



**DEPARTMENT OF BUSINESS,
ECONOMIC DEVELOPMENT & TOURISM**

DAVID Y. IGE
GOVERNOR

LUIS P. SALAVERIA
DIRECTOR

MARY ALICE EVANS
DEPUTY DIRECTOR

No. 1 Capitol District Building, 250 South Hotel Street, 5th Floor, Honolulu, Hawaii 96813
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804
Web site: www.hawaii.gov/dbedt

Telephone: (808) 586-2355
Fax: (808) 586-2377

Statement of
LUIS P. SALAVERIA
Director
Department of Business, Economic Development, and Tourism
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
HB583, HD1
RELATING TO TECHNOLOGY.

Chair Wakai, Vice Chair Taniguchi, and Members of the Committee.

The Department of Business, Economic Development, and Tourism (DBEDT) **strongly supports** HB583, HD1, which appropriates funds to the Hawaii Technology Development Corporation (HTDC) for the continued operations and administration of HTDC's programs.

On January 22, 2018, UH notified HTDC and DBEDT that management of MIC will transfer to UH on July 1, 2018. The 25-year lease from UH to DBEDT for the land on which MIC sits expired in April 2015. UH informed HTDC and DBEDT that they intended to not extend the lease and take over management of the facility. Since the expiration of the lease, UH has allowed HTDC to stay on a month-to-month basis rent-free and to continue operating the Center and collecting tenants' rents to give HTDC and DBEDT time to plan for this handover.

This handover of management of the Center from HTDC to UH will result in a loss of tenants rents which must be replaced with General Funds in order to avoid terminating HTDC employees and shutting down the program shortly after July 1, 2018.

The HTDC Board of Directors met on February 2, 2018, and voted unanimously to support DBEDT's request for General Funds to continue the HTDC programs that have been funded by revenues collected from the MIC tenants. DBEDT is working with the Administration to provide the Legislature with the amount of General Funds needed.

Thank you for the opportunity to testify.



Statement of
Adelheid Kuehnle
CEO
Kuehnle AgroSystems 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
HB583, HD1
RELATING TO TECHNOLOGY

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

Kuehnle AgroSystems Inc. supports HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Kuehnle AgroSystems Inc. is a bio-based product research and development company located in the Manoa Innovation Center. As a tenant of MIC, and we have worked closely with HTDC to build our company. They have been excellent partners for us, aiding in many areas of our business development and including a recently installed small pilot test manufacturing facility. This bill is important for the small business community in Hawaii, and good for innovation companies such as ours.

- HTDC very successfully carries out its mission to assist the small business technology community in Hawaii.
- HTDC delivers the services required for a tech innovation park or innovation center, i.e., business support (which is extensive), manufacturing support, IP support, guidance on GLP and GMP, federally funded programs, community outreach, etc.
- HTDC has a proven track record of efficiently and effectively managing MIC facilities to the level required for high tech businesses. They are responsive to the needs of tenant companies, specifically concerning the physical plant (issues with ventilation, changes needed, etc). The high quality and flexibility of the MIC facilities is very important to the small businesses, and HTDC does a great job.
- HTDC being co-located at MIC with small businesses facilitates seamless communication, fast response times, an on-going relationship for our unique business needs, and is essential to the facility's professional aura, cleanliness and upkeep. When investors and strategic partners visit us at MIC, they are favorably impressed.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.



2800 Woodlawn Drive
Suite 281
Honolulu, Hawaii 96822
808.469.4181
<http://www.kuehnleagro.com>

HB-583-HD-1

Submitted on: 3/9/2018 9:41:56 AM

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

Submitted By	Organization	Testifier Position	Present at Hearing
Mark Tawara	Testifying for Bright Light Digital	Support	No

Comments:

Statement of
Lynn Fujioka
President
HI FusionED
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
HB583, HD1
RELATING TO TECHNOLOGY

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

HI FusionED **supports** HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

HI FusionED is a 501(c)(3) not-for-profit corporation that develops place-based engaging science and technology programs and activities for Hawaii students developed in partnership with local professionals and educators. HI FusionED provides immersive learning experiences while introducing students to local role models and field experts to foster interest in higher education and career options in related fields.

