| House District THE TWENTY- FO | URTH LEGISLATURE | |
|--|--|----------------------------|
| Hawai'i Stat | E LEGISLATURE | Log No: 46-C |
| Senate District APPLICATION FOR | GRANTS & SUBSIDIES | For Legislature's Use Only |
| Chapter 42F, Haw | AI'I REVISED STATUTES | |
| Type of Grant or Subsidy Request: | | |
| GRANT REQUEST - OPERATING X GRANT F | REQUEST - CAPITAL SUB | SIDY REQUEST |
| "Grant" means an award of state funds by the legislature, b activities of the recipient and permit the community to bene | y an appropriation to a specified recifit from those activities. | pient, to support the |
| "Subsidy" means an award of state funds by the legislature appropriation, to reduce the costs incurred by the organizat members of the public. | | |
| "Recipient" means any organization or person receiving a g | rant or subsidy. | |
| STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): | LEAVE BLANK IF UNKNOWN): | |
| STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): | | |
| 1. APPLICANT INFORMATION: | 2. CONTACT PERSON FOR MATTERS APPLICATION: | INVOLVING THIS |
| Legal Name of Requesting Organization or Individual: | Name MICHAEL FITZGERALD | |
| Dba: ENTERPRISE HONOLULU | Title President, CEO | |
| Street Address: 737 BISHOP STREET, #2040 | Phone # 521-3611 | |
| Mailing Address: HONOLULU, HI 96813 | Fax <u># 536-2281</u> | |
| | e-mail mfitzgerald@enterprisehono | lulu.com |
| 3. Type of business entity: | 7. DESCRIPTIVE TITLE OF APPLICAN | NT'S REQUEST: |
| X Non Profit Corporation | TARGETED BUSINESS DEVELOPMENT | PROGRAM |
| ☐ FOR PROFIT CORPORATION☐ LIMITED LIABILITY COMPANY☐ SOLE PROPRIETORSHIP/INDIVIDUAL | (Maximum 300 Characters) | |
| 4. FEDERAL TAX ID # | 8. FISCAL YEARS AND AMOUNT OF S | TATE FUNDS REQUESTED: |
| 5. STATE TAX ID #: 6. SSN (IF AN INDIVIDUAL): | FY 2008-2009 \$ 250,738 FY 2009-2010 \$ 250,738 | |
| | | · |
| —————————————————————————————————————— | PECIFY THE AMOUNT BY SOURCES OF FU THE TIME OF THIS REQUEST: STATE \$ FEDERAL \$ COUNTY \$ PRIVATE/OTHER \$ | INDS AVAILABLE |

TYPE NAME STITLE OF AUTHORIZED REPRESENTATIVE:

MICHAEL FITZGERALD, PRESIDENT, CEO

JANUARY 24, 2008

Application for Grants and Subsidies

If any item is not applicable to the request, the applicant should enter "not applicable".

I. Background and Summary

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Include the following:

1. A brief description of the applicants background:

Enterprise Honolulu (EH) promotes the diversification and development of Hawaii's economy by stimulating and assisting growth in the innovation and technology business sectors to create living-wage jobs for the residents of Hawaii. EH is a non-profit economic development organization funded by Oahu's private sector. The organization works toward improving Honolulu's business climate and its global competitiveness, in collaboration with the federal government, the Hawaii State Department of Business Economic Development & Tourism, the University of Hawaii, the City and County of Honolulu, the Hawaii Chamber of Commerce, and the private sector.

Enterprise Honolulu's mission is to assist business in creating living-wage jobs and globally competitive industries for the citizens of Hawaii, in a manner that helps ensure the State's environment and culture will be sustainable for future generations.

Enterprise Honolulu's key activities include:

- Working to retain existing technology businesses and assist in their expansion.
- Stimulating growth and diversification in existing technology business sectors.
- Attracting and recruiting new innovation businesses that augment Hawaii's needs.
- Helping local entrepreneurs in their business development initiatives.
- Developing innovative industries to sustain Hawaii's future economic diversity.

