



DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

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MIKE MCCARTNEY
DIRECTOR

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Statement of
MIKE MCCARTNEY
Director

Department of Business, Economic Development, and Tourism
before the

SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT, AND TOURISM

Wednesday, April 14, 2021

3:00 PM

State Capitol, Conference Room 224

In consideration of

GM 800

**Submitting for consideration and confirmation to the Board of Directors of the
Hawai'i Tourism Authority,
Gubernatorial Nominee, DYLAN CHING,
for a term to expire at noon on 06-30-24.**

Chair Wakai, Vice Chair Miscalucha and members of the Committee.

I am writing in **strong support** of Dylan Ching, to serve on the Board of Directors of the Hawai'i Tourism Authority (HTA). Dylan has been working in the hospitality industry for over 28 years, most recently as the Vice-President of Operations of TS Restaurants on O'ahu and Kaua'i, which includes one of the most iconic restaurants on Waikīkī Beach. Being on the board of the Waikīkī Community Center Board, Waikīkī Improvement District Board, Waikīkī Beach Special Improvement District Association Board and working amongst residents and visitors affords him to feel the pulse of Waikīkī Beach, the heart of the visitor industry for the State of Hawai'i. Dylan's first hand experiences will be a great asset to the HTA Board.

I strongly support the confirmation of Gubernatorial Nominee, Dylan Ching, to serve on the Board of Directors of the Hawai'i Tourism Authority. Thank you for the opportunity to submit testimony.



BOYS & GIRLS CLUB
OF HAWAII

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President & CEO
Paddy Kauhane



April 10, 2021

Committee on Energy, Economic Development, and Tourism
Senator Glenn Wakai, Chair
Senator Bennett E. Misalucha, Vice Chair

RE: GM 800 Relating to Nomination of DYLAN CHING for the Board of Directors of the Hawaii Tourism Authority – **IN SUPPORT**

Hearing Date: Wednesday, April 14, 2021, 3:00pm, Room 224

Aloha Chair Wakai, Vice Chair Misalucha and Members of the Committee,

I am honored to submit **testimony in support of Mr. Dylan Ching's** appointment to the Hawaii Tourism Authority Board of Directors.

As a corporate partner of Boys & Girls Club of Hawaii through his employer, TS Restaurants, Dylan is a longtime advocate of positive youth development and has worked tirelessly to bridge the opportunity gaps for over 14,000 youth on Oahu and Kauai.

For the past year, as a valued and respected member of the Boys & Girls Club of Hawaii Corporate Board, Dylan has increased partnerships, resources and relationships to further our mission and build capacity, even through a worldwide pandemic.

Dylan also led initiatives to feed our youth and communities through Boys & Girls Club clubhouses, community food distributions and fundraising events, which provided meals to those who were struggling and at the same time provided much needed business and revenue to local restaurants.

Aloha is the foundation of all that Dylan does; he understands implicitly how to bring people and organizations together for a common good and how to leverage resources to further a mission. Born and raised in Hawaii, Dylan is a local man who honors the culture of Hawaii and has dedicated his life to creating a healthy ecosystem which connects residents, communities, business and visitors through delicious and memorable food and cultural experiences.

Mahalo for this opportunity to provide testimony in support of Mr. Dylan Ching.

Yours truly,

Paddy Kauhane
President & CEO
Boys & Girls Club of Hawaii



HAWAI'I LODGING & TOURISM
A S S O C I A T I O N

Testimony of
Mufi Hannemann
President & CEO
Hawai'i Lodging & Tourism Association

Senate Committee on Energy, Economic Development, & Tourism
Governor's Message Number 800

Chair Wakai and members of the Committee, mahalo for the opportunity to submit testimony on behalf of the Hawai'i Lodging & Tourism Association, the state's largest private sector visitor industry organization.

The Hawai'i Lodging & Tourism Association—nearly 700 members strong, representing more than 50,000 hotel rooms and nearly 40,000 lodging workers—advocates for a local tourism industry that is impressive in its depth and breadth. As the tourism economy looks to continue on its path to recovery, it is critical that the Hawai'i Tourism Authority's Board of Directors matches this diversity and that voices from all corners of our industry are present.

Dylan Ching is the current vice president of operations for T S Restaurants with oversight of O'ahu and Kaua'i. T S Restaurants, which manages locations like Leilani's and Kimo's on Maui, Keoki's on Kaua'i, and storied eateries like Duke's Waikiki, is a longtime HLTA member, and we have been fortunate to work closely with Dylan in this regard. After observing his leadership skills in this capacity, I tapped him to start HLTA's newest standing committee which focuses on the intersection of tourism, the restaurant industry, and agriculture. In just a few short months, Dylan and his fellow committee members have already hosted two outstanding webinars, and we are excited to see how the committee continues to grow.

