



Written Statement of
Robbie Melton
Executive Director & CEO
Hawaii Technology Development Corporation
before the
Senate Committee on Ways and Means
Wednesday, April 4, 2018
10:30 a.m.
State Capitol, Conference Room 211

In consideration of
HB2610, HD2
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on Ways and Means,

The Hawaii Technology Development Corporation (HTDC) **supports** HB2610, HD2 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

HTDC supports local manufacturers through our INNOVATE Hawaii program which receives \$500k a year in federal funding by the U.S. Department of Commerce, National Institute of Standards and Technology’s (NIST) to deliver the Manufacturing Extension Partnership (MEP) program. The Hawaii manufacturing industry provides export and import substitution opportunities to improve our economy and has been identified nationally as a key driver for innovation. Hawaii manufacturers face the additional challenge of the high cost of energy and shipping. The grant program is targeted to make Hawaii manufacturers more competitive.

A summary of the awards made by the matching program is listed below:

	FY16	FY17
Appropriation	\$2 MM	\$1 MM
# of Applications	69	42
# of Awards	51	25
First Time Awards	51	14
Company Investment (match)	\$31.3 MM	\$8.7 MM
\$\$ Requested	\$ 3.4 MM	\$1.6 MM
\$\$ Awarded	\$ 1.9 MM	\$0.9 MM
Estimated New Jobs	363	353

** FY18 data not available yet, awards are still in process*

Through FY16 and FY17, 46 awards have been made in the City and County of Honolulu, 12 in Maui County, 8 in Hawaii County, and 10 in Kauai County. 45% of the funding was awarded

to food manufacturers, 18% to beverage and tobacco manufacturers, 12% to fabricated metal and transportation equipment manufacturers, 10% to chemical, plastics, etc., 8% to paper and printing manufacturers. The program provides up to a 20% match of the investment by the company. As seen in the table above, the program has exceeded the 80% company match requirement with \$2.8 million awarded and \$40 million dollars invested by the companies.

Interest in the program remains high and HTDC anticipates awarding all of the \$1 million fiscal year 2017-2018 appropriated funds. HTDC believes this program provides leverage and positive economic development value for the State. In the 2017 HTDC economic impact survey, 69 companies reported 3,018 jobs in Hawaii, \$494 million in total revenue generating \$876 million in total economic impact.

The original version of the bill appropriated \$1.5 million for the program. HTDC agrees that this would be an appropriate amount for the program and 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.



March 30, 2018

Senate Committee on Economic Development, Tourism, and Technology
Wednesday, April 4th, 2018, 10:30am
State Capitol, Conference Room 211

Re: **HB2610 HD2**, RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION,
SUPPORTING TESTIMONY

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on
Ways and Means,

Maui Brewing Co. supports **HB2610 HD2** that Appropriates funds for the Hawaii
Technology Development Corporation's manufacturing grant program; the "MAP Grant". In fact,
we would encourage the expansion of funding and grant opportunities for various businesses in
order to bring manufacturing back to Hawaii. As a State, we often focus on film, military and
technology but we seem to ignore supporting local manufacturing which would bring a number
of skilled jobs to the islands.

The MAP grant program has been an integral part of the investment in growing the entire
craft brewing industry in Hawaii. HTDC is helping to change the landscape of manufacturing in
Hawaii and this grant is a big piece of this change.

Maui Brewing Co. is a small, independent craft brewery that began with just 23 on our
team in 2005. We are now 500 strong and Hawaii's largest craft brewery. We did this in the face
of significant challenges to growth at all levels; financial, shipping, taxation, legislative and more.
We were a recipient of a portion of grant funds last year and that has allowed us to continue
growth in job creation and production. We are currently investing more than 10 million dollars
over the next several years to take our company off-grid and to grow our manufacturing and
retail facilities. Every bit of support that we can get is critical to our success as a truly local,
100% Hawaii grown company.

We support this program and its passage would show the State's support for local
manufacturers willing to make the commitment to growing their businesses in Hawaii and
growing the industry.

Thank you for the opportunity to offer these comments.