2. The goals and objectives related to the request:

Enterprise Honolulu is proposing continuation (Phase IV) of the Targeted Business Development program because it is achieving, and will continue to achieve, clear and measurable results. This work is currently not being done by any other organization in Hawaii and with a general slow down of the national economy, this work is more important than ever. In addition, Enterprise Honolulu will provide matching funds from the private sector to ensure the success of this business outreach, growth, and support program for the State of Hawaii.

2. The goals and objectives related to the request (continued):

Our focus will be on seven innovation industries with significant growth potential:

- Life Sciences Biotech
- Defense, Dual-Use
- Alternative and Renewable Energy
- Film and Digital Media
- Information & Communications Technology
- Ocean and Marine Sciences
- Space Sciences, Aerospace, and Optics

These Hawaii innovation industries represent over five percent of the State's workforce and 17 percent of the State's revenue from its top three business sectors: tourism (\$10.7 billion), military (\$4.48 billion), and innovation industries (\$3.15 billion). EH is working with existing businesses, helping them grow and become sustainable sectors of activity and grow the segment towards 10% employment by 2020.

3. State the public purpose and need to be served:

Hawaii is ranked <u>last</u> in the nation for its level of living-wage jobs. 46 percent of the State's workers do not have a job that pays a living-wage. We have one of the highest percentages of people in the nation in multiple jobs; one of the lowest levels of homeownership. The average cost of a home on Oahu is now in excess of \$630 thousand.

Enterprise Honolulu's Targeted Business Development project offers the State its best opportunity to accelerate the growth of high-value living-wage jobs.

4. Describe the target population to be served:

Directly, the 909,863 residents of the City and County of Honolulu, and indirectly the 1,285,498 residents of the State of Hawaii, are the beneficiaries of the programs of Enterprise Honolulu. Through our programs of business development, Enterprise Honolulu is improving the quality of life for Hawaii residents and providing meaningful careers for its young people. With our state and city governments struggling to balance budgets in order to maintain infrastructure and basic public services, it falls on the private sector to supplement the efforts of government by partnering in the development of our business sectors and the creation of living-wage jobs.

An April 2003 study by The Hawaii State Commission on the Status of Women, "The Self Sufficiency Standard for Hawaii", reports that of the top ten vocations in Hawaii based on the number of jobs, the top eight do <u>not</u> pay a living-wage. Low-wage jobs will be subsidized, one way or the other, by taxpayers and government. National statistics dramatically demonstrate the negative impact of economic decline on Hawaii's families driven by the preponderance of low-paying, service industry jobs.

5. Describe the geographic coverage:

The island of Oahu and the neighbor Islands of Hawaii.

6. Describe how the request will, in the case of a grant, permit the community to benefit from those activities; or for a subsidy, reduce the costs incurred by the organization or individual in providing a service available to some or all members of the public.

This grant will enable Enterprise Honolulu to extend its activities on behalf of the State to better assist those innovation industries which are most likely to bring new, higher paying jobs into our communities – benefiting families, local businesses and our Island economy. While government can and should help in these efforts, the most successful, proven models have been private/public partnerships where direct business-to-business contacts are cultivated and recruitment is targeted toward those industries most conducive to economic development appropriate to our Island culture.

II. Experience and Capability

A. Necessary Skills and Experience

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

Enterprise Honolulu is building an environment for diversification in innovation industries, our recent successes include:

Life Sciences - Biotech

Enterprise Honolulu launched the Hawaii Life Sciences Council in 2003, at the request of the John A. Burns School of Medicine (JABSOM). The Life Sciences Council became the Hawaii Science & Technology Council in 2006, with EH, key players from the health care industry, the University of Hawaii, biotech companies and local tech companies helping take the lead in growing this important sector. Besides the work with industry, EH plays a leading role in assisting the University System to land and build the Pacific Regional Biosafety Laboratory, a \$37 million project partially funded by the National Institutes of Health (NIH).

