

GM 504

Measure Title: Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Report Title: Director of the Department of Business, Economic Development and Tourism

TESTIMONY BY LUIS P. SALAVERIA
DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT, AND TOURISM
STATE OF HAWAII

before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

on
Monday, March 2, 2015
2:45 PM
State Capitol, Conference Room 016

in consideration of
GOVERNOR'S MESSAGE NO. 504
SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE
DIRECTOR OF THE DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM,
GUBERNATORIAL NOMINEE, LUIS SALAVERIA, FOR A TERM TO EXPIRE 12-3-2018.

Chairman Wakai, Vice Chair Slom and members of the committee. Thank you for allowing me the opportunity to speak in front of you today for consideration of my nomination to be the Director of the Department of Business, Economic Development, and Tourism. It is a role I hold in high regard and am truly humbled by the nomination. I would like to take this opportunity to thank Governor Ige for trusting in me to lead the Department of Business, Economic Development, and Tourism; thank the staff of the Department for their teachings and patience over the last eight weeks; and offer a special thanks to Deputy Evans, who has been an exceptional partner throughout this process.

Twenty-three years ago I accepted my first job out of college as a budget analyst temporarily hired by the Hawaii State Senate during session. That experience impressed upon me the importance of public service, and had a lasting impact on me by showing me how enjoyable and interesting public sector work could be. Although I made the decision to enter the private sector after various roles in state government and spent ten years in corporate America, I have found my way back into the field I find most gratifying—public service. In 2011, the State was exiting the Great Recession, and the economy was just beginning to show signs of positive momentum. I returned then as the Deputy Director of Budget and Finance. While at Budget and Finance, I worked on issues and led initiatives that encompassed every facet of government operations and saw firsthand how policy and decisions can impact the State's

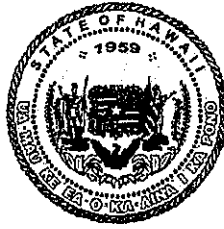
economy. As a result, my experiences in both the public and private sectors provide me with a valuable perspective of how government can best support business and industry to thrive in Hawaii.

Now Hawaii's economy is running strong. We are currently experiencing positive economic trends in employment and income, with inflation remaining low. Two of our major economic engines, tourism and the military, are at peak levels, and our real estate and construction sectors are poised for further gains in the coming years. Yet, the economic cycle will inevitably begin to contract. Therefore, it is during these good times that we must make wise investments and sound policy decisions to diversify our economy in order to lengthen the "expansion" periods and shorten the "contraction" periods. Government can *and should* play such a role. However, government cannot be the sole participant. It will take a collaborative and candid partnership with all stakeholders, public and private, to ensure we have the absolute best plan for Hawaii's future.

The Department of Business, Economic Development, and Tourism will be at the forefront of developing and executing a strategy to strengthen our existing economic engines and diversify our economic base. There is no other department with such a wide and diverse scope of responsibility as DBEDT. Its broad scope is supported through the many dedicated and talented individuals within DBEDT who come from many different backgrounds and fields of expertise. My vision is for a department focusing all of its efforts and expertise on three foundational pillars: **Growing Jobs, Raising Income, and Cultivating Innovation**. We will accomplish this by engaging in efforts that create infrastructure, produce talent, and attract capital. Some of the initiatives that the department will undertake include expanding the State's broadband capacity, increasing the availability of affordable housing units, establishing higher goals for renewable energy penetration, attracting outside capital to Hawaii's startup community, establishing new tech parks and innovation clusters, enhancing the State's economic reporting capabilities, and promoting the workforce of the future.

During the last eight weeks, I have had some of the most interesting, motivating, and inspiring internal and external interactions as the Director of the Department. These

interactions have strengthened my resolve to lead the Department of Business, Economic Development, and Tourism, and to build a foundation that will propel our economy forward. The opportunity to serve our State in this capacity is a great honor, and I respectfully stand before you ready and willing to take on this challenge. Thank you for giving me the opportunity to speak before you as you consider my nomination for the Director of the Department of Business, Economic Development, and Tourism.



EXECUTIVE CHAMBERS,
HONOLULU, HAWAII

David Y. Ige
Governor

Testimony on GM 504
Confirmation of Luis Salaveria
Director, Department of Business, Economic Development & Tourism

Governor David Y. Ige

SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

March 2, 2015
2:45 p.m. in Room 016

Chair Wakai, Vice Chair Slom and committee members:

I respectfully request your support in confirming the appointment of Luis Salaveria as the Director of the Department of Business, Economic Development & Tourism. Mr. Salaveria has more than 20 years of public and private sector administrative and financial management experience and most recently served as the deputy director of the Department of Budget and Finance (B&F). Prior serving as deputy with B&F, he was a Finance Manager with Kaiser Permanente Hawaii. Luis Salaveria holds a degree in economics from the University of Hawaii at Manoa.

