



Written Statement of  
**Robbie Melton**  
Executive Director & CEO  
High Technology Development Corporation  
before the  
**House Committee on Economic Development & Business**

Friday, March 17, 2017  
10:00 a.m.  
State Capitol, Conference Room 309

In consideration of  
**SB761 SD2**  
**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** SB761 SD2 that forces the lapse of a fiscal year 2016-2017 appropriation for the HI growth Initiative that is not expected to be expended and re-appropriates the lapsed appropriation 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.



# Chamber of Commerce HAWAII

*The Voice of Business*

**Testimony to the House Committee on Economic Development & Business  
Friday, March 17, 2017 at 10:00 A.M.  
Conference Room 309, State Capitol**

**RE: SENATE BILL 761 SD2 RELATING TO BUSINESS DEVELOPMENT**

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

The Chamber of Commerce Hawaii ("The Chamber") **strongly supports** SB 761 SD2, which forces the lapse of a fiscal year 2016-2017 appropriation for the HI growth initiative that is not expected to be expended; re-appropriates the lapsed appropriation 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.



**MAUI**  
CHAMBER OF COMMERCE  
VOICE OF BUSINESS

**HEARING BEFORE THE HOUSE COMMITTEE  
ON ECONOMIC DEVELOPMENT & BUSINESS  
HAWAII STATE CAPITOL, HOUSE CONFERENCE ROOM 309  
FRIDAY, MARCH 17, 2017 AT 10:00 A.M.**

To The Honorable Mark M. Nakashima, Chair;  
The Honorable Jarrett Keohokalole, Vice Chair; and  
Members of the Committee on Economic Development & Business

**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.



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**

Friday, March 17, 2017  
10:00 AM  
State Capitol, Conference Room 309

In support of

**SB 761 SD2**  
**RELATING TO BUSINESS DEVELOPMENT**

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

The Hawaii Strategic Development Corporation (HSDC) **supports** SB 761 SD2, as long as it does not replace our priorities requested in the Executive Budget.

HB 761 SD2 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.

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 through 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 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.

Thank you for the opportunity to submit testimony.

**STAFFORD CAPITAL PARTNERS**  
600 Congress Ave, 14th Floor  
Austin, Texas, 78701  
United States



March 16, 2017

House of Representatives  
Committee on Economic Development & Business  
State Capitol  
415 South Beretania Street  
Honolulu, HI 96813X

Honorable Representatives:

I am writing you in support of increased funding for the HI Growth Initiative, SB 761, SD2.

Stafford Capital Partners, invests and administers the Hawai'i Targeted Investment Program (HiTIP) on behalf of the Employees' Retirement System of the State of Hawai'i. The HiTIP program shares HI Growth's objective to support and grow the Hawaii entrepreneurial ecosystem. A longer-term objective of both programs is to strengthen and diversify the Hawaiian economy.

The HI Growth program has been one of the critical drivers of initiatives to jumpstart Hawaii's entrepreneurial ecosystem.

HI Growth provided the anchor financing for several of the local award winning accelerators. Accelerators, by their very design, support nascent companies at a key stage when capital and support can be hardest to acquire. Many of the graduate companies from the accelerators are in the process of executing on their business plans and growing their businesses.

Two businesses that graduated from the HI Growth supported Blue Startups incubator received follow-on investments from mainland venture capital firms through the HiTIP program. These investments highlight that Hawaiian companies can be competitive on a national scale. It is difficult to see how these investments would have been possible without the support that HI Growth provided to launch the incubators.

HSDC is a demonstrated and valued partner in HiTIP's effort to increase capital availability to deserving Hawaii based businesses. We strongly support this budget request to fund the HI Growth Initiative.

Please feel free to reach out if there is any information we can provide or questions that we can answer.

Mahalo for your time.

**Andrew Betz**  
**Investment Manager**  
**Stafford Private Equity**  
**[andrewbetz@staffordcp.com](mailto:andrewbetz@staffordcp.com)**  
**949.246.5986**

**A Member of the Stafford Capital Partners Group of Companies**



2800 Woodlawn Drive, Suite 265, Honolulu, HI 96822  
535 Middlefield Rd., Suite 280 Menlo Park, CA 94025

Re: SB761

March 15, 2017

Dear Chair Nakashima, Vice Chair Keohokalole & Members of EDB:

Startup Capital Ventures supports SB761 increased funding for the HI Growth Initiative.