On a personal note, Dylan was an exemplary member of his Pacific Century Fellows cohort. The PCF program was created to bring together and groom the next generation of our community's leaders. He is well-equipped to represent the interests of the tourism industry and the greater community and, should he be confirmed, will be a positive force on HTA's Board of Directors.

For these reasons, HLTA supports Governor's Message Number 800.

Thank you for the opportunity to offer this testimony.



April 12, 2021

To: The Honorable Glenn Wakai, Chair
The Honorable Bennette E. Misalucha, Vice Chair and
Members of the Senate Committee on Energy, Economic Development, and
Tourism

From: Caroline Hayashi, President
Waikiki Community Center

RE: **GM800** - Consideration and Confirmation to the Board of Directors of the Hawai'i
Tourism Authority, Gubernatorial Nominee, DYLAN CHING

I would like to express my strong support for the consideration and confirmation of Gubernatorial Nominee, **Dylan Ching**, to the Board of Directors of the Hawai'i Tourism Authority.

Mr. Ching is not only a well-regarded leader in the state's business community, but he is also deeply committed to the betterment of Hawai'i as a whole. Mr. Ching has been a volunteer on Waikiki Community Center's (WCC) Board of Directors for the past seven years. WCC has been an integral part of our community for more than 40 years, serving our kupuna, keiki and community in need. He joined the board during a critical time for WCC and was part of a volunteer leadership team of professionals that helped ensure the future of the Center at a time when it was in doubt.

Mr. Ching continues to be an active, critical member of the board that has enabled WCC to ramp up support for both emergency and ongoing services for our kupuna, young children and struggling visitor industry workers during the pandemic. He has helped forge strategic partnerships and implement creative solutions that both met critical community needs and provided some support for our businesses in a challenging economic environment.

I urge you to confirm Mr. Ching as a board member of the Hawai'i Tourism Authority, where he can bring not only his extensive expertise within the visitor industry, but also his heart for our communities and life-long commitment to a thriving Hawai'i.

Thank you for the opportunity to submit this testimony.

GM-800

Submitted on: 4/12/2021 11:38:05 AM

Testimony for EET on 4/14/2021 3:00:00 PM

| Submitted By | Organization | Testifier Position | Present at Hearing |
|---------------------|---------------------|---------------------------|---------------------------|
| Billy Pieper | Individual | Support | No |

Comments:

It is an honor and privilege for me to offer a letter of support in behalf of Dylan Ching for appointment to the Hawaii Tourism Authority's (HTA) Board of Directors.

Professionally, I currently serve as the Director of Strategic Partnerships for American Savings Bank. I am also active in our local community serving on the boards of Iolani Palace, Boys and Girls Club of Hawaii, Pacific Islanders in Communication, Positive Coaching Alliance and also as a high school baseball coach. As a result of these unique roles, I have the occasion to interface with literally hundreds of people across the state and beyond on a regular basis. Through all of my interactions I can say that if I was to hand-pick a team of people to work with on a daily basis, Dylan would be my top pick. Allow me to explain why.

I have known Dylan for over 25 years and regard him as one of my very best friends. He has succeeded in all that he has done in life. He was an all-state football and baseball player at Kamehameha and then went on to become an all-conference, record-setting wide receiver at University of San Diego. He capped his athletic career by playing professionally in the Canadian Football League. When he returned home, he turned his success on the field to success in the board room by working up the ranks in the TS Restaurants Corporation where he is currently the executive in charge of the organization's most profitable region. Perhaps most importantly for me though is how he has succeeded in his commitment to friends, family, and his home. He has a beautiful family who always manages to trump the demands of the outside world and a host of friends who would do nearly anything for him. Furthermore, he loves this place and has an unwavering commitment to making Hawaii the very best that she can be. Dylan holds himself to the highest expectations and any organization would benefit from his goal orientation and achievement drive. Our friendship aside, Dylan is a winner.

Dylan also has a unique blend of innate and learned leadership skills. He regularly emerges as the leader in whatever setting he is in. Whether it is at work, the CrossFit Gym, or in the backyard at a family potluck, Dylan brings his distinctive leadership style to the situation. He has a heart at peace and treats others around him with respect and dignity. People respond to that ethic by wanting to follow him and be like him. He understands that the shelf life of his influence on others rests squarely on how consistently he lives out what he says. He not only talks the talk but he punctuates

what he says with action. He leads by relationship not by title. Dylan Ching is a leader, plain and simple.

