



Written Statement of  
**Len Higashi**  
Acting Executive Director  
Hawaii Technology Development Corporation  
before the  
**Senate Committee On Technology**  
Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION.**

Chair Keohokalole, Vice Chair English, and Members of the Committee.

The Hawaii Technology Development Corporation (HTDC) **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

As part of HTDC's vision to create 80,000 new innovation jobs in Hawaii earning \$80,000 or more by 2030, HTDC supports initiatives aimed at promoting technology and innovation jobs. Last session, these core HTDC programs were only appropriated for FY20. For the Hawaii SBIR phase 2/3 program, in FY19, six out of the 12 applications were funded. The companies brought in \$11.0 million in Federal SBIR grants to Hawaii. They requested \$4.5 million from HTDC and \$1.425 million was awarded. The reported economic impact of the HSBIR program for 2018 was \$150 million with 589 jobs in Hawaii. For the MAP program, 37 out of 69 applicants were funded. The companies invested \$13.5 million into upgrading their equipment. \$1.3 million was requested from HTDC and \$898 thousand was awarded. The reported impact of the MAP program for 2018 was \$748 million with 2,387 jobs in Hawaii. In FY20, the significant reduction in funds will result in less companies awarded and lower amounts. For the accelerator programs, five accelerators were funded in FY19. The accelerators were required to provide a minimum of a 1:1 match. All applicants exceeded the minimum requirement. HTDC comments that the FY20 awards will be made soon. HTDC believes increased funding for all three programs would be appropriate.

Thank you for the opportunity to offer these comments.



# Chamber of Commerce HAWAII

*The Voice of Business*

**Testimony to the Senate Committee on Technology  
Thursday, March 12, 2020 at 2:45 P.M.  
Conference Room 414, State Capitol**

**RE: HB 2139 HD1, RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee:

The Chamber of Commerce Hawaii ("The Chamber") **supports** HB 2139 HD1, which appropriates funds to the High Technology Development Corporation (HTDC) to support certain programs such as the Small Business Innovation Research Program (SBIR) and the Manufacturing Assistance Program (MAP).

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.

HTDC has provided assistance to SBIR awarded companies since 1988; as a result, Hawaii companies have attracted 20 federal dollars in return to the state plus commercialization funding for every state dollar invested through this program. The federal SBIR grant program has continued its efforts to move companies through grant awards to commercial product sales, and this bill would allow HTDC to continue to provide the necessary support of a commercialization assistance program to all phases in the program for local businesses here in Hawaii.

Continuing to support MAP is also vital to HTDC's mission. This program 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, and funding of this program will help companies in Hawaii to start or grow their operations.

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 the opportunity to testify.



**MAUI**  
CHAMBER OF COMMERCE  
VOICE OF BUSINESS

**HEARING BEFORE THE SENATE COMMITTEE ON TECHNOLOGY  
HAWAII STATE CAPITOL, SENATE CONFERENCE ROOM 414  
THURSDAY, MARCH 12, 2020 AT 2:45 P.M.**

To The Honorable Jarrett Keohokalole, Chair;  
The Honorable J. Kalani English, Vice Chair; and  
Members of the Committee on Technology;

**TESTIMONY IN SUPPORT OF HB2139 RELATING TO  
THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Aloha, my name is Pamela Tumpap and I am the President of the Maui Chamber of Commerce, with approximately 650 members. I am writing to share our support of HB2139.

The Hawaii Technology Development Corporation is extremely important to develop and sustain the state's manufacturing industry as manufacturing increases the workforce and resources for our community. We believe supporting our local manufacturers is vital to our state's economy and support this bill as it provides funding for HTDC and funding to continue the manufacturing development grant program.

Mahalo for your consideration of our testimony and we hope you will support this bill.

Sincerely,

*Pamela Tumpap*

Pamela Tumpap  
President

To advance and promote a healthy economic environment for business, advocating for a responsive government and quality education, while preserving Maui's unique community characteristics.