This administration is committed to reshaping the culture of government by embracing and accelerating change. I'm confident that Luis Salaveria will support our department employees in this effort. Together, we can build a better home for our keiki, kupuna, and all the residents of Hawaii.

Mahalo for your consideration.

DAVID Y. IGE
GOVERNOR



Testimony of
FORD N. FUCHIGAMI
DIRECTOR

Deputy Directors
JADE T. BUTAY
ROSS M. HIGASHI
EDWN H. SNIFFEN
DARRELL T. YOUNG

IN REPLY REFER TO:

STATE OF HAWAII
DEPARTMENT OF TRANSPORTATION
869 PUNCHBOWL STREET
HONOLULU, HAWAII 96813-5097

March 2, 2015
2:45 p.m.
State Capitol, Room 016

G.M. 504

Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Senate Committee on Economic Development and Technology

The Department of Transportation (DOT) **strongly supports** the confirmation of Luis Salaveria as the Director of the Department of Business, Economic Development and Tourism (DBEDT).

We've worked extensively with Mr. Salaveria when he was the Deputy Director of the Department of Budget and Finance. During the past four years we were able to not only gain firsthand familiarity of Mr. Salaveria's abilities as a leader, but also were exposed to his inventive approach to problem solving, his ability to get his point across and the job done. We have the deepest professional respect for Mr. Salaveria, and sincerely believe he will bring his unique energy, optimism, enthusiasm, and vigorous imagination at DBEDT.

Tourism and economic development are critical not only to our economy but also to our state's ability to remain competitive in the global marketplace. DOT is committed and stands ready to serve as an active partner with DBEDT in making sure that Hawaii remains the top destination for travelers. In this highly competitive global economy, tourism and businesses need every bit of help they can get. Mr. Salaveria can always be counted upon for his candor, perseverance, and thoughtfulness. He is not afraid to say what he thinks, so one never has to guess where he stands on a particular issue. Mr. Salaveria has widespread experience and has proven himself many times as a person who can make positive things happen.

We look forward to further find ways to work together with DBEDT and Mr. Salaveria to drive economic growth.

Thank you for the opportunity to provide testimony.

TESTIMONY BY WESLEY K. MACHIDA
DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE

AND BY RODERICK K. BECKER
DEPUTY DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE

STATE OF HAWAII

TO THE SENATE COMMITTEE ON
ECONOMIC DEVELOPMENT AND TECHNOLOGY
ON
GOVERNOR'S MESSAGE NO. GM 504

March 2, 2015
2:45 P.M.

SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE
DIRECTOR OF THE DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT
AND TOURISM, GUBERNATORIAL NOMINEE, LUIS SALAVERIA

Dear Chair Wakai, Vice Chair Slom, and Members of the Committee:

We support the confirmation of Luis Salaveria to the position of Director of the Department of Business, Economic Development and Tourism.

Governor Ige's administration is committed to addressing the many issues facing our state in a direct and forthright manner. We will strive to do the right thing, the right way to achieve our shared goal of a healthy, sustainable economy to support our kupuna, ourselves, and our children.

Mr. Salaveria is an integral part of a team that is committed to achieving the goals of this administration in an honest, transparent, accountable, and responsive manner. Therefore, we support his confirmation as the Director of the Department of Business, Economic Development and Tourism.

Thank you for the opportunity to provide testimony.

DAVID Y. IGE
Governor

SHAN S. TSUTSUI
Lieutenant Governor

LUIS P. SALAVERIA
Director

MARY ALICE EVANS
Acting Deputy Director



LAND USE COMMISSION
Department of Business, Economic Development & Tourism
State of Hawai'i

DANIEL ORODENKER
Executive Officer

Bert K. Saruwatari
Planner
SCOTT A.K. DERRICKSON AICP
Planner

RILEY K. HAKODA
Chief Clerk/Planner

FRED A. TALON
Drafting Technician

Statement of
Daniel E. Orodener
Executive Officer
Land Use Commission

Before the
Senate Committee on Economic Development and Technology
February 2, 2015
2:45 PM
State Capitol, Conference Room 224

In consideration of

GM504
SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE DIRECTOR
OF THE DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM,
GUBERNATORIAL NOMINEE,
LUIS SALAVERIA,
for a term to expire 12-3-2018

Chair Wakai, Vice Chair Slom, and members of the Committee on Economic Development and Technology:

I would like to speak in support of Luis Salaveria as the Governor's nominee for the Director of the Department of Business, Economic Development & Tourism.

I have known him personally and professionally for some time now and he has shown himself to be bright, energetic and enthusiastic. He has an affinity for making people feel welcome and that their opinions matter. He will be an excellent leader of DBEDT and a capable representative of Hawaii's business community and an advocate for State concerns.

Thank you for the opportunity to testify on this matter.

