



# NATURAL ENERGY LABORATORY OF HAWAII AUTHORITY

*An Authority of the State of Hawaii attached to the Department of Business, Economic Development & Tourism*

Written Only

Statement of  
**Gregory P. Barbour**  
**Executive Director**  
Natural Energy Laboratory of Hawaii Authority  
before the

## **COMMITTEE ON WAYS AND MEANS**

Friday, February 24, 2017  
9:35 pm  
State Capitol, Conference Room 211

in consideration of  
**SB 761 SD1**  
**RELATING TO BUSINESS DEVELOPMENT.**

The Natural Energy Laboratory of Hawaii Authority (NELHA) strongly supports SB 761 SD 1 which provides funding for the HI Growth Initiative.

We believe that entrepreneurial training and accelerator programs such as those developed by the Hawaii Strategic Development Corporation over the past several years have been integral in stimulating an equity investment ecosystem in Hawaii. We believe the continuation and expansion of these services as part of the HI Growth Initiative can assist us in our efforts to attract and grow new businesses in our technology park. This is especially important as we recently completed a new ocean science and clean energy incubator for which entrepreneurial training and accelerator programs for start-up businesses are essential.

Thank you for the opportunity to offer these comments.



**Testimony to the Senate Committee on Ways and Means  
Friday, February 24, 2017 at 9:35 A.M.  
Conference Room 211, State Capitol**

**RE: SENATE BILL 761 SD1 RELATING TO BUSINESS DEVELOPMENT**

Chair Tokuda, Vice Chair Dela Cruz, and Members of the Committee:

The Chamber of Commerce Hawaii ("The Chamber") **strongly supports** SB 761 SD1, which appropriates funds to the Hawaii strategic development corporation revolving fund for the HI growth initiative.

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. This bill 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.

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 8:30 AM  
**To:** WAM Testimony  
**Cc:** georgeyarbrough@gmail.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
George Yarbrough	Impact Hub Honolulu	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)



**MAUI**  
CHAMBER OF COMMERCE  
VOICE OF BUSINESS

**HEARING BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS  
HAWAII STATE CAPITOL, SENATE CONFERENCE ROOM 308  
WEDNESDAY, FEBRUARY 24, 2017 AT 9:35 A.M.**

To The Honorable Jill N. Tokuda, Chair;  
The Honorable Donovan M. Dela Cruz, Vice Chair; and  
Members of the Committee on Ways and Means

**TESTIMONY IN STRONG SUPPORT OF SB 761 TO APPROPRIATE FUNDS TO THE HAWAII  
STRATEGIC DEVELOPMENT CORPORATION FOR HI GROWTH INITIATIVE**

Aloha, my name is Pamela Tumpap and I am the President of the Maui Chamber of Commerce representing approximately 600 businesses and 16,000 employees on Maui. I am writing share our support of SB 761.

The HI growth initiative is important to our local businesses and state economy and supports one of our top legislative priorities to spur local entrepreneurs and innovation. There is great value in our state funded programs that assist local entrepreneurs to develop and prosper their businesses like the HI growth initiative. It is vital to continue the funding for the HI growth initiative as more businesses bring more jobs and resources to our communities and adds to our goal of creating more STEM related jobs in Hawaii.

Mahalo for your consideration of our testimony and we hope you will support this bill.

Sincerely,

*Pamela Tumpap*

Pamela Tumpap  
President

To advance and promote a healthy economic environment for business, advocating for a responsive government and quality education, while preserving Maui's unique community characteristics.

