

**SB-2903**

Submitted on: 2/6/2018 2:52:49 PM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Randall Francisco	County of Kauai	Support	No

Comments:

This program has significantly provided Kauai small businesses an equal opportunity to effectively develop, grow and compete in a highly globalized commercial and e-commerce environment which has contributed to Kauai's and Hawaii's manufacturing sector, especially, in economic diversification. Randall Francisco. Kauai Film Commissioner and Small Business Coordinator.



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*

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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: Friday, February 9, 2018  
TIME: 1:15pm  
PLACE: Conference Room 414

RE: SB 2903 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 Development 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  
**Duke Hartman, P.E.**  
**Vice President, Business Development**  
**MAKAI OCEAN ENGINEERING, INC.**  
before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, TOURISM, AND**  
**TECHNOLOGY**

Friday, February 9<sup>th</sup>, 2018

01:15 pm

State Capitol, Conference Room 414

In consideration of

**SB2903**

**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Makai Ocean Engineering, Inc. **STRONGLY SUPPORTS SB2903** that makes an appropriation for the continuation of the manufacturing development program within the High Technology Development Corporation (HTDC).

Makai Ocean Engineering, Inc. has historically been an engineering services provider, but now, with the help of the State's current manufacturing assistance program, Makai is diversifying into low-volume manufacturing. Makai has been involved in marine-related engineering in Hawaii for over 44 years, and recently began a heat exchanger R&D program. Now, we are ramping up production a small manufacturing plant for heat exchangers on the Big Island of Hawaii, which is sustaining approximately 8 highly-skilled, high-paying STEM / engineering jobs in rural Kona. We have a strategic advantage for developing and manufacturing low-volumes of these components in Hawaii for two reasons: the U.S. Navy and Air Force's presence in Hawaii, and Makai already owns and operates a marine heat exchanger test facility and marine corrosion lab on the Big Island. As an example, Makai was recently awarded a contract to design a new heat exchanger for the U.S. Air Force's next generation aircraft, including the new F-35 fighter jet, and we hope to be manufacturing units over the coming years.

According to the Chamber of Commerce of Hawaii in 2017, Hawaii has over 1,000 active manufacturers employing about 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. Because they are matching funds, a manufacturer is eligible only if they are already making an investment in the local community and providing jobs. The program amplifies these efforts, and shows the State's support for local manufacturers willing to make the investment and commitment to adding jobs, and growing their businesses and the industry in Hawaii.

Thank you for the opportunity to offer these comments.

**SB-2903**

Submitted on: 2/7/2018 11:38:53 AM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
dennis boy		Support	No

Comments:

**SB-2903**

Submitted on: 2/7/2018 11:48:59 AM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Steve Haumschild	Lanikai brewing Company	Support	No

Comments:

Statement of

**Steve Haumschild, CEO**

Lanikai Brewing Company

before the

**Senate Committee on Economic Development, Tourism, and Technology**

Friday, February 9, 2018

1:15 p.m.

State Capitol, Conference Room 414

In consideration of

**SB2903**

**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

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Lanikai Brewing Company **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

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.

Thank you for the opportunity to offer these comments.

Thank you for the opportunity to send testimony. This bill will absolutely create new jobs here in Hawaii, strengthen our Made in Hawaii brand value for locals and visitors, as well as allow the industry to flourish and expand. Further, due to the costs of manufacturing here locally, this would allow us small business owners to be more competitive on the national scale furthering growth of jobs here in Hawaii.

Lanikai Brewing Company is an Island Inspired® authentic Hawaiian craft beer company making 100% of our brews here in Hawaii. We take our cues from premium, local, rare, and exotic ingredients grown by local farmers and foraged across the Pacific to bring you bold and flavorful beers that you will find nowhere else utilizing Hawaiian terroir. \*\*Please note that variances in growing season conditions can impact batch-to-batch flavor and aroma profiles.