March 1, 2015

The Honorable Glenn Wakai
The Honorable Sam Slom
The Senate Committee on Economic Development and Technology

Re: GM 504 - Testimony in support of the confirmation of Luis Salaveria
2:45 PM, Monday, March 2, 2015
State Capitol Room 016

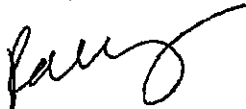
Dear Chair Wakai, Vice Chair Slom, and Members of the Committee,

My name is Rachael Wong, and I currently serve as the Director Nominee of the Department of Human Services (DHS). I am writing in **strong support** of the confirmation of Mr. Luis Salaveria as Director of the Department of Business, Economic Development and Tourism (DBEDT).

Luis brings a deep understanding of the State budget, plans, and possibilities to DBEDT with his experience serving as the Deputy Director of Budget & Finance and in various financial and analyst leadership positions in Hawaii. In the short time since his nomination, Luis has proactively outreached to business and economic stakeholders throughout the islands, as well as to other government departments and agencies. Luis brings his experience, expertise, leadership, innovative approach, and positivity to DBEDT, and this is good for our state.

Thank you for this opportunity to provide testimony in support of the confirmation of Luis Salaveria as DBEDT Director. Please do not hesitate to contact me if you have any questions.

Sincerely,



Rachael Wong, DrPH

DAVID Y. IGE
GOVERNOR

SHAN TSUTSUI
LT. GOVERNOR



MARIA E. ZIELINSKI
DIRECTOR OF TAXATION

STATE OF HAWAII
DEPARTMENT OF TAXATION
P.O. BOX 259
HONOLULU, HAWAII 96809
PHONE NO: (808) 587-1540
FAX NO: (808) 587-1560

To: The Honorable Glenn Wakai, Chair
and Members of the Senate Committee on Economic Development and
Technology

Date: Monday, March 02, 2015
Time: 2:45 P.M.
Place: Conference Room 016, State Capitol

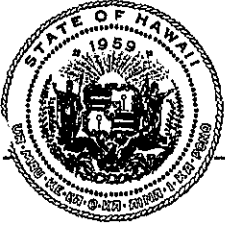
From: Maria E. Zielinski, Director
Department of Taxation

Re: G.M. 504, Submitting for consideration and confirmation as the
Director of the Department of Business, Economic Development and Tourism
Gubernatorial Nominee, Luis Salaveria
for a term to expire 12-3-2018

Thank you for the opportunity to provide testimony in strong support of the confirmation of Luis Salaveria for Director of the Department of Business, Economic Development and Tourism.

I have known Luis Salaveria for approximately three years. I have worked with Luis when he served as Deputy Director of Budget and Finance. When I came to the State in September 2012 in my former capacity as Deputy Comptroller of the Department of Accounting and General Services (DAGS), Luis was, in fact, the person I worked with very closely to effectively "get up to speed" on the issues facing the completion of the State's Comprehensive Annual Financial Report (CAFR). Since DAGS had been without a Deputy Comptroller for over six months, Luis assumed this additional responsibility for the CAFR before I arrived. I worked closely with Luis to ensure that all required financial statements, workpapers and documentation relating to the State's (CAFR) were provided to the auditors and the Department of Accounting and General Services (DAGS) in accordance with the State's required deliverables schedule. We also worked closely with the auditor to address issues and facilitate the delivery of needed documentation. The State was able to complete its CAFR on time for the first time in a decade due in part to the efforts and assistance of Luis.

I urge you to confirm Luis Salaveria for the nomination of Director for Department of Business, Economic Development and Tourism.



**OFFICE OF PLANNING
STATE OF HAWAII**

235 South Beretania Street, 6th Floor, Honolulu, Hawaii 96813
Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804

Telephone: (808) 587-2846
Fax: (808) 587-2824
Web: <http://planning.hawaii.gov/>

DAVID Y. IGE
GOVERNOR

LEO R. ASUNCION
ACTING DIRECTOR
OFFICE OF PLANNING

Statement of
LEO R. ASUNCION
Acting Director, Office of Planning
before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

Monday, March 2, 2015
2:45 PM
State Capitol, Conference Room 016

in consideration of
GM 504.

Chair Wakai, Vice Chair Slom, and Members of the Senate Committee on Economic Development and Technology.

I support Governor David Y. Ige's nomination of Luis P. Salaveria to serve as the Director of the Department of Business, Economic Development, and Tourism (DBEDT).

Mr. Salaveria has the breadth of knowledge to lead DBEDT, a department with seven core divisions and offices, and eleven administratively attached agencies or programs, and he has shown an understanding and desire to move the entire department forward in charting a course for future economic development in the State. Mr. Salaveria's background in economics, private sector financing, governmental budgeting and financing, and his collaborative style of stakeholder engagement will serve him well as DBEDT Director. For as long as I have known Mr. Salaveria, both professionally and personally, he has and continues to demonstrate the highest level of leadership, and he has gained my trust as a colleague and friend to do the right thing in the right way for the department and the people of the State of Hawaii.