Sincerely,

Garrett W. Marrero
CEO/Founder

Handcrafted Ales & Lagers Brewed with Aloha
605 Lipoa Parkway, Kihei, HI 96753
808.213.3002

HAWAII FISH COMPANY

Established 1978

P. O. Box 740
Waialua, HI 96791, USA
Cellular: 808-429-3147, 429-3187
E-mail: hawaiiifish@gmail.com

City Bank TIGR Award 2000- Aquaculture
U.S. SBA Tibbetts Award/
SBIR Hall of Fame 2000
Certificate of Congressional Recognition

Hawaii Fish Company (HFC), a family-owned North Shore Oahu aquaculture farm, testifies in strong support of HB 2610 HD2 which would appropriate funds for the continuation of the Hawaii manufacturing development grant program administered by the High Technology Development Corporation (HTDC). HFC is currently researching and developing manufactured aquafarm products with support one USDA/SBIR Phase I feasibility research grant and two USDA/SBIR Phase II research and development grants and a Hawaii SBIR matching grant for each.

Once our current SBIR R&D efforts are complete, we will move forward with Phase III commercialization. This will include the development of manufacturing equipment and infrastructure for the preparation and manufacture of aquaculture and aquaponic products. The continuation of this supportive manufacturing development grant program would provide HFC an important cost sharing opportunity to enable our small, family-owned, multigenerational company to take this important commercialization step which, in turn, will enable us to support job retention, increased rural employment, seafood and aquaponic supply production, and sales.

In summary, the manufacturing support potentially available to our company through this HTDC program has already been successfully provided to many other local manufacturing companies for the past three years. With the manufacturing development grant program's positive track record, HFC feels strongly that this program is worthy of continued State support. As such, we strongly support HB 2610 HD2.



1050 Bishop St. PMB 235 | Honolulu, HI 96813
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Executive Officers

Beau Oshiro, C&S Wholesale Grocers, *Chair*
John Erickson, Meadow Gold Dairies, *Immediate Past Chair*
Toby Taniguchi, KTA Superstores, *Vice Chair*
Lauren Zirbel, HFIA, *Executive Director*
Joe Carter, Coca-Cola Bottling of Hawaii, *Secretary / Treasurer*
Stan Brown, Acosta Sales & Marketing, *Advisor*
Paul Kosasa, ABC Stores, *Advisor*
John Shilf, Rainbow Sales & Marketing, *Advisor*
Barry Taniguchi, KTA Superstores, *Advisor*
Derek Kurisu, KTA Superstores, *Advisor*

TO:
Committee on Ways and Means
Senator Donovan M. Dela Cruz, Chair
Senator Gilbert S.C. Keith-Agaran, Vice Chair

FROM: HAWAII FOOD INDUSTRY ASSOCIATION
Lauren Zirbel, Executive Director

DATE: Wednesday, April 4, 2018
TIME: 10:30am
PLACE: Conference Room 211

RE: HB 2610 Relating to the Hawaii Technology Development Corporation

Position: Support

The Hawaii Food Industry Association is comprised of two hundred member companies representing retailers, suppliers, producers, and distributors of food and beverage related products in the State of Hawaii.

The Hawaii Technology Development Corporation (HTDC) is a vital business accelerator that helps diversify and strengthen Hawaii economy. Manufacturing is an essential industry here in Hawaii providing jobs and local products. There is room for growth in this industry and The Manufacturing Grant Program is an important part of maintaining and growing a strong manufacturing sector here in Hawaii. We urge you to vote yes on this measure and we thank you for the opportunity to testify.



Statement of:
Todd J. Robertson
Hyperspective
Before the
Senate Committee on Ways and Means
Wednesday, April 4, 2018
10:30 a.m.
State Capitol, Conference Room 211

In consideration of
HB2610, HD2 RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on Ways and Means,

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

Hyperspective **supports** HB2610, HD2 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Hyperspective is a digital creative agency, focused on developing cutting edge technology for communications and products within the State of Hawaii for global export. As a technology company, Hyperspective benefits from programs like the manufacturing program in-directly through services provided to companies that are awarded support and through the economic ecosystem these companies are a part of. This program supports the growth of an ecosystem of companies that attract large-scale business, talent and investments to Hawaii.

According to the Chamber of Commerce of Hawaii, Hawaii has over 1,000 active manufacturers employing approximately 17,000 workers and Hawaii's manufacturing industry helped the local economy by exporting nearly \$570 million in manufactured goods in 2012.

The program limits reimbursement to 20% of qualified expenses capped at \$100,000. **The program shows the State's support for local manufacturers** willing to make the commitment to growing their businesses in Hawaii and growing the industry.