Lastly and perhaps most importantly for me, Dylan does not place his ego or selfish desires above his commitment to doing what is right. In other words, he puts others' interests above his own. This is a rare quality indeed. Principles like humility, respect, relationships, loyalty, integrity, servant leadership, empathy and love are more important to him than being recognized or rewarded. Thanks to his strong upbringing, his root system is deep and that is evidenced by his track record of doing the right thing even when no one is watching. This is the hallmark of great people and I can, without hesitation, affirm for you that Dylan is a great person.

I highly recommend Dylan Ching for appointment to the HTA Board of Directors. He has a track record of success, strong leadership abilities, and is one of the best human beings I know. If you should have any further questions please do not hesitate to contact me at bpieper@asbhawaii.com or (808) 561-8139.

Aloha nui,

Billy Pieper
Senior Vice President
Director of Strategic Partnerships
American Savings Bank



April 12, 2021

Dear Members of the Senate,

Over the last 23 years, I have had the responsibility of managing and leasing the retail and restaurant spaces owned and operated by Outrigger Hospitality Group. Of the 20+ restaurants located within our portfolio, TS Restaurants stands out as one of the most authentic, responsible, professionally operated and community-minded restaurants I have worked with in my 35+ year career in Hawaii. I attribute much of the success of TS Restaurants to Dylan Ching who oversees the Hawaii restaurants. In his leadership capacity, Dylan has shown his strength in leading a workforce of more than a staff of 500, assuring best practices are in place and growing Duke's Waikiki and Hula Grill to be some of the highest performing and popular restaurants in Hawaii for both visitors and local residents.

Dylan has the highest level of integrity and he takes the time and initiative to listen and learn from both sides of any issue. It comes as no surprise that Dylan has risen to be a leader at TS and in the restaurant and hospitality community. He is fair, highly regarded by his peers and co-workers and diligent to do whatever it takes to achieve the best results for all parties. I can think of no other person who lives and shares the Aloha spirit more than Dylan Ching.

I have also had the pleasure of working with Dylan on the Board of Directors for the Waikiki Community Center and he has stepped up to volunteer and provide meals and services to our kupuna and keiki in the community especially during this last year when many families were severely impacted by the COVID pandemic. When a need arises, Dylan is there to help.

Dylan is a committed, willing and collaborative leader who will be a tremendous addition to the board of the Hawaii Tourism Authority.

Without hesitation, I highly recommend the Senate's approval of Dylan Ching as a HTA board member.

With aloha,

A handwritten signature in black ink that reads "Barbara A. Campbell". The signature is written in a cursive style.

Barbara A. Campbell
VP-Retail & Property Management
Outrigger Hospitality Group

GM-800

Submitted on: 4/13/2021 2:23:46 PM

Testimony for EET on 4/14/2021 3:00:00 PM

| Submitted By | Organization | Testifier Position | Present at Hearing |
|---------------------|---------------------|---------------------------|---------------------------|
| MaryLou Foley | Individual | Support | No |

Comments:

I strongly support Dylan Ching for a Board of Directors position on the Hawaii Tourism Authority.

As a Regional Vice President with T S Restaurants- Dylan oversees Dukes Waikiki and 3 other restaurants on Oahu and Kauai with close working relationships with the 4 T S restaurants on Maui. He is knowledgeable about the visitor industry, distribution network and more importantly, an active member of the community at large. He is on the boards of the Bishop Museum Association Council, Boys & Girls Club and supportive of Waikiki Community Center, Lunalilo Home and other community organizations.

Dylan would be a great asset to Hawaii Tourism Authority with his multifaceted grass roots involvement on a number of islands.

LATE

GM-800

Submitted on: 4/13/2021 3:22:35 PM
Testimony for EET on 4/14/2021 3:00:00 PM

| Submitted By | Organization | Testifier Position | Present at Hearing |
|-----------------|--------------|--------------------|--------------------|
| Brandon Barbour | Individual | Support | No |

Comments:

I have known Dylan Ching for numerous years, both on a professional and personal level. His commitment to his business, employees, community, our island home, and his family are evident in his every action.

In reviewing his nomination to the Board of Directors of the Hawai'i Tourism Authority, I ask that you consider Dylan's service. While strengthening the TS Restaurants brand and ensuring the success of a local business, Dylan has sought out every opportunity to expand both his company's and his individual ability to lift the surrounding community. Under Dylan's leadership, TS Restaurants has supported numerous community programs and initiatives, from keiki and kupuna programs at Waikiki Community Center, to suicide prevention through the Suicide Prevention Foundation. Dylan believes that a strong community built on compassion and service, available to all, is the preeminent expression of aloha.

As a young leader in the food and beverage industry, Dylan will provide HTA with a unique and nuanced perspective that will support HTA's efforts to promote our islands, manage our resources, and strengthen the Hawaiian culture. I wholeheartedly support the nomination of Dylan Ching to the Board of Directors of the Hawai'i Tourism Authority and implore you to vote in the affirmative.