



Written Statement of  
**Len Higashi**  
Executive Director  
Hawaii Technology Development Corporation  
before the  
**Senate Committee on Energy, Economic Development and Tourism**

Tuesday, April 18, 2023  
10:00 a.m.  
Conference Room 225 & Videoconference

In consideration of  
**GM638**  
**Submitting for consideration and confirmation to the Hawai'i Technology Development Corporation, Gubernatorial Nominee, MATTHEW SULLIVAN, for a term to expire 06-30-2027.**

Chair DeCoite, Vice Chair Wakai, and Members of the Committee.

I am pleased to have this opportunity to **support** the confirmation of Matthew Sullivan to the board of the Hawai'i Technology Development Corporation. I first started working with Mr. Sullivan in 2022. Mr. Sullivan has a strong professional background in tech entrepreneurship and product development. He also has experience working locally in technology and understands the Hawai'i research and development landscape. Mr. Sullivan is thoughtful, educated, and excited to move the innovation ecosystem forward. I am confident that he will add value to the HTDC board.

Thank you for the opportunity to submit comments and I encourage your favorable vote on his behalf.



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

Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

Tuesday, April 18, 2023  
10:00 a.m.  
State Capitol, Conference Room 225 & Videoconference

**In Support of the Nomination of**  
**MATTHEW SULLIVAN**

**As Board Member of the**  
**Hawaii Technology Development Corporation**  
**(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair and Members of the Senate Committee

From: Dr. Patrick K. Sullivan, Oceanit, CEO & Founder

Re: **Testimony in Support of GM 638**

Honorable Chair, Vice Chair and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of Board of Directors for the Hawaii Technology Development Corporation (HTDC).

Matthew has been in and around technology and economic development his entire career, including founding a start-up, raising capital, building a product and team, etc. Matthew grew up in Hawaii and acquired a great education (B.A., Physics and Economics from Middlebury College and M.S. from the Stanford Hasso Plattner Institute of Design (d.school), Stanford University). He also has extensive experience commercializing various technologies at Oceanit, developing business relationships across the world.

His background and experience will be a strong asset to HTDC's Board of Directors and the State of Hawaii.

I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

Written Statement of  
***Jimmie Harris***  
***COO, Pilina Education Alliance***

Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

Tuesday, April 18, 2023  
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**In Support of the Nomination of  
MATTHEW SULLIVAN**

**As Board Member of the  
Hawaii Technology Development Corporation  
(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair, and Members of the Senate Committee

From: *Jimmie Harris, COO of Pilina Education Alliance, LLC*  
Re: **Testimony in Support of GM 638**

Honorable Chair, Vice Chair, and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of the Board of Directors for the Hawaii Technology Development Corporation (HTDC).

The nature of work in Hawai'i has changed drastically in the past few years. No longer are we limited by geographical boundaries, time zones, and conventional experiences. Instead, we have all been propelled into uncharted territory where Zoom difficulties, pajama meetings, and flexible schedules are the new normal. With such drastic change comes the incredible opportunity to revitalize Hawaii's workforce and create a leading model for a diverse, thriving, innovative tech sector. Working with students, I've seen how we prepare them to be leaders and trailblazers in their fields; students are eager to learn new skills that will help them solve the pressing problems of our world. However, without a robust local economy supporting future jobs, we'll continue to see our students be forced to flee their homes for rosier prospects on the mainland. I believe the Hawaii Technology Development Corporation would benefit significantly from Matthew's support as a board member who can help navigate our current economy.

Matthew has shown across his career that he can bring successful innovation to organizations at scale. At Oceanit, he has been working towards a new future since 2017. As the Director of Product, he is at the forefront of leveraging Hawaii's talent to bring new industries and innovative products to Hawaii. Under his guidance, Oceanit has launched game-changing efforts such as the FDA-approved ASSURE-100 rapid COVID

tests, the next-generation abrasive blast nozzle Blast Ninja, and many more. Through it all, he's coached up a team of co-workers who now have the capacity to continue delivering novel ideas and reinvesting in Hawaii. Matt has a proven track record of combining his extensive knowledge of tech entrepreneurship, Design Thinking, and his local roots to imagine a new future and inspire others to do the same.