February 7, 2018

Statement of  
**Geoffrey Seideman**  
Owner/Founder  
Honolulu BeerWorks  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT**  
**CORPORATION**

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

My name is Geoffrey Seideman, I live in Hawaii Kai, Oahu, and I am the Owner and Brewer of Honolulu BeerWorks brewery in Kaka'ako. Mahalo for the opportunity to submit testimony, I apologize that I could not be there in person as my growing business needs me present. I am writing on behalf of our local family-operated business, we support SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Honolulu Beerworks is a small, independent craft brewery located in the heart of Kaka'ako. We opened in 2014 with 18 employees and have undergone 3 expansions since then. We now currently employ 36 and have our eyes on expanding again in the near future.

**Honolulu Beerworks**  
**328 Cooke St, Honolulu HI. 93813**  
**808-589-2337**

These grants help us to be able to continue to grow at the pace we need. The demand for our beer is ever increasing and a lot of our equipment comes with a pretty hefty upfront cost. Programs that allow us to grow and add more local jobs is what we think is needed to make sure local products stay local.

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.

Thank you for the opportunity to offer these comments.

Mahalo for your consideration. We urge you to pass this bill.

Thank you for the opportunity to provide testimony in support of HB 2411, H.D.1

Sincerely,

Geoffrey Seideman  
Owner/Brewer

**Honolulu Beerworks**  
**328 Cooke St, Honolulu HI. 938 13**  
**808-589-2337**





Written Statement of  
**Robbie Melton**  
Executive Director & CEO  
Hawaii Technology Development Corporation  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

The Hawaii Technology Development Corporation (HTDC) **supports** SB2903 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. The bill appropriates \$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. Thank you for the opportunity to offer these comments.

Statement of  
**Carmelita Phillips**  
VP/Controller  
KYD, Inc.  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

**KYD, Inc** supports SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

We are a local manufacturer of food packaging materials and supplies. The grant we received helped us acquire machinery and equipment to improve our manufacturing processes. We were able to add new items to our product line and increased our business. We were able to add 5 personnel to our production plant and increased our revenues by about \$200,000.

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.

Thank you for the opportunity to offer these comments.



**HYPERSPECTIVE**  
INSPIRE BELIEF

Statement of:  
Todd J. Robertson  
Hyperspective  
Before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

**In consideration of  
SB2903 RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Hyperspective supports SB2903 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 grant, directly through application for such grants and in-directly through services provided to companies that are awarded grants. 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.

Thank you for the opportunity to offer these comments.



Statement of  
**Ian Elumba**  
Co-Founder  
Kohola Brewery

before the

**Senate Committee on Economic Development, Tourism, and Technology**

Friday, February 9, 2018

1:15 p.m.

State Capitol, Conference Room 414

In consideration of

**SB2903**

**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Kohola Brewery **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Kohola Brewery manufacturers craft beer in Lahaina, Maui. We're a tourist destination, as 70% of our tasting room customers are visitors who enjoy craft beer, we also utilize a 104.2 kW solar power system made up of 434 rooftop solar panels, our spent grains are donated to farmers for animal feed and several of our beers are brewed with local products such as lilikoi, pineapple and coffee, also helping to grow the agricultural industry. Our Tee shirts and hats sold in the tasting room are all printed locally. We buy local as much as we can.

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.

Thank you for the opportunity to offer these comments.



Statement of  
**Christine Elumba**  
Co-Founder  
Kohola Brewery

before the

**Senate Committee on Economic Development, Tourism, and Technology**

Friday, February 9, 2018

1:15 p.m.

State Capitol, Conference Room 414

In consideration of  
**SB2903**

**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

I **support** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Kohola Brewery manufacturers craft beer in Lahaina, Maui. We're a tourist destination and almost 70% of our tasting room customers are visitors who enjoy craft beer, we also utilize a 104.2 kW solar power system made up of 434 rooftop solar panels, our spent grains are donated to farmers for animal feed and several of our beers are brewed with local products such as lilikoi, pineapple and coffee, also helping to grow the agricultural industry. Our Tee shirts and hats sold in the tasting room are all printed locally. We buy local as much as we can.

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.

Thank you for the opportunity to offer these comments.



# First Commercial Kitchen LLC

94-538 Puahi St., Ste A, Waipahu, Hi 96797

Ph: 808-676-0880 Fax: 808-676-0400

Pkam1998@aol.com

## **Senate Committee on Economic Development, Tourism, and Technology**

Friday, February 9, 2018

1:15 p.m.