Written Statement of  
**DR. PATRICK K. SULLIVAN**  
**PRESIDENT/CEO OCEANIT**

Before the  
**SENATE COMMITTEE ON TECHNOLOGY**

March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In Support of  
**HB2139 RELATING TO THE HAWAII TECHNOLOGY  
DEVELOPMENT CORPORATION**

To: Chair Jarrett Keohokalole, Vice Chair J. Kalani English, and Members of the Committee

From: Dr. Patrick K. Sullivan, President/CEO

Re: Testimony in Support of HB2139

Honorable Chair, Vice-Chair and Committee Members:

Thank you for the opportunity to submit testimony **in support of HB2139**

The technology industry in Hawaii has grown over the past 12 years and has made significant strides towards achieving the goal of diversifying and stimulating Hawaii's economy. The continuation of the Small Business Innovation Research ("SBIR") grants, Manufacturing Grant and the excelerator program are crucial to move the technology towards prototyping, customer interface, and commercialization,

The objectives of the grants are:

- To support economic growth and the diversification of our economy;
- To launch new ventures based on technology innovations; and
- To support the growth of the tech industry and the creation of intellectual property and innovation in the State.

We strongly urge you to support of HB2139 and we appreciate your continued support of the technology industry.



Statement of  
**Hermann Kugeler**  
**Business Development Manager**  
**Makai Ocean Engineering, Inc.**  
before the  
**Senate Committee on Technology**  
Thursday, March 12, 2020  
2:45pm  
State Capitol, Conference Room 414  
In consideration of  
**HB2139**

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

Chair Keohokalole, Vice Chair English and Members of the Committee.

Makai Ocean Engineering, Inc. **STRONGLY SUPPORTS HB2139** that makes an appropriation to HTDC to continue providing grants to businesses through the small business innovation research program, manufacturing assistance program, and excelerator program.

Makai Ocean Engineering, Inc. is a locally-owned and operated technology company based in Hawaii for over 45 years and an active participant in the Small Business Innovation Research (SBIR) grant program. The SBIR program consists of three phases that encourages early stage investment and innovation in technology. Phase 1 provides a very small amount of money that is barely enough for proof of concept research. However, it is the Phase 2 and 3 funding stages that really provide a means of development for companies to transition the idea and research conducted in Phase I, to prototyping to commercialization.

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 in advancing development, which helps win later phase awards and assists in getting the technology out into the market. The SBIR matching grants assist companies that have a commercially-promising project that has a difficult development plan. Carefully selected matching grants represent more of a “sure bet” in terms of a successful and highly leveraged investment in economic development for the State, and growing our tech sector.

For example, Makai’s subsea cable laying software began as a Phase 1 SBIR (matched by State for \$20k in the year 2000) and then went on to Phase 2 and 3 and became the world’s #1 commercial cable laying software, with over \$30 million in commercial revenues and high tech jobs for Hawaii over the last 18 years. This is a direct multiplier of more than 1,500X for the State’s investment, not counting the indirect benefits of retaining some of the world’s best engineers in Hawaii and the additional technologies they have generated during this time.

Makai has recently completed a Phase 2 SBIR program focused on autonomous underwater vehicles, which could easily surpass the \$30 million cable laying software in terms of revenue to the state. Our federal customer noted that the work we had performed on the underwater vehicle under



the HTDC Hawaii State matching grant program was a key reason we were selected for an additional \$2.1 million award that is currently underway.

In addition, Makai and Referentia were two local companies honored with a national award, the SBIR Tibbetts Award at the Whitehouse in January, 2017. This award recognizes the very best SBIR companies in the country whose technologies have made a strong economic impact in terms of high paying jobs, and displaying success in **actually commercializing federal R&D**. We need this HTDC administered program to make possible more national success stories by local companies. See the Governor's press release about awards here: <http://governor.hawaii.gov/newsroom/latest-news/dbedt-news-release-htdc-small-business-grantees-honored-with-national-tibbetts-award-at-the-white-house/>

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 from 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, and we hope to be manufacturing units over the coming years.

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.

This is why we **STRONGLY SUPPORT HB2139**, which would provide the state matching funds for federal SBIR programs and manufacturing assistance to enable companies to commercialize new technologies more effectively. Not only would this expansion of funding enable our tech industry to compete and win more Federal monies for technology development and manufacturing, it would provide highly-skilled professional jobs for our keiki here at home.