Our joint efforts set the agenda for life sciences at the School of Medicine, the Cancer Research Center, and the Asia Pacific Center for Infectious Disease in Kaka'ako. Enterprise Honolulu has collaborated with JABSOM and Kamehameha Schools to provide detailed business plans for Hawaii's globally competitive life science industries.

Enterprise Honolulu has partnered with Kamehameha Schools to facilitate the planning, funding and construction of the Asia Pacific Research Park, across from the John Burns School of Medicine in Kaka'ako. This three phase \$200 million private sector project will provide over 300,000 square feet of needed wet lab and technology lab space by 2010 and accelerate the success of the State's considerable investment in the Kaka'ako Life Sciences cluster.

Defense, Dual-Use

The Defense, Dual-Use Partnership was launched as a business partnership created by Enterprise Honolulu, Lockheed Martin, ORINCON Corporation and Battelle Memorial Institute. It is accelerating the growth and maturity of local defense contract businesses. In 2007, 20 Hawaii based businesses, research teams and entrepreneurs split a \$2.4 million federal fund to help strengthen their products and services. Enterprise Honolulu assists these local companies in commercialization activities. Additionally, in 2008, EH is increasing direct assistance to the all 92 local companies in the Defense, Dual-Use sector under the guidance of a newly formed Defense – Aerospace Steering Committee.

Targeted Business Development funds were used to take Hawaii companies to key introductory meetings in Washington DC, resulting in direct contract business. In the case of Ambient Micro, the company received a two year \$750,000 Phase II SBIR contract as a direct result of these EH Targeted Business Development activities.

Film and Digital media

Enterprise Honolulu continues to assist Hawaii's growing film and digital media industry in developing a locally owned and operated film studio on Oahu that could be used for digital production, film, television, and production in the creative arts.

This facility, in final planning for Kapolei, is a cornerstone in the expansion of the State's film and digital media industry. The film, music and production studio will improve the availability of facilities for TV shows, commercial production, and feature films while providing steady employment for Hawaii's growing film and digital media workforce.

Energy and Transportation

Enterprise Honolulu continues to assist the State in improving energy reliability and sustainability, a key to growth in innovation industries. Current projects include cold deep-sea water for air conditioning, and alternative energy from wind, and solar. We continue to work with companies on major conservation initiatives. These include efforts to bring companies such as MicroPlanet, GE Global, and Chevron Energy Solutions to Hawaii to provide energy conservation solutions while employing local workers in new, exciting careers that pay \$50,000 per year or more. During 2006 GE Global committed \$650,000 to sponsored research through the Energy Gateway on the Big Island with EH assistance.

Additionally, EH is working with ethanol companies in Hawaii to bring this resource online faster while providing a roadmap to a sustainable future that uses alternative fuels, including ethanol, hydrogen and other bio-fuels. These programs were expanded in 2007.

B. Quality Assurance and Evaluation

The applicant shall describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate and improve their results.

The Targeted Business Development Plan incorporates specific short- and long-term goals and accountability measures:

- A sales conversion analysis tracks the number of leads generated that result in prospects, prospects-to-projects, and projects successfully completed.
- A statewide tracking system has been implemented to determine:
 - o Number of new jobs created.
 - o Dollar amount of new investment created.
 - Tax revenue projections related to the new jobs created.
- ROI analysis will be completed prior to the start of Phase II to allow any necessary adjustments to achieve the short- and long-term goals set forth in the business plan.

Result Metrics: Phase I through end of 2006

Note: job numbers, investments and space utilization figures are provided by the companies and updated on an annual basis.

