

keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Tuesday, February 7, 2017 8:54 AM
To: edbtestimony
Cc: justin.finestone@hawaiicounty.gov
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Justin Finestone	Hawaii County Film Office, Department of Research and Development	Support	No

Comments: The Hawaii County Department of Research and Development includes the county Film Office and works to support innovation, creativity and entrepreneurship. We support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators, including the GVS Accelerator on Hawai'i Island, a three-time winner of the Small Business Administration's award for most innovative accelerators in America. This public/private partnership utilizes disciplined development models, mentorship and coaching relationships, seed financing, and synergistic collaboration to empower Hawaii's creative entrepreneurs to launch original transmedia franchises. One GVS Accelerator graduate company recently completed filming a \$2.9 million movie. The production was 80 percent privately funded, created 175 jobs and supported an estimated 875 additional jobs. This is a great real-world example of what the HI Growth Initiative can do.

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.

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Written Statement of
Robbie Melton
Executive Director & CEO
High Technology Development Corporation
before the
House Committee on Economic Development & Business
Wednesday, February 8, 2017
9:00 a.m.
State Capitol, Conference Room 309

In consideration of
HB974
RELATING TO BUSINESS DEVELOPMENT.

Chair Nakashima, Vice Chair Keohokalole, and Members of the Committee on Economic Development and Business.

The High Technology Development Corporation (HTDC) **supports** HB974 that appropriates funds to the Hawaii Strategic Development Corporation to support the programs under its HI Growth Initiative program.

As part of HTDC's vision to create 80,000 new innovation jobs in Hawaii earning \$80,000 or more by 2030, HTDC supports initiatives aimed at promoting technology and innovation jobs. The Blue Startups Accelerator, Energy Excelerator, GVS Accelerator and Gigabit Hub, the East Meets West conference, and Mai Tai Maui Tech Night have all received funding from the Hi Growth Initiative matched with private sector investment. These programs and events have contributed greatly in building a tech ecosystem in Hawaii.

The HI Growth Initiative is filling a critical role in the state providing investment funding opportunities for new companies. HSDC and the programs that it supports are valuable partners for HTDC helping to build critical mass for a tech community.

We support this initiative as long as it does not replace our priorities requested in the Executive Budget. Thank you for the opportunity to offer these comments.



HAWAII
STRATEGIC
DEVELOPMENT
CORPORATION

No. 1 Capitol District Building
250 South Hotel Street, Suite 508
P.O. Box 2359
Honolulu, Hawaii 96804
Telephone: (808) 587-3830

Statement of
Karl K. Fooks
President

Hawaii Strategic Development Corporation

Before the
HOUSE COMMITTEE ON ECONOMIC DEVELOPMENT & BUSINESS

Wednesday, February 8, 2017
9:00 AM
State Capitol, Conference Room 309

In support of

HB 974
RELATING TO BUSINESS DEVELOPMENT

Chair Nakashima, Vice Chair Keohokalole and Members of the Committee:

The Hawaii Strategic Development Corporation (HSDC) **supports** HB 974, as long as it does not replace our priorities requested in the Executive Budget.

HB 974 appropriates funds to the Hawaii Strategic Development Corporation Revolving Fund for the HI Growth Initiative. This initiative is designed to achieve the State economic development objectives to transform and maintain Hawaii as a place that welcomes and facilitates innovative economic activity as set out in HRS 226-6. The purpose of the HI Growth Initiative will be to: 1) support the establishment of an entrepreneurial ecosystem that will provide mentoring, collaboration, and funding opportunities for Hawaii entrepreneurs to establish and scale their business ventures; 2) actively partner with the private sector to establish accelerator programs in target industry sectors; and 3) network Hawaii's high-growth businesses into the broader universe of mainland and international investment funds through its fund of funds investments.

HSDC has not received any new funding since 2013. Existing funds have been encumbered to specific investment initiatives. HSDC's investment activities typically require up to a year of planning and working with private investors to establish a Hawaii investment fund. Given the lack of funding, HSDC has not been able to develop any new investment initiatives. Furthermore, HSDC will no longer be able to support the continued activities of the accelerator programs that have been the foundation of Hawaii's growing entrepreneurial ecosystem.