Thank you for the opportunity to offer these comments.

**HB-2139-HD-1**

Submitted on: 3/10/2020 10:12:20 AM

Testimony for TEC on 3/12/2020 2:45:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
David G Watumull	Testifying for Cardax, Inc.	Support	No

Comments:

We wholeheartedly support HTDC's programs and facilities. They have been very important to us for many years!

David



## Hawaii Tech Exchange

808.495.0797   don@hitx.co   259 Haili Street, Hilo HI 96720

March 10, 2020

RE: Testimony in Support of HB2139, HD1 Relating To Hawaii Technology Development Corporation

To Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology:

I am Donald M. Kosak, founder of the Hawaii Tech Exchange, LLC. The Hawaii Tech Exchange is a community organization that fosters high impact new businesses in STEM fields in Hilo and across Hawaii Island.

I respectfully submit this testimony in strong support of HB2139 Relating to Hawaii Technology Development Corporation.

The Hawaii Technology Development Corporation is a key component in supporting the growth and future of new technology companies in Hawaii. The sponsorship, mentoring, and various other HTDC programs help Hawaii founders overcome the challenges inherent in growing a locally based technology company.

Thank you for the opportunity to submit testimony on this bill.

Sincerely yours,

A handwritten signature in blue ink that reads "Donald M. Kosak".

Donald M. Kosak  
Founder, Hawaii Tech Exchange  
<http://hitx.co/>



**HB-2139-HD-1**

Submitted on: 3/10/2020 11:38:16 AM

Testimony for TEC on 3/12/2020 2:45:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Peter Kam	Testifying for First Commercial Kitchen LLC	Support	No

Comments:

We fully support this bill because it creates jobs and new business opportunities.

Peter Kam



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

#### Executive Officers

**Joe Carter**, Coca-Cola Bottling of Hawaii, *Chair*  
**Charlie Gustafson**, Tamura Super Market, *Vice Chair*  
**Eddie Asato**, The Pint Size Corp., *Secretary/Treas.*  
**Lauren Zirbel**, HFIA, *Executive Director*  
**John Schlif**, Rainbow Sales and Marketing, *Advisor*  
**Stan Brown**, Acosta Sales & Marketing, *Advisor*  
**Paul Kosasa**, ABC Stores, *Advisor*  
**Derek Kurisu**, KTA Superstores, *Advisor*  
**Beau Oshiro**, C&S Wholesale Grocers, *Advisor*  
**Toby Taniguchi**, KTA Superstores, *Advisor*

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TO:

Committee on Technology  
Senator Jarrett Keohokalole, Chair  
Senator J. Kalani English, Vice Chair

FROM: HAWAII FOOD INDUSTRY ASSOCIATION  
Lauren Zirbel, Executive Director

DATE: March 12, 2020  
TIME: 2:45pm  
PLACE: Conference Room 414

RE: HB2139 HD1 Relating to 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's economy. Manufacturing is an essential industry here in Hawaii, it provides jobs and creates local products. We believe our manufacturing sector is an area with great potential for growth, and we ask the legislature to continue to feed that growth by supporting these HTDC programs.

The three programs funded by this measure, the Small Business Innovation Research Program, the Manufacturing Assistance Program, and the Excelerator Program, all provide opportunities for different types of Hawaii manufacturers. Grants from these programs are helping businesses create the next generation of Hawaii manufacturing. We urge you to vote yes on this measure and we thank you for the opportunity to testify.

**HB-2139-HD-1**

Submitted on: 3/10/2020 2:04:59 PM

Testimony for TEC on 3/12/2020 2:45:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Todd Robertson	Testifying for Hyperspective Studios, Inc.	Support	No

Comments:

Hyperspective supports HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

Hyperspective is a media company, headquartered in Honolulu and with employees in Hawaii. We work in the innovation economy and have relied on the support and programs provided by HTDC over the years. HTDC is an essential part of diversifying our economy through the building of an innovation sector.

Thank you for the opportunity to offer these comments.