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 9:32 AM  
**To:** WAM Testimony  
**Cc:** info@paix.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
William Kendall	Fluid Studios	Support	No

Comments: From living in Hawaii as a boy (my Dad worked for Dillingham)... to mentoring for the GVS Accelerator in Kona... I am fortunate to have met and collaborated with a uniquely gifted and inspiring group of Hawaii-based (and/or Hawaii-raised) storytellers, content creators, and media+tech start-up entrepreneurs. As a multi-platform writer-producer and start-up founder with 15+ years creating content for major studios, networks, and internet ventures such as Universal, CBS, MTV, and Hulu... I continue to see the long-term economic benefit and creative repatriation of public-private growth programs outside of Hollywood focused on supporting their innovation, media, and content development ecosystems. I support increased funding for the HI Growth Initiative, and will continue to support bringing more of my independent and studio content development projects back to Hawaii in an effort to tap the rich storytelling and creative talent base that the HI Growth initiative supports. Thanks for your consideration. With Aloha - William Kendall

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 9:25 AM  
**To:** WAM Testimony  
**Cc:** dcalpito@referentia.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Debbie Calpito	Referentia Systems INC	Support	No

Comments: Referentia strongly supports SB 761 SD1.

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



Written Statement of  
**Robbie Melton**  
Executive Director & CEO  
High Technology Development Corporation  
before the  
**Senate Committee on Ways and Means**  
Friday, February 24, 2017  
9:35 a.m.  
State Capitol, Conference Room 211

In consideration of  
**SB761 SD1**  
**RELATING TO BUSINESS DEVELOPMENT.**

Chair Tokuda, Vice Chair Dela Cruz, and Members of the Ways and Means.

The High Technology Development Corporation (HTDC) **supports** SB761 SD1 that appropriates funds for HSDC for the HI growth Initiative.

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.

Thank you for the opportunity to offer these comments.



**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



**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 3:34 PM  
**To:** WAM Testimony  
**Cc:** dlc@globalvirtualstudio.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
David L. Cunningham	GVS Transmedia Accelerator	Support	No

Comments: As the founder of the GVS Accelerator (located in Kona and Honolulu) I would like to offer my whole-hearted support of SB761 for the additional funding of HSDC and HI Growth initiatives. Our program alone has 14 Hawai'i companies that were not in existence before the support of HSDC. Our accelerator program has offered a return on investment many times over and have brought millions of investment dollars to the 50th state. That would not have happened without HSDC. The Hawaii Strategic Development Corp has indeed been strategic and has forged out an entirely new sector outside of tourism, real estate and defense. HSDC is not a concept or just an idea. HI Growth is a thriving and real movement that is offering opportunity to this and future generations. HSDC and Hawaii Growth should be celebrated for all their accomplishments. Please generously support the additional funding of HSDC and HI Growth and continue to fuel Hawaii's entrepreneurs. Mahalo for your consideration and please contact me if I can be of help. David Cunningham Life long Hawai'i resident and entrepreneur

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](mailto:webmaster@capitol.hawaii.gov)

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.

Hawaii Wild Side was one of the first companies to graduate from the Global Virtual Studio Accelerator program. Our company experienced very significant growth in all areas pertaining to successfully operating a media production company. Through the Accelerator we were offered top notch mentorship and networking experiences, an opportunity unavailable anywhere else. Without the opportunity to go through the Accelerator program run by Global Virtual Studios our company would not have been where it is today.

We strongly support continued funding for HSDC and the HI Growth Initiative in order for the Accelerator program to continue being the launch pad it is for growing, entrepreneurial companies like ourselves.

Sincerely,

Jane & Andrew West  
Hawaii Wild Side LLC



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  
**SENATE COMMITTEE ON WAYS AND MEANS**

Friday, February 24, 2017  
9:35 AM  
State Capitol, Conference Room 211

In support of

**SB 761 SD1**  
**RELATING TO BUSINESS DEVELOPMENT**

Chair Tokuda, Vice Chair Dela Cruz and Members of the Committee:

The Hawaii Strategic Development Corporation (HSDC) **supports** SB 761 SD1, as long as it does not replace our priorities requested in the Executive Budget.

SB 761 SD1 appropriates funds to the Hawaii Strategic Development Corporation Revolving Fund for the HI Growth Initiative. The HI Growth 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.