HI Growth has been instrumental in establishing Hawaii's entrepreneurial ecosystem and supporting its development into a nascent but viable high-salary industry. These kinds of jobs are critical to growing high-wage employment in Hawaii.

SCV has been investing in Hawaii startups since 2005 and expect to fund two new Hawaii startups shortly. We support Hawaii's entrepreneurial ecosystem as the "bridge to mainland capital." We are strong community members and have been or are board members of HVCA, HiBEAM and EFHawaii since 2001.

Hawaii startups are growing and hitting milestones that are triggering further investment from private investors. The private sector has invested in several local startups and investment funds due to HI Growth's catalyzation of internal and external professional capital.

A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars proving the effectiveness of HI Growth's seed capital.

We urge the legislature to approve this bill. Mahalo.

Timothy Dick, Managing Director.

Startup Capital Ventures

[tdick@startupcv.com](mailto:tdick@startupcv.com)

cc: Donovan Kealoha



# HIplan

Hawaii Island Business Plan Competition  
[www.HIplan.biz](http://www.HIplan.biz)

March 15, 2017

## **Support for SB 761 SD2 – HI Growth Initiative**

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 SB 761 SD2.**

Best regards

Jim Wyban PhD  
Chairman  
HIplan  
[jim@hiplan.biz](mailto:jim@hiplan.biz)





**RE: SB761**

March 16, 2017

To the EDB Committee,

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 somewhat cursive.

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

## keohokalole2 - Anthony

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**From:** Laurie Nunez <rrrwrbglnhdlgva@ujoin.co>  
**Sent:** Thursday, March 16, 2017 1:18 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** laurie@showcasehawaii productions.com <Laurie Nunez>

### Message:

Chair Nakashima, Vice Chair Keohokalole and Members of the Committee: I strongly support increased funding for the HI Growth Initiative proposed in SB 761 SD2: · HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds. · A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars. All this would not have happened without the catalytic investments by the HI Growth Initiative. Mahalo, Laurie Nunez

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Laurie Nunez

CEO & Co-Founder, Showcase Hawaii Productions LLC

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Lauren Primiano <fjainbrhqhomtim@ujoin.co>  
**Sent:** Thursday, March 16, 2017 11:50 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** lauren@reef.vc <Lauren Primiano>

### Message:

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 expansion 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.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Lauren Primiano

Partner

Honolulu

Hawaii

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

March 17, 2017

Greetings,

I support increased funding for the HI Growth Initiative. *SB761 SD1*.

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

**March 16, 2017**

Statement of Donovan Kealoha

In Consideration of SB761 SD2 – Relating to Business Development

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

I am writing to express my **strong support for SB761 SD2 for 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. HI Growth invests in critical infrastructure that supports the growth of the innovation economy, including events bringing entrepreneurs and investors together, accelerator programs and Hawaii-based venture capital funds, including a venture capital firm that I am affiliated with called Startup Capital Ventures (or SCV).

SCV partners with and invests in early-stage, technology businesses. Our geographic focus is Silicon Valley and Hawaii. SCV has an established record of identifying and investing in promising Hawaii-based technology companies. SCV is very interested in helping with the continued growth of Hawaii's innovation sector.

In addition to my work at SCV, I am also involved with other organizations in the innovation economy. Shifted Energy is a renewable energy startup that creates and deploys large-scale solutions to shift peak energy loads and store renewable energy via fast, automated Demand Response solutions. Purple Mai'a is an Educational Technology non-profit organization that teaches computer science and computer programming to middle-, high-, and post-high students with the aim of providing work opportunities in the innovation sector

I humbly ask for the Legislature's continued support to grow our innovation economy and keep Hawaii on the national map for tech startups and investment. Thank you for the opportunity to provide testimony on this bill

**keohokalole2 - Anthony**

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**From:** mailinglist@capitol.hawaii.gov  
**Sent:** Thursday, March 16, 2017 4:36 AM  
**To:** edbtestimony  
**Cc:** brianzisk@gmail.com  
**Subject:** Submitted testimony for SB761 on Mar 17, 2017 10:00AM

