



Written Statement of
Sandi Kanemori
Interim Executive Director
Hawai'i Technology Development Corporation
before the
Senate Committee on Economic Development and Tourism
Tuesday, March 18, 2025
1:02 p.m.
Conference Room 229 & Videoconference
In consideration of
HB454 HD2
RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION.

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

The Hawai'i Technology Development Corporation (HTDC) strongly supports HB454 HD2, which provides funding for awards aimed at supporting businesses in applying to the Accelerator and Small Business Training Program, the Small Business Innovation Research Grant Program, and the Manufacturing Assistance Program. HTDC remains strongly committed to initiatives that drive economic diversification, sustainable development, technological innovation, and business growth for the State of Hawaii. These efforts play a crucial role in ensuring economic stability for Hawaii's small to medium-sized technology R&D, and manufacturing companies.

Small Business Innovation Research Program (HSBIR)

HTDC has been providing Phase I matching grants to Small Business Innovation Research (SBIR) awarded companies since 1989 and started awarding Phase II and Phase III matching grants in FY16. A summary of the Phase II/III awards made by the matching grant program is listed below:

	FY16	FY17	FY18	FY19	FY20	FY21/22	FY23	FY24
Appropriation	\$2MM	\$2MM	\$1MM	\$1.5MM	\$1MM		\$1.5MM	\$2MM
# of Applications	11	9	9	12	16		26	33
# of Awards	7	8	5	6	14		20	28
\$\$ Awarded	\$2MM	\$1.9MM	\$900K	\$1.4MM	\$900K		\$1.4MM	\$1.9MM
Federal SBIR \$\$ Match	\$7.9MM	\$10.9MM	\$8.0MM	\$11MM	\$53MM		\$20MM	\$31MM
Estimated New Jobs	17	70	15	135	509		243	335

The data indicates a consistent upward trend in the Federal funding awarded to the industry annually. Federal SBIR funds are highly competitive, with a fixed budget allocated each year. Consequently, the industry is securing federal funds for Hawai'i that might otherwise be awarded to companies in other states. Each year, the number of qualified applicants exceeds the





available funding. Since the Phase II/III program's inception in FY16, no applicant has received the full eligible amount. Over time, this program is expected to produce similar success metrics as the Phase I matching program.

Manufacturing Development Program (MAP)

HTDC has been providing MAP matching grants to manufacturers since FY16. A summary of the awards made by the matching grant program is listed below:

	FY16	FY17	FY18	FY19	FY20	FY21/22	FY23	FY24
Appropriation	\$2MM	\$1MM	\$1MM	\$1MM	\$500K		\$1MM	\$2MM
# of Applications	82	42	51	69	45		86	69
# of Awards	51	25	29	37	18		69	62
\$\$ Awarded	\$2MM	\$932K	\$931K	\$899K	\$486K		\$1MM	\$1.7MM
Company Investment	\$31MM	\$5.5MM	\$13.6MM	\$13.4MM	\$9.0MM		\$25MM	\$95MM
Estimated New Jobs		353	230	465	281		419	895

Every year, there have been more qualified applicants than available funds. The funding awarded to companies provides a partial reimbursement (20%) for equipment upgrades and other eligible expenses. Through our federally funded INNOVATE Hawai'i program, HTDC provides wrap-around support services for the matching grants to help Hawai'i manufacturers become more globally competitive.

Hawai'i manufacturers play an important role in our economy, for food-security, sustainability, resilience initiatives, and is an important driver for innovation. The bill aims to increase workforce productivity and wages by expanding the definition of skilled workforce training as an eligible expense for the MAP Grant program.

Accelerator / Small Business Training Program

HTDC has been providing Accelerator and Small Business Training funds since 2018. Funds are to support local Accelerators and Small Business Training Program as a catalyst for economic development, to development new companies within industry sectors that aligned with HTDC Programs and Priorities.

	FY24	FY25
Appropriation	\$2MM	\$1MM
# of Applications	13	15
# First Time Applicants	3	7
# of Awards	9	tbd
\$\$ Awarded	\$1.9MM	tbd
# of Companies Supported	450+	201+
Estimated New Jobs	900+	tbd





Hawai'i Technology Development Corporation

521 Ala Moana Blvd, Ste 255
Honolulu, Hawaii 96813

808-539-3806

www.htdc.org

JOSH GREEN M.D

GOVERNOR

SYLVIA LUKE

LT. GOVERNOR

Funding is used by Accelerators and Small Business Training Programs to support operating costs, not used to invest in cohort companies.

HTDC strongly believes that these essential grant programs are vital in maximizing resources and driving positive economic growth across the State of Hawaii. They pave the way for job creation, sustainable development, and the cultivation of a more robust and diversified economy for Hawaii. We appreciate your thoughtful consideration in supporting this bill.





holomua

COLLABORATIVE

OUR MISSION

To support and advance public policies that make Hawai'i affordable for all working families.

OUR VISION

Collaborative, sustainable, and evidence-based public policies that create a diverse and sustainable Hawai'i economy, an abundance of quality job opportunities, and a future where all working families living in Hawai'i can thrive.