Notable HI Growth Initiative Highlights:

- **HI Growth supported accelerators are national winners:** Three Hawaii accelerators have been awarded \$50,000 and recognized as leading innovators by the U.S. Small Business Administration for their work supporting small-business job creation and growth. This was the third such award in three years for Kona-based GVS Transmedia Accelerator, which cultivates locally produced film and creative media projects. Two-time winner Maui Food Industry X-celerator in Kahului focuses on value-added agricultural products. From an initial pool of more than 400 applicants, judges selected a total of 68 winners across 32 states. These accolades for Hawaii's local accelerators come on top of last year's rating of tech accelerator Blue Startups as No. 17 in the U.S. by TechCrunch and the Energy Excelerator's recognition as one of the leading clean-tech accelerators in the country. HSDC through the HI Growth Initiative supports GVS, Maui Food X-celerator, Blue Startups and Energy Excelerator operationally as well as through follow-on investment funds targeted at accelerator graduates. It should be mentioned that University of Hawaii's XLR8UH program on Oahu also won the SBA award for the second time.
- **UHERO Report concludes 12X leverage on State's investment:** The HI Growth Initiative, in just four years, has shown Hawaii is a viable place build competitive startups. A 2016 study by the University of Hawaii's Economic Research Organization surveyed 65 companies funded by the HI Growth Initiative. The average capital investment from the HI Growth Initiative is \$160,000 per company. Companies on average have gone on to attract an additional \$2 million in private funding for a total of \$136 million: over 12X leverage on the state's investment.
- **HI Growth has mobilized support and capital participation from diverse entities:** HI Growth programs have engaged participation from private investors, Hawaii corporate investors, Hawaii institutional investors and County Governments. There is strong corporate commitment to the Energy Excelerator and corporate investment in follow-on fund EEX Fund One and corporates are active investors alongside HI Growth's UPSIDE Fund II in UH spinout companies. The County of Hawaii is a strong partner in the GVS Transmedia Accelerator. Several small and large corporates have also participated as sponsors of pitch competitions, demo days, hackathons and reverse pitch events. Additionally, the State's Employees' Retirement System (HiERS) has decided to increase its commitment to its Hawaii Targeted Investment Program (HiTIP). The success of the HI Growth Initiative and the creation of a thriving entrepreneurial community in Hawaii is a key reason for their interest to recommit to HiTIP.
- **Vibrant startup ecosystem launched:** Entrepreneur-focused events are an important component of an entrepreneurial ecosystem, enabling serendipitous collaboration and networking. The HI Growth Connect and Network (CAN) program has been a key facilitator of these types of events, which include Startup Weekends and pitch competitions. Additionally, HI Growth supports three major venture capital summits focused on three

different industries: East Meets West, brings together Asian and Western investors and startups; MaiTai Maui Tech Night, brings Silicon Valley executives and investors to Hawaii; and GVS All Access, brings Hollywood executives to network with Hawaii's film and creative media entrepreneurs. The objective is to create opportunities for Hawaii entrepreneurs to grow their businesses by exposing them to potential customers, partners and investors on a regular basis. In FY 2016, more than 1,500 people participated in HI Growth-sponsored events. These activities are important to increasing the pipeline of entrepreneurs establishing new businesses.

Selected HI Growth Portfolio Company Highlights:

- **GVS Accelerator graduates in production:** GVS Transmedia Accelerator, a public-private partnership between the HI Growth Initiative, the County of Hawaii and private investors, announced that two of its graduates, a feature film project and a comedy series, have raised funds from private investors and are in production. The film, which stars two leading Hollywood actors, is currently being filmed, edited and produced entirely on the Big Island of Hawaii. Another accelerator graduate, a comedy series based on Maui, also raised funds from private investors to produce a pilot episode. The accelerator, founded in Kona, Hawaii, in 2014 by a veteran filmmaker, focuses on helping local creative media startups achieve success in a commercial marketplace.
- **Startups commercialize SBIR and UH research, attract capital:** IBIS Networks, an Oceanit spinout that went through the HI Growth-supported Energy Excelerator program to commercialize their technology, has raised \$2.5 million to grow and scale their business. Similarly, iFirst Medical, another Oceanit spinout that went through the HI Growth-supported Blue Startups accelerator, successfully raised capital from Hawaii Angels to begin their pilot commercialization effort. KinetiCor, a company established by the HI Growth-supported UPSIDE fund to commercialize UH and Queens Hospital innovations, has sold 12 of its systems and is working with a global MRI device manufacturer to commercialize its technology.
- **Blue Startups' graduate Contix lands deal with Scottrade:** Serial entrepreneur Dan Leuck's latest venture, Contix, has been engaged by Scottrade, one of the leading stock brokers in the U.S., to provide real-time social media and breaking news alerts to their premium customers to inform trades. Contix graduated from Blue Startups, which helped the company further develop its product and land significant new clients.
- **Maui Food Innovation Center graduate expanding to mainland:** After graduating from the HI Growth-supported Maui Food Accelerator, B-Raw, an all-natural vegan energy bar produced principally with Maui-sourced ingredients, has successfully exported her product to Oahu Whole Foods' outlets. Beginning in January, she will be expanding her product to the west coast through her partnership with Whole Foods. Additionally, Waikapu Pickles, launched out of Startup Weekend Maui, went through the food accelerator program and has

since tripled her business and is poised to expand into Whole Foods.

BED 145 Executive Budget Request:

- **\$10,000,000 General Fund infusion into HSDC's Revolving Fund.** These funds will be used to continue a state economic development effort called the HI Growth Initiative. The HI Growth Initiative will invest, in partnership with the private sector in three key areas: 1) entrepreneur ecosystem development; 2) accelerators; and 3) access to startup capital to grow and scale businesses. A portion of the funds will be used for program management, e.g. legal work, industry networking events, and studies to measure program effectiveness.
- **\$188,056 General Fund appropriation** for two existing positions at HSDC. These positions have been historically funded out of the HSDC Revolving Fund.
- **\$286,895 Reduction of HSDC Revolving Fund appropriation** for two existing positions at HSDC.

Thank you for the opportunity to provide testimony.



HIplan

Hawaii Island Business Plan Competition
www.HIplan.biz

February 6, 2017

Support for HB 974

I'm a successful Hawaii entrepreneur. I developed the world's first SPF Shrimp Broodstock Company. It was based at NELHA in Kona. Over 20 years, we received State support from 9 HISBIR grants. These were vital to developing our business, which we sold to an Asian multinational in 2012.

Last year I started the Hawaii Island Business Plan Competition (HIplan) as a community service project. It's hosted by UH Hilo and Hawaii Island Chamber of Commerce. 49 Big Island based small businesses entered the contest. Following a 3-stage process, we awarded the \$25,000 prize to Ono Queens, a Puna-based bee breeder. We received donations from both public and private sources and HSDC was a donor. We will convene HIplan2017 at NELHA next fall. HIplan is intended to develop Hawaii's entrepreneurial ecosystem - a vital investment - and the best way to develop good jobs for our young people and UH Hilo grads.

I strongly support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem to develop a vibrant community. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. **For all these reasons, we strongly support HB 974.**

Best regards

Jim Wyban PhD
Chairman
HIplan
jim@hiplan.biz

FROM THE DESK OF

MICHAEL LIENAU

February 6, 2017

Testimony in support of HB974

To whom it may concern,

I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem including our company, Ring of Fire Films.

For the past 2.5 years we have been developing a new franchise that is about to take off. Cutting off funding will make it more difficult for us to achieve our goals of creating a long term franchise that will not only add new jobs but boost Hawaii's history, culture and science education through the new media franchises we will be creating. Please contact us if you would like more information. Thank you very much for supporting us so far and we look forward to continuing to work with HI Growth Initiative.

Sincerely yours,

Michael Lienau, President
RING OF FIRE FILMS, INC
75-346 Hualalai Rd #C206
Kailua-Kona HI 96740
Cell Phone: 425-330-1413



1000 Bishop St, Suite 505 | Honolulu, HI 96813 USA
P: (808) 237-5050 | energyexcelerator.com

Energy Excelerator is a program of the Pacific International Center for High Technology Research (PICHTR), a Hawaii-based nonprofit.

