

**HB-2084-HD-1**

Submitted on: 3/10/2018 1:24:29 PM

Testimony for ETT on 3/12/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Ron Whitmore	Testifying for Dept of Research & Development, Hawaii County	Support	No

Comments:

The County of Hawai'i supports House Bill 2084. The Hawai'i Technology Development Corporation (HTDC) has been exceptionally responsive to the needs of Hawai'i County by bringing innovative programs like the Neighbor Island Initiative (NI3) to Hawai'i Island and by actively collaborating with County and other agencies.

Hawai'i County has greatly benefited from the services provided by the HTDC Neighbor Island Mentor. The NI3 mentor has filled a critical gap in the County's entrepreneurial development ecosystem. He provides expert guidance in scaling enterprises, he links anyone who contacts him with the resources they need, and he collaborates actively with a growing network of small business and entrepreneurial support organizations, including the County of Hawai'i's Department of Research and Development.

The small high-tech community of innovative entrepreneurs on Hawai'i Island will be able to grow only with the continued support of programs like this one. The HTDC and its NI3 program are valued partners in Hawai'i County's business development efforts and should receive continued State support.

Thank you for the opportunity to comment.



Written Statement of  
**Robbie Melton**  
Executive Director & CEO  
Hawaii Technology Development Corporation  
before the  
**Senate Committee on Economic Development Tourism and Technology**  
Monday, March 12, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2084, HD1**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

The Hawaii Technology Development Corporation (HTDC) **supports** HB2084, HD1 that requires reporting and appropriates funds for HTDC to continue providing outreach and mentorship support to innovative small businesses on the Neighbor Islands and authorizes and provides funding for HTDC to participate in and contribute funding for the development of a Hawaii cyber ecosystem and related aspects of cybersecurity.

As part of HTDC's vision to create 80,000 new innovation jobs in Hawaii earning \$80,000 or more by 2030, HTDC launched the Neighbor Island Innovation Initiative (NI3) program in 2016 to provide business assistance to small and early-stage companies engaged in technology, manufacturing, or innovation based products/services on the neighbor islands.

The NI3 program uniquely fills a gap in the available resources of support because the program provides mentorship with experience specific to technology and manufacturing businesses. The program removes time, distance, and money as barriers for entrepreneurs in need of assistance by meeting on their schedule, including nights and weekends, at their place of business, at no cost. The program provides an on-island representative with direct access to HTDC resources including experienced staff, workshops, federal and state grant programs, and relationships with partner agencies.

One example of a success story for the NI3 program is local entrepreneur Bobby Farias, founder of Kunoa Cattle Company on Kauai. Kunoa has been working to provide sustainable, local, quality beef in Hawaii. Our NI3 mentor, Warren Doi, has provided him with ongoing support through multiple evolutions of the business and helped introduce the company founders to financiers, outside investors, and the HTDC matching grant programs. The company has grown in the past year including the acquisition of Hawaii's largest USDA inspected butchery for beef and pork on Oahu and a retail partnership with Times Supermarkets on Oahu and Maui.

Due to budget constraints, HTDC started this program with one mentor on Kauai and one mentor on Hawaii Island. On Hawaii Island, the program met with 35 prospects providing ongoing mentorship to 9 companies and 2 entrepreneurs. On Kauai, the program met with 55 prospects providing ongoing mentorship to 16 companies and 4 entrepreneurs. Together the companies in the program have reported an economic impact of over \$6,000,000. HTDC has conducted showcase days on each island for economic development stakeholders to meet with select companies. In addition, the program has been an integral partner to other economic development efforts including starting the Business Plan Competition on Hawaii Island and Kilauea Ag Park development on Kauai.

HTDC has been funding the program with reserves from the HTDC special fund. HTDC does not have funding to continue the program beyond this year and will be forced to end the program. With proper funding, the program can contract additional mentors to provide support in Maui and a dedicated mentor for East Hawaii Island.