**T E N  
T O M O R R O W**

Statement of  
**Summer Shiigi**  
**Owner/Deigner**  
**TEN TOMORROW**  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

TEN TOMORROW **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

TEN TOMORROW is a locally owned and operated women's clothing brand based in Kaimuki. Since our first collection launch in 2014, we've been able to open a unique store front that is a blend of our boutique plus our workspace. We also wholesale into Nordstrom and a few outer island stores. We currently manufacture everything within Hawaii.

The support and continuation of the Hawaii Technology Development Corporation is extremely important to us. We would not be where we are today without their programs and services. I am proud graduate of the Innovate Hawaii accelerator program. Their support of our local manufacturing industry has helped my company grow from a 2-person operation to a team of 5. I've also been able to purchase new equipment and training that streamlines our operations and keeps us competitive in this evolving market.

HTDC is a huge advocate to our industry and I can't imagine our growing fashion industry without their support. Their programs, workshops, grants, etc have taken us to a new level of success. We have grown our annual revenue to over 20% in the last year and the programs, grants, and workshops HTDC offers has helped us achieve these stats.

Thank you for the opportunity to offer these comments.

# HAWAII FISH COMPANY INC.

Established 1978

P. O. Box 740  
Waiialua, HI 96791, USA  
Cellular: 808-429-3147, 429-3187  
E-mail: [hawaiiifish@gmail.com](mailto:hawaiiifish@gmail.com)

City Bank TIGR Award 2000- Aquaculture  
U.S. Small Business Administration's  
Tibbitts Award, SBIR Hall of Fame 2000  
Certificate of Congressional Recognition 2001

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Statement of  
Ron and Lita Weidenbach  
Co-Owners  
Hawaii Fish Company Inc  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

Hawaii Fish Company Inc. (HFC), a small family corporation currently celebrating our 42nd business anniversary, **strongly supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

HFC has been awarded ten U.S. Department of Agriculture Small Business Innovation Research grants since 1993, bringing in a total of \$1,882,295 in Federal seed funds to our small business and the State, and enabling us to retain and hire three full time employees. HTDC's staff support, workshops, and Hawaii SBIR matching grant program all have been key to our success in obtaining these Federal grants, in commercializing our aquaculture technologies, and in enhancing our research and development efforts in seafood marketing, aquaculture aeration, and aquaponics.

As our company's aquaculture and aquaponics food production capacity grows with the hopeful resolution of a long-term State farm lease, we anticipate vertically integrating our business to include value added processing with the assistance of HTDC's Manufacturing Assistance Program. This in turn will allow us to continue to grow our company, provide additional rural jobs on the North Shore of Oahu, and increase our contributions to the State's economy.

Thank you for the opportunity to testify in strong support of HB2139, HD1 for the continued funding of HTDC's very important programs.

Written Statement of  
**Brittany Heyd**  
**Partner**  
**Mana Up**  
before the  
**Senate Committee on Technology**  
Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB 2139**  
**RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION.**

Chair Keohokalole, Vice Chair English, and Members of the Committee,

Mana Up **supports HB 2139**, which provides an appropriation for Hawai'i to continue promoting the economic health and diversification of workforce opportunities in the State via HTDC and its small business innovation research program, manufacturing assistance program (MAP) and grants, and excelerator program.

As the Legislature is aware, it is becoming more and more important for Hawaii to diversify its economy, as our over-reliance on tourism engenders a vulnerability for our citizens' livelihoods. While tourism is seemingly booming and the unemployment rate is low in Hawaii, a recent report by Hawaii Community Foundation said that 69% of Hawaii adults are struggling financially. Locals are working multiple jobs, living in extended households, borrowing from friends and family, or living off of savings or credit. If this is the status of our people during good economic times, what does that mean when a global or national recession takes place - such as in the case of the current coronavirus pandemic?

Along with other accelerators in the state, Mana Up tackles this problem with entrepreneurship and mentorship, which allows us to build long-term valuable companies based in Hawaii, creating uncapped wealth potential for locals and well-paying jobs. The growth of every company who participates in these accelerators engenders additional employees and revenues directly to the local economy. In the last 2 years, 41 companies who participated in the Mana Up Accelerator contributed an estimated \$35 million in annual revenue and 300 jobs to the State of Hawaii. The 41 companies also show diversified leadership, including 18 Native Hawaiian founders, and 22 female founders.