Testimony in Support of HB974

Aloha Chair Nakashima, Vice Chair Keohokalole, and Members of the Committee on Economic Development and Business:

The Energy Excelerator respectfully submits our strong support of HB974, a bill that allocates \$3 million for fiscal year 2017-2018 and \$4.5 million for fiscal year 2018-2019 to the Hawaii Strategic Development Corporation revolving fund for the HI Growth Initiative. The HI Growth Initiative invests in critical infrastructure that supports the growth of the innovation economy, including events that bring entrepreneurs and investors together, accelerator programs, and Hawaii-based venture capital funds.

The launch of Hawaii's innovation economy was catalyzed by the State's investment through the HI Growth Initiative. We are off to a great start: six Hawaii-based accelerator programs, launching over 50 innovation and tech companies each year; a leading research institution in the University of Hawaii; world-class R&D firms and scientists; financing across globally competitive industries including scalable tech, creative media, and clean tech; co-working facilities and incubators; and coding bootcamps teaching fundamental workforce skills necessary to support the growing number of businesses in today's digital economy.

Energy Excelerator, a program of the non-profit organization PICHTR, the Pacific International Center for High Technology Research, is a multi-stage national accelerator program that uses Hawaii as a test bed for energy innovation. We recruit entrepreneurs from all across the country to come to Hawaii and work on Hawaii's energy challenges and help us achieve our **100% renewable energy goal**. The HI Growth Initiative has helped Energy Excelerator launch its first proof-of-concept follow-on investment fund to invest in the most successful companies coming out of the program and help sustain their continued growth as they work to solve the world's energy challenges. Without the support of the HI Growth Initiative, we would not have been able to attract the over \$1M in matching private capital we were able to.

We strongly support HB974 for five main reasons:

- 1) **Bringing together entrepreneurs, businesses, investors, and local government is critical to creating a vibrant innovation ecosystem.** The HI Growth Initiative has helped to catalyze partnerships among Hawaii's entrepreneurs, corporates, investors, non-profits, and local governments, establishing a statewide innovation ecosystem successfully branded as "Startup Paradise."
- 2) **State investment is a catalytic economic development activity.** The Energy Excelerator has provided about \$15M to companies to date, and these companies have raised \$342M in follow-on funding and generated over \$7M in revenue. State support for the innovation economy also leverages significant federal investment in clean energy innovation and solidifies the state's commitment to the long-term development of our entrepreneurial ecosystem.

- 3) **Innovation companies create high quality jobs in a knowledge-based economy.** For example, Energy Excelerator companies support over 580 full-time employees, and provided work experience to more than 20 interns in energy, agriculture, and transportation.
- 4) **Money spent by innovation companies directly supports the trades.** With a portion of awarded funding going to general contractors, electricians, carpenters, engineers, and other trades, the innovation economy supports not only high-tech jobs but also our local construction base.
- 5) **Support for groundbreaking innovation elevates Hawaii's image across the U.S. and the Asia-Pacific.** Hawaii's economic conditions and need to produce energy locally enable the state to attract top-tier clean energy technologies for testing. Moreover, a vibrant local energy innovation economy attracts attention and helps to build partnerships across the Pacific. For example, in June 2016 Energy Excelerator announced a new partnership with Tokyo Electric Power Company – Japan's largest electric utility and the fourth largest in the world.

We humbly ask for your continued support of the HI Growth Initiative, which makes capital resources available to entrepreneurial high growth businesses.

Mahalo for the opportunity to provide testimony on this bill.



February 7, 2017

House Committee on Economic Development & Business

Wednesday, February 8, 2017, 9:00 a.m.

State Capitol, Conference Room 309

In consideration of
HB974
HI Growth Funding

We support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award-winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

DevLeague is an immersive accelerated learning program where we teach in-class modern software development skills to adults and real coding to middle and high school students. As Hawaii's first and only software development boot camp, we design curriculum and conduct 12-week courses for motivated individuals. Our target outcome is that our graduates gain the necessary skills, confidence and project work to earn their career start as a web software developer--an industry that is high-growth, high-salary and in-demand by savvy employers.

DevLeague has graduated 103 graduates to date with a 86 percent success/hire rate. The alumni have a combined \$3.6MM in starting salaries (aka taxpayers) with 84 percent working in Hawaii.