HTDC **supports the intent of Part II** and recognizes the need for improved cybersecurity training and resources in the State. HTDC is currently facilitating the development of the First Responders and Cyber Security Campus at the Millani Tech Park. HTDC notes that there are currently components to build a cyber ecosystem with the ongoing efforts of the Cyber Hawaii group, Shakacon conference, Loco Moco Hawaii security conference, Referentia E-resiliance division, DevLeague, Cyber Patriot, NSA and PACOM to name just a few that we have met with. HTDC recognizes that the effort described in the measure will require significant coordination and participation from multiple stakeholders. HTDC looks forward to working together with other stakeholders.

We support this initiative as long as it does not replace our priorities requested in the Executive Budget. HTDC respectfully requests correction of the defective effective date. Thank you for the opportunity to offer these comments.

Written Statement of  
**Tom Leonard**  
Owner  
TeleVoice 2000  
before the  
**Senate Committee on Economic Development Tourism and Technology**  
Monday, March 12, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2084, HD1**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Televoice 2000 **supports** HB2084, HD1 Part 1, which requires reporting and appropriates funds for HTDC to continue providing outreach and mentorship support to innovative small businesses on the Neighbor Islands.

TV2K supplies technology consulting services mainly to the customer service industry. I've spent over 50 years working in technology companies. In that time, I've worked as a technologist, manager, executive and owner of 4 businesses. I've also worked as a management consultant to large and small businesses, with a focus on leveraging technology to improve their bottom line.

I am now semi-retired and able to use the experience I've gained to support developing companies on the Big Island. Under the auspices of HTDC's NI3 program, I've been able to act as a business mentor to over 30 start-up and established businesses. More often than not, my "clients" need to work through business issues where I can act as a sounding board conditioned by my own real world business experiences.

The Neighbor Island Initiative (NI3) program uniquely fills a gap in the available resources of support because the program provides mentorship with experience specific to technology and manufacturing businesses. The program also provides an on-island representative with direct access to many State resources.

We respectfully request correction of the defective effective date. Thank you for the opportunity to offer these comments.

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**Tom Leonard**  
Owner  
TeleVoice 2000  
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We respectfully request correction of the defective effective date. Thank you for the opportunity to offer these comments.

**HB-2084-HD-1**

Submitted on: 3/9/2018 4:18:19 PM

Testimony for ETT on 3/12/2018 1:15:00 PM

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

Comments:

Written Statement of  
**Michael Johannes Seidel**  
Founder  
CarbonBuddy LLC  
before the  
**Senate Committee on Economic Development Tourism and Technology**  
Monday, March 12, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2084, HD1**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

CarbonBuddy **supports** HB2084, HD1 Part 1, that requires reporting and appropriates funds for HTDC to continue providing outreach and mentorship support to innovative small businesses on the Neighbor Islands.

CarbonBuddy is a start-up from Hawai'i Island and determined to become a driving force in greening Hawai'i and its businesses by providing expertise and resources on:

- How to become efficient in our energy use
- Calculation tools to allow everyone, resident, local business and the tourist to assess their climate impact and
- Offset options to create additional funding for the support of Hawai'i's transition towards 100% renewable energy and in becoming a global climate leader and green premium destination for the tourist of tomorrow

CarbonBuddy is still in its first year. From the first day on, the HTDCs Neighbor Island Initiative (NI3) locally available mentoring program was an outstanding resource for founder MJ Seidel in providing guidance and advice in decision making and task prioritization. What sets the NI3 mentor program apart from other resources is the ability of providing ongoing mentorship over a long period of time which allows the mentor to get to know the business he/she is supporting and give highly valuable advice.

Additionally, the NI3 program uniquely fills a gap in the available resources of support because the program provides mentorship with experience specific to technology and manufacturing businesses which is of particular importance to CarbonBuddy since our services will be offered and available online.

We respectfully request correction of the defective effective date. Thank you for the opportunity to offer these comments.