To achieve these objectives, the HI Growth Initiative executes on a clear and consistent strategy of fostering an ecosystem that enables the establishment and success of high growth startups. Numerous academic studies have concluded that business startups and high growth young firms are the strongest contributors to job creation in the U.S. In particular, since 2000, high growth startups in the High Tech and Energy related industries have been the most active in job creation.

For that reason, the HI Growth Initiative has focused on attracting private investment capital to Hawaii's high growth startups thorough strategic investments to help build an entrepreneurial ecosystem, provide mentoring and business accelerator resources and create access to startup investment capital.

Since 2012, The HI Growth Initiative has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. From virtually nothing, Hawaii now 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 Hawaii-based investment funds.

A recent industry group report found that the number of startups in Hawaii increased from 18 in 2013 to 145 in 2016. A 2016 UHERO report showed the HI Growth Initiative produced 12X leverage on state dollars.

HSDC has not received any new funding since 2013. Existing funds have been encumbered to existing 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.

Thank you for the opportunity to submit testimony.



February 23, 2017

**Senate Committee on Ways and Means**

Thursday, February 24, 2017, 9:35 a.m.

State Capitol, Conference Room 211

In consideration of  
**SB761 SD1**  
**HI Growth Initiative**

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" with a stylized flourish at the end.

Russel Cheng  
Co-founder, Director

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 10:31 PM  
**To:** WAM Testimony  
**Cc:** shari@globalnetproductions.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Shari Lienau	Global Net Productions, Inc, LifeNet Media Resources Inc	Support	No

Comments: We support SB761 SD1

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 9:46 PM  
**To:** WAM Testimony  
**Cc:** contact@globalnetproductions.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Michael Lienau	Ring of Fire Films, Inc.	Support	No

Comments: 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 bringing new investors to Hawaii. 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. 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. 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.

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](mailto:webmaster@capitol.hawaii.gov)



**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 7:11 AM  
**To:** WAM Testimony  
**Cc:** mckay.davis+hileg@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
McKay Davis	Radial3D Inc.	Support	No

Comments: Radial3D Inc. \*strongly supports\* increased funding for the HI Growth Initiative to further grow Hawaii's entrepreneurial community. We believe it is an efficient use of funding, as shown by the 2016 UHERO report showing a 12X leverage on state dollars.

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](mailto:webmaster@capitol.hawaii.gov)

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

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 3:58 PM  
**To:** WAM Testimony  
**Cc:** rochelle.b.fisher@gmail.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Rochelle Eickmeyer	Honua Studios	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 3:10 PM  
**To:** WAM Testimony  
**Cc:** dave@towchoice.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Dave Kozuki	Tow Choice	Support	No

Comments: I specifically support funds that will go to technology startups in software/mobile/internet that are well suited for Hawaii's capabilities. In addition, funds are most needed for startups in the gap between accelerators and VCs. In other words, post Blue Startups and too early for Stafford Capital Partners. mBloom was targeted for this gap but that is not a current option.

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 3:24 PM  
**To:** WAM Testimony  
**Cc:** sudesh@kapalya.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Sudesh Kumar	Kapalya Inc	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 5:49 PM  
**To:** WAM Testimony  
**Cc:** info@kitekidsmovie.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Joseph Rocha	Kite Kids LLC.	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 6:47 PM  
**To:** WAM Testimony  
**Cc:** pishchal@usc.edu  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

Submitted By	Organization	Testifier Position	Present at Hearing
Andriy Pishchalenko	Individual	Support	No

Comments: I'd like to strongly throw my support behind this bill. As someone who's grown up in Hawaii (went to University Laboratory School throughout middle and high school) and also worked in the entertainment industry (Hawaii 5-0) before deciding to study business and film in California, I would very much like to start and develop a career in business/entrepreneurship/entertainment in Hawaii. However the opportunities are just not there. Of course, it is difficult to compete with Los Angeles in terms of career options and growth opportunities, however I very much believe that Hawaii can better nurture its own startup/business ecosystem that will benefit those searching for work in Hawaii, as well as the state economy as a whole. I currently work for a virtual reality startup which is involved in content creation, and Hawaii is a wonderful place not only for content creators to share and enjoy the numerous pleasures and exciting activities on the islands but also the culture and stories of the people and the islands themselves. This bill can help startups raise enough money to pursue projects which can provide for residents' jobs as well as share and immortalize Hawaii's history, cultures and values through content and technology. Thank you.