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



KYD, Inc. dba k. yamada distributors

An independent leader in packaging and wholesale distribution

P.O. BOX 29669, Honolulu, Hawaii 96820 Phone: (808) 836-3221 Fax: (808) 833-8995

Statement of
Carmelita Phillips
Chief Financial Officer
KYD, Inc.
before the
Senate Committee on Ways and Means
Wednesday, April 4, 2018
10:30 a.m.
State Capitol, Conference Room 211

In consideration of
HB2610, HD2
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on Ways and Means,

KYD, Inc. supports HB2610, HD2 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

KYD, Inc. is a locally owned manufacturing firm in Kalihi. We manufacture packaging materials to the local food manufacturing companies. The grant will enable us to acquire new and better equipment to improve our manufacturing processes and to fund additional training to our employees to enhance their skills to produce our products. We will be able to keep our current staffing and increase our revenues by 5%.

According to the Chamber of Commerce of Hawaii, Hawaii has over 1,000 active manufacturers employing approximately 17,000 workers and Hawaii's manufacturing industry helped the local economy by exporting nearly \$570 million in manufactured goods in 2012.

The program limits reimbursement to 20% of qualified expenses capped at \$100,000. The program shows the State's support for local manufacturers willing to make the commitment to growing their businesses in Hawaii and growing the industry.

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



WILL CALL, G&A, AND WAREHOUSE OFFICES: 2949 Koapaka Street, Honolulu, Hawaii 96819-1923 Phone: (808) 836-3221 Fax: (808) 833-8995

MANUFACTURING FACILITIES: 747 Umi Street, Honolulu, Hawaii 96819-2394 Phone: (808) 836-3221 Fax: (808) 845-7754



KYD, Inc. dba k. yamada distributors

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WILL CALL, G&A, AND WAREHOUSE OFFICES: 2949 Koapaka Street, Honolulu, Hawaii 96819-1923 Phone: (808) 836-3221 Fax: (808) 833-8995

MANUFACTURING FACILITIES: 747 Umi Street, Honolulu, Hawaii 96819-2394 Phone: (808) 836-3221 Fax: (808) 845-7754

HAWAII COFFEE COMPANY™

1555 Kalani Street
Honolulu, Hawaii 96817
Ph: 808-847-3600
Fax: 808-847-7900
www.hicoffeeco.com



Written Testimony of
Daniel Dinell
President, Hawaii Coffee Company
before the
Senate Committee on Ways & Means
Wednesday, April 4, 2018; 10:30 a.m.
State Capitol, Conference Room 211

RE: HB2610 H.D. 2 "RELATING TO THE HAWAII TECHNOLOGY
DEVELOPMENT CORPORATION"

Chair DelaCruz and Members of the Senate Committee on Ways and Means:

Hawaii Coffee Company **supports** HB2610 HD2, which makes an appropriation for the continuation of the manufacturing grant program within the Hawaii Technology Development Corporation (HTDC).

Hawaii Coffee Company has been in the coffee roasting business since 2000 and today is the world's largest roaster of Kona Coffee in the world. Our 100 plus employees at our plant in Kalihi, coffee mill in Captain Cook on the Big Island, and other locations around the state earn a livelihood milling, roasting, packing, distributing, and retailing coffee. Our brands have a major presence at retailers throughout Hawaii, are a leading provider of coffee to Hawaii hotels and restaurants and export our products around the globe.

One of the most surprising things I've learned since assuming the role leading this company in June 2015 is the terrific support provided through the Legislature by state government entities such as HTDC, DOA and DBEDT to support Hawaii manufacturing businesses. Our company, our employees, and our communities benefit from these initiatives, including the grant program supported in this bill, that leverages dollars by encouraging investment and growth to further strengthen and diversify Hawaii's economy.

Mahalo for your support and consideration.



Written Statement of
DR. PATRICK K. SULLIVAN
PRESIDENT/CEO OCEANIT

Before the
SENATE COMMITTEE ON WAYS AND MEANS
April 4, 2018
10:30 AM
State Capitol, Conference Room 211
In Support of
**HB2610 REALTING TO THE HIGH TECHNOLOGY
DEVELOPMENT CORPORATION**

To: Senator Donovan Dela Cruz, Chair, Gilbert S.C. Keith-Agaran, Vice Chair, and Members of the Committee

From: Dr. Patrick K. Sullivan, President/CEO

Re: Testimony in Support of HB2610

Honorable Chair, Vice-Chair and Committee Members:

Thank you for the opportunity to submit testimony **IN SUPPORT of HB2610.**

Oceanit is a local diversified science and engineering company with capabilities/facilities in advanced technology, life sciences, information systems, aerospace, energy, oil and gas and consulting engineering services. Many of our technologies are ready for commercialization and hope to manufacture our technologies here in Hawaii.