I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

Sincerely,

Jimmie Harris

Written Statement of  
**Susan Yamada**  
**Board Chair, Pacific Asian Center for Entrepreneurship**  
**Shidler College of Business, University of Hawaii**

Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

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**In Support of the Nomination of**  
**MATTHEW SULLIVAN**

**As Board Member of the**  
**Hawaii Technology Development Corporation**  
**(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair and Members of the Senate Committee

From: Susan Yamada, Board Chair, Pacific Asian Center for Entrepreneurship

Re: **Testimony in Support of GM 638**

Honorable Chair DeCoite, Vice Chair Wakai and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of the Board of Directors for the Hawaii Technology Development Corporation (HTDC).

In February 2020, the Hawaii State economy was experiencing strong economic growth led by a thriving tourism industry. The unemployment rate was under 3% and visitor counts were never higher. With the onset of the global Covid pandemic and its restrictions, hotel occupancy plummeted leaving hotel rooms vacant and Kalakaua Avenue deserted with one in five workers unemployed by March 2020. It's clear the Hawaiian economy lives and dies with the tourism industry.

For decades, we have discussed the importance of diversification of the local economy and the attraction of the technology industry with its high paying jobs, flexible work hours and locations, and most importantly as a means to stop the "brain drain."

Over the past 20+ years, progress has been achieved, but more needs to be done. Understanding and supporting the efforts being made by both the private and public sector are keys to long-term success. The establishment of the HTDC has been a consistent presence in the growth of the high tech industry in Hawaii. It's important for their work to continue.

I support Matthew Sullivan's HTDC board participation because we need his perspectives on the intricacies of real-world, tech industry startups. Through my experience, reading, talking, or

even investing in startups are a far cry from actually running a startup. The live or fail nature of decisions and deals, shortage of monetary and human capital take on another dimension.

Additionally, Matt has received training at the Stanford University's Design School. The D-school led the charge in rethinking how product development is executed and how new businesses are created. A leaner and more nimble model is now the norm--a model that would work well in Hawaii.

Matt is also the son of Patrick and Jan Sullivan, founders of Oceanit. Both have been dedicated to building the startup ecosystem in Hawaii for decades and have also served tirelessly on impactful projects and institutions to promote innovation in education and in our local business community. I'm heartened to see this next generation taking the baton to move our tech industry forward.

For these reasons, I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

Sincerely,

Susan Yamada

Syamada37@gmail.com

Written Statement of  
**LANDEN BUCKLEY**

Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

Tuesday, April 18, 2023  
10:00 a.m.  
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**In Support of the Nomination of  
MATTHEW SULLIVAN**

**As Board Member of the  
Hawaii Technology Development Corporation  
(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair and Members of the Senate Committee

From: Landen Buckley, Technology Founder and Advisor

Re: **Testimony in Support of GM 638**

Honorable Chair, Vice Chair and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of Board of Directors for the Hawaii Technology Development Corporation (HTDC).

While my career has been focused on founding, operating, and advising software companies on the mainland, I grew up in Hawai'i and still feel strong ties to the local community. I am deeply invested in seeing HTDC further its mission of fostering technological innovation and diversifying the state economy.

I have had the pleasure of working with Matthew on several technology projects spanning nearly a decade. Matthew's expertise and leadership would be invaluable to HTDC as it works to accelerate the growth of Hawaii's high technology industry. As a startup founder himself, Matthew brings to the board deep knowledge of the technology startup lifecycle and a strong desire to create an environment for technology and entrepreneurship to flourish in Hawai'i. He's a very capable collaborator and problem solver with direct technology experience, which makes him a great addition to the board.

I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

**GM-638**

Submitted on: 4/16/2023 2:38:01 PM

Testimony for EET on 4/18/2023 10:00:00 AM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Testify</b>
Judi Morris	Individual	Support	Written Testimony Only

Comments:

I SUPPORT the nomination of Matthew Sullivan as a Member of the Board of Directors for HTDC. Mr. Sullivan is a graduate of the d.school at Stanford University. His experience as an entrepeunure and co-founder of a Start-up in San Francisco will be an assest to the current Board of Dirctors of HTDC.