- 126 business-to-business meetings representing 36 Hawaii companies were held during 2006, presenting these locally-based companies to qualified prospective partners, mentors, or customers. These companies represented activities on all islands.
- Job Creation EH's Targeted Business Development programs and activities directly assisted 8 Hawaii businesses to create 112 new technology jobs for the State in 2006, 13 percent of EH total job results for 2006.
- Higher Wages The average wage of these jobs was \$63,750.
- Major Investment These eight successful deals will create a total of \$21.4 million in new capital investment in Hawaii by the end of 2007.
- Local Revenue Impact Announced projects and new jobs are projected to generate
 \$7.1 million in payroll taxes annually by 2008.

- Commercial Real Estate An estimated 20,600 square feet of local real estate space will be utilized by these companies.
- Targeted Business Development funding brought six key defense and dual-use program managers to Hawaii to mentor 28 local defense companies in robotics, grant programs and mentoring.
- Additional Targeted Business Development funds matched company funding to take six primary defense companies to the Navy Science & Technology meeting in Washington D.C. One company received military grants totaling over \$750 thousand dollars through this Enterprise Honolulu effort.
- New research grants in energy of \$650 thousand were generated through Targeted Business Development efforts.
- ROI for payroll: 35 to 1
- ROI for research grants: 3.75 to 1
- ROI cost-per-job: **\$1,785**

Phase II results to January 2008 are being tabulated and will be updated in March 2008

Lessons Learned from Phase I&II:

- Almost all Mainland business-to-business meetings confirmed that Hawaii's technology story and successes are not widely known outside the State.
- Mainland companies continue to request listings of Hawaii companies. Their primary interest in the State is in areas of core expertise and capacity for work.
- The West Coast produced results in "Kama'aina Come Home" recruits, especially from San Diego and San Francisco where housing cost are on par with Hawaii.
- West Coast companies are reluctant to place significant plants and facilities in Hawaii, but are interested in partnering, research, testing and evaluation opportunities, along with possible spin-offs that address Hawaii's unique assets.
- Midwest and Eastern U.S. companies that are expanding into Asia, and currently
 have minimal West Coast representation, are more open to creating a presence in
 Hawaii.
- The defense and dual-use companies are looking for Hawaii companies to work with, but only a few Hawaii companies are currently ready to act as subcontractors to prime defense contractors.

- Hawaii companies are open to the assistance Enterprise Honolulu and the Targeted Business Development program provide.
- The struggle of Hawaii companies to add necessary workforce is exacerbated by lack of housing and qualified workers.
- Hawaii's lack of suitable facilities for innovation industries is turning life science companies away from Hawaii and restricting the growth of local tech entities.
- Hawaii's high energy costs preclude some manufacturing opportunities from both local companies and international companies but offer a tremendous opportunity for renewable and alternative energy programs.

C. Facilities

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities. Also describe how the facilities meet ADA requirements, as applicable.

The applicant occupies offices at 737 Bishop Street, Suite 2040, Honolulu, HI which include a conference/meeting room and offices adequate to execute the plan detailed herein. The applicant is a tenant of the Pacific Guardian Center which is in full compliance with existing ADA requirements.

III. Personnel: Project Organization and Staffing

A. Proposed Staffing, Staff Qualifications, Supervision and Training

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

The project will be supervised and directed by EH Management, utilizing a project manager supported by EH staff. The qualifications and experience of personnel is detailed in Attachment A.

B. Organization Chart

The applicant shall illustrate the position of each staff and line of responsibility/ supervision. If the request is part of a large, multi-purpose organization, include an organizational chart that illustrates the placement of this request.

See attachment B

Service Summary and Outcomes

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results or outcomes for this request.

A. Describe the scope of work, tasks and responsibilities.

Phase IV of the Business Development Plan will:

• Develop and present Hawaii Partner Briefings in specific target areas:

Seattle – VCs, Life Sciences, Software, Micro-electronics, Telecomm, Marine Sciences, Cancer treatment, Energy.

San Francisco/San Jose/Sacramento – VCs, Life Sciences, Dual-Use, Energy, Optics, Space programs.

