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DIRECTOR

DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

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Statement of
MIKE MCCARTNEY
Director

Department of Business, Economic Development, and Tourism
before the
**SENATE COMMITTEES ON LABOR, CULTURE AND THE ARTS
AND
ENERGY, ECONOMIC DEVELOPMENT, AND TOURISM**

Tuesday, February 12, 2019
3:15pm
State Capitol, Conference Room 224

In consideration of
SB 1507
RELATING TO THE ECONOMY.

Chairs Taniguchi and Wakai, Vice Chairs Ihara and Taniguchi and Members of the Committees.

The Department of Business, Economic Development and Tourism (DBEDT) **offers comments** to SB 1507 that relates to hosting a Hawaii-Philippines Sister City Trade Show and Economic Outlook Symposium in 2020 and appropriates funds to the Filipino Chamber of Commerce of Hawaii as long as it does not replace or impact the Administration's priorities.

DBEDT offers the following amendments to this bill:

- Page 3, line 10: "The sum appropriated shall be expended by DBEDT to the Filipino Chamber of Commerce of Hawaii to plan and execute the Hawaii-Philippines Sister City Trade Show and Economic Outlook Symposium for the purposes of this Act."

Thank you for the opportunity to testify.

Senator Brian T. Taniguchi, Chair
Senator Les Ihara, Jr., Vice Chair
Committee on Labor, Culture and The Arts

Senator Glenn Wakai, Chair
Senator Brian T. Taniguchi, Vice Chair
Committee on Energy, Economic Development and Tourism

Ned Directo, 2018-2019 Treasurer
Filipino Chamber of Commerce of Hawaii

Tuesday, February 12, 2019 (3:15 pm)

Support of S.B. No. 1507, Relating to Economy

The Filipino Chamber of Commerce of Hawaii (“FCCH”) is a 501 (c) (3) established in 1954. The primary purpose of FCCH is to provide leadership in promoting Hawaii Business Community through its programs and activities by broadening opportunities for Filipino Entrepreneurs and member businesses strengthening business links between Hawaii and the Philippines.

FCCH strongly supports S.B. No. 1507 which will provide appropriations for a 2020 Hawaii – Philippines sister city trade show and economic outlook symposium (“symposium”) based on expanding economic development, increase trade and enabling the exchange of knowledge and information in doing business in between Hawaii and the Philippines.

The symposium will address requirements and activities of the Memorandum of Understanding dated 7/2/17 between the State of Hawaii and League of Provinces of the Philippines; City and County of Honolulu Resolutions 91-240, 03-52 and 12-21 which provides guidelines for sister city relationship; and Philippines Consulate General in Honolulu’s incentives to increase economic and trade between Hawaii and the Philippines.

The symposium will also fulfill FCCH’s mission of providing its members, community, and general population with resources to broaden opportunities for the Hawaii-Filipino Community. In addition, we will serve as a facilitator of expansion of economic and trade activities for the State of Hawaii and the Philippines Sister States and Cities.

The proposed symposium will be held on June 5 to 7, 2020 at the Neal S. Blaisdell Center, Honolulu, Hawaii. We strongly recommend the committees pass S.B. No. 1507. Thank you for the opportunity to provide this testimony.

SB-1507

Submitted on: 2/9/2019 10:08:11 PM

Testimony for LCA on 2/12/2019 3:15:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
amy agbayani	Testifying for Filipina Advocacy Network (FAN)	Support	Yes

Comments:

My name is Amy Agbayani, chair of the Filipina Advocacy Network. FAN supports policies and programs that improve the status and contribution of Filipinos in Hawai'i. FAN also supports programs that increase positive relations between Hawai'i and the Philippines.

In 1906 fifteen men left the Philippines and came to Hawai'i to work on the plantations. Since then thousands of Filipinos, their children and grandchildren have become citizens and residents of the state. Filipinos (26% alone and mixed) are now the second largest ethnic group in the state (after White/Caucasians). Since the 1965 major amendments to the US Immigration law, Filipinos continue to be the largest immigrant group arriving in the state annually. Filipino workers and entrepreneurs have made major contributions to the economy of Hawai'i and the Philippines but these efforts and initiatives can be improved. SB 1507 would provide needed resources to increase economic activities and benefit both the state of Hawaii and the Philippines

I respectfully urge you to approve SB507.