BOARD MEMBERS

Jason Fujimoto
Meli James, *Board Chair*
Micah Kāne
Brandon Kurisu
Brad Nicolai
Mike Pietsch
Sunshine Topping

ADVISORY COMMITTEE

Josh Feldman
Brittany Heyd
Alicia Moy
Ed Schultz

Josh Wisch
President & Executive Director

827 Fort Street Mall, 2nd Floor
Honolulu, Hawaii 96813

+1 (808) 542-4089
info@holomuacollaborative.org

HolomuaCollaborative.org

Page 1 of 2

Committee: Senate Committee on Economic Development and Tourism

Bill Number: HB 454 HD2, Relating to the Hawai'i Technology Development Corporation

Hearing Date and Time: March 18, 2025 at 1:02pm (Room 229)

Re: Testimony of Holomua Collaborative in support

Aloha Chair DeCoite, Vice Chair Wakai, and Committee Members:

We write in support of House Bill 454 HD2, Relating to the Hawai'i Technology Development Corporation (HTDC). The purposes of HB 454 HD2 are to establish state goals related to economic diversification fueled by innovation and technology, and to appropriate funds to HTDC to implement specific programs that address these goals.

Holomua supports initiatives that help keep all local working families in Hawai'i by addressing issues of affordability. We are especially interested in fostering cross-sector collaboration and supporting policies that are evidence-based.

In order for Hawai'i to be affordable for local working families, we must ensure our local business community (including entrepreneurs looking to start new businesses) is provided with the opportunities necessary to expand and succeed in an uncertain economy. Only 21% of respondents in a recent survey of 1500 local residents agree that "Hawai'i is a good place to do business." This statement also shows a high percentage of disagreement, with 43 percent *disagreeing* that Hawai'i is a good place to do business.¹ Clearly, we must do better, and this bill is an important part of that.

Economic diversification is crucial for Hawai'i due to its reliance on a few industries, particularly tourism, which makes the state vulnerable to economic shocks. As of 2022, tourism accounts for approximately 17.7% of Hawaii's gross domestic product.² This overdependence on a single sector exposes Hawai'i to risks such as global economic downturns, natural disasters, and pandemics, as seen during the COVID-19 crisis when tourism plummeted, causing economic contraction. Diversifying the economy across various sectors can help stabilize the state's revenue streams and create a more resilient economic framework.

This bill aims to establish a framework—and to finance that framework—to accelerate economic diversification by building upon HTDC core programs that have already proven successful in helping local businesses thrive.

Diversifying Hawaii's economy to include participation in the digital economy, strengthened trade activities, and an increase in activity to reduce and mitigate climate change could create new opportunities in both the domestic and international markets. By fostering growth in sectors like technology, agriculture, and clean energy,

¹ 2024 *Affordability Survey*, Holomua Collective.

² *Tourism and Hawaii Economy*, DBEDT Research Division, July 2024.



Page 2 of 2

Hawai'i can develop a more resilient and balanced economy that is less dependent on tourism.

We urge you to support HB 454 HD2.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Josh Wisch', is written over a light blue horizontal line.

Josh Wisch
President & Executive Director

**Testimony to the Senate Committee on Economic Development and Tourism
Senator Lynn DeCoite, Chair
Senator Glenn Wakai, Vice Chair**

**Tuesday, March 18, 2025, at 1:02PM
Conference Room 229 & Videoconference**

RE: HB454 HD2 Relating to the Hawaii Technology Development Corporation

Aloha e Chair DeCoite, Vice Chair Wakai, and Members of the Committee:

My name is Sherry Menor, President and CEO of the Chamber of Commerce Hawaii ("The Chamber"). The Chamber supports House Bill 454 House Draft 2 (HB454 HD2), which establishes state goals related to economic diversification. Appropriates funds to the Hawai'i Technology and Development Corporation to meet those goals. Requires the Hawai'i Technology Development Corporation to submit annual reports over three years to the legislature.

HB454 HD2 aligns with our 2030 Blueprint for Hawaii: An Economic Action Plan, specifically under the policy pillar for Small Business. This bill promotes policies that drive economic growth, enhance workforce opportunities, and improve the quality of life for Hawaii's residents.

There is a strong need to bolster business innovation and economic development in Hawaii through goal-oriented programs under the Hawaii Technology Development Corporation (HTDC), including the Hawaii Small Business Innovation Research Program, the Manufacturing Assistance Program, and Accelerator programs. This legislation focuses on four key targets for economic growth—digital economy, strengthened trade activities, climate change mitigation, and import replacement—to diversify Hawaii's economy and reduce reliance on external resources. By appropriating funds to programs such as small business innovation research, manufacturing assistance, and accelerator initiatives, the legislature seeks to build a knowledge-based economy that nurtures emerging sectors, reduces climate impact, and increases local self-sufficiency.

HTDC would use these appropriations to work alongside other state or county agencies to implement and measure the effectiveness of these goals, including producing annual reports over a three-year period. By aligning targeted programs with forward-thinking economic strategies, the legislation aims to foster a more resilient, innovative, and diverse economy. The Chamber supports this measure because it strengthens local businesses, encourages technological advancement, and positions Hawaii for long-term economic prosperity.

The Chamber of Commerce Hawaii is the state's leading business advocacy organization, dedicated to improving Hawaii's economy and securing Hawaii's future for growth and opportunity. Our mission is to foster a vibrant economic climate. As such, we support initiatives and policies that align with the 2030 Blueprint for Hawaii that create opportunities to strengthen overall competitiveness, improve the quantity and skills of available workforce, diversify the economy, and build greater local wealth.