Our alumni work in software development jobs at Microsoft, Hawaii Pacific Health, DSD Labs, Sudokrew, Uber, Thetus Corp, Internet Brands, Pono Health, DevLeague, MVNP, Upspring Media, State of Hawaii, SkyCatch, Goma Games, SparrowOne, KoalIT, DTL Hawaii, JamBIOS, LiveAction, Revacomm, Anthology Group, Better Way, Ike, Comprendio, Wall to Wall, VuNote and Team Praxis. One graduate was accepted into



Stanford Graduate School computer science program and two graduates started the social network Grumble were funded \$25,000 by Blue Startups accelerator program.

Thank you for the opportunity to offer this testimony.

Mahalo!

A handwritten signature in black ink, appearing to read "Russel Cheng".

Russel Cheng
Co-founder, Director



1110 Nuuanu Avenue | Honolulu, Hawaii 96817 | (808) 497-7466

February 7, 2017

Chair Nakashima, Vice Chair Keohokalole and Members of the Committee on Economic Development & Business:

Reef Capital Ventures would like to express our **strong support** for HB 974, a measure which calls for a \$7.5 million appropriation over the next two years for the HI Growth Initiative.

The HI Growth Initiative has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. All of these activities were catalyzed by the strategic investments of the HI Growth Initiative. The entrepreneurial ecosystem has experienced immense growth thanks to these investments, as well as others in the development of workforce and infrastructure for an innovation economy. These distinct, but complementary efforts include the 80/80 Initiative as well as University of Hawaii's slate of technical and entrepreneurial programs. The growth and development of Hawaii's innovation economy are further supported and championed by the Hawaii Business Roundtable and Chamber of Commerce of Hawaii, as evidenced by their respective reports over the last couple of years.

As a Hawaii-based fund and member of the Startup Paradise community, Reef Capital Ventures is committed to investing in and helping to keep innovative startup businesses growing and profitable here in Hawaii.

Continued funding of the HI Growth Initiative is paramount to the continued growth of Hawaii's innovation economy. Venture capital is a necessary source of capital for innovative startups, allowing them to grow and scale. The HI Growth Initiative will continue to help make more of this type of capital available to Hawaii startups, as well as continue to invest in the critical components necessary for our innovation economy.

We humbly ask for your continued support of the HI Growth Initiative. Thank you for the opportunity to provide testimony on this bill.

Sincerely,

A handwritten signature in black ink, appearing to read "Lauren Primiano".

Lauren Primiano
Managing Partner
Reef Capital Ventures



RE: HB974

February 6, 2017

To the Committee on Economic Development, Tourism & Technology,

As the Managing Director of the GVS Accelerator a program funded, in part, by HSDC and the HI Growth Initiative, I wholeheartedly support further and increased funding for this initiative. HI Growth's support in past years has allowed the GVS Accelerator to create more than 35 FTE jobs and engage over 210 independent contractors. In addition to bringing \$2,850,000 of investment money from outside the state of Hawai'i and currently in the process of bringing further funds to the State.

Should support for HI Growth be cut, then GVS Accelerator and Honua Studios (the second largest studio in the state of Hawai'i) will be forced to close its doors and over a dozen resident companies will likely have to follow in the same path as their larger support and ecosystem will have been shut down.

By supporting funding for HI Growth you encourage economic development and stimulus throughout the state of Hawai'i and help to create new innovations and reverse the brain drain. HI Growth's accomplishments are clear; HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

I urge you to support this funding – I am grateful for your time and consideration.

Mahalo,

A handwritten signature in black ink, appearing to read "Derek Hall". The signature is stylized and fluid.