Senator Brian T. Taniguchi, Chair
Senator Les Ihara, Jr., Vice Chair
Committee on Labor, Culture and The Arts

Senator Glenn Wakai, Chair
Senator Brian T. Taniguchi, Vice Chair
Committee on Energy, Economic Development and Tourism

Vanessa Kop, President
Filipino Chamber of Commerce of Hawaii

February 12, 2019, 3:15 pm, Rm 224

Support of S.B. No. 1507, Relating to Economy

I am Vanessa Kop and I am the current President of the Filipino Chamber of Commerce of Hawaii. Since the Filipino Chamber of Commerce of Hawaii ("FCCH") founding in 1954, for 64 years, the FCCH gathers civic minded group of Filipino Business men and women who play a critical role in promoting Hawaii Business Community through its programs and activities by broadening opportunities for Filipinos and strengthen business links between Hawaii and the Philippines.

Hawaii is home to almost 369,000 Filipino and Filipino Americans accounting for the largest ethnic population which is 26% of the entire state population. That is one out of 4 residents who identify with the heritage of the Philippines. Filipinos also comprise more than half of new immigrants coming into Hawaii. Since the first Filipino Sakadas arrived in 1906, the Filipino community has grown to become a significant part of our state's local fabric.

Governor Ige's signing into law giving recognition to contributions of Filipinos in Hawaii which is the "Sakada Day Bill", is indicative of the high value that the Ige administration places on Filipinos and the special kind of friendship that the Philippines

FCCH strongly supports S.B. No. 1507 which will provide appropriations for a Sister city trade show and economic outlook symposium ("symposium") between the Philippines and Hawaii. As part of the delegation in 2 trade missions, 2017 with Governor Ige and last year as the chair and attending the Philippine FAME expo, I know this event will strengthen the development and growth of the business, goodwill, friendship, and cultural and economic relationships between these 2 countries. The Sister City Participants will have the opportunity to showcase their business, products, craftsmanship and artisan designs while the Filipino Business Community with over 369,000 Filipinos with heritage to the Philippines, will have the opportunity to meet and conduct business with the Sister City participants and create partnerships for trade opportunities

I strongly support SB 1507. Thank you for the opportunity to provide this testimony.

February 11, 2019

SENATE COMMITTEE ON LABOR, CULTURE AND THE ARTS
THE HONORABLE BRIAN T. TANIGUCHI, CHAIR
THE HONORABLE LES IHARA, JR., VICE CHAIR

SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT & TOURISM
THE HONORABLE GLENN WAKAI, CHAIR
THE HONORABLE BRIAN T. TANIGUCHI, VICE CHAIR

SUPPORT OF SENATE BILL NO 1507, RELATING TO ECONOMY

Testimony of Jason T. Okuhama

Chairman Taniguchi, Vice Chair Ihara, and Members of the Senate Committee on Labor, Culture and the Arts:

Chairman Wakai, Vice Chairman Taniguchi, and Members of the Senate Committee on Energy, Economic Development & Tourism:

My name is Jason T. Okuhama and I am a Co-owner and Managing Partner of Commercial and Business Lending.

I strongly support this bill which will provide appropriations for a 2020 Hawaii – Philippines sister city trade show and economic outlook symposium (“symposium”) based on expanding economic development, increase trade and enabling the exchange of knowledge and information in doing business in between Hawaii and the Philippines.

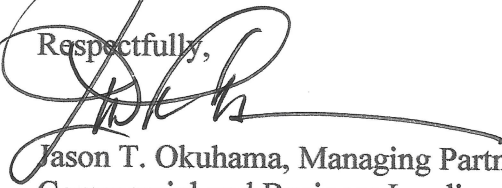
The Hawaii community, individuals and businesses, will have the opportunity to meet business owners, city officials, and gain a new perspective on the culture, business, and trade practices of the Sister States and Cities and develop relationships and business opportunities with the Sister States and Cities in the Philippines.