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](mailto:webmaster@capitol.hawaii.gov)

February 23, 2016

SB761 SD1

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 attract 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 to distributors, 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



**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 8:50 AM  
**To:** WAM Testimony  
**Cc:** yelihaw@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Elijah Yip	Individual	Support	No

Comments: As a member of the board of the Hawaii Strategic Development Corporation, I write in support of increased funding for the HI Growth Initiative. Diversification of Hawaii's economy is critical to the State's future, and building a vibrant tech industry is an important way of achieving that end. HI Growth has been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today. HSDC depends on state funding to support Hawaii's award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors. Hawaii hosts international conferences (such as the recent East Meets West conference) 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, I strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative.

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 8:53 AM  
**To:** WAM Testimony  
**Cc:** naspuck@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
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.

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 5:52 PM  
**To:** WAM Testimony  
**Cc:** tracy.newhart@naumedia.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Tracy Newhart	Individual	Support	No

Comments: Aloha, I am a co-founder of a technology startup currently HQ'd in Honolulu. We have great potential to bring technology and support services jobs to Hawaii, efficiencies to travel and tourism, agriculture and events management businesses yet if we cannot get funding here, we will likely have to move to the mainland. We recently received a call from an angel group in California who is very interested in our technology, but was not keen on the fact that we are located in HI. Without funding in HI, we will be forced to go to the mainland to pursue funding from organizations such as this angel group. With additional funding, I would also suggest the backing of more venture funds so as to spread the decision making between more organizations that have greater knowledge about technology opportunities. Also consider matching funding for corporations that invest in technology startups. Mahalo for your consideration and kokua. Tracy Newhart Co-founder Nau Media, DBA LocaleIQ

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 11:32 PM  
**To:** WAM Testimony  
**Cc:** beleza@gmail.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Quezia Rogers	Individual	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 5:43 AM  
**To:** WAM Testimony  
**Cc:** edwinharborlight@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Edwin Marshall	Individual	Support	No

Comments: As a recipient of a Hawaii state Accelerator I strongly support this bill. We were able to bring millions of dollars into Hawaii and employ over 50 Hawaiian residents in the process. Thanks!

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 2:58 PM  
**To:** WAM Testimony  
**Cc:** jcaleb1@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Jacob Lienau	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.

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 7:06 AM  
**To:** WAM Testimony  
**Cc:** joshharmsworth@gmail.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
josh harmsworth	Individual	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

Wednesday, February 22, 2017

Mahalo nui loa for your service to the State of Hawaii.

It is with great appreciation and hope I would like to humbly ask for your support for the increased funding for the HI Growth Initiative.

I have been privileged to be a part of the team that founded the GVS Accelerator, one of the HI Growth Initiative's partnered accelerators, and am so encouraged to see the yield it has already produced. From only a few years into the Program, the Accelerator has seen significant job creation and Hawaii State home-grown content creation - where the economic benefit will be captured and retained by the State as opposed to out of State companies that usually own content produced in Hawaii.

Through program directing the GVS Accelerator Program, I have already gained invaluable experience myself in developing creative content and in structuring investment for production such that I am now working as a facilitator for the GTA Development Fund. (The GTA Development Fund is the investment fund partnered with the Program for investing in the Accelerator's startup companies.) From the perspective of the private equity members of the Fund, the County of Hawaii and State of Hawaii support is key in focusing their attention on investing in the State (and County) of Hawaii as opposed to utilizing those same funds on another opportunity. This support truly has been the spark to get things going - and to draw private investment monies into the County of Hawaii which in turn leads to job creation.