**SB761**

Submitted on: 3/16/2017

Testimony for EDB on Mar 17, 2017 10:00AM in Conference Room 309

<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 who has 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 to and spreading culture from 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)

## keohokalole2 - Anthony

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**From:** Neil Sauvageau <naspuck@gmail.com>  
**Sent:** Thursday, March 16, 2017 10:29 AM  
**To:** edbtestimony  
**Subject:** SB761 SD2 Support Testimony

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

I strongly support increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,  
Neil Sauvageau

## keohokalole2 - Anthony

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**From:** Isar Mostafanezhad <nvglhwfyfafaqao@ujoin.co>  
**Sent:** Thursday, March 16, 2017 2:32 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** isar.mostafanezhad@smartyields.com <Isar Mostafanezhad>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Isar Mostafanezhad

Co-founder and VP of Data Science

Honolulu

Hawaii



## keohokalole2 - Anthony

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**From:** info@paix.com  
**Sent:** Thursday, March 16, 2017 10:20 AM  
**To:** edbtestimony  
**Cc:** william kendall  
**Subject:** Fwd: Testimony submission web page re: Senate Bill 761 SD2: New Funding for Hawaii Startups

Aloha from the South-by-Southwest film and interactive festival in Austin, TX --

I submitted testimony in support of Senate Bill 761 SD2: New Funding for Hawaii Startups before the 10am HT deadline today (Thurs. 3/16), and received the error message (see email below).

So, I am emailing you directly to express my strong support.

From living in Hawaii as a boy (my Dad worked for Dillingham)... to helping Big Island-raised creator-influencer Ryan Higa complete his first YouTube film... to mentoring for the GVS Accelerator in Kona — I am fortunate to have met and collaborated with a gifted and inspiring group of Hawaii-based (and Hawaii-raised) storytellers, content creators, and media/tech start-up entrepreneurs.

As a multi-platform writer-producer and start-up founder with 15+ years of industry leadership creating content for major studios, networks, and internet ventures such as Universal, CBS, MTV, and Hulu... I continue to see the long-term economic benefits 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 in hopes of 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.

[William Kendall](#)  
P.O. Box 190804  
Hawi, HI 96719

**From:** <[mailinglist@capitol.hawaii.gov](mailto:mailinglist@capitol.hawaii.gov)>  
**Subject:** Testimony submission web page  
**Date:** March 16, 2017 at 2:45:36 PM CDT  
**To:** <[mailinglist@capitol.hawaii.gov](mailto:mailinglist@capitol.hawaii.gov)>

We apologize, but currently our testimony submission web page is not currently working. In the meantime, if you want to submit testimony, please e-mail your testimony directly to the committee. The full list of committees can be found here:

<http://www.capitol.hawaii.gov/comminfolist.aspx>

We apologize for the inconvenience this is causing, and will keep you all posted on the status of this.

You are receiving this e-mail because you have subscribed to a hearing notice via e-mail service. To unsubscribe, please sign in to your account with the Legislature and click on the EditAccount link on the upper right corner of the page. You may also call the Senate Clerk's Office (808-586-6720) or the House Sergeant-At-Arm's Office (808-586-6500).

The Adobe (PDF) version of the Hearing Notice may be available, in addition to the usual text version. Please check the website at:

<http://www.capitol.hawaii.gov>

Please use cut and paste if your email reader wraps or breaks the above URLs.

## keohokalole2 - Anthony

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**From:** Laurence Miller <cghxmevszznyps@ujoin.co>  
**Sent:** Thursday, March 16, 2017 11:53 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** 52diamonds@gmail.com <Laurence Miller>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Laurence Miller

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Elyse Petersen <auebqekgwsyqagq@ujoin.co>  
**Sent:** Thursday, March 16, 2017 1:53 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** elyse@tealet.com <Elyse Petersen>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

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- Hawaii's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Elyse Petersen

CEO

Henderson

Nevada

## keohokalole2 - Anthony

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**From:** Ka'iana Kau <shwhuwdjzkvxgwn@ujoin.co>  
**Sent:** Thursday, March 16, 2017 12:00 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** kaikau@gmail.com <Ka'iana Kau>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Ka'iana Kau