The Trade Show’s focus is to showcase products, services, craftsmanship, artistic design, and ideas of the Sister City in the Philippines that could benefit the State of Hawaii and its business community by building a bridge between Hawaii businesses and those in the Philippines.

The State of Hawaii will receive an economic benefit from increased travelers to Hawaii for the Trade Show and gain from increased taxes related to their participant expenditures such as hotel, car rental, food, etc. In addition, direct foreign investment in companies in Hawaii and/or the Philippine Sister Cities could result from the engagements developed during the Trade Show.

The proposed symposium will be held on June 5 to 7, 2020 at the Neal S. Blaisdell Center, Honolulu, Hawaii. We strongly recommend the committees pass S.B. No. 1507. Thank you for the opportunity to provide this testimony.

Respectfully,



Jason T. Okuhama, Managing Partner
Commercial and Business Lending

**Testimony in Support
Of Bill SB 1507**

**Senate Committees on Labor, Culture and the Arts
Senate Committee on Energy, Economic Development & Tourism
February 12, 2019 3:15 pm Conference Room 224**

Measure Title: RELATING TO THE ECONOMY.
Report Title: Philippines; Symposium; Trade Show; Economic Development; Appropriation (\$)
Description: Appropriates funds to plan for and hold a 2020 Hawaii – Philippines sister city trade show and economic outlook symposium.

Aloha Chair Taniguchi and Chair Wakai,

My name is Bennette Misalucha, a Past President and current director of the Filipino Chamber of Commerce of Hawaii and I strongly support this measure to appropriate much needed funding for a sister city/state trade show and economic outlook symposium, which the Filipino Chamber is hoping to organize in 2020.

Hawaii and the Philippines have a shared history, dating back to 1906 when the first fifteen Filipinos landed on Hawaii's shores, to work in Hawaii's sugar plantations. Today, more than 25 percent of the State's population are of Filipino descent, and throughout the century, the ties that bind the Philippines and Hawaii have become even stronger.

One of those strong connections is through business and economic ties.

The Filipino Chamber of Commerce of Hawaii has been on the forefront of developing the business connections between Hawaii and the Philippines, by organizing annual trade missions. These trade missions started in the mid 1960s and have been successful in facilitating the entrepreneurship journeys of many Hawaii residents.

The 2020 Sister State/Cities Trade Show and Economic Outlook Symposium is envisioned to showcase products and services which will benefit our business community as they develop relationships and explore business opportunities with the Sister States and Cities in the Philippines.

It also anticipated that the Forum will provide an opportunity for Hawaii to raise its profile as an outstanding place to do business, thus possibly attracting direct foreign investments from Philippine companies.

Please support SB 1507. Thank you for the opportunity to submit testimony.

Senator Brian T. Taniguchi, Chair
Senator Les Ihara, Jr., Vice Chair
Committee On Labor, Culture, and The Arts

Senator Glenn Wakai, Chair
Senator Brian T. Taniguchi, Vice Chair
Committee on Energy, Economic Development, and Tourism

Robert Rodrigues
MBA Student - Chaminade University

Tuesday, February 12, 2019 (3:15 pm)

Support of S.B. No. 1507, Relating to Economy

Senator Brian Taniguchi and Glenn Wakai,

My name is Robert Rodrigues, a business banking officer and MBA student. Through my studies, I have found how important international trade is in creating economic efficiency for all parties involved. International trade also serves as a catalyst for cultural, technological, and knowledge integration.

As such, I strongly support the proposed bill which will provide appropriations for a 2020 Hawaii – Philippines sister city trade show and economic outlook symposium (“symposium”). The event will assist with economic development, increase trade, and enhance the exchange of knowledge and information between Hawaii and the Philippines. In addition, the proposed symposium will provide a forum for us to interact with business owners, city officials, and to gain a new perspective on the business culture and trade practices of the Sister States and Cities. The results would include improved efficiencies in trade practices, a better understanding of business culture in the Philippines, and a foundation for developing new trading relationships.