I respectfully encourage the Committee to advise and consent to the nomination of Mr. Salaveria as DBEDT Director.

Thank you for considering my testimony in your deliberations.

DAVID Y. IGE
GOVERNOR



CRAIG K. HIRAI
EXECUTIVE DIRECTOR

STATE OF HAWAII

DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM
HAWAII HOUSING FINANCE AND DEVELOPMENT CORPORATION
677 QUEEN STREET, SUITE 300
Honolulu, Hawaii 96813
FAX: (808) 587-0600

IN REPLY REFER TO:

Statement of
Craig K. Hirai
Hawaii Housing Finance and Development Corporation
Before the

SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

March 2, 2015 at 2:45 p.m.
State Capitol, Room 016

In consideration of
G.M. 504

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE DIRECTOR OF
THE DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM,
GUBERNATORIAL NOMINEE, LUIS SALAVERIA,
FOR A TERM TO EXPIRE 12-3-2018.**

The HHFDC ***strongly supports*** the nomination of Luis Salaveria as Director of the Department of Business, Economic Development and Tourism.

The HHFDC Board and staff are familiar with Director Salaveria, for his service as the Department of Budget and Finance's representative on the Board for the last several years while he was the Deputy Director of that Department. Director Salaveria demonstrated his financial expertise, sound judgment, dedication, and leadership during that tenure. He will be an excellent DBEDT Director.

We respectfully ask for your favorable consideration of his nomination. Thank you for the opportunity to testify.

February 21, 2015

The Honorable Glenn Wakai, Chair
The Honorable Sam Slom, Vice Chair
Senate Committee on Economic Development and Technology
State Capitol, Room 216
Honolulu, Hawaii 96813

Re: GM 504 Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018

Dear Chair Wakai, Vice Chair Slom, and Members of the Committee:

I am writing to express my strong support of GM 504 for Luis Salaveria's nomination to serve as the Director of the Department of Business, Economic Development and Tourism (DBEDT).

My name is Jo Ann Uchida Takeuchi and I am the Deputy Director of the Department of Commerce and Consumer Affairs.

I have had the pleasure of working with Mr. Salaveria for the past three years, while he was Deputy Director of B&F and then in his current capacity. As Deputy Director of B&F, Mr. Salaveria was clearly passionate about setting the state's finances on the right path and on building Hawaii's reputation as solid place to invest. I always found Luis to be extremely intelligent, hardworking, engaging, helpful and collaborative. Luis' transition from B&F to DBEDT is a natural and appropriate fit, and I am certain that he will serve this state well as he builds on what he has already accomplished at B&F to make Hawaii's economy even more vibrant and successful.

Thank you for the opportunity to provide my strong support of his nomination.

Sincerely,

Jo Ann Uchida Takeuchi



**HAWAII
STRATEGIC
DEVELOPMENT
CORPORATION**

No. 1 Capitol District Building
250 South Hotel Street, Suite 508
P.O. Box 2359
Honolulu, Hawaii 96804
Telephone: (808) 587-3830

**Statement of
Karl K. Fooks
President**

Hawaii Strategic Development Corporation

**Before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY**

Monday, March 2, 2015

2:45 PM

State Capitol, Conference Room 016

In support of

GM 504

**SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE DIRECTOR OF THE
DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM, GUBERNATORIAL
NOMINEE, LUIS SALAVERIA, FOR A TERM TO EXPIRE 12-3-2018.**

Chair Wakai, Vice Chair Slom and Members of the Committee:

The Hawaii Strategic Development Corporation **strongly supports** the appointment of Luis Salaveria as the Director of the Department of Business, Economic Development and Tourism. He has a strong interest in supporting economic development in Hawaii. Mr. Salaveria brings extensive private sector business experience, as well as public sector experience as Deputy Director of Budget and Finance, that will allow him to evaluate and prioritize economic development initiatives for the State.

Thank you for the opportunity to provide testimony on Mr. Salaveria's behalf.

Written Statement of
ROBBIE MELTON
before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

Monday, March 2, 2015
2:45 p.m.
State Capitol, Conference Room 16
In consideration of

**GM 504 IN CONSIDERATION AND CONFIRMATION TO THE DIRECTOR OF THE
DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM,
GUBERNATORIAL NOMINEE, LUIS SALAVERIA, FOR A TERM TO EXPIRE
12-3-2018.**

Chair Wakai, Vice Chair Slom, and Members of the Committee on Economic
Development and Technology.

I am pleased to have the opportunity to **support the appointment** of Luis Salaveria to
the Director position for the Department of Business, Economic Development and Tourism.

I have had the opportunity to work with Mr. Salaveria in his capacity as the former
Deputy Director with the Department of Budget and Finance (B&F). Mr. Salaveria has been
very supportive of the technology industry, and the High Technology Development
Corporation's 80/80 initiative. He has an excellent understanding Hawaii's needs and capacity
for economic growth and knows the interworking of the state government. I am confident that
Mr. Salaveria is the right person to lead the Department of Business and Economic Development
and Tourism.