The HTDC funding we and some of our companies have received over the past year have allowed us to support these operations while we solidify revenue structures that support our programs long term, as well as relieved the financial burden on some of our companies as they scale - many with blooming manufacturing/e-commerce business models. As such, HTDC should continue to receive emphatic support.

Thank you for the opportunity to offer these comments.

**HB-2139-HD-1**

Submitted on: 3/10/2020 5:15:09 PM

Testimony for TEC on 3/12/2020 2:45:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Brett Kimura	Testifying for RevaComm, Inc.	Support	No

Comments:

Statement of

**Brett Kimura**

**President**

**RevaComm, Inc.**

before the

**Senate Committee on Technology**

Thursday, March 12, 2020

2:45 p.m.

State Capitol, Conference Room 414

In consideration of

**HB2139, HD1 RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

RevaComm Inc. **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.



**About Our Company.** RevaComm, Inc. is a minority-owned, 8(a) small disadvantaged business in Honolulu under NAICS 541511. Established in 1990, we provide responsive, quality business process improvements, digital transformation services, and best-in-class web solutions to Hawaii's Top 250 companies, and various federal, state, and local government agencies. The company's key strength is developing secure, large-scale, custom websites and web-based business process improvement applications. Our staff comprises of individuals of the highest caliber, exemplifying partner-centric professionalism. As a result, we have established a solid reputation across multiple city, county, state, and federal government agencies and departments for delivering quality products and services with a strong commitment to long-term partner satisfaction. From our experience, we have developed an expertise in user experience design, web accessibility standards, database design and development, project management, configuration management, quality assurance, service desk support, digital marketing online branding, and cybersecurity.

**About Our Project.** In 2018, the Department of Defense (DoD) spent 16.2B on major software projects that were intended to increase the efficiency and effectiveness of all branches of the U.S. military to complete their missions. However, many Airmen have not felt the impact of this spending because software projects take an average of seven (7) years from ideation to completion, leaving them more frustrated than ever and without a viable solution.

To address this problem, RevaComm is utilizing an approach that leverages agile software development and DevSecOps to enable change. Agile development improves the underlying processes and mechanisms for how to define specifications, engage stakeholders, and develop technologies. At the same time, DevSecOps automates Risk Management Framework (RMF) controls, creating a robust and continuous risk management posture. When combined, our solution provides the most significant impact on the velocity of the software development cycle.

RevaComm, Inc. partnered with the TRON unit in the Pacific Air Forces (PACAF) to create a Software Development Lab that allows Airmen to work side-by-side with industry experts. The co-op provides PACAF with an integrated, agile software development practice that is executed on a DevSecOps pipeline that handles RMF controls. The result creates a software delivery practice that enables continuous integration and continuous delivery (CI/CD), allowing the resulting software application to receive a continuous Authority to Operate (ATO).

Once the initial model is proven, the DevSecOps pipeline and its' associated processes can be further developed and sold as a package to the U.S. Air Force and other DoD and government agencies, as well as critical infrastructure companies. This model provides value to the organizations that seek to reduce their risk and create greater velocity in their ability to release software that streamlines business and organizational processes. These organizations can then leverage the development lab concept to

train, collaborate, and fulfill their end-users' goals through new, rapidly developed software.

**Importance of the Grant.** The U.S. Air Force wants RevaComm, Inc. to expand and grow our efforts rapidly through Pentagon-level initiatives, based on the TRON Software Development Lab opportunity that we created from our initial award. As a small business in Hawaii, RevaComm, Inc. does not have the existing capital necessary to scale our efforts to support these initiatives rapidly. Receiving additional funding from the state of Hawaii will allow us to meet the U.S. Air Forces' demand because it provides us with the resources to make calculated risks through our investment in the areas that will enable us to grow efficiently and effectively.

