



April 12, 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

Aloha. My name is Cheryl Williams, General Manager of The Royal Hawaiian, a Luxury Collection Resort. I am providing written testimony in support of the nomination of Kelly Sanders as a Director to the Board of Directors of the Hawaii Tourism Authority.

I have worked with Kelly for over 10 years. He is known in our organization as a thoughtful, collaborative and innovative leader. He is also known throughout the industry and community as a very generous supporter of numerous initiatives and philanthropic efforts serving on the board of numerous organizations.

I believe that Kelly would be a great addition to the Hawaii Tourism Authority Board of Directors. His strategic thinking, global mindset, knowledge of the market as well as current and future trends in addition to his strong customer relationships would add tremendous value as Hawaii Tourism Authority sets policies and guidance for our tourism future.

I strongly support his nomination and thank you for your consideration of Kelly Sanders nomination to the Hawaii Tourism Authority's Board of Directors.

Sincerely,

Cheryl Williams
General Manager
The Royal Hawaiian,
a luxury Collection Resort

From: mailinglist@capitol.hawaii.gov
Sent: Tuesday, April 11, 2017 4:46 PM
To: ETT Testimony
Cc: gm@napilikai.com
Subject: Submitted testimony for GM781 on Apr 12, 2017 13:15PM

GM781

Submitted on: 4/11/2017

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

Submitted By	Organization	Testifier Position	Present at Hearing
Gregg Nelson	Individual	Support	No

Comments: Chair Wakai and committee members, I am providing testimony in support of the confirmation of Mr. Kelly Sanders to the Hawaii Tourism Authority (HTA). Mr. Sanders is an excellent candidate for this position given his experience and outstanding leadership in the Hawaii tourism industry. Kelly will be able to bring his many skills to HTA and provide very positive and productive contributions from a seasoned tourism professional's perspective. I highly recommend Kelly for this appointment and encourage you to confirm his nomination. Mahalo Gregg Nelson General Manager Napili Kai Beach Resort Maui, Hawaii 808-669-9500

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



Harris Chan
Area Vice President
Hawaii and French Polynesia
808/921-4041
808/923-0851 Fax
harris.chan@marriott.com

April 11, 2017

Chair Wakai, Vice Chair Taniguchi and members of the Committee,

Please accept this testimonial in support of Kelly Sanders' nomination to the Hawaii Tourism Authority Board of Directors.

As area general manager for Marriott International, Hawaii and French Polynesia, Sanders oversees five properties on Oahu and Maui, totaling more than 4,500 rooms. With more than 30 years in the hospitality industry, he is recognized as a masterful visionary and an extraordinary leader.

As testament to his leadership, Sanders was named "Best in Class" in 2015 for Starwood leaders globally, an award received through nomination by his peers and associates. He is a game changer and continues to enhance and develop the strategic direction of his properties by successfully introducing new programs and elements targeted to distinct audiences, thus attracting new visitors and increasing guest counts.

He is an advocate for equal rights, an influential face in the community and he takes on leadership roles for industry events like the annual Visitor Industry Charity Walk.

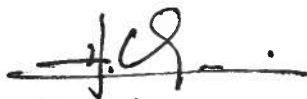
Sanders believes in cultivating future generations. He has established partnerships with the Hawaii State Department of Education and Kamehameha Schools to allow students to gain an interest in the hospitality industry, in hopes that they aspire to fill the jobs of the associates that will retire in the near future.

Most importantly, Sanders ensures that guests receive an authentic Hawaiian experience at all of his properties. He strives to share and celebrate the history and culture of the islands through historical tours at the Moana Surfrider and The Royal Hawaiian, "Mele at the Moana" featuring Hawaii's Na Hoku Hanohano Award winning entertainers, and the return of Te Moana Nui at the Sheraton Princess Kaiulani. He also created our Hiu Wai and Ho 'ala offerings -- traditional sunrise ceremonies meant to cleanse and renew the mind and body. Kelly makes certain that his properties incorporate authentic artwork that educates and instills a sense of place, such as the vintage Hawaiian Island map in The Royal Hawaiian lobby, the only piece of original artwork remaining from the hotel's opening 90 years ago.

Based on his many years of experience, leadership, vision and his drive to create one-of-a-kind experiences for visitors, I strongly urge this committee to accept Kelly Sanders' nomination to the Hawaii Tourism Authority Board of Directors. There is no doubt that he will be an asset to the leadership in the tourism industry.

