



HAWAII BIOTECH

Statement of
D. Elliot Parks
President & CEO
Hawaii Biotech Inc.
before the
Senate Committee on Economic Development, Tourism & Technology
Monday, January 30, 2017
1:15 p.m.
State Capitol, Conference Room 414

In consideration of
SB763
RELATING TO THE HIGH TECHNOLOGY DEVELOPMENT CORPORATION.

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

Hawaii Biotech Inc. supports SB763 that makes an appropriation to HTDC to continue providing grants to businesses with a federal small business innovation research (SBIR) phase II or III awards.

The HTDC matching grant program has allowed and facilitated Hawaii Biotech Inc's Federal grant and contract revenue growth from slightly less than \$500,000 in 2013 to over \$6,000,000 in 2017. During that time, we have doubled our local Oahu employment base from 10 to 21 employees.

Please renew this highly productive program. It is the yeast that allows High Tech and Biotech companies in Hawaii to grow.

According to HTDC for every dollar invested through this program, Hawaii companies have attracted 20 federal dollars in return to the state, plus commercialization funding. The Hawaii SBIR program supports projects with vetted technology backed with federal funds. The state matching funds are critical to winning later phase awards and getting some of the technologies to market.

Thank you for the opportunity to offer these comments.

Statement of
Isar Mostafanezhad, Ph.D.
CEO and President
Nalu Scientific, LLC
before the

Senate Committee on Economic Development, Tourism & Technology

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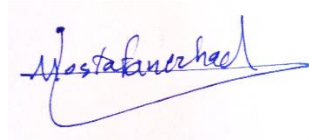
Chair Wakai, Vice Chair Taniguchi, and Members of the Committee on ETT.

Nalu Scientific, LLC **supports** SB763 that makes an appropriation to HTDC to continue providing grants to businesses with a federal small business innovation research (SBIR) phase II or III awards.

At Nalu Scientific, we develop and commercialize the next generation high speed electronic equipment for the US Department of Energy's (DOE) office of science. Our workforce consists of recent University of Hawaii graduates who are very well trained in this technology. In 2016 we were awarded one Phase I SBIR from DOE for this effort and for 2017 we are recommended for a new Phase I SBIR and awaiting results for a Phase II application.

According to HTDC for every dollar invested through this program, Hawaii companies have attracted 20 federal dollars in return to the state, plus commercialization funding. The Hawaii SBIR program supports projects with vetted technology backed with federal funds. The state matching funds are critical to winning later phase awards and getting some of the technologies to market.

Thank you for the opportunity to offer these comments.



Isar Mostafanezhad, Ph.D.
CEO and President,
email: isar@naluscientific.com
phone: +1-808-343-9204



No. 1 Capitol District Building
250 South Hotel Street, Suite 508
P.O. Box 2359
Honolulu, Hawaii 96804
Telephone: (808) 587-3830

Statement of
Karl K. Fooks
President

Hawaii Strategic Development Corporation

Before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT, TOURISM, AND TECHNOLOGY

Monday, January 30, 2017
1:15 PM
State Capitol, Conference Room 414

In support of

SB 763
RELATING TO BUSINESS DEVELOPMENT

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

The Hawaii Strategic Development Corporation (HSDC) **supports** SB 763, as long as it does not replace our priorities requested in the Executive Budget.

SB 763 appropriates funds to the High Technology Development Corporation (HTDC) for a grant program to support the research activities of Hawaii companies. Helping companies develop innovative technologies is an important first stage in the development cycle of a business. HTDC's Hawaii SBIR program helps companies that have secured a Federal SBIR grant to further develop their technology or innovation.

Research companies also require additional resources to commercialize technologies into viable and competitive businesses. Support for research activities is a necessary part of an innovation ecosystem that must also include access to mentors and management resources, as well as access to investment capital to grow and scale innovative businesses. Businesses successfully commercializing research innovations are the sustainable source of high wage job opportunities.

Thank you for the opportunity to provide testimony.



Statement of
Cory Vicens
Marketing & Communications Coordinator
University of Maui College-Maui Food Innovation Center
310 W. Ka'ahumanu Ave., Kahului, HI 96732

before the
Senate Committee on Economic Development, Tourism & Technology
Monday, January 30, 2017
1:15 p.m.
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In consideration of
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RELATING TO THE HIGH TECHNOLOGY DEVELOPMENT CORPORATION.

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

UHMC-Maui Food Innovation Center strongly **supports** SB763 that makes an appropriation to HTDC to continue providing grants to businesses with a federal small business innovation research (SBIR) phase II or III awards.

The Maui Food Innovation Center is a business incubator designed to support local food producers through education and training, business incubation services, and research as well as development of food products. Maui Food Innovation Center helps develop “cottage” size companies into medium-sized food manufacturer’s in the State of Hawai’i by providing: education, access to industry leaders, and a shared-use food business incubator and processing facility with a vast array of resources and technologies to elevate and foster their growth.

We have been winners and awarded back-to-back grants by the US SBA (2016 and 2017) to offer our accelerator programs to: food entrepreneurs or Native Hawaiian, women, farmers, veterans, chef’s and restaurateurs who want to develop and start a value-added food business.

High Technology Development Corporation is one of our community partners and our program has benefitted from their support of our programs. We offered our Maui Food X-celerator Program twice in 2016 and again two more in 2017 (one currently in session with 12 chefs and restaurters participating).

We have connected with over 50 businesses, graduated 22 businesses,

« Recipient's Name »
« Subject »

January 30, 2017

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continue to incubate 50% of those alumni, and had eight (8) of these graduate cohorts

selected to the Made In Maui County Festival 2016 who represented 50% of the new food value-added business (5/10) participating in the festival.

According to HTDC for every dollar invested through this program, Hawaii companies have attracted 20 federal dollars in return to the state, plus commercialization funding. The Hawaii SBIR program supports projects with vetted technology backed with federal funds. The state matching funds are critical to winning later phase awards and getting some of the technologies to market.

Thank you for the opportunity to offer these comments we are proud to support HTDC and have them as one of our community partners.

Cory Vicens

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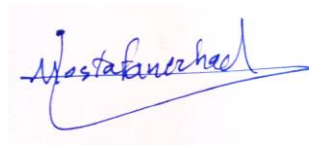
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