**How RevaComm, Inc. Benefits.** The benefits to RevaComm, Inc. are echoed in our response to why this grant is important. As a small business in Hawaii, receiving additional funding will allow us to meet the U.S. Air Forces' demand, because it provides us with the resources to make calculated risks through our investment in the areas that will allow us to grow efficiently and effectively. Ultimately, the grant funding will allow us to scale and make additional risk investments so we can continue the pursuit of similar opportunities. The growth of our business growth translates into our ability to provide more employment opportunities and to expand our business resources.

**Statistics.** With this grant opportunity, RevaComm, Inc. expects our business to grow by approximately \$10 million and by 40 employees.

Thank you for the opportunity to offer these comments.



Dana Labels, Inc.  
808-845-3262  
Fax 808-845-4384  
1920 Colburn Street  
Honolulu HI 96819  
www.danalabels.com

- Labels • Digital Labels • Bags • Banners & Signs
- Boxes • Brochures & Flyers • Business Cards
- Food Packaging • Garment Labels • Gift Certificates
- Hang Tags • Header Cards • Invitations
- Letterheads & Envelopes • Printed Ribbons
- Promotional Products • Retail Packaging

Statement of  
**Susan Hanes**  
**Controller**  
**Dana Labels, Inc.**  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

Dana Labels, Inc. **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

Dana Labels, Inc. is a diversified, custom printing and design company which has specialized in label production in Hawaii since 1970. We started with a small table top printer and over the years have expanded into a full-service label manufacturer working with other small businesses. We couldn't have done this without the support of our community and organizations like Hawaii Technology Development Corporation (HTDC). We have witnessed firsthand the valuable work and support that HTDC provides to our local entrepreneurs and manufacturing community. We have participated in several of their programs and events as well as received assistance through their Manufacturing Assistance Grant Program when purchasing a key piece of machinery that helped us increase our printing capabilities as well as become more sustainable. Without programs like HTDC, Hawaii's manufacturing industry cannot and would not be able to thrive, grow and compete in an increasing competitive global economy. Their programs and knowledge help strengthen our manufacturing industry and overall economy.

Thank you for the opportunity to offer our comments and strong support of HTDC and Bill HB2139, HD1.

HAWAII STATE SENATE  
REGULAR SESSION OF 2020  
COMMITTEE ON TECHNOLOGY  
March 12<sup>th</sup>, 2020

TESTIMONY ON HOUSE BILL NO. 2139 HD 1, RELATING TO  
HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Position: **Support**

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

We strongly support this bill, which appropriate funds to the Hawaii Technology Development Corporation to support certain programs.

Simonpietri Enterprises is a small sustainable business firm focused on technical innovation and first-of-kind project development. We help established and emerging industrial companies improve the environmental and economic sustainability of their operations through technology and process innovation, renewable energy conversion, waste reduction and re-use, and greenhouse gas lifecycle impact reduction.

Sincerely,



Joelle Simonpietri  
President



1928 Republican Street Honolulu, HI 96819 Phone: (808) 845-9868 Fax: (808) 848-7848

Statement of  
Jimmy Chan  
Owner/General Manager  
Hawaiian Chip Company  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

Hawaiian Chip Company **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

The Hawaiian Chip Company depends on service from HTDC because Hawaii's resources are so limited. With HTDC's help the company was able to successfully pass the third-party audits necessary to do business with its larger wholesale accounts.

Thank you for the opportunity to offer these comments.



Adnoviv, Inc.  
2800 Woodlawn Dr. Suite 297  
Honolulu, HI 96822  
info@adnoviv.com  
www.adnoviv.com

Statement of  
**Natasa Petrovic, CFO**  
**Adnoviv, Inc.**  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020 2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

Adnoviv, Inc. supports HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation (HTDC).

I am the chief financial officer for Adnoviv, Inc., a Honolulu startup founded in 2013. Our company would not be here today if not for the help and support provided by the Hawaii Technology Development Corporation (HTDC). Through the HSBIR's Phase I and Phase II Matching Grants and the Manufacturing Assistance Program, we were able to bring our company from a mere idea to our current position as the startup with five employees and a fully developed product. With HSBIR funding, we expanded our workforce and supported our business operations while going through the product research and development phase. Through HTDC's Manufacturing Assistance Program, we were introduced to the vendor that now manufactures our product, TruePODS™ (True Presence Occupancy Detection Sensors).