CEO / Founder

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Roger Thomas <elwhanvgyvdyvx@ujoin.co>  
**Sent:** Thursday, March 16, 2017 11:38 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** rthomas@angelixda.com <Roger Thomas>

### Message:

As a creative entrepreneur working to advance the film and special effects industry here in Hawaii, let me start by showing my appreciation for the HI Growth Initiative supporting the Global Virtual Studio (GVS) Accelerator and Honua Studios in Kona. This initiative has proven to be an invaluable resource for those desiring to expose Hawaiian culture and talent to audiences world-wide via the state-of-the-art media and technologies afforded by GVS. Located at Honua Studios, Angelix Digital Animation specializes in providing digital content in the form of computer models, visual effects and animations to a wide-range of clientele both locally and abroad. Furthermore, we're creating sophisticated green-screen film effects and motion-capture elements that spotlight local talent. Our future planning is centered on a production filmed completely in Kona, utilizing our local artists and companies. It's synergies such as this that grow careers and business opportunities that bring revenue and global recognition to the Island. However, as you likely know, the future of Honua Studios now stands at a cross-roads. The Hawaii Growth Initiative presents an unmatched opportunity for the community to develop a robust feature-film industry and creative outlet for Hawaiian talent that would not exist otherwise. On behalf of Hawaii's aspiring entrepreneurs, artists, actors and actresses, screenwriters, producers and directors, I ask for your sincere and serious consideration for continued support as outlined in proposal in SB 761 SD2. Respectfully, Roger M. Thomas, Owner - Angelix Digital Animation

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Roger Thomas

Owner - 3D Generalist & Technical Animator

Waikoloa

Hawaii

## keohokalole2 - Anthony

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**From:** Kory Payne <puapudzilzhngk@ujoin.co>  
**Sent:** Thursday, March 16, 2017 11:03 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** kory@ujoin.co <Kory Payne>

### Message:

The most forward-looking states are preparing their workforces for the coming information economy. While tourism will always be a staple, we need to do more, to think ahead. Please invest in startups so that they will stay in Hawaii.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Kory Payne

Waialua

Hawaii



## keohokalole2 - Anthony

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**From:** Jacob Lienau <tnycixvgwksfjos@ujoin.co>  
**Sent:** Thursday, March 16, 2017 11:02 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** jcaleb1@gmail.com <Jacob Lienau>

### Message:

Please add my voice to the support of creative industries in Hawaii!

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Jacob Lienau

Kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Josh Harmsworth <gpogczaoptdkuwo@ujoin.co>  
**Sent:** Thursday, March 16, 2017 10:34 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** joshharmsworth@gmail.com <Josh Harmsworth>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Josh Harmsworth

Kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Rochelle Eickmeyer <azbriopjunonybk@ujoin.co>  
**Sent:** Thursday, March 16, 2017 10:02 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** rochelle.b.fisher@gmail.com <Rochelle Eickmeyer>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Rochelle Eickmeyer

Marketing & Sales Coordinator

Kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** William Kendall <ydyuhynttknetxd@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:59 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** info@paix.com <William Kendall>

### Message:

Aloha -- from living in Hawaii as a boy (my Dad worked for Dillingham)... to helping Big Island raised creator-influencer Ryan Higa complete his first film on YouTube... to mentoring for the GVS Accelerator in Kona -- I am fortunate to have met and collaborated with a gifted and inspiring group of Hawaii-based (and 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 SyFy Channel... I continue to see the long-term economic benefits of public-private hi-growth programs focused on supporting unique innovation, media, and content development ecosystems outside Hollywood and Silicon Valley. I support increased funding for the HI Growth Initiative in hopes of bringing more 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

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

William Kendall

founder

Hawi

Hawaii

## keohokalole2 - Anthony

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**From:** Andriy Pishchalenko <iayhimldqvdptra@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:57 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** pishchal@usc.edu <Andriy Pishchalenko>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Andriy Pishchalenko

Business development manager

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Edwin Marshall <kbpjexvlkqdysxw@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:14 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** edwinharborlight@gmail.com <Edwin Marshall>

### Message:

The GTA Accelerator was essential to us being able to produce, "Jo, The Medicine Runner" on the Big Island of Hawai'i. The early development investment and follow-on fund helped us bring millions of outside dollars to the film and subsequently the island. Thanks!