We respectfully ask to pass House Bill 454 House Draft 2. Thank you for the opportunity to testify.



P.O. Box 253, Kunia, Hawai'i 96759
Phone: (808) 848-2074; Fax: (808) 848-1921
e-mail info@hfbf.org; www.hfbf.org

March 18, 2025

HEARING BEFORE THE
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM

TESTIMONY ON HB 454, HD2
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Conference Room 229 & Videoconference
1:02 PM

Aloha Chair DeCoite, Vice-Chair Wakai, and Members of the Committee:

I am Brian Miyamoto, Executive Director of the Hawai'i Farm Bureau (HFB). Organized since 1948, the HFB is comprised of 1,800 farm family members statewide and serves as Hawai'i's voice of agriculture to protect, advocate, and advance the social, economic, and educational interests of our diverse agricultural community.

The Hawai'i Farm Bureau supports HB 454, HD2, which establishes a public policy framework that addresses state goals related to economic diversification and appropriates funds to the Hawai'i Technology and Development Corporation to implement specific programs that meet these goals.

As expenses rise, increasing revenues and profits are critical to the continued viability of farms and ranches. Farmers can do this by "adding value" to raw agricultural crops. Currently, off-grade and excess production is sometimes wasted due to market conditions. Converting them into value-added products will increase farm revenue and provide new business opportunities, increase employment opportunities, and address Hawai'i's goals of increased self-sufficiency and sustainability.

High production costs are a major driver of narrow profit margins for Hawai'i's farmers and value-added food producers. Labor, taxes, lease rents, transportation, utilities, and supplies are all business costs that often result in value-added food producers just breaking even.

Hawai'i is potentially losing millions of dollars because of the cost of processing agricultural crops into value-added products. HFB supports any program that promotes the production of value-added products so that farmers can increase their income while allowing locally produced value-added goods to compete with imported products, strengthening our local economy.

The strength of Hawai'i's economy depends upon a diversity in commerce that is resilient to economic downturns and aggressive in creating new growth opportunities. Hawai'i Technology and Development Corporation's programs, such as its Manufacturing Assistance Program and Small Business Innovation Research Program, support this goal.

Thank you for this opportunity to testify in support of this measure.



Written Statement of
DR. PATRICK SULLIVAN
CEO, OCEANIT

Before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT and TOURISM

Tuesday, March 18, 2025
1:02 p.m.
State Capitol, Conference Room 229 and Videoconference

In Support of
**HB454 RELATING TO THE HAWAII TECHNOLOGY
DEVELOPMENT CORPORATION**

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

From: Dr. Patrick Sullivan, CEO

Re: Testimony in Support of HB454

Honorable Chair, Vice-Chair and Committee Members:

Testimony in Support for HB454

The technology industry in Hawaii has grown over the past 25 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 is crucial to simulate innovation, foster technology and increase commercialization in the State.

The objectives of the SBIR grants are:

- To support economic growth and the diversification of Hawai'i's 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.

When the SBIR matching program started a few decades ago, Hawai'i was ranked close to the bottom in the US. After this program, Hawai'i's success ranking improved to 29th out of 50 States. Accordingly, there is a direct correlation between the State's SBIR Matching Grant Program and improving Hawai'i's position in receiving federal SBIR funds. Adding more funds is expected to further improve Hawai'i's position and contribute significant research capital into the State of Hawaii, providing a positive ROI, plus supporting the diversification of Hawai'i's economy.

HB-454-HD-2

Submitted on: 3/17/2025 1:00:06 PM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Kent Untermann	Testifying for The Art Source Inc.	Support	In Person

Comments:

Aloha Chairs,

We are in support of Bill HB 454 HD2 Because Hawaii does not do enough for small business. I plan on testifying in person tomorrow to share how our 170 employees earn \$34.39 an hour making things on our island.

Mahalo,

Kent Untermann



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

Executive Officers

Maile Miyashiro, C&S Wholesale Grocer, *Chair*
Kit Okimoto, Okimoto Corp., *Vice Chair*
Jayson Watts, Mahi Pono, *Secretary/Treasurer*
Lauren Zirbel, HFIA, *Executive Director*
Paul Kosasa, ABC Stores, *Advisor*
Derek Kurisu, KTA Superstores, *Advisor*
Toby Taniguchi, KTA Superstores, *Advisor*
Joe Carter, Coca-Cola Bottling of Hawaii, *Advisor*
Eddie Asato, Pint Size Hawaii, *Advisor*
Gary Okimoto, Safeway, *Immediate Past Chair*

TO: Committee on Economic Development and Tourism

FROM: HAWAII FOOD INDUSTRY ASSOCIATION

Lauren Zirbel, Executive Director

DATE: March 18, 2025

TIME: 1:02pm

RE: HB454 HD2 Relating to the Hawaii Technology Development Corporation

Position: Support

The Hawaii Food Industry Association is comprised of two hundred member companies representing retailers, suppliers, producers, manufacturers and distributors of food and beverage related products in the State of Hawaii.

Many of our member businesses have utilized HTDC programs to do things like increase manufacturing capacity, upgrade equipment, increase efficiency, and become technologically enabled. As this measure states HTDC can be a facilitative catalyst for innovation in the State.