Derek Hall
Managing Director
GVS Accelerator | Honua Studios | GVS Connect
+1-808-339-7553
d.hall@globalvirtualstudio.com

keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Monday, February 6, 2017 8:52 PM
To: edbtestimony
Cc: prayforrain@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/6/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
David Cunningham	GVS Accelerator	Support	No

Comments: Aloha - thank you for considering supporting the continued funding of HSDC and HI Growth. Through the matching support of HSDC and HI Growth we have helped give birth to approximately 18 new Hawai'i companies in the innovation sector. Each job created within the innovation sector positively impacts 5 others in different sectors. HSDC and HI Growth represent a significant rock in the pond of Hawaii's future. The ripple affect is tremendous. Please generously support HSDC and HI Growth for the sake of our future generations. Let's reverse the brain drain and keep our brightest and best at home where they strive to be. Mahalo, David Cunningham Life long resident, Founder of GVS Accelerator

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Cc: rochelle.b.fisher@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Rochelle Eickmeyer	Honua Studios	Support	No

Comments: I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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To Whom it concerns,

First and foremost, I want to thank HI Growth Initiative for what you have done for the communities of Hawaii. You have made a tremendous impact on startups, accelerators and entrepreneurial businesses like mine. I support the increased funding of HI Growth Initiative. I believe it's a crucial part in moving Hawaii forward on a local and worldwide stage of progress. My small business would not be here if it weren't for your support. Thank you for your time and consideration.

Dave Goetter
Twenty20Sound

keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Monday, February 6, 2017 3:59 PM
To: edbtestimony
Cc: jaredhk22@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/6/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Jared Kushi	Blue Startups	Support	No

Comments: I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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HB974

Submitted on: 2/6/2017

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Submitted By	Organization	Testifier Position	Present at Hearing
Alex Aguilera	Individual	Support	No

Comments: There are lots of talented and driven people pounding the pavement in Hawaii to make this successful. We must be given the chance to continue the work necessary to make this happen. Personally, I have only been involved with this initiative for a little over a year now and have seen so much progress -- the best is yet to come.

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Submitted By	Organization	Testifier Position	Present at Hearing
Faruq Ahmad	Individual	Comments Only	No

Comments: I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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To: edbtestimony
Cc: momalley@goodsill.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

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Submitted By	Organization	Testifier Position	Present at Hearing
Michael O'Malley	Individual	Support	No

Comments: • I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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Cc: send2jeremy@gmail.com
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HB974

Submitted on: 2/6/2017

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Submitted By	Organization	Testifier Position	Present at Hearing
Jeremy Pyhala	Individual	Support	No

Comments:

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keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Monday, February 6, 2017 4:26 PM
To: edbtestimony
Cc: brianzisk@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/6/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Brian Zisk	Individual	Support	No

Comments: Honorable Legislators, I would like to offer support of HB974 whose purpose is to fund the Hi Growth Initiative. As a serial entrepreneur who recently relocated from San Francisco to Maui's North Shore, I wanted to express how the Hawaii Legislature's Support of the Hi Growth Initiative gave me confidence that Hawaii was serious in supporting our mutual goal of bringing technology startups and knowledge workers to these beautiful islands. However much you allocate is sure to return many times your investment. Thank you so much for helping grow Hawaii's Hi Tech ecosystem by supporting projects such as this. All the best, Brian Zisk

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Sent: Tuesday, February 7, 2017 8:59 AM
To: edbtestimony
Cc: info@paix.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
William Kendall	Individual	Support	No

Comments: I am a digital media entrepreneur, start-up founder, and writer-producer creating at the forefront of multi-platform storytelling, immersive worldbuilding, and interactive design. To my knowledge, the GVS Accelerator on the Big Island is the only multi-platform original content accelerator operating in the world today. I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant creative community it is today. It is my hope that I'll continue to be able to bring projects, slates, products, and business/creative opportunities to Hawaii, and eventually base some or all of my professional operations with the support of innovative programs like the HI Growth Initiative. Thank you for your consideration. With Aloha - William Kendall

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keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Tuesday, February 7, 2017 8:28 AM
To: edbtestimony
Cc: naspuck@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Neil Sauvageau	Individual	Support	No

Comments: I support increased funding for the HI Growth Initiative. HI Growth has helped to increase the film companies business, including my own work at the GVS Accelerator and the local economy here in Kailua-Kona. HI Growth has also been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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From: mailinglist@capitol.hawaii.gov
Sent: Tuesday, February 7, 2017 8:22 AM
To: edbtestimony
Cc: nnietz@globalvirtualstudio.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Nicole Nietz	Individual	Support	No

Comments: Aloha, I support increased funding for the HI Growth Initiative as I am an individual who has seen the impact of the Initiative from a first hand perspective. HI Growth has been critical in jumpstarting Hawaii's entrepreneurial ecosystem - serving to lay ground work to expand Hawaii industry beyond the traditional staples of the islands (tourism, construction, military, etc.) to reach forward and diversify into innovations - a field perfect for Hawai'i and one that has the ability to create 5 additional in the service sectors jobs for every 1 job in innovation. As part of the team who helped found one of the HI Growth Initiative's Accelerators (GVS Accelerator), I can attest that Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative. Mahalo for your support for HB974!