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Edwin Marshall

Producer

Arcadia

California

## keohokalole2 - Anthony

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**From:** Nicole Nietz <qsabqvbauidrjf@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:43 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** nnietz@globalvirtualstudio.com <Nicole Nietz>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Nicole Nietz

Administrator, GTA Development Fund

Kailua-Kona

Hawaii



## keohokalole2 - Anthony

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**From:** Joel Rogers <lmfjnumbjnafvl@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:55 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** joelwilliamrogers@gmail.com <Joel Rogers>

### Message:

Thank you for considering this important initiative - it is a vital part of our local "creative economy." Mahalo!

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Joel Rogers

Media Producer

Kailua-Kona

Hawaii

## keohokalole2 - Anthony

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**From:** David Cunningham <yzbnetjwpzvkdgg@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:47 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** dlc@globalvirtualstudio.com <David Cunningham>

### Message:

Please continue funding for HSDC and its initiatives. It's impact on the State is only a benefit to the wider community and helps build a new industry in the state. Thank you for your consideration.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

David Cunningham

Founder

Kailua-Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Brandie Blosser <sjmyfesglnbfoxo@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:26 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** abblosser@gmail.com <Brandie Blosser>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Brandie Blosser

kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Adrian Hein <nfczyephnamoxk@ujoin.co>  
**Sent:** Thursday, March 16, 2017 9:01 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** actionspecialist@gmail.com <Adrian Hein>

### Message:

This article published on the front cover of Monday's WEST HAWAII TODAY does a good job explaining THE WORKING RELATIONSHIP OF HAWAII ACTION ACADEMY AND HONUVA STUDIOS. Please go to: <http://westhawaii.com/news/local-news/hollywood-stuntman-opens-academy-teaches-high-flying-acrobatic-skills> Hawaii Action Academy would not have been built without the funding and existence of the GVS Accelerator and Honua Studios. For fifteen years I've been working as a professional stuntman in the film and television industry. My most recent work was doubling Ryan Reynolds as Deadpool, Chris Evans as Captain America: Civil War and playing 'Bagheera' (the panther) in The Jungle Book. All of which were three of the five top grossing films in 2016. Inspired by the vision to build up the film industry on the Big Island of Hawaii spearheaded by David Cunningham out of Honua Studios and GVS Accelerator, I moved to Kona with my family in 2013. Since then, I have been pursuing to help train up the Talent on the Big Island of Hawaii which include actors, extras and aspiring stunt performers. In 2015 as stunt coordinator of the feature film 'Hearts of Men' filmed on the Big Island, it confirmed to me that if we want to keep our Talent safe and create exciting action sequences, we would need to ship over a large amount of stunt equipment. I spent over \$100,000 of my own money in just stunt equipment in 2016 and opened up Hawaii Action Academy in January 2017 located next door to Honua Studios. Hawaii Action Academy has been received well in the Kona community and the youth are learning incredibly quickly because of our quality equipment, instructors and unique training program. Our vision is to provide an ongoing training curriculum for aspiring action performers in the film & television industry. This self funded vision to train up Talent for the film industry compliments the vision of Honua Studios and GVS Accelerator to make movies in Hawaii for the world. I have personally invested close to \$200,000 of my own money in the last two years to make this vision happen and I wouldn't have started without the attraction of the Accelerator program. We currently have two employees and actively looking to hire another handful of instructors and assistant managers to expand our hours of operation and to meet the growing demand of our clients. As a Kailua-Kona entrepreneur I am in support for continuing funding towards the GVS Accelerator program as it directly affects my business. Thank you for your consideration and please call me at 310-962-8081 if you have any further questions. Sincerely, Adrian Hein

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

**I strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

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- Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors.
- Hawaii's private sector sees value in supporting innovation and has invested in several local startups and investment funds.

- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Adrian Hein

Stunt Coordinator / CEO: Hawaii Action Academy

Holualoa

Hawaii

## keohokalole2 - Anthony

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**From:** Paul Quattrocchi <kmavneemdzoheux@ujoin.co>  
**Sent:** Thursday, March 16, 2017 8:59 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** pq.music@gmail.com <Paul Quattrocchi>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Paul Quattrocchi

Content Producer

Kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** David Goetter <uzjztvapupxivc@ujoin.co>  
**Sent:** Thursday, March 16, 2017 8:50 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** davegoetter@gmail.com <David Goetter>

### Message:

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 SB 761 SD2 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

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

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- Hawaii boasts award winning accelerators. Accelerator graduate companies are growing and hitting milestones that are triggering further investment from private investors.
- Hawaii's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

David Goetter

Owner of Twenty20Soun

Kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Russel Cheng <uuclpuwupmkoiov@ujoin.co>  
**Sent:** Thursday, March 16, 2017 8:50 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** russel@devleague.com <Russel Cheng>

### Message:

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 106 graduates to date with a 83 percent success/hire rate. The alumni have a combined \$3.9MM in starting salaries (aka taxpayers) with 84 percent working in Hawaii. Our alumni work in software development jobs at Microsoft, Amazon, Nike, Hawaii Pacific Health, DSD Labs, Sudokrew, Uber, Thetus Corp, Internet Brands, Pono Health, DevLeague, MVNP, Upspring Media, State of Hawaii, SkyCatch, Goma Games, SparrowOne, KoaIT, DTL Hawaii, JamBIOS, LiveAction, Revacomm, Anthology Group, Better Way, Ike, Comprendio, Wall to Wall, VuNote, Team Praxis, Fishpondz and American Key Services. 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.

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

**I strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Russel Cheng

Co-founder, Director



Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Joel Angyal <petzuwdnpbbypj@ujoin.co>  
**Sent:** Thursday, March 16, 2017 8:49 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** wheresjoel@yahoo.com <Joel Angyal>

### Message:

I am in great support of this measure. As we push forth in this industry and trying to create jobs and opportunities for future generations it would be great to have the support from Hawaii.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Joel Angyal

Filmmaker

Kailua-Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Heather Goetter <tluhqksbitoeoff@ujoin.co>  
**Sent:** Thursday, March 16, 2017 8:47 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** heathergoetter@msn.com <Heather Goetter>

### Message:

Both me and my family have been greatly impacted by the Hi Growth Initiative. We have been able to remain in Hawaii because of jobs created by the initiative. Please support increased funding. Many, many families, communities, businesses, and individuals are impacted by this initiative.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Heather Goetter

Kailua Kona

Hawaii

## keohokalole2 - Anthony

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**From:** Elijah Yip <kfvojkrrbjhnzzu@ujoin.co>  
**Sent:** Thursday, March 16, 2017 8:45 AM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** yelihaw@gmail.com <Elijah Yip>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Elijah Yip

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Mc Kay Davis <ypxbdswdrlxejqw@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 11:24 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** mckay@radial3d.com <Mc Kay Davis>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Mc Kay Davis

CTO Radial3D Inc.

Waimanalo

Hawaii

## keohokalole2 - Anthony

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**From:** Tracy Newhart <cfhjcsjggsvljhv@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 10:16 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** tracy.newhart@naumedia.com <Tracy Newhart>

### Message:

As startup co-founder who grew up in the islands and then spent 20 years in Silicon Valley before returning 2 years ago to launch our startup, I want to see Hawaii succeed in building it's entrepreneurs in general and tech startups in particular. This cannot happen without funding. Without funding, many tech startups will move back to the mainland where they can be closer to a greater pool of angel and VC investors who want to be closely involved in their funded companies for mentorship and business reasons. Please support funding of entrepreneurs in Hawaii, or risk losing many of us all back to the mainland. Mahalo, Tracy Newhart, Cofounder LocaleIQ

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Tracy Newhart

Cofounder of LocaleIQ

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Timothy Dick <drqqrllhuobkmqo@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 7:32 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** tdick@startupcv.com <Timothy Dick>

### Message:

Startup Capital Ventures supports increased funding for the HI Growth Initiative, SB 761 HI Growth has been instrumental in establishing Hawaii's entrepreneurial ecosystem and supporting its development into a nascent but viable high-salary industry. These kinds of high-skill jobs are critical to growing high-wage employment in Hawaii. Hawaii startups on all islands are growing and hitting milestones that are triggering further investment from private investors. The private sector has already invested in several local startups and investment funds. A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars – proving the effectiveness of HI Growth's seed capital. We urge the legislature to approve this bill for Hawaii's future. Mahalo. Timothy Dick, Managing Director. Startup Capital Ventures tdick@startupcv.com cc: Donovan Kealoha