State Capitol, Conference Room 414

In consideration of

**SB2903**

### **RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

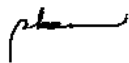
First Commercial Kitchen LLC **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

This is the only bill that has helped us build our business, by increasing our capacity resulting in hiring two more employees.

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.

Thank you for the opportunity to offer these comments.



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Peter Kam, LLC Managing Partner



**SB-2903**

Submitted on: 2/7/2018 3:24:51 PM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Jose Andres	Makai Ocean ENgineering	Support	No

Comments:

We strongly support this bill



February 7, 2018

House Committee on Economic Development, Tourism, and Technology  
Friday, February 9<sup>th</sup>, 2018, 1:15pm  
State Capitol, Conference Room 414

Re: **SB2903**, RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION, SUPPORTING TESTIMONY

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

Maui Brewing Co. supports **SB2903** 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. The nascent brewing industry in Hawaii relies on State support in the pursuit of authentic local manufacturing. The MAP grant program is an indispensable resource in the growth of the industry. Manufacturing in Hawaii is often 40-50% higher than our mainland counterparts and is why we have seen the mass exodus of these jobs. Utilities, labor, insurance, shipping and the punitive tax structure on beverage alcohol continue to challenge growth in the industry.

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 (HFC), a family-owned North Shore Oahu aquaculture farm, testifies in strong support of SB 2903 which would appropriate \$1.5 million in 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 will provide HFC a much needed 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 SB 2903.



Statement of  
Catherine Nobriga Kim  
President & General Manager  
Maui Soda & Ice Works, Ltd. dba Roselani Ice Cream  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Roselani Ice Cream **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Roselani Ice Cream has embarked on upgrading its manufacturing operations to position itself in more markets statewide. The initial phase focused on mechanical efficiencies, reducing annual utility costs by 17%; additional staffing (increased by one) and a 12% increase in volume. The HTDC grant provides Roselani Ice Cream the impetus to grow and expand progressively. Your continued support is important.

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.

Thank you for the opportunity to offer these comments.

Aloha,

Catherine Nobriga Kim  
President & General Manager



918 A Lower Main Street • P.O. Box 1170 • Wailuku, Maui, Hawaii 96793 • [www.roselani.com](http://www.roselani.com)





# KAUAI ISLAND BREWING CO.

PORT ALLEN, HAWAII

February 7, 2018

Statement of **Bret Larson**, President  
Kauai Island Brewing Company  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018, 1:15 p.m.  
State Capitol, Conference Room 414

In consideration of **SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Kauai Island Brewing Company **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Kauai Island Brewing Company currently employs 35 full and part-time employees. We are a manufacturing facility that is looking to expand its brewing operations through the purchase of additional and larger equipment. All this equipment needs to be purchased and shipped from the mainland not to mention all our raw ingredients. Our costs to ship are extensive. Our costs to operate remotely from an Island are upwards of 40% higher than if we were on the mainland. This grant offers us opportunities to get relief from these higher costs and will be used to further invest in our business and our people.

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.

Thank you for the opportunity to offer these comments.

Sincerely,

Bret Larson  
President, Kauai Island Brewing Company, LLC.  
808-755-5926  
[bret@kauaiislandbrewing.com](mailto:bret@kauaiislandbrewing.com)



February 8, 2018

WRITTEN TESTIMONY

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

RE: **SUPPORT** for SB2903

The Tea Chest **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Post Office Box  
1324

Honolulu, Hawaii  
96807-1324

Telephone  
Tel: 808-591-9400  
Fax: 808-591-9446

Website & E-mail  
www.teachest.com  
info@teachest.com

Investing in local manufacturing protects our future. Change a recipe a mere 10% and legally you have a new recipe. Therefore, Point of Origin which cannot be knocked off is important to Hawaii's \$1 billion food manufacturing industry. Appellations for French wine act as trademarks to effectively reduce counterfeiting. Therefore, Point of Origin for made in Hawaii products and grown in Hawaii content conceptually is Hawaii's most defensible argument and protection from a plethora of companies already knocking off Hawaii's image and brand equity to sell product with nothing to do with Hawaiian culture, traditions or values.