At Adnoviv, we strongly believe that our company's success leads to the state of Hawaii's prosperous future as well. Our intelligent occupancy sensors have the potential to accelerate Hawaii's energy efficiency efforts and to be a crucial part of our state achieving its net zero energy goal by 2045. By financially supporting and promoting innovative companies like Adnoviv through programs such as HSBIR Matching Grants and Manufacturing Assistance Program, state of Hawaii is investing in its own future, while helping local companies train, employ and keep high quality workers. I can personally vouch that the support provided by the HTDC to the local businesses directly benefits Hawaii residents and the state's economy - my own job position was created only after HSBIR Phase II Matching Grant allowed for its funding. Through this form of support in the future, Adnoviv and many other local companies will benefit tremendously on their path to success.

On behalf of Adnoviv, Inc., I respectfully request that the committee approves HB2139, HD1.

Thank you for the opportunity to offer these comments.

Sincerely,

Natasa Petrovic, CFO  
Adnoviv, Inc.

**HB-2139-HD-1**

Submitted on: 3/11/2020 8:08:40 AM

Testimony for TEC on 3/12/2020 2:45:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Gerard Elmore	Testifying for NMG Network/ Ohina LLC	Support	No

Comments:



**Nalu Scientific**  
Data Acquisition Systems

Nalu Scientific, LLC  
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Phone: +1 (808) 913-1599  
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March 11th, 2020

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

**Senate Committee on Technology**

Thursday, March 12, 2020

2:45 p.m.

State Capitol, Conference Room 414

**In consideration of**

**HB2139, HD1**

**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

Nalu Scientific, LLC **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

Nalu Scientific was founded in 2015 to commercialize advanced microelectronics for the US Department of Energy and its national labs. Since then we have been receiving steady support from the DOE SBIR program and the matching program funded via the Hawaii Technology Development Corporation (HTDC) which has allowed us to grow to 12 full-time employees. We have plans to even grow further and continue to provide novel technological developments right here in the state of Hawaii.

We have benefited immensely from the matching funds grant program (HSBIR) administered through the Hawaii SBIR program of HTDC. Given the high cost of doing business in Hawaii and the high risk- high reward nature of our innovation, these matching funds and other services provided to us by HTDC have been essential in helping us finish Phase I projects in time and bring in Phase II follow-on funding. We have used HTDC's funds and services to recruit exceptional and creative talent locally who have helped us start new programs and even bring in more follow-on funding from the Federal Government. With our growth, we hope to be part of the start of a high technology jobs industry in Hawaii for the people of Hawaii.

To be more specific, for every dollar of matching funds that we have received, Nalu Scientific has attracted over 10 federal dollars in return to the state. 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. HTDC and Innovate Hawaii staff and management have been instrumental in opening doors to new businesses with the Federal Government for us. They foster strong local relationships while maintaining a healthy national contact base. Networking events, job fairs and workshops organized by HTDC have been pivotal for expanding our reach here in Hawaii and connecting with other local entrepreneurs.

We believe this program is an investment in the future of our state and we humbly ask that the state allocates more funding to the Hawaii Technology Development Corporation.

Thank you for the opportunity to offer these comments.

Isar Mostafanezhad, Ph.D, Founder and CEO at Nalu Scientific, LLC





HAWAII

(ISC)<sup>2</sup> HAWAII CHAPTER  
PO BOX 61837  
HONOLULU, HI 96839

ISC2CHAPTER-HI.ORG  
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Statement of  
**Victor Wolfe**  
**President**  
**(ISC)<sup>2</sup> Hawaii Chapter**  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020  
2:45pm  
State Capitol, Conference Room 414

In consideration of  
HB2139, HD1  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology,

(ISC)<sup>2</sup> Hawaii Chapter **supports** HB 2139, HD1 that appropriates funds to support the small business innovation, research, manufacturing assistance, and excelerator programs of the Hawaii Technology Development Corporation.

(ISC)<sup>2</sup> Hawaii Chapter is a non-profit, member association of over 100 information security leaders and community members from all over the state. We represent cybersecurity professionals who serve to protect Hawaii's energy, financial, health, education, and community resources.