I am in STRONG SUPPORT of Matthew Sullivan.



Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

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**In Support of the Nomination of  
MATTHEW SULLIVAN**

**As Board Member of the  
Hawaii Technology Development Corporation  
(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair and Members of the Senate Committee

From: Keone J Nakoa

**Re: Testimony in Support of GM 638**

Honorable Chair, Vice Chair and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of the Board of Directors for the Hawaii Technology Development Corporation (HTDC).

As you well know the State of Hawai'i needs new ways to diversify our economy to make it more robust following the vulnerabilities seen during COVID and the years that followed. Further, with the ever advancing capabilities of today's technology and a shrinking, more connected world, there are expansive opportunities for the State if we are able to cultivate and develop support for tech jobs in a deliberate and informed way.

As a successful entrepreneur in tech and a committed member of the Hawaii tech and business communities, Matt would be an excellent member of the HTDC Board of Directors to do exactly those things. Matt's breadth of hands-on experience, dedication to mentorship and to developing a new and sustainable economy in Hawaii will serve the State well in the leadership of HTDC.

I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

Sincerely,

Keone J Nakoa

Written Statement of  
**Jonathan Kim**  
**VP of Climate Impact, Terraformation**

Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

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**In Support of the Nomination of  
MATTHEW SULLIVAN**

**As Board Member of the  
Hawaii Technology Development Corporation  
(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair and Members of the Senate Committee

From: *Jonathan Kim, VP of Climate Impact, Terraformation*

Re: **Testimony in Support of GM 638**

Honorable Chair, Vice Chair and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of the Board of Directors for the Hawaii Technology Development Corporation (HTDC).

The mission of the HTDC is more important now than ever. In just the last year we've seen incredible leaps in technology that, coupled with the move toward remote work, provide Hawai'i with the ingredients needed to finally develop a core tech community.

It's because of this opportunity that we need our most exceptional leaders at the helm, and Matthew is one of those rare people. Matthew brings the exact experience and background that our Hawai'i students and transitioning tech workers aspire to follow. His childhood here has given him a genuine appreciation for Hawai'i, and his proven ability to compete among the best in Silicon Valley taught him invaluable, versatile skills.

It is exactly those kinds of experiences that we must seek to replant and nurture here in Hawai'i, and I cannot think of someone better suited to lead us in that endeavor than Matthew.

I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

Sincerely,  
Jonathan Kim

Written Statement of  
***Sarah Nam***

Before the  
**SENATE COMMITTEE ON ENERGY, ECONOMIC DEVELOPMENT AND TOURISM**

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**In Support of the Nomination of  
MATTHEW SULLIVAN**

**As Board Member of the  
Hawaii Technology Development Corporation  
(GM 638)**

To: Senator Lynn DeCoite, Chair, Senator Glenn Wakai, Vice Chair and Members of the Senate Committee

From: *Sarah Nam*

Re: **Testimony in Support of GM 638**

Honorable Chair, Vice Chair and Committee Members:

I am writing to express my strong support for the nomination of Matthew Sullivan to serve as a Member of the Board of Directors for the Hawaii Technology Development Corporation (HTDC).

I am in support of diversifying the economy in Hawaii by developing a flourishing technology industry that fosters innovation and provides quality jobs for Hawaii residents. HTDC serves in an important role by providing capital, building infrastructure and developing talent in Hawaii's tech sector.

I believe that Matthew Sullivan's educational and professional experiences position him well to serve on the board of HTDC. Matthew has wide-ranging experiences in tech, including at Oceanit, IDEO, and Storytree. He also served as an adjunct professor at Stanford, where he received his graduate education.

I sincerely request your support in confirming Matthew Sullivan as a Member of the Board of Directors of HTDC.

Thank you for your consideration.

Sincerely,

Sarah Nam

**GM-638**

Submitted on: 4/10/2023 3:53:37 PM

Testimony for EET on 4/18/2023 10:00:00 AM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Testify</b>
Gerard Silva	Individual	Oppose	Written Testimony Only

Comments:

NO