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.

Continuation of this manufacturing program shows 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,

A handwritten signature in black ink, appearing to read 'Byron Goo', with a long horizontal flourish extending to the right.

Byron Goo  
President



**SB-2903**

Submitted on: 2/8/2018 7:48:56 AM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Joe P. Lorenzen	Waikiki Brewing Company	Support	No

Comments:

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

Waikiki Brewing Company **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Local manufacturing jobs are crucial to the economy of the state of Hawaii. Continuing to support HTDC with funding is important to help local manufacturing continue to grow. Thank you for the opportunity to offer testimony on this bill which we urge you to pass.

Mahalo,

Joe P. Lorenzen

Brewmaster/Partner

Waikiki Brewing Company



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

before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

DewPoint System LLC supports SB2904 that appropriates funds to the Hawaii Technology Development Corporation (HTDC) for continuance of the small business innovation research (SBIR) program.

DewPoint System is a small technology company developing agriculture and freshwater production systems that can help Hawaii and other islands become more self-sufficient. Hawaii can be a leader in this field for the Pacific and beyond. This grant will help us develop our product here in Hawaii and hire employees to extend this technology and our expertise to other regions.

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. DewPoint System has relied extensively on HTDC support programs and the State's matching fund program increases business to take their technology to market expeditiously.

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.

Thank you for the opportunity to offer these comments.



P.O. Box 253, Kunia, Hawai'i 96759  
Phone: (808) 848-2074; Fax: (808) 848-1921  
e-mail [info@hfbf.org](mailto:info@hfbf.org); [www.hfbf.org](http://www.hfbf.org)

February 9, 2018

HEARING BEFORE THE  
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, TOURISM AND TECHNOLOGY

**TESTIMONY ON SB 2903**  
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Room 414  
1:15 PM

Aloha Chair Wakai, Vice Chair Taniguchi, 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 SB 2903**, 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, as it is portable and light -- perfect for suitcase exports and is shelf stable, which does not require 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.



Cindy Goldstein  
Executive Director  
Hawaiian Craft Brewers Guild  
98-814 C Kaonohi Street  
Aiea, HI 96701

**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018, 1:15 p.m. Conference Room 414

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

Position: **Support**

The Hawaiian Craft Brewers Guild supports SB2903 and the appropriation of funds to HTDC to continue the Manufacturing Development Program. SB2903 is well aligned with the mission of our organization, to promote economic activity for Hawaii's beer manufactures and enhance opportunities in our communities.

Craft beer manufacturers have applied for and received manufacturing assistance program grants under this HTDC program. This funding has provided significant positive benefits for our member breweries, supporting and stimulating expansion and growth of beer manufacturing in Hawaii. New jobs have been created at individual breweries and career opportunities broadened for living wage jobs.

According to the Chamber of Commerce, 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 their industries.

The Hawaiian Craft Brewers Guild is a non-profit Hawaii trade organization that seeks to promote production of independent craft beer in Hawaii. The number of independent craft breweries in Hawaii continues to grow, and several breweries have recently, or are in the process of expanding. Our members represent the majority of the craft beer producers in Hawaii, with members producing 100% of their beer in Hawaii.

The Hawaiian Craft Brewers Guild thanks you for the opportunity to provide testimony in support of SB2903.

**SB-2903**

Submitted on: 2/8/2018 10:58:22 AM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Paula Hegele	Maui Wine Ltd	Support	No

Comments:

Please support SB 2903 for the important work that HTDC does to help Hawaii manufacturing businesses stay viable and evolving. Maui Wine, Ltd., has been the recipient of both grant funds and education from HTDC. The value is maximized in our efforts to produce quality products and stay current in efficiencies that are necessary for business survival in Hawaii. HTDC's work is critical to Hawaii competing in export markets with quality regional products.

Please support the small manufacturers of Hawaii by supporting SB2903.

