



Written Statement of
Robbie Melton
Executive Director & CEO
Hawaii Technology Development Corporation
before the
House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.
State Capitol, Conference Room 308

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

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 responsible steward for the upkeep of the facility, active member of the Manoa community, and a valuable resource for the tech 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.



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

DAVID Y. IGE
GOVERNOR

LUIS P. SALAVERIA
DIRECTOR

MARY ALICE EVANS
DEPUTY DIRECTOR

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Statement of
LUIS P. SALAVERIA
Director

Department of Business, Economic Development, and Tourism
before the

HOUSE COMMITTEE ON FINANCE

Thursday, February 22, 2018

11:00 a.m.

State Capitol, Conference Room 308

in consideration of
HB583, HD1
RELATING TO TECHNOLOGY.

Chair Luke, Vice Chair Cullen, and Members of the Committee.

The Department of Business, Economic Development, and Tourism (DBEDT) **strongly supports** HB583, HD1, which appropriate 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 as 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.



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Executive Officers

Beau Oshiro, C&S Wholesale Grocers, *Chair*
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Paul Kosasa, ABC Stores, *Advisor*
John Shilf, Rainbow Sales & Marketing, *Advisor*
Barry Taniguchi, KTA Superstores, *Advisor*
Derek Kurisu, KTA Superstores, *Advisor*

TO:
Committee on Finance
Rep. Sylvia Luke, Chair
Rep. Ty J.K. Cullen, Vice Chair

FROM: HAWAII FOOD INDUSTRY ASSOCIATION
Lauren Zirbel, Executive Director

DATE: Thursday, February 22, 2018
TIME: 11am
PLACE: Conference Room 308

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.

HB-583-HD-1

Submitted on: 2/20/2018 2:11:02 PM

Testimony for FIN on 2/22/2018 11:00:00 AM

Submitted By	Organization	Testifier Position	Present at Hearing
Collin Kobayashi	3D Innovations	Support	No

Comments:

Statement of
Jebidiah Kramer
Newberry Technologies LLC
House Committee on Economic Development & Business
Wednesday, February 14, 2018
11:00 a.m.
State Capitol, Conference Room 309

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

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

Newberry Technologies LLC **supports** SB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Newberry Technologies is a small but growing technology company based in Maui Hi. We have office suite #230 and suite #126 at the MRTC building. NTECH provides managed IT services to business in Maui and all islands of Hawaii. NTECH also works consultation projects with hospitality companies in Hawaii and US Mainland locations including Northern California, Central Texas, Maine, Oregon, etc.... We bring money back to Hawaii with technology projects. We're small but taking part in the HTDC here in Maui has been a huge jump start. Literally working from a garage when we started we're looking to add another FULL TIME position this spring. Some of the HTDC programs are inventing or working with resources and technology. As more and more programmers and visionaries build applications or systems that require network infrastructure, security, best practice, etc... we are here to support that. From firewall and virtual security to IP cameras and physical security, managed servers, virtual machines, all of it. Newberry Tech is a full featured managed services firm. Not having the office space would hurt our operation just when we're starting to get going.

Recently we attended a workshop about federal contracting, That's another step in the right direction and we got info and resources that are real and relevant. Myself the main owner has attended nearly all of the workshops we've had this past year. All of them have an important take away. Even just hearing the struggles of other small businesses is actually a nice thing.

Living and working in Hawaii is hard, starting a business here is even harder. We can use all the help we can get.

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
Dianne H. Jordan, PhD
Chief Executive Officer
Resurgo, LLC
before the
House Committee on Economic Development & Business
Wednesday, February 14, 2018
11:00 a.m.
State Capitol, Conference Room 309

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

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

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

Resurgo, LLC is a minority woman-owned small business owned and registered in the state of Hawai'i. Since 2011 we have focused on cyber security research, development, testing, and evaluation (RDT&E) and have been a contractor working with the Federal government and the nation's leading universities, laboratories, and other companies on challenging issues facing the nation. Since 2014 we have been tenants of HTDC at the Manoa Innovation Center (MIC). Since that time we have developed a prototype machine-learning assisted network analyzer (MANA) which was successfully demonstrated at a Hawaiian Electric Company plant last week. MANA shows great promise for the security of industrial control systems (ICS) and energy critical infrastructure.