Los Angeles - Energy, Digital Media.

San Diego - Life Sciences, Dual-Use, and Optics.

Colorado Springs/Denver - Space Sciences, Energy R&D, Dual-Use.

Washington DC - Energy, Life Sciences, R&D, and Dual-Use.

San Antonio/Houston – Energy, Space and Optics.

New Mexico - Dual-Use, Energy, Biotech.

Phase IV of the Business Development Plan will:

- Reset annual goals based on existing market conditions with accountability measures in place.
- Continue a business development follow-up program that allows for long-term relationship building.
- Provide a platform to build upon that will benefit other strategic plans for the State, such as business, ecology and space tourism.

Strategy Specific Measures

- Targeted development research program for market intelligence, best prospect development and follow up contacts.
- Leads generated with sales conversion analysis:
 - o Leads to prospects
 - Prospects to projects
 - o Projects to successful completion
- Jobs, wages, capital investment, licensing agreements and revenues generated tracked in targeted areas.
- Efforts will complement and enhance existing state programs for:
 - Web e-marketing
 - o Advertising the Hawaii Business Brand
 - o Public Relations
 - o Promotional Events: Relationship Marketing
- ROI analysis will continue through Phase III implementation. This will allow adjusting the work plan as necessary to meet target projections.

The Targeted Business Development project's goals will:

- Accelerate the growth of high-paying jobs and diversification of Hawaii's economy.
- Create new investment in Hawaii.
- Create new wealth through innovation.
- Increase tax revenues.
- Benefit all island communities: a project management system and referral process
 has been set up for the neighbor island EDBs to collaborate with EH. Each island
 can be more effective in promoting their business potential when Hawaii's
 statewide business image is clearly defined and is consistently presented in a
 manner that respects our island culture and ecology.
- B. The applicant shall provide a projected annual timeline for accomplishing the results or outcomes of the service.

See attachment C

V. Financial

Budget

The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.

Budget sheets follow this page

BUDGET REQUEST BY SOURCE OF FUNDS

(Period: July 1, 2008 to June 30, 2010)

Applicant: Enterprise Honolulu

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|---------------------------------------|----------------------------|-----------------|---|---------------|-------------------|
| BUDG | | Total State | Matching | | 1 |
| CAIE | GORIE\$ | Funds Requested | | 1 , | |
| | | (a) | (b) | (c) | (d) |
| | ONNEL COST |] | | 1 | |
| <u>1. Sa</u> | | 345,566 | 345,566 | ļ | |
| | yroll Taxes & Assessments | 30,800 | 30,800 | <u> </u> | |
| | nge Benefits | 25,110 | 25,110 | | |
| TOTAL | L PERSONNEL COST | 401,476 | 401,476 | | |
| B. OTHE | R CURRENT EXPENSES | 1 | | 1 | 1 |
| 1. Air | fare, Inter-Island | 80,000 | 80,000 | L | |
| | urance | | | | |
| | ase/Rental of Equipment | | | | |
| | ase/Rental of Space | 20,000 | 20,000 | | |
| | aff Training | | | | |
| 6. Su | | ' | | | |
| | lecommunication | | | | |
| 8. Util | lities | | | | |
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| TOTAL | OTHER CURRENT EXPENSES | 100,000 | 100,000 | | 1 |
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| D. MOTOF | R VEHICLE PURCHASES | | | | - |
| E. CAPITA | AL. | | **** | | - |
| TOTAL (| A+B+C+D+E) | 501,476 | 501,476 | - | |
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| | | | Budget Prepared I | зу; | |
| | S OF FUNDING | ļ | | | |
| (a) To | otal State Funds Requested | _ 501,476 | John Strom | | 521-3611 |
| (b) M | latching Private Funding | | Name (Please type or c | orint) | Phone |
| (c) | | | | | 1/24/2008 |
| (d) | | | Signature of Authorized | Official | 1/24/2008 Date |
| (4) | | | | | 24.0 |
| TAT: | | 4 000 } | Michael T. Fitzge | eraid | _ |
| TOTAL RI | EAFURE | | Name and Title (Please | | |
| | i | Į. | President & CEC | • | |