Sincerely,

Paula J. Hegele



64-1066 Mamalahoa Highway  
Kamuela, Hawaii, 96743

T 808-887-1717  
F 808-885-0653  
BigIslandBrewHaus@Yahoo.Com

[BigIslandBrewHaus.Com](http://BigIslandBrewHaus.Com)

February 8, 2018

**SB2903  
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018, 1:15 p.m. Conference Room 414

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

Position: **Strong Support**

Big Island Brewhaus was founded initially in 2008 with 9 original employees as a community gathering place serving local cuisine and hand-crafted beers. We have grown into a team of 40 Big Island residents that sells award winning beers throughout Hawaii and is focused on using local sources for our food and beer. We have done this in the face of significant challenges to growth at all levels; financial, shipping, taxation, legislative and more. Changes like this bill can help us continue our success and help others to do the same. We appreciate the ongoing support of all individuals and legislators who support issues which enable local manufacturers and businesses to thrive in Hawaii.

I wish I could be present at this hearing in Honolulu, but I need to be present at my business during this hearing. Thank-you for reading my testimony, I look forward to supporting in person as I am able.

Position: **Strong Support**

Big Island Brewhaus supports SB2903 and the appropriation of funds to HTDC to continue the Manufacturing Development Program. SB2903 is well aligned with the mission of our organization, to promote economic activity for Hawaii's beer manufactures and enhance opportunities in our communities.

Craft beer manufacturers have applied for and received manufacturing assistance program grants under this HTDC program. This funding has provided significant positive benefits for our member breweries, supporting and stimulating expansion and growth of beer manufacturing in Hawaii. New jobs have been created at individual breweries and career opportunities broadened for living wage jobs.

According to the Chamber of Commerce, 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 their industries.

I am also President of The Hawaiian Craft Brewers Guild and submit this testimony in support of our memberships' common goals. The Hawaiian Craft Brewers Guild is a non-profit Hawaii trade organization that seeks to promote production of independent craft beer in Hawaii. The number of independent craft breweries in Hawaii continues to grow, and several breweries have recently, or are in the process of expanding. Our members represent the majority of the craft beer producers in Hawaii, with members producing 100% of their beer in Hawaii.

Hawaiian manufacturing and producers operate under the highest cost conditions of any State. This has served to limit the availability of true, locally produced selections and give rise to a host of "faux-Hawaiian" products. As an isolated State we must invest in local manufacturing, these are jobs with good wages and benefits that can provide careers for our residents. Further if Hawaii is to continue to compete in the world of tourism it is important for us to deliver an authentic Hawaiian experience in our products; this bill helps us to continue on our path of recent growth and success.

Thank-you for the opportunity to provide testimony in support of SB2903.

Sincerely,

**Thomas D. Kerns**

Thomas Kerns

Founder & Brewer

Big Island Brewhaus

64-1066 Mamalahoa Highway

Kamuela, HI, 96743

[BigIslandBrewhaus@yahoo.com](mailto:BigIslandBrewhaus@yahoo.com)





**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

SB2903, Relating to High Technology Development Corporation

Sen ETT Hearing

Fri. Feb. 9, 2018

1:15pm - Room 414

Written Testimony by: Dexter Yamada

Position: Support

Chair Wakai and Members of the Senate ETT 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.



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



# Meadow Gold Dairies



SB2903, Relating to Hawaii Technology Development Corporation

Sen ETT Hearing

Friday, February 9, 2018

1:15pm, Room 414

Written Testimony By: John Erickson

Position: Support

Chair Wakai and Members of the Senate ETT 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, there are approximately 1000 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.

Statement of  
Christopher Overton  
General Manager/Owner  
Taps & Apps LLC.  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Taps & Apps LLC. **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

This grant is important to companies like ours because it provides ample opportunity and funding for small local business. Equipment in the brewing industry can be costly. However, with grants like these, it allows a small business like ours financial relief in time of growth. This growth in turn creates more local jobs for our economy and helps create products that are unique and exclusive to Hawaii. In the brewing industry, expansion is just a matter of when not if. So please help support local businesses with SB2903.

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.

« Recipient's Name »  
« Subject »

February 8, 2018

2

Thank you for the opportunity to offer these comments.