My company is at a fragile state at this point in time. Having used significant personal resources to sustain the development of MANA, we are attempting to secure additional funding to have a successful dual-use product for government and commercial markets. The transfer of the MIC facility and supporting staff to the University of Hawai'i at this time creates a vulnerability for Resurgo that I was hoping to avoid. The loss of HTDC support staff would be very detrimental to our MANA startup lifecycle.

The benefits of HTDC management of the MIC are many. The month to month leases, the use-based nominal charges for conference rooms, the Internet connectivity are must-have for a startup. I researched leases in building around the airport and a three-year lease is the minimum time frame. No startup can make that kind of commitment.

The many HTDC programs have benefitted us enormously. We met the NSA at a HTDC event, and have subsequently entered into a very promising cooperative research and development agreement (CRADA) and a patent license agreement that when developed will complement the capability of our MANA sensor. I have attended very information workshops on intellectual property, have met many legislators on their yearly stop at the MIC. The informative newsletters, bulletins, and emails from HTDC staff keep us abreast of community and national resources to help grow our fledgling companies. Through HTDC we were able to plug into several SBIR/STTR conferences and have applied for one recently. Through HTDC workshops we met several fellow scientists in the building and have submitted for SBIRs with two different companies co-located with us. Through HTDC I recently attended a fireside chat with a successful NYC venture capitalist who had some interesting insights for the attendees. Through HTDC connections I was invited to be on the opening panel at the UH Future Focus symposium which gave my company visibility with the academic and business community.

The termination of the HTDC lease adds considerable uncertainty to my business prospects. All the tenants of the MIC are eager to grow the knowledge economy of Hawai'i. We are all taking significant business and personal risks to put our ideas into practice, to create and develop innovative concepts. I share one comment from the chairman of the Johns Hopkins University computer science department who demonstrated his technology at our joint HECO demo. He told my engineers that it was wonderful that we somehow managed to take root in such a far away place (from the hub of high tech and big business)...he used the term "eco-system" and complimented my husband and I for the effort and courage it takes to sustain our business. That is the right term to describe what it takes to create and nurture a startup here in Hawai'i--an ecosystem. And HTDC and the MIC have been strong partners for all the tenants there and their contribution to the high technology "eco-system" is critical.

Future economic vitality of Hawai'i depends on our ability as a society to nurture the very promising high technology developments in computer science and biology that have flourished under HTDC mentorship and leadership at the MIC. 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.

Malama pono a me ke aloha pumehana nō.

Dianne H. Jordan



HOUSE COMMITTEE ON FINANCE

Rep. Sylvia Luke, Chair
Rep. Ty J.K. Cullen, Vice Chair

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Rep. Chris Todd
Rep. Kyle T. Yamashita
Rep. Andria P.L. Tupola
Rep. Gene Ward

Thursday, February 22, 2018 at 11:00AM, Conference Room 308

In consideration of **HB583 HD1, Relating to Technology**

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

DevLeague (<http://www.devleague.com/>) is the premier technical boot camp in the Pacific designed to provide mentorship and training to motivated individuals seeking a career change. We design our own curriculum based on relevant industry standards, teach in-demand technical skills such as JavaScript Web Engineer, Cyber Security Professional, Big Data Analyst and Enterprise Software Developer to help our graduates onboard into career starts in the technology industry.

For the last four years, we have enjoyed the benefits of a renewal at Manoa Innovation Center under the guidance of HTDC. The facilities have been improved, the upkeep and maintenance of the grounds are well attended to and the attention to the tenants has vastly improved since we arrived in 2014. As the only innovation space in Honolulu that HTDC oversees, it can afford to put all of its attention into MIC and its tenants. With the \$503MM repair backlog in repair and maintenance across the UH's 10 campuses, it has to get legislature funding and prioritize how it spends on repairs and maintenance. MIC will soon be one of hundreds of facilities in UH's backlog of facilities and maintenance plans and likely lead to the decline and neglect of MIC as it gets lost in the UH repair shuffle.