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

STATEMENT OF
ANTHONY J. H. CHING
BEFORE THE
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

ON
MONDAY, MARCH 2, 2015

2:45 P.M.

State Capitol, Conference Room 16

in consideration of

G.M. 504 – SUBMITTING FOR CONSIDERATION AND CONFIRMATION TO THE DIRECTOR OF THE DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT AND TOURISM, GUBERNATORIAL NOMINEE, LUIS SALAVERIA, FOR A TERM TO EXPIRE ON DECEMBER 3, 2018.

Mr. Luis Salaveria has previously served as Director for the Department of Budget and Finance and has thereby served as an ex-officio designee on the Hawaii Community Development Authority. As a voting member, Mr. Salaveria was part of the HCDA Reserved Housing Investigative Committee and sought to refine the agency's policies on the creation of more affordable housing.

Although Mr. Salaveria is no longer an ex-officio member of the Authority, I believe he will continue to judiciously review all matters pertaining to the state's business and economic development and will serve both the department and the state well. His resume speaks for itself.

Thank you for the opportunity to provide these comments in support of Mr. Salaveria's nomination.

Mark B. Glick

Testimony of Mark B. Glick

before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

Monday, March 2, 2015
2:45 p.m.
State Capitol, Conference Room 016

in consideration of
GM 504

**RELATING TO THE CONFIRMATION OF LUIS SALAVERIA AS DIRECTOR OF THE
DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM**

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

I strongly support the confirmation of Luis Salaveria as the Director of the Department of Business, Economic Development & Tourism.

In my professional career as the Administrator of the State Energy Office, I have had the opportunity to work with Luis Salaveria in his previous capacity as Deputy Director of Budget and Finance. The clear evidence of his effectiveness in planning and managing the annual \$12 billion operational and \$3 billion capital improvement budgets of the State of Hawaii is the \$1 billion turn around over a three year period with an ending balance of over \$844 million.

He has earned the trust of the policy and business communities in previous roles at Kaiser Permanente and the State and has set forth an ambitious agenda for the State's role in business development and innovation. As a resident, public manager and nonprofit volunteer, I deeply appreciate his balanced approach to community involvement in strategies to reduce energy costs and move our state to unprecedented rates of energy independence and resiliency.

Thank you for the opportunity to express my support for Luis Salaveria and I ask that you confirm and support him in this important role for the State.

247 Beach Walk #1101
Honolulu, HI 96815

February 27, 2015

The Honorable Glenn Wakai, Chair
Senate Committee on Economic Development and Technology
Hawaii State Capitol, Room 216
Honolulu, Hawaii 96813

RE: Governor's Message 504, Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Hearing: Monday, March 2, 2015 at 2:45 p.m.
Conference Room 016

Dear Chair Wakai:

I am writing in strong support of the appointment of Luis Salaveria to serve as the Director of the Department of Business, Economic Development and Tourism (DBEDT). My name is Christine Hirasa, and I am submitting this letter of support in my personal capacity.

I had the opportunity to work with Luis under the previous administration where he served as Deputy Director of the Department of Budget and Finance (B&F).

In his position at B&F, Luis played a key role in the planning, design and management of the annual \$12 billion operational and \$3 billion capital improvement budgets for the State of Hawaii. He also helped to make the state's budget process more open and transparent. Luis' experience at B&F, with his intimate knowledge of all the state's finances, gives him a unique perspective to move DBEDT to the next level of providing much-needed opportunities for the people of Hawaii.

He brings more than 20 years of public and private sector experience to the state, which gives him a solid foundation to lead DBEDT with its mission to achieve an economy that embraces innovation and is globally competitive, dynamic and productive.

I firmly believe he is the best choice to serve as DBEDT Director. Luis is proven leader who is honest, decisive, and highly intelligent. He puts his heart into everything he does and knows how to bring people together to achieve common goals. More importantly, he is a true friend who understands how to form meaningful and lasting relationships.

For these reasons, I strongly urge his confirmation for DBEDT Director.

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

Sincerely,



Christine Hirasa
Communications Officer
Department of Commerce and Consumer Affairs
Mobile: (808) 286-9626
Email: Christine.Hirasa@dcca.hawaii.gov



NATURAL ENERGY LABORATORY OF HAWAII AUTHORITY

An Authority of the State of Hawaii attached to the Department of Business, Economic Development & Tourism

Statement of
John DeLong
Chairman of Board
Natural Energy Laboratory of Hawaii Authority
before the

COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

Monday, March 2, 2015
2:45 pm
State Capitol, Conference Room 016

in consideration of

GM 504 RELATING TO THE CONSIDERATION AND CONFIRMATION OF LUIS SALAVERIA AS DIRECTOR OF THE DEPARTMENT OF BUSINESS ECONOMIC DEVELOPMENT AND TOURISM

As Chairman of the Board of the Natural Energy Laboratory of Hawaii Authority (NELHA)

I am pleased to provide testimony in strong support of Luis P. Salaveria for the position of the Director of the Department of Business, Economic Development and Tourism.