This bill will allow Hawaii companies to keep the manufacturing of their products here in Hawaii. In turn, there will be job creation and long term investments for the people of Hawaii.

Oceanit is committed to manufacturing technology in the State of Hawaii.

Therefore, we **SUPPORT HB2610.**



Statement of **Russell Adkins, CFO**
Maui Brewing Company
before the **Senate Committee on Ways and Means**
Wednesday, April 4, 2018, 10:30 a.m.
State Capitol, Conference Room 211

In consideration of:
HB2610, HD2 RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on Ways and Means, Maui Brewing Company **supports** HB2610, HD2 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

As you are aware, Manufacturing is at a significant disadvantage when competing with international manufacturing and even Mainland manufacturing due to our geographical location and high cost of doing business. The HTDC grants that we have received in the past have been instrumental in helping our business level the playing field when we invest in machinery by helping keep our equipment investment expenditures affordable in what is already a high cost environment. We highly recommend that HTDC continue to receive its funding and if possible, receive a larger allocation than they have in the most recent years. We are proving that manufacturing is viable in Hawaii, and we believe that the HTDC grants will encourage new manufacturing as well.

According to the Chamber of Commerce of Hawaii, Hawaii has over 1,000 active manufacturers employing approximately 17,000 workers and Hawaii's manufacturing industry helped the local economy by exporting nearly \$570 million in manufactured goods in 2012.

The program limits reimbursement to 20% of qualified expenses capped at \$100,000. The program shows the State's support for local manufacturers willing to make the commitment to growing their businesses in Hawaii and growing the industry.

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

Russell Adkins, CFO
Maui Brewing Company

Handcrafted Ales & Lagers Brewed with Aloha
605 Lipoa Parkway, Kihei, HI 96753
808.213.3002

HB-2610-HD-2

Submitted on: 4/2/2018 11:49:48 AM

Testimony for WAM on 4/4/2018 10:30:00 AM

Submitted By	Organization	Testifier Position	Present at Hearing
Tom Leonard	Testifying for TeleVoice 2000	Support	No

Comments:

This grant is of great benefit to Hawaii companies that need to expand or modernize their manufacturing operations. In my experience, this added incentive is the catalyst needed to go ahead and take the steps necessary to improve operating efficiency.



Chamber of Commerce HAWAII

The Voice of Business

**Testimony to the Senate Committee on Ways and Means
Wednesday, April 4, 2018 at 10:30 A.M.
Conference Room 211, State Capitol**

**RE: HOUSE BILL 2610 HD1 RELATING TO THE HAWAII TECHNOLOGY
DEVELOPMENT CORPORATION**

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

The Chamber of Commerce Hawaii ("The Chamber") **strongly supports** HB 2610 HD1, which appropriates funds to the High Technology Development Corporation for the Manufacturing Development Program.

The Chamber is Hawaii's leading statewide business advocacy organization, representing about 2,000+ 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 supports this bill that continues the manufacturing grant program, which has become a positive resource to aid companies with their investments for manufacturing equipment, training of their employees on newly purchased equipment, energy efficiency, and feasibility studies. We believe that the continuation of this program will help fuel manufacturing in Hawaii to grow and provide more products for both local consumption and export. There is movement to begin to manufacture more back in the U.S. At the same time, Hawaii still has some competitive disadvantages. This bill will help companies in Hawaii to start or grow their operations.

In Hawaii there are over 700 active manufacturers in the state that employ 14,000 people and contribute to the overall state economy. In 2016 Hawaii manufacturers helped our state's economy by contributing nearly \$1.78 billion in manufactured goods exported outside of Hawaii.

The grant program supports the industry by increasing production and economic activity. According to the High Technology Development Corporation's Innovate Hawaii, in 2017 the agency that administers the grant, they gave out approximately \$1.9 million in grant funding that spurred over \$31 million in private investment. We believe that this is worthwhile and financially smart investment for state funding.

Thank you for the opportunity to testify.



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e-mail info@hfbf.org; www.hfbf.org

April 4, 2018

HEARING BEFORE THE
SENATE COMMITTEE ON WAYS AND MEANS

TESTIMONY ON HB 2610, HD2
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Room 211
10:30 AM

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

I am Randy Cabral, President of the Hawaii Farm Bureau (HFB). Organized since 1948, the HFB is comprised of 1,900 farm family members statewide, and serves as Hawaii's voice of agriculture to protect, advocate and advance the social, economic and educational interests of our diverse agricultural community.