<http://www.upwhawaii.org/OurUnionOurFamily/chip-away-at-uh-repair-backlog>

HTDC has fostered workshops and community building efforts that have benefited DevLeague and the startup/entrepreneur ecosystem we lead and serve. We have held Friday to Sunday hackathons where 100s of students and adults attend and collaborate in the annual NASA Space Apps Challenge, AT&T Hackathon, Global Game Jam and hosted our well-attended DevLeague cohort graduations where our students demonstrate their final projects to peers, potential employers, family and friends. The intimate setting



is easy to plan and secure well into the late night and early morning time, doesn't require permitting, has ample parking for guests in and around the grounds, and brings the community into MIC. It's simply easy to and painless to do business in MIC—one less thing to worry about in a stressful startup world.

Four years earlier, it was DevLeague that needed the help from HTDC to get started. Today, it is HTDC that needs our support to continue to provide incubator support and services to the technology startup/entrepreneur ecosystem. 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!

A handwritten signature in black ink, appearing to read "Russel C. Cheng".

Russel Cheng
Co-founder, Director
808-391-8424, russel@devleague.com



Nalu Scientific
Data Acquisition Systems

Nalu Scientific, LLC
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Phone: +1 (888) 717-6484
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Feb 20, 2018

Statement of
Isar Mostafanezhad, Ph.D.
Founder and CEO
Nalu Scientific, LLC
before the
House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.
State Capitol, Conference Room 308
In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

Nalu Scientific, LLC supports HB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

Nalu Scientific was founded in 2015 to commercialize high speed integrated circuits for US Department of Energy and its national labs. Since then we have been receiving steady support from the DOE SBIR program -so far \$1.6M in commitments- which has allowed us to grow to 7 full time employees. We have plans to even grow further and provide support to DOE and the national labs in their mission.

Being in Manoa and having access to a subsidized facility has been extremely helpful in our growth. Additionally we have immensely benefited from various HTDC's programs.

Suffice it to say that the idea to fund Nalu Scientific through the SBIR program was solidified at a workshop organized in June 2015 at MIC by the HTDC where avenues to seek Federal funding were discussed.

We have also benefited from the matching funds grant program administered through the Hawaii SBIR program of HTDC. Given high cost of doing business in Hawaii and the high risk-high reward nature of our innovation, these matching funds have been essential in helping us finish Phase I projects in time and bring in Phase II follow on funding.

HTDC has been extremely impactful in our existence, survival and growth. Given our early stage, we will be seriously and adversely affected if HTDC's programs and facilities are reduced.

Please do not hesitate to contact me if you need more information.

Isar Mostafanezhad,
Founder and CEO at Nalu Scientific, LLC

Statement of
Lynn Fujioka
President
HI FusionED
before the
House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.

State Capitol, Conference Room 308
In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

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 a hardship on our very small organization as we rely on its affordable virtual rent and tenant support services.

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
Derek Hall
Managing Director
GVS Accelerator
before the
House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.
State Capitol, Conference Room 308

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

The GVS Accelerator **supports** SB583, HD1 that appropriates funds to the Hawaii Technology Development Corporation for administrative and operational costs.

The award-winning GVS Accelerator is the only one of its kind in the entire country. It focuses on Hawaiian companies, developing Hawaiian intellectual property to tell Hawaiian stories in a commercially viable way. Our cohorts are made in Hawai'i but created for the world.

The GVS Accelerator was founded in 2014 as a public/private partnership between the State of Hawai'i, the County of Hawai'i and private investors. Since then we have become one of the entertainment hubs for the State and are home to 18 resident companies, over 30 freelancers and have accelerated 12 companies to date, with another 3-4 companies about to be announced. We have a fulltime staff of 5 with over 100 contractors engaged each year on the neighbor island of Hawai'i.

HTDC has been paramount in keeping the GVS Accelerator up-and-running and without them innovative thinking and progress on neighbor islands would be likely forgotten and lost. Should HTDC not be able to maintain its ability to build community and offer grants, due to a lack of resources and infrastructure, the detriment to the wider State of Hawai'i will be considerable. It's groups like HTDC that endeavor to reverse the brain drain – but reducing their footprint, this drain opens wider.

