Subject: Submitted testimony for GM781 on Apr 12, 2017 13:15PM

GM781

Submitted on: 4/8/2017

Testimony for ETT on Apr 12, 2017 13:15PM in Conference Room 414

Submitted By	Organization	Testifier Position	Present at Hearing
Margaret Murchie	Individual	Support	No

Comments: Kelly Sanders has been an invaluable contributor to positively increase our quality of life. He is smart and multi talented. We are so lucky to have him be willing to participate in serious decision making and oversight. He brings invaluable experience to the table.

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov



VERSACE

April 11, 2017

Senator Glenn Wakai
Chair, Committee on Economic Development, Tourism, and Technology

Senator Brian T. Taniguchi
Vice Chair, Committee on Economic Development, Tourism, and Technology

Members of the Committee:

RE: GM 781 - Confirmation to the Board of Directors of the Hawaii Tourism Authority - Testimony in Support of Kelly Sanders

My name is Patrick Gey, I am presently the General Manager of Versace Inc. for the Hawaii region, Director on the Board of Ala Moana Center Association, and President of non-profit organization Hawaii European Cinema.

I am pleased providing testimony in support of your consideration to confirm Mr. Kelly Sanders as a Director to the Board of Directors of the Hawaii Tourism Authority.

I have been honored to know Mr. Sanders for about ten years, we met in the course of professional meetings, and gain to know each other much better as we both have been co-founders and directors on the Board of non-profit organization, Hawaii European Cinema Film Festival (HECFF), for the past 8 years.

It has been a privilege to watch Mr. Sanders' career growth during all those years and being presently the Area General Manager for the Kyo-ya-owned hotels on Oahu and Maui, but more importantly it has been a privilege to sit on the Board of HECFF at the sides of Mr. Sanders in promoting Hawaii-based creative media students and supporting the efforts to educate, entertain and advance the cultural exchange among the peoples of Hawaii and Europe through the media of film. Mr. Sanders is inspirational for his generous, positive, energetic, innovative and passionate spirit as a leader, and I have been always very impressed by his ability to take the time to listen what everyone has to say, analyzing with a neutral and fair judgement, and by always bringing the right solutions and decisions for successful outcome.

I believe Mr. Sanders's visionary leadership could be an excellent asset to the current HTA board especially due to his ultimate and direct exposure to Hawaii tourism and tight relationship with our community.

Thank you for the opportunity to submit testimony supporting Mr. Kelly Sanders' confirmation to the Board of Directors of the Hawaii Tourism Authority. With appreciation for your kind consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Patrick R. Gey".

Patrick R. Gey



April 11, 2017

Senator Glenn Wakai
Chair, Committee on Economic Development, Tourism, and Technology
Senator Brian T. Taniguchi
Vice Chair, Committee on Economic Development, Tourism, and Technology
Members of the Committee

RE: GM 781 - Confirmation to the Board of Directors of the Hawaii Tourism Authority - Testimony in Support of Kelly Sanders

Dear Senator Wakai and Committee Members,

I am providing testimony in strong support of your consideration to confirm Mr. Kelly Sanders as a Director to the Board of Directors of the Hawaii Tourism Authority.

As the Area General Manager, Marriott International, Inc. (Kyo-ya Hotels & Resorts Hawaii), Kelly has been instrumental in bringing aloha back to Waikiki. As a Director on our Board, he has been responsible for bringing aloha back to Diamond Head Theatre.

For his leadership and commitment towards the community, there is no one more deserving of a place at the table of an agency dedicated to improving the tourism industry in Hawaii. Kelly is a collaborator and a visionary. We see that every day in his service on our board and to our community. He will bring a great deal to HTA.

Thank you for the opportunity to submit testimony supporting Kelly Sanders' confirmation to the Board of Directors of the Hawaii Tourism Authority.

Sincerely,

A handwritten signature in black ink, appearing to read "Deena Dray", written in a cursive style.

Deena Dray
Executive Director

COMMITTEE ON ECONOMIC DEVELOPMENT, TOURISM AND
TECHNOLOGY

Senator Glenn Wakai, Chair
Senator Brian T. Taniguchi, Vice-Chair

Wednesday, April 12, 2017
1:15p
Conference Room 414
State Capitol

RE: GM 781 - Confirmation to the Board of Directors of the Hawaii Tourism
Authority - Testimony in Support of Kelly Sanders

Chair Wakai, Vice Chair Taniguchi, Members of the Committee,

I write today as a private citizen in strong support for Mr. Kelly Sanders as a
Director to the Board of Directors of the Hawaii Tourism Authority.

I have known Kelly personally since he arrived in Hawaii and while I count him as
a dear friend, it has been as a fellow Founding Board Member of Hawaii
European Cinema that I have seen his personal generosity in supporting this now
globally recognized cultural event. He has also been enormously helpful to me as
the Director of the Academy for Creative Media System at the University of
Hawaii in extending a partnership to our educational outreach by providing highly
discounted accommodations at the Sheraton for our special guest speakers from
Hollywood that we bring in for Master Classes for our students at multiple UH
campuses.

As the Area General Manager, Marriott International, Inc., Mr. Sanders is a key
executive providing strategic direction for Kyo-ya Hotels & Resorts Hawaii. Since
arriving to Hawaii more than a decade ago, Sanders guided the Sheraton Waikiki
to reaffirm its place as the leader in its class among Hawaii hotels. A landmark
guest room transformation, redesigned public areas with new landscaping and
pools, restaurants, programs and overhauled convention facilities are some of
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For his leadership and commitment toward an improvement-oriented culture for human development and growth, Sanders has been recognized locally and nationally throughout the past decade, including being amongst just a small percentage of general managers around the world recognized as “Best in Class” in 2015. He has spearheaded a number of programs that has made Kyo-ya Hotels & Resorts one of the top employers in Waikiki, including an Engineering Apprenticeship Program, which is a career development partnership with the Hotel and Restaurant Industry Employment & Training Trust (HARIETT). He has been instrumental in the development of an innovative partnership with Kamehameha Schools for its Kāpili ‘Oihana Summer Internship Program, where six college students are selected by Kamehameha Schools to participate in a two-month paid internship at Sheraton Waikiki and its three sister properties in Waikiki.

In addition to his generosity in supporting the ACM System program at UH and Board Membership with Hawaii European Cinema, Sanders has created tremendous partnerships with the local community and currently sits on the Board of Directors for Boy Scouts of America, Diamond Head Theatre, and Gregory House Charities. In addition, he has been the Chair, Auction Chair, and Vice Chair for such worthy fundraising events as the Hawaii Governor’s Ball (MDA), Heart Ball (AHA), Ronald McDonald House Charities, Child and Family Services, Adult Friends for Youth and the Juvenile Diabetes Research Foundation. In addition, he has helped to drive the now renowned “Farm to Plate Concept” with the focus on Food Safety Certification and the Buy Local Campaign, which continues to support Hawaii Farms.

Kelly Sanders has both an intimate knowledge of our number one industry, tourism, and an enormous appreciation of what makes Hawaii so special.

He is truly someone who has made Hawaii a better place and I am proud to support his nomination to the Board of Directors of the Hawaii Tourism Authority.

Mahalo,

Chris Lee