I have had the opportunity to work with Mr. Salaveria over the past several years as we both attended meetings of the High Technology Development Corporation. In addition, he recently called a meeting of the Chairs of the all the agencies attached to DBEDT for administration purposes.

I have found his approach both refreshing and invigorating. More specifically, at the recent meeting of Board Chairs he provided a very good overview of his vision regarding how

we can grow jobs, raise incomes and cultivate innovation. I was impressed at his thoughts on how the different agencies can interact and work together to diversify the economy. His critical thinking exhibited at these meetings clearly shows that he has a very good understanding of the fundamentals necessary to hold this important position to grow our economy.

Thank you for the opportunity to offer these comments.



UNIVERSITY
of HAWAII
SYSTEM

KALBERT K. YOUNG
VICE PRESIDENT FOR BUDGET & FINANCE
CHIEF FINANCIAL OFFICER

March 2, 2015

The Honorable Glenn Wakai, Chair
The Honorable Sam Slom, Vice Chair
And Members
Senate Committee on Economic Development and Technology
415 South Beretania Street, Conference Room 016
Honolulu, Hawaii 96813

**RE: G.M. 504 - FOR CONSIDERATION AND CONFIRMATION AS THE
DIRECTOR OF THE DEPARTMENT OF BUSINESS, ECONOMIC
DEVELOPMENT AND TOURISM, GUBERNATORIAL NOMINEE,
LUIS SALAVERIA**

Dear Chair Wakai, Vice Chair Slom, and Members of the Committee,

Thank you for the opportunity to provide testimony in support of the confirmation of Mr. Luis Salaveria as the Director for the Department of Business Economic Development and Tourism (DBEDT).

Mr. Salaveria and I served as the former Deputy and Director, respectively, of the State Department of Budget & Finance (B&F). I am well familiar with Mr. Salaveria's leadership ability and his aptitude of ideas on matters of finance and the economy. Mr. Salaveria is a fine choice for Director of DBEDT.

As the B&F deputy, Mr. Salaveria worked on a number issues of significant financial and economic impact to the State of Hawaii. He helped to craft executive level direction and strategy on such issues as unfunded liabilities, bond debt transactions, the state financial plan, budget development and birth of the green energy market securitization program in DBEDT. In working on all of these matters, Mr. Salaveria was very mindful of the larger economic impact and importance to the State of Hawaii.

Mr. Salaveria's background and experience working both within government and in the private sector at the top-tier level of management, gives him the perspective to balance the contribution of government with the expectations of the private sector in exploring options to further grow our local economy. The role of the DBEDT director over the next several years of the current economic cycle will be paramount. Mr. Salaveria is a good candidate for continuing this progress at DBEDT. He will be of great value to the department and the State of Hawaii.

I urge the members of the Senate Committee on Economic Development and Technology to support his selection by voting favorably on his nomination and advancing G.M. 504 for full Senate confirmation.

Sincerely,


KALBERT K. YOUNG
VP for B&F/CFO

2444 Dole Street, Bachman Hall
Honolulu, Hawai'i 96822
Telephone: (808) 956-8903
Fax: (808) 956-5286

An Equal Opportunity/Affirmative Action Institution



CAPITOL CONSULTANTS OF HAWAII, LLP
222 South Vineyard Street Suite 401, Honolulu, Hawaii 96813
Office: (808) 531-4551 Fax: (808) 533-4601 Website: www.808cch.com

February 27, 2015

Senator Glenn Wakai, Chair
Senator Sam Slom, Vice Chair
Committee on Economic Development and Technology
State Capitol, Room 016
415 South Beretania Street
Honolulu, HI 96813

RE: GM504 Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Dear Chairman Wakai, Vice Chairman Slom and Members of the Committee:

Luis Salaveria is a stand out public administrator who has moved seamlessly into and out of both public and private service. He is as at home arguing for Hawaii's fiscal needs on Wall Street as he is when working as a member of the Filipino Community Center in Waipahu.

Luis is a truly remarkable young man that we are just lucky to have in public service. He has been responsible for planning, designing, and managing the State's annual \$12 billion budget and is an architect of the pension reform efforts begun in the previous Administration. Additionally he serves as the Chairperson of the Employer-Union Health Fund Trust and is working to create a better more sustainable health system for our public employees and retirees.

As the incoming Director of the Department of Business, Economic Development and Tourism, he brings vision, technical experience, and enormous leadership capacity.

Please vote to confirm Governor Ige's wise choice for this important post.