Page 6 Application for Grants and Subsidies

BUDGET JUSTIFICATION PERSONNEL - SALARIES AND WAGES

Applicant: Enterprise Honolulu

Period: July 1, 2008 to June 30, 2010

| POSITION TITLE | FULL TIME EQUIVALENT | ANNUAL SALARY A | % OF TIME BUDGETED TO REQUEST B | TOTAL SALARY BUDGETED IN REQUEST A x B | ≿ . |
|--|-------------------------|--------------------|--|---|----------|
| President | 0.075 | \$300,000.00 | 7.50% | \$ | 00.00 |
| Managing Director of Business Development & Technology | 0.4 | \$110,000.00 | 40.00% | \$ | 00.00 |
| Project Director | 7 | \$85,800.00 | 100.00% | \$ | 00.00 |
| Business Manager | 0.125 | \$65,000.00 | 12.50% | ₩ | 8,125.00 |
| Administrative Assistant | 0.25 | \$49,430.00 | 25.00% | 89 | 57.50 |
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| TOTAL: | | | | 172.782.50 | 2 50 |
| JUSTIFICATION/COMMENTS: | | | | | |
| Lore Targeted Business Development Team | | | | | 7 |

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Applicant: Enterprise Honolulu

Period: July 1, 2008 to June 30, 2010

| DESCRIPTION | NO. OF | COST PER | TOTAL | TOTAL |
|-------------------------|--------|----------|-------|----------|
| EQUIPMENT | ITEMS | ITEM | COST | BUDGETED |
| | | | - \$ | |
| | | | \$ | |
| | | | \$ | |
| | | | ₽ | |
| | | | - € | |
| TOTAL: | | | | |
| JUSTIFICATION/COMMENTS: | | | | |
| | | | | |

| DESCRIPTION | NO. OF | COST PER | TOTAL | TOTAL |
|-------------------------|----------|----------|--------------------|----------|
| OF MOTOR VEHICLE | VEHICLES | VEHICLE | COST | BUDGETED |
| | | | - \$ | |
| | | | - \$ | |
| | | | - \$ | |
| | | | ; | |
| | | | ; 69 | |
| TOTAL: | | | | |
| JUSTIFICATION/COMMENTS: | | | | |

Page 7 Application for Grants and Subsidies

Page 8 Application for Grants and Subsidies

BUDGET JUSTIFICATION CAPITAL PROJECT DETAILS

Applicant: Enterprise Honolulu

Period: July 1, 2008 to June 30, 2010

| | FUNDING | FUNDING AMOUNT REQUESTED | UESTED | | | |
|-------------------------|--|------------------------------|--------------|--------------------------|--------------------------------------|--------------|
| TOTAL PROJECT COST | ANY OTHER SOURCE OF FUNDS RECEIVED IN PRIOR YEARS | JRCE OF FUNDS PRIOR YEARS | STATE | STATE FUNDS REQUESTED | FUNDING REQUIRED IN SUCCEEDING YEARS | EQUIRED IN |
| | FY: 2005-2006 | FY: 2006-2007 | FY:2007-2008 | FY:2008-2009 | FY:2009-2010 | FY:2010-2011 |
| PLANS | | | | | | |
| LAND ACQUISITION | | | | | | |
| DESIGN | | | | ī | | |
| CONSTRUCTION | | | | | | |
| EQUIPMENT | | | | | | |
| TOTAL: | | | | 1 | | |
| JUSTIFICATION/COMMENTS: | | | | | | |
| | | | | | | |

VI. Other

A. Litigation

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgment. If applicable, please explain.