The Hawaii Technology Development Corporation has provided an accessible, professional environment to connect with scientists and engineers in developing rigorous learning activities for students. We have benefitted greatly from our tenancy at the Manoa facility primarily because of its location, amenities and supportive staff. Removing this service would create uncertainty for the continuation of our services and would make it challenging to plan future activities.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.



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
HB583, HD1
RELATING TO TECHNOLOGY

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

The Hawaii Technology Development Corporation (HTDC) **supports** HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

UH has provided notice to HTDC that it intends to terminate the lease at the Manoa Innovation Center effective June 30, 2018. Termination of the lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. The rent revenue generated through the incubation program at the Manoa Innovation Center funds half of HTDC staff's salary and all of our discretionary program funding. Without the lease or an alternate method of funding, HTDC will not be able to continue operation.

In HTDC's 2016 economic impact survey of clients, 150 companies reported \$389 million of revenue and \$620 million of total economic impact. HTDC programs receive an annual appropriation of just over \$1 million in general funds, \$520,000 of which are passed through as grants to companies. HTDC has leveraged our state funding to secure \$500,000 of annual federal funding for our Innovate Hawaii program and approximately \$20 million over 5 years federal funding for our HCATT program. HTDC takes pride in reporting substantial leverage and return on investment for the state.

The MIC land lease has been a concern for HTDC for many years. Previous attempts to resolve the issue have included overwhelming public testimony for HTDC programs and mission.

(https://www.capitol.hawaii.gov/Archives/measure_indiv_Archives.aspx?billtype=HB&billnumber=71&year=2013)

HTDC has proven itself as a valuable resource for the tech community, a responsible steward for the upkeep of the facility, and an active member of the Manoa community. HTDC has requested funding from the legislature every year to construct a replacement facility but the funds have not been available. HTDC has solicited and received federal grant funding and private sector investment for the construction of the Entrepreneurs Sandbox. However, the facility is only a complement to the Manoa Innovation Center. HTDC continues to seek state, federal, and private sector funding for a replacement for the Manoa Innovation Center.

HTDC remains supportive of UH's innovation agenda as a piece of the bigger goal of growing the State's tech sector. UH has offered for HTDC to stay at the Manoa Innovation Center while paying only for common area maintenance. However, HTDC **would require a consistent annual appropriation** to cover staff salary, federal funding match, programs, and common area maintenance to consider this opportunity. HTDC's more immediate concern is to continue our mission until funding becomes available to construct a replacement facility in Kakaako.

Thank you for the opportunity to offer these comments.



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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.
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Thank you for the opportunity to offer these comments.



HAWAII EVOLUTIONARY DEVELOPMENT, LLC

Statement of
LETIZIA DE LANNOY
Manager

Hawaii Evolutionary Development, LLC
(HIEvoDEvo)

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

HB 583, HD1

RELATING TO TECHNOLOGY

2800 Woodlawn Dr, #286
Honolulu, HI 96822

T (808) 636-3146

F (808) 988-2990

hed@evodevohi.com

FEIN 36-4683352

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

HIEvoDevo **supports** HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

HIEvoDevo is a startup company developing HEDS, an engineering design software using a novel methodology to find optimal solutions. This methodology has a wide range of applications in industries such as engineering (aircraft and airspace, automotive, drones, and building design, etc.), health care, finance, to name a few.

HTDC personnel and programs have been instrumental in mentoring, making the connections to other companies, funding opportunities to develop our technology, and offering an incredible work environment.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern.

Thank you for the opportunity to offer these comments.

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
HB583, HD1
RELATING TO TECHNOLOGY

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

Televoice 2000 **supports** HB583, HD1 which appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Our company has supplied telecommunications and information technology consulting services to Hawaii companies since 1997. For the past 2 years, we have actively participated in HTDC's programs to promote economic growth in the State through support for development of an active and robust technology sector.

The programs administered by HTDC are some of the major resources available to entrepreneurs in Hawaii to support them to safely navigate the early stages of bringing their businesses to full commercial reality. Mentorship, at the Manoa Innovation Center, Maui Research & Tech Center and through the Neighbor Island Innovation Initiative, are a mainstay of the program. Fundamental of HTDC's approach to mentoring is the use of seasoned business professionals to deliver the service. These are people with the real-world experience of what it takes to make a business successful. I have real concerns about UH's ability and/or willingness to continue this truly excellent program. For the clients of the program, it's not an academic exercise.