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.

Sincerely,

A handwritten signature in black ink, appearing to read "Derek Hall".

Derek Hall
Managing Director
GVS Accelerator | Honua Studios | GVS Connect
+1-808-339-7553



Statement of
Adelheid Kuehnle
CEO
Kuehnle AgroSystems Inc.
before the

House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.
State Capitol, Conference Room 308

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

Kuehnle AgroSystems Inc. supports SB583, 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.

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.

Thank you for the opportunity to offer these comments.



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HB-583-HD-1

Submitted on: 2/21/2018 10:21:10 AM

Testimony for FIN on 2/22/2018 11:00:00 AM

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

Comments:



Chamber of Commerce HAWAII

The Voice of Business

**Testimony to the House Committee on Finance
Thursday, February 22, 2018 at 11:00 A.M.
Conference Room 308, State Capitol**

RE: HOUSE BILL 583 HD1 RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, 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.

February 20, 2018

I am writing in support of House Bill [HB583](#) and the High Tech Development Corporation's request for funding.

Our company, one of about fifty companies that occupy as leasing or virtual tenants, moved to Manoa Innovation Center in 2014. Since then we have grown to over 400 members and created new employment skills and income opportunities for Hawaii families, retirees, transitioning military, and training for financial professionals.

This would not have been possible without the support and facilities of HTDC in its current location, the Manoa Innovation Center. Over several years, we have benefited from the HTDC's facilities and programs in the following ways:

- **Convenient teaching space for the testing of educational materials.** *We use more than five different types of rooms, including work offices, interview rooms, classroom with Smartboard, multi-idea presentation room, and front office amenities.*
- **Business mentoring** *from HTDC staff and others with offices on site.*
- **Consulting services** *and advice from accounting and legal professionals.*
- **Mutual collegiality** *and with other innovative companies in education, IT and finance. This proximity genuine relationships, helping refine ideas and offer joint venture opportunities.*
- **Frequent Seminars** *on innovative marketing for educators, sales professionals, tech developers.*

In addition, we have provided Summer Internships for local business students, sponsored community information events on Alzheimer's Research, organized a public event featuring mainland speakers from the *Chicago Board Options Exchange*. and participated in regular seminars with *Hawaii Internet Marketing Association*.

It could be argued that each of these services or opportunities could be found in various locations throughout the area.

However, **local, low-cost facilities and services are essential** to early growth for cutting-edge companies. **HTDC does this better than any other business incubator** in Hawaii and possesses the centralized experience and would be **the best candidate to continue these centralized services for Hawaii's emerging business sector.**

Graeme Sharrock
CEO / Honolulu Options Traders, LLC
2800 Woodlawn Drive, Suite 100
Honolulu, HI 96822

Statement of
Dave Kozuki
CEO
Tow Choice
before the
House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.
State Capitol, Conference Room 308

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

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

Tow Choice is a Hawaii startup who is doing business in multiple states with firm plans for expanding nationwide.

HTDC and MIC have been key to our ability to startup in Hawaii through their programs and collaborative office space.

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: 2/20/2018 11:12:48 AM

Testimony for FIN on 2/22/2018 11:00:00 AM

Submitted By	Organization	Testifier Position	Present at Hearing
Randall Francisco	Individual	Support	No

Comments:

HB-583-HD-1

Submitted on: 2/20/2018 9:47:40 PM

Testimony for FIN on 2/22/2018 11:00:00 AM

Submitted By	Organization	Testifier Position	Present at Hearing
Tom Leonard	Individual	Support	No

Comments:

Statement of
J.R. Robinson, Founder
Nest Egg Guru, Inc

before the
House Committee on Finance
Thursday, February 22, 2018
11:00 a.m.
State Capitol, Conference Room 308

In consideration of
HB583, HD1
RELATING TO TECHNOLOGY

Chair Luke, Vice Chair Cullen, and Members of the Committee on Finance.

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

Nest Egg Guru is 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.

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.