The Trade Show’s focus on exhibiting products, services, artistic designs, and ideas of the Sister Cities would benefit the State of Hawaii through an influx of new business concepts, products, understanding of the cultural diversity, and increased revenue to the State of Hawaii.

In further support of the appropriations, the trade show’s direct economic benefit for the State of Hawaii would include tax revenues associated with an increase in travelers and their expenditures. The long term benefits of relationships established in the symposium would provide a base for future revenues created through additional trade activity and a pathway for more foreign direct investment in Hawaii and the Philippine Sister Cities.

The proposed symposium will be held on June 5 to 7, 2020 at the Neal S. Blaisdell Center, Honolulu, Hawaii. We strongly recommend the committees pass S.B. No. 1507. Thank you for the opportunity to provide this testimony.

Testimony in Strong Support of SB 1507

TO:
HOUSE OF REPRESENTATIVES
THE Thirtieth LEGISLATURE
REGULAR SESSION OF 2019

COMMITTEE ON LABOR, CULTURE AND THE ARTS

Senator Brian T. Taniguchi, Chair
Senator Les Ihara, Jr., Vice Chair

COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT, AND TOURISM

Senator Glenn Wakai, Chair
Senator Brian T. Taniguchi, Vice Chair

From: Dr. Nancy Atmospera-Walch, DNP, MPH, MCHES, LNHA, CCHN, CMC, BSN, RN
President-Elect, The Filipino Chamber of Commerce of Hawaii
Oahu Representative, State of Hawaii, Small Business Regulatory Review Board
2013 FCCH Entrepreneur of the Year
2013 FBWA Business Woman of the Year
2017 UH Manoa Nursing Alumni Hall Of Fame Inductee
President, AIM Healthcare Institute
President, ADVANTAGE Health Care Provider, Inc.

Report Title: RELATING TO THE ECONOMY

Description: Appropriates funds to plan for and hold a 220 Hawaii – Philippines sister city trade show and economic outlook symposium.

Good Afternoon, Chair, Senator Taniguchi
Chair, Senator Wakai
and to All of You, Honorable Senators!

I am Dr. Nancy Atmospera-Walch, President-elect of the Filipino Chamber of Commerce of Hawaii and I am in STRONG Support of HB 1507, which is to appropriate funds to plan for and hold a 2020 Hawaii Trade Show and Economic Outlook Symposium with the purpose of expanding the economic partnership between the State of Hawaii and the Philippines by improving its current business relationships through the utilization of a proven "CIRCULAR ECONOMY MODEL," supported by relationships that FCCH has developed in the past, specifically with the Filipino Sister Cities that have been established.

The Filipino Chamber of Commerce of Hawaii and in short, FCCH, believes in public and private partnerships. Therefore, FCCH partnered with the State of Hawaii, the City, and County of Honolulu, and the Philippine Consulate General of Honolulu to achieve this Bold but Doable Goal of expanding the economic partnership between the State of Hawaii and the Philippines. **I would say that the Collaboration of Private and Public Partnerships for Entrepreneurs/Enterprises in Hawaii and in the Philippines has emerged!**

In utilizing the framework of Circular Economy, the 2019 Economy Trade Mission to the Philippines is the 1st half of the Circle centering around the famous Manila FAME Trade Show, the Design & Lifestyle Show in Manila with 5,196 visitors from over 10 countries, 281 exhibiting companies, an 18% increase from 2017 on Export Sales, 91 participating Companies from 9 regions in the Philippines and 850 New Products developed and launched during the 2018 Manila FAME Show.

Providing the Very Best Quality Care to the "Special Population, the Intellectually and Developmentally Disabled (I/DD)" is Our Business!

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Testimony IN SUPPORT of SB1507

Tuesday, February 12, 2019, 3:15 p.m. State Capitol Conference Room 224



Therefore, the **business-first-focused 2019 FCCH Trade Mission** to the Philippines is an important Bridge to the 2020 Trade Show as the companies exhibiting in the 2019 Manila FAME will be one of the main target Populations for not only that they understand Trade, but they are also looking at other avenues to exhibit and market their products.