Thank you for the opportunity to present this testimony and for your ongoing commitment to Hawaii's visitor industry.

Sincerely,

A handwritten signature in black ink, appearing to read 'H. Chan', written over a horizontal line.

Harris Chan
Area Vice President, Operations
Hawaii and French Polynesia
Marriott International, Inc.



April 12, 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

Aloha, my name is Chris Tatum, Area General Manager of Marriott International, Inc., overseeing the four Marriott properties in Hawaii. My counterpart in the islands is Mr. Kelly Sanders, whose area of responsibility is the Kyo-ya owned properties on Oahu and Maui.

I am submitting testimony in strong support of confirming Kelly Sanders as a Director to the Board of Directors of the Hawaii Tourism Authority. Kelly's knowledge of the Hawaii market and tremendous success at one of the largest properties in the State makes him an ideal candidate to provide support and direction to the HTA leadership. His expertise with selling major conventions will also be a valuable asset to the Board when evaluating the Convention Center's strategies.

As a leader with the largest hotel operator in the State, Kelly will provide timely knowledge of current trends and insure the HTA leadership is aware of market priorities.

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

Mahalo,

Chris Tatum



HAWAII LODGING & TOURISM
A S S O C I A T I O N

Testimony of

Mufi Hannemann

President & CEO

Hawai'i Lodging & Tourism Association

before the

Committee on Economic Development, Tourism, and Technology

Nomination of

Kelly Sanders

Hawai'i Tourism Authority

Chair Wakai, Vice Chair Taniguchi, and members of the committee:

I am pleased to offer this testimony, on behalf of the more than 700 members of the Hawai'i Lodging & Tourism Association, in support of the confirmation of Kelly Sanders to the Hawai'i Tourism Authority.

Mr. Sanders, the area general manager for Marriott International, which operates Kyo-ya Hotels & Resorts Hawaii, is unquestionably one of the top leaders of our hospitality industry. He is responsible for managing some of Waikiki's most iconic resorts as well as on Maui, and has been guiding a major renovation of the Sheraton Waikiki to enhance its role as a preeminent hotel and convention center.

Kelly Sanders' standing is a testament to his competence, energy, and acumen, honed over the past 25 years. He began his career as a busboy-dishwasher, with his abilities quickly earning him greater responsibilities and promotions. Since becoming a general manager for the Sheraton Waikiki, he has been honored with a "Best in Class" award in recognition of his exceptional leadership. Mr. Sanders has been a driving force in farm-to-table and "Buy Local" campaigns that support island agriculture. He also has a keen interest in inspiring people in their professions, and has spearheaded several well-regarded programs that have made Kyo-ya Hotels & Resorts one of the top employers in Honolulu. Among them are career development partnerships with the Kamehameha Schools and the Hotel and Restaurant Industry Employment and Training Trust.



HAWAI'I LODGING & TOURISM
A S S O C I A T I O N

In addition to an active involvement in local charities, Mr. Sanders has been an invaluable contributor to the governance of the Hawai'i Lodging & Tourism Association and its philanthropic endeavors, including the annual Charity Walk that raises more than \$2 million a year for island non-profit groups.

Kelly Sanders will provide the leadership, creativity, and direction that will enable the Hawai'i Tourism Authority to fulfill its statutory mission and give the visitor industry the support it needs to prosper in good times and bad. We commend Governor Ige for making an outstanding nomination to HTA because it underscores the strong belief that HLTA holds that people who come with an exceptional background and experience in the visitor industry can only greatly assist the state's number one industry. The members of the HLTA urge you to confirm Kelly Sanders' nomination to the Hawai'i Tourism Authority.



April 11, 2017

RE: Testimony in support of the confirmation of Kelly Sanders to the Hawai'i Tourism Authority.

Chair Wakai, Vice Chair Taniguchi, and members of the committee:

I offer this testimony, on behalf of MVW Hawaii, in support of the confirmation of Kelly Sanders to the Hawai'i Tourism Authority. Kelly Sanders will provide the leadership, creativity, and direction that will enable the Hawai'i Tourism Authority to fulfill its statutory mission and give the visitor industry the support it needs to prosper in good times and bad. We commend Governor Ige for making an outstanding nomination to HTA.

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A handwritten signature in black ink, appearing to read "Edgar Gum".