We support this measure to promote economic recovery and diversification. We encourage the committee to pass this measure and we thank you for the opportunity to testify.



17 March 2025

TO: Chair DeCoite; Vice-Chair Wakai

r.e. House Bill No. 454 HD2

Dear Chair DeCoite, Vice-Chair Wakai, and members of the Committee on Economic Development and Tourism,

Our company - Ocean Era, Inc. – and our team of scientists and technicians – all strongly support HB454 HD2 that establishes state goals for economic diversification, and appropriates funds for HTDC’s core programs: the Manufacturing Assistance Program (MAP), Hawai’i Small Business Innovation Research (HSBIR), and Accelerator programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai’i. Following their mission, HTDC programs aim to provide technical and financial support for innovative small businesses from the startup stage through growth and export.

We recognize that there are short-term budget constraints, but we believe that the budget should also reflect the State’s long-term aspirations – and the need to build Hawaii as a center for small business innovation and economic development.

HTDC does a fantastic job of supporting early-stage R&D in the state. Their SBIR program has been invaluable to the long-term success of our company, and the growth of marine fish and limu farming in Hawaii.

Consider our experience with the Velella Project, which was awarded one of **TIME Magazine’s “25 Best Inventions of the Year”** for 2012. The Velella Project was funded by the National Science Foundation’s SBIR program. Our Phase I and Phase II research work laid the ground-work for understanding the opportunity, but did not identify a ready path to commercialization. By the end of the Phase II project, we were still a long way from having a viable business plan.

By good fortune, one of our collaborating partners – the Illinois Soybean Association – had provided a significant matching contribution to our Phase II research to allow us to obtain a **further \$500,000 in Phase IIB funds from NSF**. This follow-on funding meant we could go back out offshore, and deploy and operate a modified version of the original concept, which could then more clearly demonstrate the social, ecological and commercial benefits of the project.

Out of that Phase IIB work grew a new Lockheed-Martin spin-off company – Forever Oceans - with Kona-based employees including engineers and biologists – many of whom were graduates from **UH Hilo and UH Manoa**. Forever Oceans raised **over \$140 million in equity and debt financing**.

The Vellella Project technologies developed through these matching funds also underpin the commercial expansions that we are pursuing offshore of `Ewa Beach, as well as in Florida. These technologies are also applicable to the Kona-based kampachi farm, our spin-off dba Kona Limu Company, and other future offshore farms in Hawaii and the Pacific Islands.

Without the Phase II matching support of Illinois soybean farmers, then all these developments would have wilted on the vine. As a Hawaii company, we cannot always rely on friends from Illinois; such critical support for Phase II and Phase III match needs to be also available locally. **HTDC is the only entity that is able to provide that critical support to Hawai`i-based companies.**

We would be most grateful for any and all efforts to continue to include funds for these three valuable HTDC programs.

Thank you in anticipation.

Sincerely, with aloha,



Neil Anthony Sims, M.Sc.
Founder, CEO, Ocean Era, Inc.

LATE

HB-454-HD-2

Submitted on: 3/17/2025 1:16:18 PM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Chenoa Farnsworth	Testifying for Blue Startups	Support	Remotely Via Zoom

Comments:

Statement of

Chenoa Farnsworth

Managing Partner

Blue Startups

before the

House Committee on Economic Development and Tourism

Tuesday, February 18, 2025

1:02 PM

State Capitol, Conference Room 229 & Videoconference

In consideration of

HB454 HD2

RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Blue Startups supports HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Blue Startups benefits from the accelerator funding provided by HTDC. Without HTDC funding, we would not be able to provide the support for our technology based companies in Hawaii. We believe strongly that we need to grow the technology sector in Hawaii in order to provide high paying jobs in the future. To date, Blue Startups has supported 131 companies through its 12-week mentorship program. Those companies have gone on to attract over \$1 billion in funding and created over 1000 jobs.

Thank you for the opportunity to offer these comments.

Statement of
Jonas Kanahele
Owner
Artisan Events Maui, LLC
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Artisan Events Maui LLC **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Artisan Events Maui, LLC is a manufacturer and renter of custom built and ready-to-rent inventory for weddings and corporate events in business since 2018. We are a family run business. I (Jonas) am the master designer and builder. I pride myself my designs that have been inspired by architecture from around the world. My wife, Tasha, handles all of the paperwork from initial contact via email, through invoicing and monitoring changes along the way. She's also right there beside me in the warehouse on the long nights before a large event helping put finishing touches on things and ensuring our trucks are loaded with everything we need to fulfill our jobs. She even drives our box trucks and goes on site to help with setups and strikes—I couldn't ask for a better business and marriage partner! My mom, Jill, is even our accountant.

We not only do business on Maui, but have started doing business on Oahu and Hawaii island as word spreads and planners view our rentals on planners social media posts and in bridal

magazine articles. It is our custom builds that attract high end planners from as far away as New York, as we bring to life the designs that they and their clients' envision.

As our company has grown, so has the need for more warehouse space, trucks, golf carts, forklifts, tools, etc. We employ 1 full-time and 6 part-time employees, and our gross revenue last year exceeded \$800,000. We've purchased a few things with our own capital but have had to obtain funding from the SBA and First Citizens Bank to acquire additional assets. The HTDC offers programs that could really assist us in preserving our capital to ensure the longevity of our company. We were affected by both the COVID epidemic and the Lahaina Fires, so any additional grants and/or low interest loans would be extremely helpful.