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February 7, 2017

House Bill 974 / Senate Bill 761,

Dear Legislators,

Thank you in advance for listening to your constituents.

I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. How do I know this? Because I am one of those that has been accelerated!

My project - a TV series entitled SURF BREAK HOTEL - was supported by the GVS Accelerator on the Big Island and, because of that, I was able to get an additional investment of over \$100,000 from a film finance company in LA. We shot a TV pilot on Maui that is now being shopped, with a good chance of getting a full season (10-episode) pick-up. That will bring in between 1-2 million dollars to Maui County at-minimum, and employ many of the Hawaii-based film and TV professionals I hired on the pilot shoot in 2016.

Please feel free to reach out to me with any questions!

Aloha,

Stefan Schaefer
Director/Producer
2781 Kauhikoalani Pl.
Haiku, HI 96708

keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Tuesday, February 7, 2017 6:26 AM
To: edbtestimony
Cc: dtbrucey@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
David Bruce	Individual	Support	No

Comments: I support increased funding for the HI Growth Initiative. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences and other events designed to help entrepreneurs incubate their ideas and connect with investors. Hawaii's private sector sees value in supporting innovation and has participated as investors in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, we strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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Sent: Monday, February 6, 2017 9:15 PM
To: edbtestimony
Cc: jckona@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/6/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Judith Cunningham	Individual	Support	No

Comments: I am so grateful for the support of HSDC and HIGrowth over the last few years. The opportunities that have come through this program have allowed me to work in the industry I love and raise my family on the Island that I grew up. Thank you HSDC and HIGrowth for your continued support of this program!!! Judith Cunningham Makeup Artist for Film and TV Mother of 3

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1 Testimony for HB974 in favor:

2 I am contacting you to testify in support of
3 HB974, Governor Ige's proposal to provide
4 new funding for the HI Growth Initiative.

5
6 HSDCS' HI GROWTH INITIATIVE IS OF INTRINTRIC VALUE TO THE
7 FUTURE OF THE STATE; IT OFFERS:

8 NOT ONLY GROWTH BUT AN added VALUE TO THOSE WHO
9 SEEK A HIGH "TOUCH" AS WELL AS HIGH Growth THAT AS such A
10 VEHICLE AND CHANNE FOR THE STATE

11 AS WE ALL RECONIZETHOSE CHANGES IN OUR LIVES

12 GROWTH IS VERY MUCH DEPENDED ON THE INITIVES TAKEN BY
13 THE "NEW BUSINESS" ORENTED **entrepreneurial** investments
14 taken by the partners: city(counties), state, federal government

15 the ever evolving communities within are very dependent on
16 the critical decisions undertaken by our leadership you! By
17 recognizing the continual need for the "high touch" features
18 within the high growth initivies that drives the needed
19 communications between" us" requires an new investment in
20 deep learning (never stops)

21 there is a requirement" investment "driven by law" (*public Law*
22 113–128. 113th Congress. humbug! For you all!) but needs to

23 be done. its' an investment into all of us and it can be satisfied
24 by the investment the state puts into the high growth fund. The
25 strategic development corporation has received a briefing from
26 me as to its content and guidance there are multiple state
27 agencies involved but more so we the public are the
28 beneficiaries, this necessitates your caring and participation in
29 this high growth incisive path to meet the requirements of its
30 participants (the state led by and held responsible, the
31 Governor and legislature and its citizens'.