In our experience, many entrepreneurs have a keen understanding of the products and services they wish to supply, but lack the practical business experience needed to bring their ideas to fruition. HTDC, through its programs of workshops, grants, community building efforts, legislation and sponsorships successfully addresses this need. Most importantly, through HTDC's mentorship program, clients throughout the State have access to a group of seasoned business professionals with real-world business management experience to support them through their early stages of development and beyond.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.

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Owner
TeleVoice 2000
before the
Senate Committee on Economic Development Tourism and Technology
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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
HB583, HD1
RELATING TO TECHNOLOGY

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

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Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.

HB-583-HD-1

Submitted on: 3/9/2018 3:13:05 PM

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

Submitted By	Organization	Testifier Position	Present at Hearing
Brian L Lieberman	Testifying for Big Wave Digital Services	Support	No

Comments:

Statement of
Brian L. Lieberman
Owner
Bigwave Digital Services
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
HB583, HD1
RELATING TO TECHNOLOGY

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

Bigwave Digital Services supports HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

I totally encourage the Hawaii Legislature to support the Hawaii Development Technology Corporation because they provide the necessary structure for an individual business in rural Maui to have access to world class facilities.

There are critically important programs such as Start Up Weekends which boosts the local Startup community, workshops for Startups, Startup mentoring, administration of SBIR grants, Innovate Hawaii Manufacturing grants and countless other necessary services.

HB-583-HD-1

Submitted on: 3/9/2018 3:30:12 PM

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

Submitted By	Organization	Testifier Position	Present at Hearing
Chenoa Farnsworth	Testifying for Blue Startups	Support	No

Comments:

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

Blue Startups supports HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Blue Startups benefits from the accelerator and event grants programs run by HTDC.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.



1050 Bishop St. PMB 235 | Honolulu, HI 96813
P: 808-533-1292 | e: info@hawaiiifood.com

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 Economic Development, Tourism, and Technology
Senator Glenn Wakai, Chair
Senator Brian T. Taniguchi, Vice Chair

FROM: HAWAII FOOD INDUSTRY ASSOCIATION
Lauren Zirbel, Executive Director

DATE: Monday, March 12, 2018
TIME: 1:15pm
PLACE: Conference Room 414

RE: HB 583 Relating To Technology

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.

Passage of this measure will allow Hawaii Technology Development Corporation (HTDC) to develop a public private partnership to establish a new incubator facility, which will benefit the businesses they work with and also ultimately be more cost effective for HTDC. HTDC is an important part of developing new Hawaii small businesses and diversifying our economy. The loss of their current facility could disrupt their ability to engage in important programs for our business and technology future if this measure is not passed. We urge you to vote yes on this measure and we thank you for the opportunity to testify.



Chamber of Commerce HAWAII

The Voice of Business

**Testimony to the Senate Committee on Economic Development,
Tourism and Technology
Monday, March 12, 2018 at 1:15 P.M.
Conference Room 414, State Capitol**

RE: HOUSE BILL 583 HD1 RELATING TO TECHNOLOGY

Chair Wakai, Vice Chair Taniguchi, and Members of the Committee:

The Chamber of Commerce Hawaii ("The Chamber") **strongly supports** HB 583 HD1, which appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

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.

Within our State, there are approximately 700 active manufacturers that employ almost 14,000 people and contribute to Hawaii's economy through \$1.06 billion in manufactured goods exported in 2016. Manufacturers in Hawaii help improve the quality of our local economy. In 2016, total output from manufacturing was \$1.78 billion with manufacturers accounting for 2.2 percent of Hawaii's work force. Overall, manufacturers in Hawaii account for 2 percent of the state's total output and has experienced steady growth for more than a decade.

The Hawaii Technology Development Corporation and Innovate Hawaii works with small to medium-sized businesses and is closely allied with Hawaii's manufacturers – serving to understand their needs, meet current challenges, and provide sector-specific support to help these companies grow and prosper in Hawaii. HTDC and Innovate Hawaii have consistently produced an effective range of seminars for the manufacturing industry. Manufacturers have shared a tremendous amount of positive feedback regarding how beneficial these seminars have been in improving their individual businesses and manufacturing in Hawaii, as a whole. This invaluable support has assisted in the cultivation of a more robust local manufacturing sector.