Respectfully Submitted,

John H. Radcliffe
President

Dennis T. Ling
Honolulu, HI
February 24, 2015

The Honorable Glenn Wakai, Chair
Senate Committee on Economic Development
and Technology
State Capitol Room 016

Dear Senator Wakai and Members of the Committee:

I am pleased to submit this letter in strong support of the nomination of Luis Salaveria as the Director of the Department of Business, Economic Development and Tourism.

The challenges of the Department requires someone with the insights into the economic pressures and financial struggles both small and medium sized businesses face. The business community relies on DBEDT to create and advocate for policies and programs that support a thriving economy. And the community as a whole depends on DBEDT to take a long view of our state to ensure Hawaii is moving on in a direction that is attractive to new business and entrepreneurs in the future. Mr. Salaveria is well suited to meet these needs.

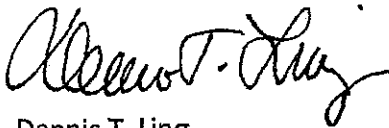
As the Administrator for the Business Development and Support Division of DBEDT, I have witnessed firsthand Mr. Salaveria's vision and ability to execute well laid plans for growing our economy. He is strategic, resourceful, creative and understands the importance of prioritizing resources and investing capital to maximize benefits for both the short-term and long-term.

Mr. Salaveria also brings with him knowledge of the Asia-Pacific region and understands that our future will rely to some measure on the strength of our partnerships with the region.

I believe that Mr. Salaveria is an asset to State government, with the unique set of skills and knowledge to lead DBEDT. He is not only a man of vision, but one of action, with the ability to communicate and rally people behind him to make things happen.

I respectfully ask the Committee to vote favorably on the confirmation of Luis Salaveria to the post of Director of the Department of Business, Economic Development and Tourism.

Sincerely,



Dennis T. Ling

February 26, 2015

The Honorable Glenn Wakai, Chair
The Honorable Sam Slom, Vice Chair
Senate Committee on Economic Development & Technology
Hawaii State Capitol
Honolulu, Hawaii 96813

RE: Governor's Message 504, Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development & Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Hearing: Monday, March 02, 2015, 2:45pm.
Conference Room 016

Dear Chair Wakai, Vice Chair Slom and Members of the Committee,

I am writing in **strong support** of the appointment of Luis Salaveria to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

My name is Eugene Tian, and I am the Economic Research Administrator at DBEDT. I am submitting this letter of support in my personal capacity.

I had the opportunity to work with Luis from 2011 to 2014, when Luis was the Deputy Director of Budget and Finance (B&F). We were part of the team that led the credit rating and bond sales preparation for the State General Obligation Bond and the revenue bonds for State Harbors, Airports and Highways. I was greatly impressed by Luis' knowledge about Hawaii's economy, the state budget, revenue sources and his organization and communication skills. The rating agencies spoke highly about the timely production of the State Comprehensive Annual Financial Report (CAFR), of which Luis was instrumental in preparing. During Luis' tenure as B&F Deputy Director, the time required to prepare the CAFR was cut in half from 16 months to 8 months after the end of the fiscal year.

Luis has a clear vision on what needs to be done to improve our economic growth, the quality of life of our residents, and the same time, keep our environment beautiful and healthy. Furthermore, he has the advantage of executive level experience in both the public and private sectors that will allow him to collaborate with both industry and government on strategies to grow Hawaii's economy.

I strongly believe, Luis' experience and vision will take DBEDT to the next level of economic development and increase prosperity for the people of Hawaii.

For these reasons, I strongly recommend his confirmation as the DBEDT Director.

Thank you for the opportunity to submit this testimony.

Sincerely,

A handwritten signature in black ink, appearing to read "Eugene Tian", with a long horizontal flourish extending to the right.

Eugene Tian
Economic Research Administrator
Department of Business, Economic Development & Tourism

**TESTIMONY IN STRONG SUPPORT
OF THE CONFIRMATION OF
LUIS P. SALAVERIA
AS
DIRECTOR OF DBEDT**

March 1, 2015

Chair Wakai, Vice Chair Slom, and Members of the EDT Committee:

I am pleased to submit this testimony in strong support of Luis P. Salaveria's nomination to serve as Deputy Director for the Department of Business, Economic Development and Tourism.

During the brief time Mr. Salaveria has served as our Acting Director at DBEDT, he has evidenced an unparalleled enthusiasm and support for the various programs that fall under the department's jurisdiction.

As finance manager for Kaiser Permanente Hawaii, Chief Budget Analyst for the State Department of Defense, and most recently Deputy Director for the State Department of Budget and Finance, Mr. Salaveria acquired over 20 years of experience in financial accounting and management.

Among his various duties, Mr. Salaveria has been directly responsible for the development and execution of capital and operational budgets of the Hawaii Air and Army National Guard, State Civil Defense, and the Office of Veterans Services. He also has served as a government liaison and lobbyist to state and federal agencies, as well as a Committee Clerk, Budget Analyst, and Budget Supervisor for Senate Committees at the Hawaii State Legislature.