I have also learned from my time program directing the Accelerator that sufficient funding is critical to the success and foundation of this new industry that is being created - and that a long enough "runway" to be properly established is key to long-term sustainability and growth.

Please support SB 761 for allocation for the HI Growth Initiative for the full resources it is requesting. I sincerely believe the support is a great investment for the future for the State of Hawaii.

Mahalo for your consideration and support,  
Nikki Nietz



Heather Goetter  
75-5805 Lupa Pl.  
Kailua Kona, HI 96740  
(808)333-6529

Feb. 22, 2017

Greetings,

I support increased funding for the HI Growth Initiative.

I am so thankful for the past support of Honua Studio as a startup business opportunity through HI Growth Initiative.

I get the privilege of leading tours and sharing about Honua's impact on this island. Almost daily, I connect with entertainment industry investors and producers interested in bringing work to Hawaii Island. I get to do this because of my job at Honua Studio. It is fulfilling that I get to work in what I am passionate about and support my family.

Additionally, I have three teenagers who are evaluating their future and expressing the desire to stay on Hawaii Island *and* pursue careers here in the movie industry. They understand that that desire, even a few years ago, would have been impossible. However, my husband and I are hopeful that the momentum from Honua and other startups will continue to offer career opportunities to young people here at home. In turn we know that the community at large will economically benefit from jobs/careers for our young people.

Please seriously consider supporting in full the GVS Accelerator and Honua Studios through the HI Growth Initiative. The future of my family here in the land-that-we-love literally depends upon it.

A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. For all these reasons, I strongly support this bill. All this would not have happened without the strong support of the HI Growth Initiative

With much respect,

Heather Goetter  
Honua Studio

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, February 23, 2017 3:32 AM  
**To:** WAM Testimony  
**Cc:** brianzisk@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/23/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Brian Zisk	Individual	Support	No

Comments: Aloha, As a formerly San Francisco based Entrepreneur recently relocated to the North Shore of Maui, I was lucky enough to personally observe the technology boom which lead to San Francisco becoming one of the top technology ecosystems and economies in the world. HSDC and the HI Growth initiative are vital drivers of the momentum towards making Hawaii a World Class Innovation leader, bringing knowledge jobs and culture to these beautiful islands. I would like to respectfully urge the Hawaii State Legislature to please fund HSDC, the Hi Growth Initiative and similar projects to your fullest extent and ability, as any investment is sure to pay itself back many times over, and to provide long lasting benefits. Thank you so much for your efforts. Brian Zisk

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 2:11 PM  
**To:** WAM Testimony  
**Cc:** raphaelcostamusic@gmail.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Raphael	Individual	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 2:10 PM  
**To:** WAM Testimony  
**Cc:** wheresjoel@yahoo.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Joel Angyal	Individual	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 12:32 PM  
**To:** WAM Testimony  
**Cc:** aguilera209@gmail.com  
**Subject:** Submitted testimony for SB761 on Feb 24, 2017 09:35AM

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Alex Aguilera	Individual	Comments Only	No

Comments: Hawaii boasts award winning accelerators that have been instrumental in jumpstarting Hawaii's entrepreneurial ecosystem and supporting its development into the vibrant community it is today.

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](mailto:webmaster@capitol.hawaii.gov)

**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Wednesday, February 22, 2017 12:31 PM  
**To:** WAM Testimony  
**Cc:** fa27sf@gmail.com  
**Subject:** \*Submitted testimony for SB761 on Feb 24, 2017 09:35AM\*

**SB761**

Submitted on: 2/22/2017

Testimony for WAM on Feb 24, 2017 09:35AM in Conference Room 211

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Faruq Ahmad	Individual	Support	No

Comments:

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](mailto:webmaster@capitol.hawaii.gov)