Thank you for the opportunity to offer these comments.



738 Umi Street, Honolulu, HI 96819 Phone: (808) 833-4779 Fax: (808) 833-6790

Statement of
Roz Funakoshi
President
Samurai, Inc.
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Samurai, Inc. supports HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

We have learned from the recent pandemic that Hawaii is in dire need to diversify its economy. We can ready ourselves much better by supporting agricultural and manufacturing efforts. HTDC's programs support this effort and play an important role toward the goal of sustainability.

Thank you for the opportunity to offer these comments.

Statement of
Daimus Kanahele
Owner
Na Koa Brand, LLC
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Na Koa Brand LLC **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Na Koa Brand, LLC is a locally owned and operated clothing brand located in Maui. We are a husband and wife team with 5 keiki—2 are already learning the ropes and helping out in our store, at events, and in our warehouse, and mom is our accountant.

We manufacture and retail custom men's, women's, and keiki clothing, gifts and accessories. We started our company in 2013 in our garage and became an S-Corp in 2018. We focus on delivering high quality, original designs rooted in our Hawaiian culture and the cultural diversity in our beautiful islands. I (Daimus) design our clothing and work in our warehouse adding our designs to blanks—embroidery, heat press and laser etching. I'm also the planner, advertiser. My wife, Shanna, runs our store and events and works right along side me in our warehouse with our little ones in tow.

We currently employ 8-10 full and part time employees, paying \$175,000-\$250,000 in payroll annually and generating \$800,000 – just over \$1,000,000 in gross revenue. We have faced many financial hardships and were affected by both the COVID epidemic and the Lahaina Fires, so any additional grants and/or low interest loans would be extremely helpful. We have always been honest in our dealings with our customers and government taxing agencies reporting 100% of our revenue at all times, unlike many of our competitors who don't report their income and pay their taxes as they should.

When we decided to expand our business to the manufacturing sector, we incurred a great deal of debt purchasing embroidery machines, heat presses, laser cutters and direct transfer machines—easily over \$500,000 in equipment loans.

The HTDC offers programs that could really assist us in preserving our capital to ensure the longevity of our company.

Thank you for the opportunity to offer these comments.

Statement of
Jimmy Freese
CEO
Ai.Fish
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Ai.Fish **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

The SBIR program and HTDC matching grant have been extremely valuable for us.

We are a computer vision company that is currently focused on the marine space and are well positioned to expand to much larger industries. A thriving technological ecosystem in Hawaii is crucial to our business needs.

We appreciate the support we have received and that has really helped make us competitive.

Thank you for the opportunity to offer these comments.

Jimmy Freese

CEO and Co-Founder, Ai.Fish

Statement of
David Holt
Program Manager
Blue Startups
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Blue Startups **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Blue Startups was founded with the goal of diversifying Hawaii's economy by leveraging its unique strengths. Historically dependent on the tourism industry, we envision a Hawaii with a thriving technology sector, creating high paying and interesting jobs for our keiki. Blue Startups provides capital, mentorship, and resources to technology startups.

We track certain Hawaii specific metrics with regards to contributions to the local economy. For the current 31 active Hawaii-based companies in our portfolio:

- Annual revenues in Hawaii \$13.2 million
- Estimated total annual spending in Hawaii \$9.4 million
- Hawaii-based employees 102

Blue Startups is an economic development engine critical to the future diversification of our State's economy and we rely on HTDC's Accelerator and Small Business Training programs support to continue making Hawaii the place for technology innovation and investment.

Thank you for the opportunity to offer these comments.

Statement of
Dirk Koeppenkastrup, Ph.D.
Owner
IL Gelato Hawaii
before the

[COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM](#)

Senator Lynn DeCoite, Chair
Senator Glenn Wakai, Vice Chair

Monday, March 17, 2025
1:00 PM

State Capitol, Conference Room 229 & Videoconference

In consideration of

HB 454 SD2
RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Dear Chair DeCoite, dear Vice Chair Wakai, dear committee members,

IL Gelato Hawaii **supports HB 454 SD2** that defines goals and guidelines and appropriates funds to the Hawaii Technology Development Corporation for the Hawaii's small business programs.

We are a local small business going into the second generation. We produce high quality gelato with all natural mostly **local ingredients**. We have by now over 100 employess, many of them young who love and are proud about what they do. With our products and services we make people happy and create great local experiences.

Doing business in Hawaii is very difficult and we need assistance grants in order to afford the equipment needed to efficiently produce and to keep up with productivity requirements to stay in business. Hawaii Technology Development Corporation has been very helpful in addressing Hawaii's small businesses needs.

Thank you for the opportunity to offer these comments.

Statement of
William O'Brien
Opto-Mechanical Design Engineer
MorphOptic, INC
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2 RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

MorphOptic **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

MorphOptic is a small optics manufacturing company based on Maui. As a small company of engineers and scientists, we rely heavily on organizations like HTDC for funding and business development support. We have worked with HTDC to bolster our manufacturing capabilities, advance our optics technology, and address business support issues. At MorphOptic, we envision our islands as a thriving hub of technological and scientific innovation, creating abundant economic opportunities for the community. We believe we are an example of the great work that people of Hawai'i can do when given the necessary support and funding. Please accept our testimony in support of HTDC and their programs that help our company operate in Hawai'i.