The 2019 Trade Mission Delegates will then travel to the Ilocos Region for the **Mega Local Trade Show in Ilocos Sur and Ilocos Norte**, in which both provinces have Sister City Agreements with the State of Hawaii. But most importantly, the current Governor of Ilocos Sur, **Governor Ryan Singson** is the President of the League of Provinces of the Philippines, comprising Cebu, Ilocos Norte, Ilocos Sur, Pangasinan, and Isabela who signed a Memorandum of Understanding and Cooperation with our **Governor, David Ige** during the 2017 FCCH Trade Mission to the Philippines. The 2019 Mega Local Trade Shows in Ilocos Sur and Ilocos Norte will be the first act of cooperation between some members of the League of Provinces and the State of Hawaii which cultivates the signed MOU by the two Governors.

The **Circular Economy** will reach its climax with the 2nd half of the Circle, the **2020 Trade Show & Economic Outlook Symposium in Honolulu, Hawaii** in June, and thereafter to be repeated bi-annually to accelerate the trade volume and assure sustainability for decades to come. We are very optimistic that the 2019 FCCH Trade Mission Delegates will be able to recruit companies from the Philippines to come to Hawaii and participate in the 2020 Trade Show and Economic Outlook Symposium. We also plan to connect and garner the support of The Philippine Chamber of Commerce and Industry, in short (PCCI), the largest business organization in the Philippines. In fact, in 1993, FCCH organized its 1st incoming Trade Mission from the Philippines with PCCI and the Cebu Chamber of Commerce as leaders. The objective is to feature a broad range of “Made in Hawaii” and “Made in the Philippines” products and services.

In this **Circular Economy Model Trade Mission and Trade Shows**, the participating Entrepreneurs and their Enterprises in the State of Hawaii USA as well as in the Philippines, will benefit through powerful Strategic Partners, FCCH Sponsors, combined one could describe as it a **perfect business tool kit** to build sustainable, growing business relationships. The objective is to create a risk-averse pathway to collaborate with colleagues, gain access to vetted business partners, business methods, and solid success strategies. By encouraging a better understanding about the respective culture, shared values, laws and regulations, coupled with the use of best business practices, FCCH, and its Partners anticipate the creation of a conducive business climate that offers entrepreneurs business and/or investment opportunities, economies on-scale, and synergies with a positive sustainable economic impact in both the State of Hawaii and the Philippines.

The **Philippine Consulate General in Honolulu** is a Key Partner in this FCCH Endeavor as they will be in charge of coordinating with the numerous Government Departments in the Philippines and its United States counterparts, that political, economic, social, health, security, regulatory and any other requirements are met or addressed to assure a safe, successful, beneficial and measurable **Economic Outcome** for our Sponsors, participating Entrepreneurs and their Enterprises, the Sister Cities, the State of Hawaii and the Philippines.

We believe that by focusing and implementing the **Circular Economy Model**, starting with the enhanced, **business-first-focused 2019 Trade Mission to the Philippines**, followed by a well-planned and prepared **2020 Trade Show and Economic Outlook Symposium** in Honolulu, Hawaii, a new era of optimism may be the driving component to exceed all expected economic indicators in the Trade relationship between the State of Hawaii and the Philippines, which actually should be our State’s largest trading partner.

However, we cannot do it alone, so I ask you to please help us by supporting SB 1507 as well as spreading the word to all of your business connections in the Philippines, in the State of Hawaii, and throughout the United States. Invite them to join this opportunity by participating in our 29th **2019 Trade Mission** and the **2020 Trade Show and Outlook Symposium Project**.

Be part of our “Next Generation Leadership” that makes a difference, one that leads, not follows. Make the 1st step, ask on how you can gain the benefits of membership in our vibrant Filipino Chamber of Commerce of Hawaii.

Thank you for this opportunity to provide my testimony, and for hearing SB 1507.

Respectfully submitted,

(electronically signed /Dr. Nancy Atmospera-Walch)

Dr. Nancy Atmospera-Walch, DNP, MPH, MCHES, LNHA, CCHN, CMC, BSN, RN
President-Elect, The Filipino Chamber of Commerce of Hawaii
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