Edgar Gum
Regional Vice President – Hawaii
Marriott Vacations Worldwide



H I G H G A T E

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 Paul McElroy, Vice President of Design and Construction – West Coast and Hawaii for Highgate Hotels. We currently own and operate several hotels in Waikiki including the Pacific Beach Hotel, Ambassador Hotel and the Marriott Courtyard. Additionally, we own and operate over 100 hotels in key gateway cities across the United States and Europe and are the largest hotel operator in Manhattan, with a total of 23 hotels.

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.

I have had the pleasure of knowing Kelly professionally and personally for the past 10 years. Kelly and I first met during the planning stages of the masterplan renovations at the Royal Hawaiian Hotel – A Luxury Collection Resort and Sheraton Waikiki Beach Resort and Spa.

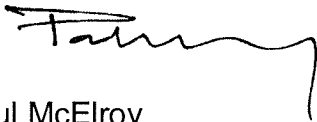
Immediately upon meeting Kelly, it was very obvious that he was a leader without limits. His leadership style and dedication to not only the project and the hotels, but also to his teams, was second to none. He was a key figure in the success of the major capital investment that went into the world class Kyo-ya Hotels and Resorts properties. Not surprisingly, he has continued to grow and elevate his career to new heights and now serves as Area General Manager for the Kyo-ya-owned hotels on Oahu and Maui (Sheraton Maui). Kelly has a unique ability to empower those around him and give them the tools to go far beyond what they thought possible. No matter what is on Kelly's plate, he is always available, always approachable and most importantly, always positive with solutions. He inspires those around him and has touched many peoples' lives in the way only he can.

On top of the daily demands from his job, Kelly continues to give a tremendous amount of time and energy to local charities and organizations. He 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.

Through my professional relationship with Kelly, we have become close friends. He is one of the most caring, generous, loving and sincere people I've ever had the pleasure of meeting.

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

Kind Regards,

A handwritten signature in black ink, appearing to read "Paul McElroy", with a long, sweeping horizontal stroke extending to the right.

Paul McElroy



HAWAII LODGING & TOURISM
A S S O C I A T I O N

Testimony of

Mufi Hannemann

President & CEO

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before the

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HAWAI'I LODGING & TOURISM
A S S O C I A T I O N

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To 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

April 11, 2017

Dear Senator Wakai:

I am honored to write this letter of support for my dear friend, Kelly Sanders for his nomination to the Hawaii Tourism Authority.

For nearly 30 years Hawaii has been my home. I am raising my children here. I run a non-profit organization, I serve on local boards, I am active in the arts and culture scene both as a participant and consumer, and like most Hawaii residents, I have hosted non-stop visiting family, friends and business associates over the years. I am a proud and engaged local citizen who has every reason to want Hawaii to thrive. I understand the potential for inherent conflict in promoting tourism and supporting the needs of residents at the same time. With all this in mind, I believe Kelly Sanders would be an important asset to the Hawaii Tourism Authority.

Kelly Sanders is a man of integrity, unbelievable intelligence and business savvy, and is someone who cares deeply about Hawaii. In the relatively short time he has lived here, Kelly tirelessly and immediately dedicated himself to countless local organizations, has been the catalyst behind most of the major improvements to the Waikiki area, and has increased Hawaii's national and international visibility. His understanding of the importance of a sense of place was a key force in turning the Sheraton Waikiki into a new kind of gathering spot, bringing new life to Waikiki.

200 N. Vineyard Boulevard, Suite 330, Honolulu Hawaii 96817

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Kelly Sanders is a man of huge accomplishments, yet he remains accessible and is eager to support anyone who asks for help. Under his leadership, the Sheraton has increased its support of local organizations. Diamond Head Theater's dramatic increase in high level donors can be directly attributed to Kelly's support of DHT's opening night party which has become a highlight on many social calendars.

Kelly Sanders is an avid world-traveler, whose understanding of tourism is probably unparalleled in Hawaii. As a high ranking executive in one of the world's largest hotel companies, Kelly understands what travelers and tourists want and need, and he understands how to efficiently and effectively provide that. He is known to be fair and smart, and extremely likeable.

Kelly Sanders is committed to Hawaii. In the past few years he has been offered higher paying positions within this company, jobs which offered more power and pay. He choose to stay here, he considers Hawaii his home.

I care about Hawaii and I care about protecting what is unique and valuable in Hawaii. Tourism is crucial to the long-term health and success of our state. The Hawaii Tourism Authority should consist of individuals who understand and can execute this most difficult task. Kelly Sanders is up to this task. I hope you see fit to bring him on.

With alohá,



Kristine Altwies
Executive Director/CEO