Thank you for the opportunity to offer these comments.

William O'Brien



2540 Kekaulike Avenue
Kula, Hawaii 96790

Statement of
Fung Yang, President, Small Kine Farm
before the
House Committee on Economic Development and Tourism

Tuesday, March 18, 2025
1:02 PM
State Capitol, Conference Room 308 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

<Small Kine Farm> **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

My company is the only USDA certified organic mushroom farm in the State. This grant helped me in the purchase of necessary heavy machinery and upgraded production equipment to increase the scale of production. Ultimately, it also allows my farm to be more competitive in both prices and quality of our mushrooms. I am currently employing 5 full time and 2 part time workers at the farm. Last year in 2024 revenue was \$350,000.

Thank you for the opportunity to offer these comments.



Testimony of
Ron Weidenbach
Co-Owner/President
Hawaii Fish Company Inc.
In consideration of
HB454 HD2

RELAINING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Aloha Chair Lynn DeCoite, Vice Chair Glenn Wakai, and Members of the Senate Committee on Economic Development and Tourism

Hawaii Fish Company (HFC) strongly supports HB 454 HD2 for the appropriations for the Hawaii Technology Development Corporation (HTDC)'s core programs for fiscal biennium 2025-2027, specifically the Hawaii Small Business Innovation Research (HSBIR) Matching Grant Program, the Manufacturing Assistance Program (MAP), and the Accelerator Program. HTDC's core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide technical and financial support for innovative small businesses from the startup stage through growth and export.

Established in 1978, HFC is Hawai'i's oldest land-based commercial fish farm, and a federal SBIR awardee and Hawaii SBIR matching grant awardee since 1993. In 2000, HFC was awarded the U.S. Small Business Administration's Tibbitts Award as a national model of excellence for the SBIR program, and a place in the SBIR Hall of Fame. Our continuing SBIR success, with fourteen awards to date, has been made possible by the HTDC training workshops and supplemental research support received from the HSBIR matching grant program.

As recent examples of the benefits of the HSBIR matching grant program, HFC was able to utilize two Phase I matching grant awards received in 2022 and 2023, totaling \$82K, to successfully compete for two Phase II awards with the U.S. Department of Energy and U.S. Department of Agriculture, respectively, totaling \$1.8M. Both R&D efforts are currently in progress to support sustainable aquaculture and aquaponic food production in Hawai'i and nationally.

Thank you for the opportunity to testify in strong support of continued funding for HTDC's core HSBIR, MEP, and Accelerator programs in HB454 HD2.

Statement of
Morgan Bonnet
COO
HI-Spectral, LLC
before the
House Committee on Economic Development and Tourism

Tuesday, February 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

HI-Spectral, LLC **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

HI-Spectral, LLC is a startup that was created based on a patent developed at the University of Hawaii, Institute for Astronomy. The core technology was developed in collaboration with the semi-conductor R&D division of CANON Japan. The optical systems that we developed at the University of Hawaii are currently implemented on the \$400M Daniel K. Inouye Solar Telescope, the largest solar telescope in the world. Since the creation of the Startup, HTDC has been extremely helpful and helped us connect with the right people (potential customers, investors, etc.) and identify sources of non-dilutive funding. It also allowed us to be part of an accelerator program, QUEST, which was eye opening and helped us understand the DoD landscape (admin, funding, etc.) as well as teaching us to market the company in different scenarios. It should come at no surprise that Hawaii is a challenging place to develop a startup, unlike California or even Texas. And without HTDC's different programs, it would be nearly impossible. I believe you understand how important it is for Hawaii to diversify its economy. HTDC's programs are a key component in achieving this goal. With the support of HTDC and the State of Hawaii, we are hoping to create high salary tech jobs in the near future. We also intent to keep the manufacturing of mechanical components in Hawaii as much as possible.

Thank you for the opportunity to offer these comments.

HB-454-HD-2

Submitted on: 3/17/2025 10:25:27 AM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Katy Tsark	Testifying for Kahele Maui LLC	Support	Written Testimony Only

Comments:

My name is Katy Kahele Tsark, and I am the Founder of Kahele Maui LLC, a locally owned business based in Maui. I am writing to express my strong support for HB454 HD2, which aims to support the Hawai'i Technology Development Corporation (HTDC) and its efforts to foster innovation, entrepreneurship, and economic growth in our state.

As a small business owner specializing in locally manufactured handbags and farm-to-glass cocktail kits that use Hawai'i's fruits, I understand the importance of having access to programs that provide funding, mentorship, and resources to help businesses thrive. The HTDC has been instrumental in supporting my company as well as other entrepreneurs across various industries, allowing them to scale their businesses, create local jobs, and contribute to Hawai'i's diversified economy.

The resources provided by the HTDC are particularly valuable to businesses like mine that focus on sustainability, local sourcing, and innovation. The support and funding opportunities made available through HTDC programs empower small business owners to expand their operations, invest in new technologies, and compete in a global marketplace while staying true to our Hawai'i roots.

I urge the committee to pass Bill HB454 HD2 and continue to invest in the future of Hawai'i's entrepreneurs and small businesses. Strengthening the HTDC ensures that local businesses have the tools to succeed, fostering long-term economic resilience and innovation within our state.