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Timothy Dick

Managing Director

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Christopher Somogyi <jnwdhqdpkorilgo@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 1:06 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** chris@reef.vc <Christopher Somogyi>

### Message:

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD1:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Christopher Somogyi

Partner

Holualoa

Hawaii



## keohokalole2 - Anthony

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**From:** Ian Custino <xohneoxcqwkjkm@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 1:17 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** icustino@gmail.com <Ian Custino>

### Message:

As we work to stimulate our economy, innovation is not limited to land, or natural resources - it can happen anywhere. However, our natural resources and the Native Hawaiian culture are our competitive advantage. This works in our favor, to attract growth in innovative business approaches and investments. As we build capacity for career pathways starting as early as pre-school, we need to enrich that educational environment with local innovators from the field. Increasing this funding draws innovators here and helps them stay here. To decrease the "brain drain" we have to educate innovators who believe there is opportunity here, and that they don't necessarily have to leave to make it a career. We can only do that by building the business foundation to support educational capacity.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD1:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Ian Custino

Project Manager

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Bill Spencer <qpumoohsqrgcrvg@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 3:25 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** bspencer@hawaii.rr.com <Bill Spencer>

### Message:

This program is critical to creating new companies (what we call deal flow) that can generate investment, jobs, tax revenues and help grow future investors and entrepreneurs. This is the virtuous circle of why we want to grow a innovation economy in Hawaii. Please do not ignore Hawaii's entrepreneurs and our Startup Paradise.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD1:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Bill Spencer

Director

HONOLULU

Hawaii

## keohokalole2 - Anthony

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**From:** Steffi Zacke <kogpbatgvwsheva@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 3:03 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** szacke@gmail.com <Steffi Zacke>

### Message:

Having witnessed first hand the amazing, tireless and passionate work the local innovation community has done, one that Hawai'i can be proud of, I am a strong supporter.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD1:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Steffi Zacke

Project Manager

Honolulu

Hawaii

## keohokalole2 - Anthony

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**From:** Alan Yatagsi <ibhcoqwihtqztam@ujoin.co>  
**Sent:** Wednesday, March 15, 2017 12:43 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** ayatagai@aol.com <Alan Yatagsi>

### Message:

I graduated from UH in 1972 or so with a BSEE. My employment opportunities when I graduated were very limited. I was recruited by many mainland companies. Only one agriculture oriented company locally. I hired on to a Silicon Valley company. Continued my studies to receive an MBA. I later founded and ran a successful telecommunications applications company for over 20 years. If there were more employment opportunities I would have loved to stay in Hawaii and pursue my entrepreneurial dreams there. Please make as much venture capital available to local born and raised individuals and organizations. Give them a chance to stay and make Hawaii great.

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

I **strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD1:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

Alan Yatagsi

Retired ceo

Ca

California

## keohokalole2 - Anthony

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**From:** J.R. Robinson <pcagqbxjfgpticp@ujoin.co>  
**Sent:** Thursday, March 16, 2017 5:23 PM  
**To:** edbtestimony  
**Subject:** Support New Funding for Hawaii Startups!

**From:** jrobinson@nestegguru.com <J.R. Robinson>

### Message:

We are grateful for the support that we have received from the local startup community including HTDC and BlueStartups. Our company has gone from idea phase to post-revenue in 4 years. Over this time we have invested approximately \$200k of our own money into our company. This money was spent in the local economy. Nearly all local startups are similarly invested in their own business ideas. We hope Hawaii will continue to support entrepreneurship through continued and increased funding of the HI Growth Initiative. Thank you.

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

**I strongly support** increased funding for the HI Growth Initiative proposed in SB 761 SD2:

- HI Growth has been instrumental in catalyzing 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's private sector sees value in supporting innovation and has invested in several local startups and investment funds.
- A 2016 UHERO report showed the HI Growth Initiative produced a 12X leverage on state dollars.

All this would not have happened without the catalytic investments by the HI Growth Initiative.

Mahalo,

J.R. Robinson

Co-founder, CEO

Honolulu

Hawaii