32 Federal funds to the state and of valued importance to the
33 state agencies to have these funds available to meet the
34 requirements of the program known as WIOA(WORK FORCE
35 OPPORTUNITY AND INNOVATION ACT)PARTICIPANTS
36 OR WORCESTER DEVELOPMENT COUNCIL (DEPT OF Labor, education,
37 vocational rehabilitation)and by their nature all connectors
38 whose beneficiaries 'are the citizens of Hawaii in context is not
39 as significant as in content such an assistive and advocative;
40 part is what the Hawaii strategic development corporation
41 agency provides and therefore a very worthwhile investment it
42 in turn will assist the states' agencies and citizenry to save
43 funds by becoming more innovative in their own way AND
44 WITH EACH OTHER which is the most innovative,
45 **entrepreneurial** direction the state can take at this time as other
46 states are starting to go in this direction(wise investment in
47 themselves)by going strategic by THE USE OF tools like
48 **"HSDC"** the investment venture is a most worthy and

49 rewarding and therefore is deserving of your confidence, please
50 push for passage of the funding request we are all Winners!
51 mahalo,

52 Glenn sawai

53 @ GLENN.SAWAI@GMAIL.COM

54

55

keohokalole2 - Anthony

From: mailinglist@capitol.hawaii.gov
Sent: Tuesday, February 7, 2017 9:32 AM
To: edbtestimony
Cc: jcaleb1@gmail.com
Subject: Submitted testimony for HB974 on Feb 8, 2017 09:00AM

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Jacob Lienau	Individual	Support	No

Comments: I support this bill to increase the opportunities for creative development in Hawaii

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Sent: Monday, February 6, 2017 4:38 PM
To: edbtestimony
Cc: msandblom@grovesfarm.com
Subject: *Submitted testimony for HB974 on Feb 8, 2017 09:00AM*

HB974

Submitted on: 2/6/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Marissa Sandblom	Individual	Support	No

Comments:

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Sent: Tuesday, February 7, 2017 9:37 AM
To: edbtestimony
Cc: kdrfilmdirector@gmail.com
Subject: *Submitted testimony for HB974 on Feb 8, 2017 09:00AM*

HB974

Submitted on: 2/7/2017

Testimony for EDB on Feb 8, 2017 09:00AM in Conference Room 309

Submitted By	Organization	Testifier Position	Present at Hearing
Kanoa Reid	Individual	Support	No

Comments:

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Chamber of Commerce HAWAII

The Voice of Business

**Testimony to the House Committee on Economic Development & Business
Wednesday, February 8, 2017 at 9:00 A.M.
Conference Room 309, State Capitol**

RE: HOUSE BILL HB 974 RELATING TO BUSINESS DEVELOPMENT

Chair Nakashima, Vice Chair Keohokalole, and Members of the Committee:

The Chamber of Commerce Hawaii ("The Chamber") **supports** HB 974, which appropriates funds to the Hawaii Strategic Development Corporation to support the programs under its HI Growth Initiative program.

The Chamber is Hawaii's leading statewide business advocacy organization, representing about 1,600+ businesses. Approximately 80% of our members are small businesses with less than 20 employees. As the "Voice of Business" in Hawaii, the organization works on behalf of members and the entire business community to improve the state's economic climate and to foster positive action on issues of common concern.

The Chamber recognizes and supports the importance to grow the innovation sector in order to create a vibrant, sustainable economic future for Hawaii's citizens and to provide opportunities for Hawaii's future generations to pursue a productive career in Hawaii. HB 974 provides crucial funding to continue the Hawaii Growth Initiative and to develop Hawaii's high technology industry, two key sectors of the state's economy that the Chamber supports.

The launch of Hawaii's innovation economy was catalyzed by the State's investment through the HI Growth Initiative. Investing and growing the innovation sector will move our economy towards more knowledge based jobs and opportunities. Over the past several years, partnerships with entrepreneurs, corporates, investors, non-profits, and local governments have established a vibrant statewide innovation ecosystem branded as the "Startup Paradise". Startup Paradise includes nationally-recognized Hawaii accelerator programs that help launch 25 new companies per year along with numerous events that showcase Hawaii startups to private investors. Startup Paradise also includes investment programs that help commercialize the University of Hawaii's world-class research and 5 Hawaii-based investment funds that span the startup life cycle.

Thank you for the opportunity to testify.