Technology is central to ensuring Hawaii's economic growth and prosperity in today's fast-paced, global marketplace. Preserving research and innovation is key to ensuring quality technologies are developed and deployed and we believe this warrants funding support.

Thank you for your consideration of our testimony.

(ISC)<sup>2</sup> Official Chapter

Connect | Educate | Inspire | Secure

**LATE**

Statement of  
**James Freese**  
**Owner/Manager**  
**AkuShaper and Ai.Fish**  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020  
2:45 p.m.  
State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

AkuShaper LLC and Ai.Fish LLC strongly **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

For my two companies, HTDC has been a huge help in getting us interns and employees, educating us on how to get federal funds here locally and our all options related. With their help we have recently secured a \$300,000 grant to help the Hawaii Longline Fishing Industry identify fish in a system called Electronic Monitoring. We have expanded our Artificial Intelligence (Computer Vision) to perform work with UH (HIMB) and NOAA to identify different coral species and levels of bleaching. All of this interesting work would not have been catalyzed without the support we've received from all the helpful people at HTDC.

I strongly encourage the committee to support HTDC and bill HB2 139, HD1.

Thank you for the opportunity to offer these comments.



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@hawaii A row of social media icons including Instagram, Twitter, YouTube, LinkedIn, Facebook, Messenger, and Pinterest.

March 9, 2020

Aloha, Senator Jarrett Keohokalole, Chair; Senator J. Kalani English, Vice Chair; and members of the Senate Committee on Technology:

I am writing to express my **support** for HB2139 HD1 as it relates to the HTDC.

Specifically, I urge your committee to support the HTDC's important and valuable work in supporting small businesses through the SBIR program, supporting local manufacturers through the Manufacturing Assistance Program, and the fostering of new and innovative businesses through accelerator programs.

These programs have allowed Hawaii companies to grow both revenues and the local workforce in important industries that ultimately diversify the Hawaii economy beyond tourism and the military. Whether for economic security, sustainability, or local jobs and professional opportunities, this investment is both an important and valuable one in terms of the gains returned to the Aloha State.

Thank you for your consideration.

**03, 10, 2020**

Statement of  
**Gang-Ming Zou**  
**President**  
**Hawaii Gangze iNc**  
before the  
**Senate Committee on Technology**

Thursday, March 12, 2020

2:45 p.m.

State Capitol, Conference Room 414

In consideration of  
**HB2139, HD1**  
**RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Chair Keohokalole, Vice Chair English, and Members of the Committee on Technology.

Hawaii Gangze Inc **supports** HB2139, HD1 that appropriates funds to support the programs of the Hawaii Technology Development Corporation.

Hawaii Gangze Inc supports SB2500 that appropriates funds to the Hawaii Technology Development Corporation for the Small Business Innovation Research Program, Manufacturing Assistance Program, and Excelerator (Accelerator) Program.

We are a biotech company in Hawaii since 2013. Our major project is related to a new anti-cancer drug RnD. But we are lacking fund or capital for the RnD in biotech. So, it is important that Hawaii local government provide grant as seeding grant to support our company in technology development and new product RnD. I have MD and PhD degree, and over 30 years research experiences in academic institute, such as University of Chicago, Johns Hopkins University, and Shanghai Jiao Tong University. Because no fund for new drug RnD project in Hawaii, we then focused on edit and publish "American Journal of Translational Medicine" in Honolulu since 2017 and I am editor for this bio-medical journal. I also organized "International Conference of Translational Medicine in Hawaii in 2019 and 2020 >. These projects /activities were encouraged by Mr. Joe Burns, Director Hawaii SBDC, Oahu Center



Gang-Ming Zou, MD, PhD  
President for Hawaii Gangze Inc  
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**HB-2139-HD-1**

Submitted on: 3/10/2020 10:21:19 AM

Testimony for TEC on 3/12/2020 2:45:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Present at Hearing</b>
Van Malan	Individual	Support	No

Comments:

HTDC continues to do good work for the tech community in Hawaii as seen by the progress made with the Entrepreneurs Sandbox.