Statement of  
Christopher Overton  
General Manager/Owner  
Taps & Apps LLC.  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Taps & Apps LLC. **supports** SB2903 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

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« Recipient's Name »  
« Subject »

February 8, 2018

2

Thank you for the opportunity to offer these comments.

Statement of  
**Gary Yoshioka**  
**President**  
**Diamond Bakery**  
before the  
**Senate Committee on Economic Development, Tourism, and Technology**  
Friday, February 9, 2018  
1:15 p.m.  
State Capitol, Conference Room 414

In consideration of  
**SB2903**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

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

Diamond Bakery **supports** HB2610 that appropriates funds to HTDC for continuance and administration of the manufacturing development program.

Diamond Bakery is a 96 year old locally-owned company that makes crackers and cookies. We have been able to secure generous manufacturing development program grants over the last two years. The support has dramatically increased our productivity and helped us grow sales revenue significantly during the two year period, due to the efficiency, quality, and innovation capability the new equipment acquisitions have brought to our company.

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.

Thank you for the opportunity to offer these comments.



**Testimony to the Senate Committee on Economic Development,  
Tourism & Technology  
Friday, February 9, 2018 at 1:15 P.M.  
Conference Room 414, State Capitol**

**RE: SENATE BILL 2903 RELATING TO THE HAWAII TECHNOLOGY  
DEVELOPMENT CORPORATION**

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

The Chamber of Commerce Hawaii ("The Chamber") **strongly supports** SB 2903, 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.



**SB-2903**

Submitted on: 2/8/2018 12:41:37 PM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Brian Zisk		Support	No

Comments:

Dear Honorable Legislators,

As a technology entrepreneur now raising a family on the North Shore of Maui, I wanted to write to express how important HTDC is to Hawaii's economy.

When looking at whether to relocate their families and jobs to Hawaii technology entrepreneurs look at how friendly the state is towards business. The funding of HTDC's Manufacturing Grant Program has shown many of us that Hawaii does care, and that will in turn continue to bring more knowledge jobs to these great islands, and influence growing companies who are thinking of leaving to stay. This program has boosted companies providing jobs and tax revenues well in excess of its cost.

Please fund HTDC's Manufacturing Grant Program to allow HTDC to continue helping Hawaii's economy.

Thank you!

Brian Zisk

**SB-2903**

Submitted on: 2/8/2018 1:11:59 PM

Testimony for ETT on 2/9/2018 1:15:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Melodie Aduja	OCC Legislative Priorities	Support	Yes

Comments:

**PRESENTATION OF THE  
OAHU COUNTY COMMITTEE ON LEGISLATIVE PRIORITIES  
DEMOCRATIC PARTY OF HAWAII**

TO THE COMMITTEE ON ECONOMIC DEVELOPMENT, TOURISM, AND  
TECHNOLOGY

THE SENATE

TWENTY-NINTH LEGISLATURE

REGULAR SESSION OF 2018

Friday, February 9, 2018

1:15 p.m.

Hawaii State Capitol, Conference Room 414

**RE: Testimony in Support** of SB 2903, RELATING TO THE HAWAII  
TECHNOLOGY DEVELOPMENT CORPORATION

To the Honorable Glenn Wakai, Chair; the Honorable Brian T. Taniguchi, Vice-Chair and Members of the Committee on Agriculture and Environment:

Good afternoon, my name is Melodie Aduja. I serve as Chair of the Oahu County Legislative Priorities Committee of the Democratic Party of Hawaii. Thank you for the opportunity to provide written testimony on Senate Bill No. 2903, relating to Hawaii Technology Development Corporation Manufacturing Development Program.

The OCC Legislative Priorities Committee is in favor of Senate Bill No. 2903 and support its passage.

Senate Bill No. 2903 is in alignment with the Platform of the Democratic Party of Hawai'i ("DPH"), 2016, as it appropriates funds to the Hawaii Technology Development Corporation for continuance and administration of the manufacturing development program.

The DPH Platform states 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 educational 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. 2, Lines 97-99 (2016)).

Given that Senate Bill No. 2903 provides for funding for the Hawaii Technology Development Corporation Manufacturing Development 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](mailto:legislativepriorities@gmail.com), Tel.: (808) 258-8889