There is no outstanding judgment against Enterprise Honolulu, nor is there any pending litigation to which Enterprise Honolulu is a party at the time of this application.

B. Licensure or Accreditation

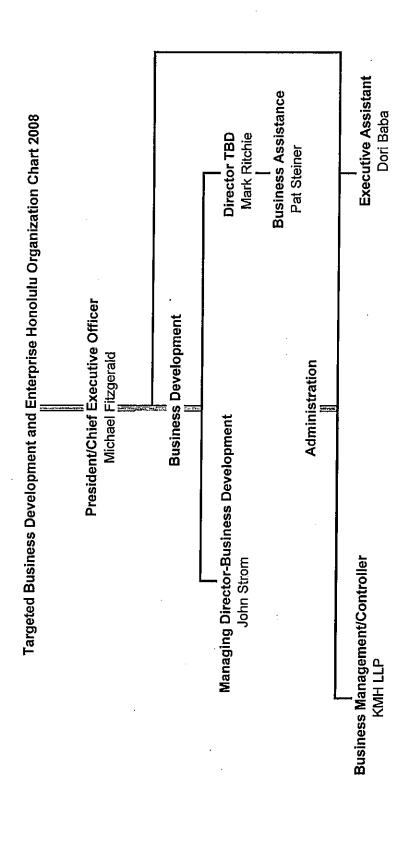
Specify any special qualifications, including but not limited to licensure or accreditation that applicant possesses relevant to this request.

Does not apply

Attachment A

| Name | Qualifications | Avg. Hrs. Worked | Duties |
|--|--|---------------------|---|
| Michael Fitzgerald, President / CEO | 30 years developing economic best practices as President/CEO of business development for Enterprise Florida, Washington State Department of Business Development and the State of Montana. | 40+/week | Provide mobilizing leadership; secure funding; identify sectors; link best practices; assist workforce leaders; create mentoring program for startups; collaborate with business, government and education; link site selection consultants; position Hawaii for research; create targeted recruitment program; differentiate Hawaii. |
| John Strom, Managing Director, Business Development & Technology | Business development specialist and multi-disciplined engineer. 25 years senior or board level management for local, national and international corporations. Chief Technology Officer, innovation advisor and analyst. | 40+/week | Assist local and mainland business clients find solutions to funding, permitting, planning, site selection, business contacts and hiring; develop new business prospects for Hawaii through EH representation at meetings/events identified sectors; organize lead management system; draft sector strategies. |
| Mark Ritchie EH TBD Project Manager | Business development specialist, 15 years economic development from Silicon Valley to Canada and Scotland, including site work, venture funding, and business plan development. Marketing Manager for Silicon Graphics Inc., working with Intel. | 40-F/week | Project manager for EH Targeted Business Program. Will assist Hawaii companies as well as work with targeted recruitment of companies expanding to Hawaii from other markets. |

| Pat Steiner | Business assistance | 40±/week | Assists and trains companies |
|-------------|--|---------------------------------------|---|
| | professional, 15 years | | to prepare periodic financial |
| | experience in private sector | | reports, respond to capital |
| | with Hawaii and mainland | | inquiries, prepare annual |
| | businesses; including | | budget, monitor company |
| | technology and innovation | | cash requirements, advise |
| | industries in software, | | officers on marketing and |
| | telecom, insurance, and | | development matters. A |
| | investment banking firms | | hands on member of the |
| Dori Baba | | | Targeted Business |
| | | | Development Team assigned |
| | | | to help local companies. |
| | | | |
| | | | |
| | Administrative Assistant, | 40±/week | Assists the team to prepare |
| | Office Manager. Business | 注题 第3666 | periodic reports and work on |
| | assistance professional, 20 | \$ \$7.00 m | local company outreach |
| 1 | years experience in private | | programs with TBD team |
| | sector with Hawaii assisting | | members Establishes |
| | businesses in the innovation and technology areas: | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | reporting to EH executive |
| | and technology areas: | | staff and coordinates |
| | | | activines: |
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ATTACHMENT C: TARGETED BUSINESS TIMELINE