With the University of Hawaii taking over management of the Manoa Innovation Center (MIC), we are concerned where this leaves HTDC and its programs – critical support to our organization and the industry which we serve. It is because of the support of HTDC and its programs that Hawaii has seen an innovation streak of success for start-up companies and medium-sized companies that were able to reach the next level and maintain success. Their programs have provided phenomenal guidance for our members to help them grow their businesses in Hawaii. With the loss of tenant revenue, HTDC requires a consistent annual



Chamber of Commerce HAWAII

The Voice of Business

appropriation to cover staff salaries, federal funding match, and programs to continue operating out of the MIC until funding becomes available to construct a replacement facility in Kakaako.

HTDC and its programs actively support and advocate for the specific needs of Hawaii's technology and manufacturing businesses. We have seen a rising demand from local companies wanting to manufacture here in Hawaii in order to maintain quality control, as well as an increasing desire for 'Made in Hawaii' products from consumers globally, which will continue to economically benefit our state. HTDC and its programs are integral to the growth and success of these companies who seek information and guidance on what it takes to succeed in Hawaii.

Thank you for this opportunity to testify.

HB-583-HD-1

Submitted on: 3/9/2018 4:17:25 PM

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

Submitted By	Organization	Testifier Position	Present at Hearing
Miles Yoshioka	Individual	Support	No

Comments:

HB-583-HD-1

Submitted on: 3/9/2018 4:19:47 PM

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

Submitted By	Organization	Testifier Position	Present at Hearing
Jim Lynch	Individual	Support	No

Comments:

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
HB583, HD1
RELATING TO TECHNOLOGY

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

CarbonBuddy **supports** HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

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

HTDC workshops have greatly benefitted CarbonBuddy in its first year of business and allowed the founder to create a valuable network among other businesses, county and state officials as well as legislators. By providing these resources, young businesses can focus on other tasks necessary to grow while becoming more connected locally. In the view of CarbonBuddy it is a valuable investment of public funds to provide these services to future start-ups as well to give them the best possible start when founding a new business in Hawaii.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.

HB-583-HD-1

Submitted on: 3/9/2018 10:07:40 PM

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

Submitted By	Organization	Testifier Position	Present at Hearing
Spencer Toyama	Individual	Support	No

Comments:

HTDC provides a critical role for the tech community. They are the mycelium that will grow a new generation of businesses for Hawai'i, and if anything require more resources if Hawai'i is to have any chance in this new economy.

HB-583-HD-1

Submitted on: 3/10/2018 3:07:02 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 **HB583 HD1**, RELATING TO TECHNOLOGY
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 **HB583 HD1**,
regarding Technology; Hawaii Technology Development Corporation; Operational
Costs; Administrative Costs; and an appropriation.

The OCC Legislative Priorities Committee is in favor of **HB583 HD1** and support
its passage.

HB583 HD1 is in accord with the Platform of the Democratic Party of Hawai'i
("DPH"), 2016, as it appropriates funds to the Hawaii Technology Development
Corporation for administrative and operational costs.

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 **HB583 HD1** appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs, 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

HB583

RELATING TO TECHNOLOGY
Hawaii Technology Development Corporation (HTDC)
Operational Costs; Administrative Costs; Appropriation (\$)

RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

DewPoint System LLC supports HB583 that appropriates FY18-19 funds to HTDC to replace rent revenue from the Manoa Innovation Center.

These funds are crucial for HTDC's expert TEAM of 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.

DewPoint System LLC is a small technology company developing agriculture and freshwater production systems that can help Hawaii and other islands become more self-sufficient in water and food. We believe that Hawaii can be a leader in this new innovative field for the Pacific and beyond and so does HTDC.

HTDC 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 outlined in HB583.

Thank you for the opportunity to offer these comments.



Written Statement of
Seton Leonard

Manager
`Io Quantitative LLC, Laupahoehoe, HI

Saturday, March 10, 2018

In consideration of
HB583
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

`Io Quantitative **supports** HB2084 that requires reporting and appropriates funds for HTDC to continue providing outreach and mentorship support to innovative small businesses, particularly on the Neighbor Islands.