Mahalo for your time and consideration.

Respectfully,
Katy Kahele Tsark
Kahele Maui LLC
KaheleMaui@gmail.com

96-1205 Waihona Street, Pearl City, Hawaii 96782



Phone: (808) 687-6277 Fax (808) 681-7159

ALOHA SHOYU COMPANY

Statement of
David Y. Morikawa
Vice President - Operations

House Committee on Economic Development and Tourism

Tuesday, February 18, 2025

1:02 PM

State Capitol, Conference Room 229 & Videoconference

In consideration of

HB454 HD2

RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

The Aloha Shoyu Company, Ltd. **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Our company has received the benefit of HTDC programs and initiatives including the manufacturing grant program resulting in plant equipment expansion and upgrades. We look forward to the favorable view of such programs including grant funding for equipment upgrades and provide additional products to Hawaii and to the mainland.

Thank you for the opportunity to offer these comments.

HB-454-HD-2

Submitted on: 3/17/2025 11:25:00 AM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Cynthia L Warner	Testifying for MorphOptic, Inc.	Support	Written Testimony Only

Comments:

I work with MorphOptic, Inc. and as a Hawaii citizen both I and MorhOptic, Inc. (a Hawaii based corporation) support Hawaii Legislature Senate BILL HB454 HD2,. It is critically important to support diversity in Hawaii economic drivers and support high tech businesses for jobs and bringing clean commerce to the State. These funds enable small businesses, including MorphOptic to expand and secure necessary sttaff, maaterials and equipment to further the development of new technological innovations that will give government, businesses and individuals more progressive tools for astronomy, defense applications and communications. Please lett me know if you have any questions or would like further information. Cynthia Warner, cindy@cindywarner.com

HB-454-HD-2

Submitted on: 3/14/2025 4:44:33 PM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Charlie Field	Individual	Support	Written Testimony Only

Comments:

I strongly support HTDC and its core programs: the manufacturing assistance programs (MAP), Hawaii Small Business Innovation Research/Small Business Tech Transfer (SBIR/STTR), and Accelerator programs



Statement of
Isar Mostafanezhad, PhD
CEO
Nalu Scientific, LLC
before the
House Committee on Economic Development and Tourism

Tuesday, March 18, 2025
1:02 PM
State Capitol, Conference Room 229 & Videoconference

In consideration of
HB454 HD2
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development and Tourism.

Nalu Scientific, LLC **supports** HB454 HD2 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Accelerator & Small Business Training programs. HTDC core programs develop infrastructure, capital, and talent to facilitate the development of technology and manufacturing jobs in Hawai'i. Following their mission, HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

I started Nalu Scientific, LLC in 2016. Since then, Nalu Scientific has grown from 2 employees to 18 and has received over 25 Federal Small Business Innovation Research (SBIR) awards to design sensors and microchips for the DOE, DOD, NOAA, NIH, and NASA. Our technology is now used in national labs active in areas such as basic energy research and plasma and matter interactions with the purpose of sensing invisible particles in order to understand their behavior which impacts areas such as material science, medicine and environmental monitoring.

Since my business's beginning, we have captured continuous growth fueled by our Research and Development (R&D) and product development efforts within a deep-tech industry that is notoriously difficult to conquer for small startup businesses. The Hawaii Technology Development Corporation (HTDC) has been instrumental in assisting Nalu Scientific's growth by awarding us Hawaii Small Business Innovation



Research (HSBIR) match grants, which match funding for up to 50% of one each of our phase I and phase II federal SBIR awards annually. Because of HTDC's generous HSBIR funding, Nalu Scientific has been able to expand on R&D efforts, target new commercial markets, and help us maintain and produce more high-earning jobs for our local employees; most of whom we are proud to say are born-and-raised in Hawai'i and have received higher education from local universities.

At Nalu, we're currently putting forth great effort to develop technologies post-phase II SBIR funding to create successful commercial solutions in high energy physics, space, defense, and medical imaging. In this phase, we are especially thankful for the capital support pledged by the State of Hawai'i to fund HTDC's HSBIR program, which has been vital for us to reach our goals.

I implore the House Committee on Economic Development & Technology to regard local technology businesses like Nalu Scientific when considering the funding of HB454 HD2.

Thank you for the opportunity to offer these comments.

Sincerely,

**TESTIMONY ON HOUSE BILL NO 454, HD2, RELATING TO
THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION**

Position: **Support**

To the Honorable Senator Lynn Decoite, Chair; Senator Glenn Wakai, Vice Chair; and Members of the Economic Development & Tourism Committee:

Please accept this testimony in **support** of this bill, to establish a public policy framework that addresses state goals related to economic diversification and appropriates funds to the Hawaii Technology and Development Corporation to implement specific programs that address these goals, in particular the Small Business Innovation Research matching funding program and HTDC Manufacturing Assistance Program.

Simonpietri Enterprises LLC is an O'ahu-based small business developing new ways to recycle waste generated in Hawai'i into renewable natural gas, sustainable aviation fuel, green hydrogen, organic fertilizer, green cement, and other beneficial recycled-material products for use in Hawai'i. We strongly support the HTDC's matching funding programs, as a powerful way to multiply the State's funding to accelerate innovation and facilitate local manufacturing investment. The requirement to match funding to federal funds awards in the HSBIR program is a prudent way to leverage federal agency technical expertise and reward innovation while maintaining a level playing field.