The Hawaii Farm Bureau supports HB 2610, HD2, which appropriates funds for the Hawaii Technology Development Corporation's manufacturing grant program.

The strength of Hawaii's economy is dependent upon a diversity in commerce that are resilient to economic downturns and aggressive in creating new opportunities for growth. This program complements other programs in DBEDT to accomplish such a goal.

A major weakness in agriculture is our lack of value added production. Our over dependence on sale of fresh goods makes us especially vulnerable to weather and pest outbreaks while strict quarantine measures and transportation costs of heavy goods make exports difficult. This measure creates incentives for value added manufacturing. Farmers like to farm. They are not experts in value-added production. Partnerships with the manufacturing sector could help us in this area.

For example, beef. Maui has a new product called Maui Crisps. It is a popular "omiyage" gift. The owner had difficulty meeting demand and recently expanded his operations. This provides a value-added product to our cattle industry, is portable and light -- perfect for suitcase exports and is shelf stable, not requiring refrigeration. Products like this can pull agricultural expansion supportive of our State's policy for increased agricultural production.

We need to expand other agricultural value-added production capacities and this program is a critical opportunity to achieve this goal.

Thank you for this opportunity to provide our opinion on this important matter.



MAUI

CHAMBER OF COMMERCE

VOICE OF BUSINESS

**HEARING BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS
HAWAII STATE CAPITOL, SENATE CONFERENCE ROOM 211
WEDNESDAY, APRIL 4, 2018 AT 10:30 A.M.**

To The Honorable Donovan M. Dela Cruz, Chair;
The Honorable Gilbert S.C. Keith-Agaran, Vice Chair; and
Members of Committee on Ways and Means;

**TESTIMONY IN SUPPORT OF HB 2610 HD2
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Aloha, my name is Pamela Tumpap and I am the President of the Maui Chamber of Commerce. I am writing share our support of HB 2610.

The Hawaii Technology Development Corporation is extremely important to develop and sustain the state's manufacturing industry. The manufacturing increases the workforce and resources for our community. We believe supporting our local manufacturers is vital to our state's economy and support funding to continue the manufacturing grant program and its operations and administration for fiscal year 2018-2019.

Sincerely,

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.



ALOHA SHOYU COMPANY

Statement of
David Y. Morikawa
Vice President - Operations

**Testimony to the Senate Committee on Ways and Means
Wednesday, April 4, 2018 at 10:30 A.M.
Conference Room 211, State Capitol**

In consideration of
HOUSE BILL 2610, HD2
RELATING TO THE HIGH TECHNOLOGY DEVELOPMENT CORPORATION

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on Ways and Means:

The Aloha Shoyu Company, Ltd. **supports** HB 2610, HD2 that appropriates funds to HTDC for continuation of the manufacturing development program.

Our company has received the benefit of partial funding through the manufacturing grant program resulting in plant equipment expansion and upgrades. If the program is extended, we intend to continue utilizing grant funding for equipment upgrades and provide more products to Hawaii and to the Mainland.

There are approximately 1,000 active manufacturers in the state that employ almost 17,000 workers. Manufacturers helped Hawaii's economy by contributing nearly \$1.7 billion in manufactured goods exported in 2015. According to the High Technology Development Corporation's Innovate Hawaii, approximately \$1.9 million given in grant funding spurred over \$31 million in private investment. We believe that this is a worthwhile and financially smart investment for state funding.

The program limits reimbursement to 20 percent of qualified expenses capped at \$100,000. The program shows support by the State for local manufacturers willing to make the commitment to grow its operations and the industry.

We respectfully request correction of the defective effective date. Thank you for the opportunity to testify.

HB-2610-HD-2

Submitted on: 4/2/2018 11:28:22 PM

Testimony for WAM on 4/4/2018 10:30:00 AM

Submitted By	Organization	Testifier Position	Present at Hearing
Melodie Aduja	Testifying for Oahu County Committee on Legislative Priorities of the Democratic Party of Hawai'i	Support	No

Comments:

To the Honorable Donovan M. Dela Cruz, Chair; the Honorable Gilbert S.C. Keith-Agaran, Vice-Chair and Members of the Committee on Ways and Means:

Good morning. 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 **HB2610 HD2**, regarding the Hawaii Technology Development Corporation; Manufacturing Grant Program; and an appropriation.