`Io Quantitative was incorporated in early January with the help of HTDC and the NI3 program. NI3 has been particularly useful in the early startup phase of the company in guiding `Io Quantitative through the incorporation process and helps to ensure this process is neither too painful or costly.

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.

Seton Leonard
36-2333 Old Mamalahoe Hwy
Laupahoehoe, HI 96764

Statement of
J.R. Robinson, co-founder
Nest Egg Guru, Inc.

Senate Committee on Economic Development Tourism and Technology

Monday, March 12, 2018

1:15 p.m.

State Capitol, Conference Room 414

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

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

Nest Egg Guru **supports** HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Nest Egg Guru **supports** SB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Nest Egg Guru has been a tenant of HTDC in the Manoa Innovation Center since 2012. We are grateful for the support HTDC has provided in helping us launch and hope that our relationship with HTDC will continue. We respectfully urge this committee to extend funding to HTDC, as the agency and its staff play a vital roll in fostering Hawaii's tech community.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.

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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
HB583, HD1
RELATING TO TECHNOLOGY

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

USD Mint Inc **supports** HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation (HTDC) for administrative and operational costs.

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 outer islands and Oahu.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.

Mahalo Nui, Richard OBryan, President of USD Mint Inc 413-628-1056
www.USDMint.com and 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
HB583, HD1
RELATING TO TECHNOLOGY

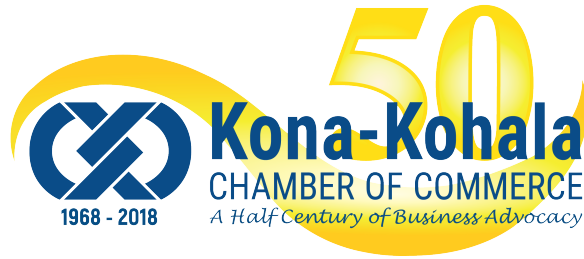
Chair Wakai, Vice Chair Taniguchi, and Members of the Committee on Economic Development, Tourism and Technology.

It is difficult to emphasize just how important the Hawaii Technology Development Corporation (HTDC) can be to our economic viability. In the near future, technology, automation, and artificial intelligence will eliminate many jobs. Unfortunately, prosperity has not been equally distributed throughout our society. States that have embraced technology have fared better than others; case in point, many in the “Rust Belt” have suffered because of the fundamental transition from the Industrial Age to the Information Age. Artificial intelligence cannot be avoided. We have a choice to be a casualty of this transitional era or we can invest in the future to participate in its prosperity. HTDC is at the heart of this decision and at the center of our technology industry.

Our leaders have difficult choices to make, and we certainly respect the dynamics of competing priorities. In the past, we have tried to support employers who were considered “job creators”. This generation has grown up not necessarily thinking about where they could get a job, but how they can create their own future. Entrepreneurship has always been a key to the American Dream; now, it is even more important. The Internet has opened the doors of opportunity, but we must nurture it. Having a place to collaborate is a very important aspect of developing innovation and catalyzing ideas that evolve into businesses and jobs. That is our future, and I hope that we can come together to provide the necessary resources to continue the important work of the Hawaii Technology Development Corporation.

Thank you for the opportunity to offer these comments.





March 11, 2018

RE: HB583, HD1 RELATING TO TECHNOLOGY

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

The Kona-Kohala Chamber of Commerce supports business innovation in the state and in our region. Hawaii Technology Development Corporation HTDC works to innovate and create programs relevant to meet the changing technology industry in West Hawai'i. Our chamber supports HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

The Kona-Kohala Chamber of Commerce exists to provide leadership and advocacy for a successful business environment in West Hawai'i. Our 501(c)(6) non-profit organization consists of 500 business members that represent a variety of industries and sectors including banking and financial services, construction and real estate, education and government, health and wellness, hospitality and tourism, retail and professional services, technology, tourism, transportation and more. We work to strengthen the local economy, represent business interest with government and promote our community.

Sincerely,

Wendy J. Laros
Executive Director, Kona-Kohala Chamber of Commerce