| Phase III (January - December 2008) | Jan | Feb | Mar | Apr | May | Jun | Jel | Aug | Sen | +00 | NON | ۲٥ |
|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------|-----|-----|
| Plan Review & Analysis Phase IV | × | | | | × | × | × | | | | | × |
| Market Development Research Phase IV | | | × | × | × | | | | | | | 3 |
| Contact/Brief Site Selectors in Target Industries | | × | | X | | | × | × | | × | | × |
| National Laboratory Development Program | | × | | × | | | | | × | | × | |
| Target Sector Business Development Programs | | | | | | | | | 3 | | < | |
| Defense & Dual Use | Х | X | × | × | × | | × | × | × | × | × | × |
| Energy Development | × | × | × | × | | | × | | × | × | | |
| Life Science - Biotech | | | | | | × | × | | | × | × | |
| Ocean - Marine Science | | | X | | × | | | × | | | | |
| Space, Optics, Astronomy | | × | | × | × | | × | | | × | × | |
| Information - Communication | × | | | | × | | × | 1 | | | × | |
| Film & Digital Media | × | | | | × | | | | | × | | |
| ROI Analysis Phase II | × | × | × | | | | | | | | | |
| | | | | | | | | | | | | |
| Phase 1V (January 2009 - December 2010) | Jan | Feb | Mar | Apr | Мау | Jun | Jul | Aug | Sep | ot O | Nov | Dec |
| Plan Review & Analysis Phase IV-B | × | | | | × | × | × | | | | | × |
| Market Development Research Phase IV-B | | | × | × | × | | | | | | | |
| Contact/Brief Site Selectors in Target Industries | | × | | X | | | × | × | | × | | × |
| National Laboratory Development Program | | × | | × | | | | | × | | × | : |
| Target Sector Business Development Programs | | | | | | | | | | | | |
| Defense & Dual Use | × | × | × | × | × | | × | × | × | × | × | × |
| Energy Development | × | × | | × | × | | × | | × | × | | |
| Life Science - Biotech | | | | | × | | × | | | × | × | |
| Ocean - Marine Science | | | × | | × | | | × | | | : | |
| Space, Optics, Astronomy | | X | | × | × | | | | | × | × | |
| Information - Communication | × | | | | × | | × | | | | × | |
| Film & Digital Media | × | | | | × | | | | | × | | |
| KOI Analysis Phase III | × | × | × | | | | | | | | | |
| | | | | | | | | | | | | 1 |

DECLARATION STATEMENT APPLICANTS FOR GRANTS AND SUBSIDIES CHAPTER 42F, HAWAI'I REVISED STATUTES

The undersigned authorized representative of the applicant acknowledges that said applicant meets and will comply with all of the following standards for the award of grants and subsidies pursuant to section 42F-103, Hawai'i Revised Statutes:

- (1) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant or subsidy is awarded;
- (2) Comply with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
- (3) Agree not to use state funds for entertainment or lobbying activities; and
- (4) Allow the state agency to which funds for the grant or subsidy were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and assuring the proper expenditure of the grant or subsidy.

In addition, a grant or subsidy may be made to an organization only if the organization:

- (1) Is incorporated under the laws of the State; and
- (2) Has bylaws or policies that describe the manner in which the activities or services for which a grant or subsidy is awarded shall be conducted or provided.

Further, a grant or subsidy may be awarded to a non-profit organization only if the organization:

- (1) Has been determined and designated to be a non-profit organization by the Internal Revenue Service; and
- (2) Has a governing board whose members have no material conflict of interest and serve without compensation.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

| Enterprise Honolulu (Typed Name of Individual or Organization) | |
|--|----------------------------|
| (Signature) | January 24, 2008 (Date) |
| Michael Fitzgerald (Typed Name) | President - CEO (Title) |