In the 4.5 years since launching our Aloha Carbon technology and project development effort with our first-ever SBIR award from the USDA, we have grown our team from one to ten skilled science and engineering positions, matured our innovations from concept to pilot scale, and secured a site in Campbell Industrial Park to be the future home for Aloha Carbon. We used the HSBIR funds for key pieces that the federal funds cannot cover: to hire five University of Hawaii undergraduate interns, three of whom are now full-time employees on our team; and apply for our first-ever patent and now four international patents.

We are now designing a small manufacturing facility, the Aloha Sustainable Materials Recycling and Fertilizer Facility (Aloha SMRFF) in Campbell Industrial Park in Kapolei, to divert over 200 tons per day of construction and demolition waste from the state's only C&D landfill, and remanufacture that waste to displace over 10,000 tons per year of imported fossil fuels, fertilizers, and building materials. Thanks in part to the assistance from HTDC and HSBIR, we were able to compete at the national level and win a \$4 million manufacturing grant from the USDA, to build the Aloha Fertilizer manufacturing line of our Aloha SMRFF project. State matching funds like the MAP are critical to allow us to actually bring in these federal funds and build this facility to employ 2 dozen skilled workers. This facility is the first step to demonstrating our Aloha Carbon manufacturing process to manufacture pipeline-quality renewable fuel from solid waste generated in Honolulu.

To develop the SMRFF and Aloha Carbon projects, we embarked on three years of community engagement and input from the West O'ahu community and Kapolei and 'Ewa Plain kumu to inform the project's siting, scale, scope, and products. We received hundreds of survey responses, conducted several dozen stakeholder interviews, and provided six Neighborhood Board briefings for two-way information flow to inform the community and have the community inform the projects. We made the Aloha SMRFF's Environmental Assessment available for public input for a full year, in order to ensure full transparency to, and solicit input from, the community, concluding with a

unanimous vote of support from the Makakilo-Kapolei Neighborhood Board at their September 2024 meeting. SBIR and HSBIR funding made it possible for us to afford this unusually deep level of community engagement.

We appreciate the opportunity to testify on this measure, and urge your support for this bill.

Sincerely,



Marie-Joelle Simonpietri
President

[About Simonpietri Enterprises LLC](#)

Simonpietri Enterprises is a Kailua, Hawaii-based woman- and veteran-owned small business with ten employees, focused on technical innovation and first-of-kind project development of emerging clean and renewable technologies. Since founding in 2006, we have helped dozens of small and large industrial companies in Hawaii, the continental U.S., Australia, and Canada improve the environmental and economic sustainability of their operations through technical and business advice in renewable energy conversion, waste reduction and re-use, and greenhouse gas lifecycle impact reduction. Simonpietri Enterprises' founder and employees have participated in the strategy, planning, design, financing, development, construction, and energy efficiency/greenhouse gas reduction/sustainability renovation for over \$400 million in new renewable and first-of-kind sustainable fuel projects over the past 15 years. Since launching the Aloha Carbon waste-to-fuel technical development process in August 2020, Simonpietri Enterprises is now developing renewable fuel production facilities in its own right, starting with the Aloha Sustainable Materials Recycling and Fertilizer Facility (SMRFF) in Kapolei, Hawaii to divert wastes generated in Honolulu from landfilling and transform it to renewable fuel, organic fertilizer, and recycled-material building products.

LATE

HB-454-HD-2

Submitted on: 3/17/2025 2:39:51 PM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Chandra Bertsch	Testifying for Holo Holo Charters	Support	Written Testimony Only

Comments:

Aloha,

I strongly support HB454 as a business owner investing in a new manufacturing component of our business. HTDC is critical to supporting small business who are diversifying our economy and bringing new jobs and industries to Hawaii.

Chandra Bertsch

Co-Owner & General Manager

Holo Holo Charters

HB-454-HD-2

Submitted on: 3/17/2025 3:56:53 PM

Testimony for EDT on 3/18/2025 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Iain Wood	Testifying for Pacific Shipyards International	Support	Written Testimony Only

Comments:

Strong support



MAUI
CHAMBER OF COMMERCE
VOICE OF BUSINESS

LATE

**HEARING BEFORE THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM
HAWAII STATE CAPITOL, SENATE CONFERENCE ROOM 229
Tuesday, March 18, 2025, 1:02 P.M.**

Senator Lynn DeCoite, Chair
Senator Glenn Wakai, Vice Chair
Members of the committee on Economic Development and Tourism

SUPPORT HB454 HD2 RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

The Maui Chamber of Commerce **SUPPORTS HB454 HD2** which establishes state goals related to economic diversification; and appropriates funds to the Hawaii Technology and Development Corporation to meet those goals.

The Chamber notes that this measure sets clear goals to strengthen Hawaii's digital economy, trade activities, and climate change mitigation efforts, with funding for key programs like the Small Business Innovation Research Program, Manufacturing Assistance Program, and Accelerator Programs.

This investment will drive business growth, create jobs, and position Hawaii for long-term economic prosperity.

For these reasons, we **SUPPORT HB454 HD2**.

Sincerely,

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.