**HB-2084-HD-1**

Submitted on: 3/10/2018 3:21:49 AM

Testimony for ETT on 3/12/2018 1:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Melodie Aduja	Testifying for OCC Legislative Priorities Committee, Democratic Party of Hawai'i	Support	No

Comments:

PRESENTATION OF THE  
OAHU COUNTY COMMITTEE ON LEGISLATIVE PRIORITIES  
DEMOCRATIC PARTY OF HAWAII  
TO THE COMMITTEE OF ECONOMIC DEVELOPMENT, TOURISM, AND  
TECHNOLOGY

THE SENATE  
TWENTY-NINTH LEGISLATURE  
REGULAR SESSION OF 2018  
Monday, March 12, 2018  
1:30 p.m.

Hawaii State Capitol, Conference Room 414

RE: Testimony in Support of **HB2084 HD1**, RELATING TO THE HAWAII  
TECHNOLOGY DEVELOPMENT CORPORATION

To the Honorable Glenn Wakai, Chair; the Honorable Brian T. Taniguchi, Vice-Chair  
and Members of the Committee on Economic Development, Tourism, and Technology:

Good afternoon. My name is Melodie Aduja. I serve as Chair of the Oahu  
County Committee ("OCC") Legislative Priorities Committee of the Democratic Party of  
Hawaii. Thank you for the opportunity to provide written testimony on **HB2084 HD1**,  
regarding Hawaii Technology Development Corporation; Neighbor Island Small  
Business; Innovation; Cybersecurity; and an appropriation.

The OCC Legislative Priorities Committee is in favor of **HB2084 HD1** and  
support its passage.

**HB2084 HD1** is in accord with the Platform of the Democratic Party of Hawai'i  
("DPH"), 2016, as it requires HTDC to report outreach and mentorship assistance to  
Neighbor Island innovative small businesses; appropriates funds for the Neighbor Island  
Innovation Initiative Program; and authorizes and provides funding for the Hawaii  
Technology Development Corporation to participate in and contribute funding for the  
development of a Hawaii cyber ecosystem and related aspects of cybersecurity.

Specifically, the DPH Platform provides that "[w]e recognize that the responsible  
use and development of technology in all its manifestations offers immense potential for  
our community, government, including institutions of higher education and business



sectors. We encourage synergistic research, development, commercialization and education programs to promote technological proficiency and innovation. In particular, we support Science, Technology, Engineering and Math (STEM) initiatives in our public, private and charter schools as these prepare the next generation to address the needs of our state. We also support programs that facilitate incubator, i.e., start-up, opportunities for new and promising technologies, and encourage the local retention of our intellectual resources." (Platform of the DPH, P. 3, Lines 149-156 (2016)).

Given that **HB2084 HD1** requires HTDC to report outreach and mentorship assistance to Neighbor Island innovative small businesses; appropriates funds for the Neighbor Island Innovation Initiative Program; and authorizes and provides funding for the Hawaii Technology Development Corporation to participate in and contribute funding for the development of a Hawaii cyber ecosystem and related aspects of cybersecurity, it is the position of the OCC Legislative Priorities Committee to support this measure.

Thank you very much for your kind consideration.

Sincerely yours,

/s/ Melodie Aduja

Melodie Aduja, Chair, OCC Legislative Priorities Committee

Email: legislativepriorities@gmail.com, Tel.: (808) 258-8889



Statement of  
**Richard Bailey**  
Founder/President  
DewPoint System LLC

**HB2084**

RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION  
(HTDC)

**DewPoint System LLC supports HB2084** that requires HTDC to report outreach and mentorship assistance to small technology development businesses thru the Neighbor Island Innovative Program (NI3), appropriates funds for the NI3 Program and authorizes and provides funding for the HTDC to participate in and contribute funding for the development of a Hawaii cyber ecosystem and related aspects of cybersecurity which is becoming a stark reality of doing business today.

These funds are crucial for HTDC's expert TEAM of NI3 professionals to continue to provide business and technology development support and guidance to numerous innovative tech start-up businesses in the State like DewPoint Systems LLC located at the State of Hawaii Natural Energy Laboratory of Hawaii in Kailua-Kona.