The OCC Legislative Priorities Committee is in favor of **HB2610 HD2** and support its passage.

HB2610 HD2 is in accord with the Platform of the Democratic Party of Hawai'i ("DPH"), 2016, as it appropriates funds for the Hawaii Technology Development Corporation's manufacturing grant program.

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 **HB2610 HD2** appropriates funds for the Hawaii Technology Development Corporation's manufacturing grant program, 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, Text/Tel.: (808) 258-8889

**LARRY JEFTS FARMS, LLC
PO BOX 27
KUNIA, HAWAII 96759
(808) 688-2892**

HB2101hd1, sd1, Relating to The Hawaii Association of Conservation Districts
Senate WAM Decision Making Hearing
Wednesday, April 4, 2018
10:30 am
Conference Room 211

Testimony by: Larry Jeffs
Position: Support

Chair Dela Cruz, and Members of the Senate WAM Committee:

I am Larry Jeffs, owner and operator of Larry Jeffs Farms, LLC, which is part of our family-run business of farms on Oahu and Molokai, under the administrative umbrella of Sugarland Growers, Inc. We have more than 35 years of Hawaii farm experience on Molokai and Oahu. I am a volunteer director for the West Oahu Soil and Water Conservation District (SWCD).

The SWCD framework and authority were created through HRS 180. It helps farmers and ranchers with conservation plan development as well as assist respective County governments' with grading permit and plan reviews. Throughout the State, 80 volunteer directors in 16 SWCD work with local area partners to accomplish its work that includes conservation and environmental education outreach.

Your support of this funding request will go far toward strengthening environmental stewardship of agriculture soil and water use, particularly as Hawaii welcomes many new farmers and ranchers. It will also facilitate eligibility of farmers and ranchers for federal and state programs that require conservation plans and its implementation at the farm or ranch level.

Thank you for the opportunity to present testimony



KYD, Inc. dba k. yamada distributors

An independent leader in packaging and wholesale distribution

P.O. BOX 29669, Honolulu, Hawaii 96820 Phone: (808) 836-3221 Fax: (808) 833-8995

HB2610hd2 Relating to High Technology Development Corporation
Senate WAM Decision Making Hearing
Wednesday, April 4, 2018
10:30am - Room 211
Written Testimony by: Dexter Yamada
Position: Support

Chair Dela Cruz and Members of the Senate WAM Committee:

I am Dexter Yamada, President of KYD, Inc. dba: K. Yamada Distributors. KYD, Inc. is a local family run business that originated in the 1940's as a florist and florist supply distributor, and in 1958, evolved into a packaging company. Today, KYD, Inc and its sister company, Hawaii's Finest Products, LLC, employ about 90 employees and contribute to Hawaii's economy through taxes and payroll. Our companies manufacture packaging materials such as food-grade EPS (Expanded Polystyrene) food containers, and distribute a variety of supplies, to include compostable containers, for food processors, food establishments, supermarkets, hotels hospitals and other institutions.

Appreciation is expressed for this measure that continues to recognize that local manufacturers make finished products in Hawaii, provide employment and contribute to the State's economy.

It encourages local manufacturers to make the commitment to grow their businesses in Hawaii.

Please support this bill. Thank you for the opportunity to testify.





Meadow Gold Dairies



HB2610hd2, Relating to Hawaii Technology Development Corporation
Senate WAM Decision Making Hearing
April 4, 2018
10:30 am, Room 211
Written Testimony By: John Erickson

Position: Support

Chair Dela Cruz and Members of the Senate WAM Committee:

My name is John Erickson, General Manager of Meadow Gold Dairies. Our company has been in Hawaii since 1897—121 years, providing Hawaii consumers with a variety of milk products and juices. Meadow Gold's long history has not come without effort. We continually adapt to our customers' and consumers' ever-changing needs, and we constantly evolve along with our industry, our community and our market. Over the years, this has required that we struggle, tighten our belts, innovate and work extremely hard, making us a better company in the process. The foundation of this work rests with the 330 employees that are committed to providing superior quality products.

Manufacturers in Hawaii have certain challenges that are the result of being an island-State. Nonetheless, according to the Chamber of Commerce of Hawaii there are more than 700 active manufacturers in the state that employ almost 17,000 people. Manufacturers helped Hawaii's economy by contributing nearly \$570 million in manufactured goods exported in 2012.

The continuation of funding of the manufacturing grant program will contribute to the growth and stability of local manufacturers.

Your support of this measure is appreciated. Thank you for the opportunity to submit testimony.