DewPoint System LLC is a small technology company developing a high tech agriculture and freshwater production systems that can help Hawaii and other islands become more self-sufficient in water and food. We have nothing but high regard for our NI3 mentor and the support that has been provided to us through this program. We believe that Hawaii can be a leader in this new innovative field for the Pacific and beyond and so does HTDC's NI3 team.

HTDC NI3 team has been VERY instrumental in helping our company in applying for USDA SBIR federal grants, coordinating business introductions and helping in business development through workshops and one-on-one mentoring through the NI3 program.

DewPoint Systems highly recommends the appropriations of funds for HTDC NI3 program and the cybersecurity program outlined in HB2084.

« Recipient's Name »  
« Subject »

March 10, 2018

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Written Statement of  
**Richard OBryan**  
**President**  
**USD Mint Inc**  
before the  
**Senate Committee on Economic Development Tourism and Technology**  
Monday, March 12, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2084, HD1**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

USD Mint Inc **supports** HB2084, HD1 Part 1, that requires reporting and appropriates funds for HTDC to continue providing outreach and mentorship support to innovative small businesses on the Neighbor Islands.

About USD Mint Inc

USD Mint Inc is a Hawaii Fintech, benefit corp, of July 2010 based in Kailua-Kona with the USD Mint and USD trademarks and XUSD currency code allocated from the Federal Reserve. USD Mint Inc has benefited from HTDC advice of Tom Leonard in Kailua-Kona and supports the continuing availability of services from HTDC to companies on the neighbor islands.

USD Mint Inc and subsidiary Hawaiian Sovereign Mint Inc with 3,600 Hawaiians in a sandbox trial can add real value for Hawaii and globally If support with HTDC advice / mentorship is available.

The Neighbor Island Initiative (NI3) program uniquely fills a gap in the available resources of support because the program provides mentorship with experience specific to technology and manufacturing businesses. The program also provides an on-island representative with direct access to many State resources.

We respectfully request correction of the defective effective date. Thank you for the opportunity to offer these comments.

Mahalo Nui, Richard OBryan, President of USD Mint Inc 413-628-1056  
[www.USDMint.com](http://www.USDMint.com) and [www.SovereignMint.com](http://www.SovereignMint.com)

Statement of  
**Warren Doi**  
before the  
**Senate Committee on Economic Development Tourism and Technology**  
Monday, March 12, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2084**  
RELATING TO TECHNOLOGY

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

Please know that I have dedicated my professional life to helping build an innovation-based future here at home because it can be an important part of economic prosperity throughout our community.

Being a local entrepreneur in addition to having 10 years of experience starting companies in the Silicon Valley, I now help others find their own success through the Neighbor Island Innovation Initiative (NI3). My entire family history can be classified as a “kama’aina come home” story. After graduating from Cal Poly in the early 1990’s, I was fortunate to have had the opportunity to participate in the global technology boom. I was a management consultant for Ernst & Young in London before I ventured into the startup world in the San Francisco Bay Area. The NI3 program allows me to bring this knowledge and experience home. In my opinion, the people of Hawaii have not shared enough in the prosperity of the global innovation economy. Every day, we strive to bring more prosperity to Hawaii. The Hawaii Technology Development Corporation is diversifying our economy by developing a flourishing technology industry that provides quality, high-paying jobs for Hawaii residents. HB2084 will directly help entrepreneurs and small business owners; in the first year alone, the program reported an economic impact of over \$6,000,000. Please continue to support this worthwhile program for the future of Hawaii. Its value might be summarized best by those directly impacted (refer to the testimony from entrepreneurs on video): <https://vimeo.com/228912346>

The Neighbor Island Initiative (NI3) program uniquely fills a gap in the available resources of support because the program provides mentorship with experience specific to technology and manufacturing businesses. The program also provides an on-island representative with direct access to many State resources.

Thank you for the opportunity to offer these comments.