The combination of Mr. Salaveria's diverse professional experience and "can do" approach to problem solving ideally qualify him to serve as our departmental director. As such, I strongly endorse Mr. Salaveria's candidacy for the position of Director at DBEDT, and would encourage your affirmative action on his appointment.

Mahalo for the opportunity to testify on this Governor's Message.

Sincerely,



Jim Crisafulli
Office of Aerospace Development
DBEDT



1003 Bishop Street • Suite 765 • Honolulu, HI 96813
Phone: (808) 585-7931 • Fax: 585-7932 • www.hipaonline.com

Senate Committee on Economic Development and Technology
Senator Glenn Wakai, Chair
Senator Sam Slom, Vice Chair

GM 504: Support of Luis Salaveria as DBEDT Director

Testimony of
Jeanne Schultz Afuvai
President and CEO

Monday, March 2, 2015 at 2:45 pm
Conference Room 016

Dear Chair Wakai, Vice Chair Slom and members of the Committee:

On behalf of the Hawaii Institute for Public Affairs, we want to heartily endorse and support Luis Salaveria for the position of Director of DBEDT. Mr. Salaveria has both public and private sector experience and that is very important in leading this department.

I also personally support Luis, having served as the interim director of DBEDT under Governor Waihee. From experience, I can state that his broad and diverse background in the areas of economic analysis, tourism, construction, education, healthcare and finance are needed in this position. The director of DBEDT needs to be knowledgeable of all aspects of our economy and have the capacity to understand how each sector interrelates. Luis can do that.

I urge you to move Luis Salaveria's nomination forward.

Thank you for this opportunity to appear before you.

February 25, 2015

The Honorable Glenn Wakai, Chair
Senate Committee on Economic Development & Technology
State Capitol, Room 216
Honolulu, Hawaii 96813

Dear Senator Wakai and Members of the Committee:

I am writing to express my strong support of GM #504 for Luis P. Salaveria's nomination to serve as the Director of the Department of Business, Economic Development & Tourism (DBEDT).

As a former Director of DBEDT and currently, the Executive Director of the Hawaii Green Infrastructure Authority, an agency attached to DBEDT, I have known Mr. Salaveria for over four years while he was the Deputy Director at Budget & Finance. In this capacity, I had the opportunity to work with Mr. Salaveria on a variety of topics including the State budget, GO bond rating presentations and the Green Energy Market Securitization (GEMS) program. I found him to be very knowledgeable in the finance sector and believe he will be able to easily understand the diversity and importance of DBEDT's programs as he is a quick study.

For these and other reasons, I strongly urge his confirmation as DBEDT Director.

Please feel free to contact me directly should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Richard C. Lim". The signature is fluid and cursive, with a long horizontal stroke at the end.

Richard C. Lim

c: Luis P. Salaveria, DBEDT



Pacific International
Space Center for
Exploration Systems

March 3, 2015

TESTIMONY IN SUPPORT OF:

LUIS SALAVERIA AS THE NEW DIRECTOR OF DBEDT

Dear Members of the 28th Hawaii State Legislature,

As Executive Director for PISCES, I am writing in support of the confirmation of Luis Salaveria as the new Director of the Department of Business, Economic Development and Tourism (DBEDT).

Mr. Salaveria's former experience as the Deputy Director for the State's Department of Budget and Finance (B&F) will great serve all the DBEDT departments and programs.

The State of Hawaii has recognized the importance of Aerospace as an emerging economic sector within Hawaii...to better balance out the primary economic sectors of tourism and service industries. Mr. Salaveria is supportive of Aerospace within DBEDT and the State. He will actively promote and encourage economic growth within Aerospace in a continued effort to diversify the economic portfolio of our state.

Your affirmative consideration of his candidacy and confirmation will be deeply appreciated.

Mahalo,

Robert M. Kelso
Executive Director, PISCES

From: mailinglist@capitol.hawaii.gov
Sent: Friday, February 27, 2015 3:54 PM
To: EDT Testimony
Cc: micah@hfbf.org
Subject: *Submitted testimony for GM504 on Mar 2, 2015 14:45PM*

GM504

Submitted on: 2/27/2015

Testimony for EDT on Mar 2, 2015 14:45PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Chris Manfredi	Hawaii Farm Bureau	Support	No

Comments:

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov



HAWAII LODGING & TOURISM
ASSOCIATION

Testimony of George Szigeti
President & CEO

HAWAII LODGING & TOURISM ASSOCIATION
Senate Committee on Economic Development and Technology
Hearing on March 02, 2015, 2:45 P.M.

GM 504 Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, gubernatorial nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Dear Chair Wakai, Vice Chair Slom, and Members of the Committee. My name is George Szigeti and I am the President and CEO of the Hawai'i Lodging & Tourism Association.

The Hawai'i Lodging & Tourism Association (HLTA) is a statewide association of hotels, condominiums, timeshare companies, management firms, suppliers, and other related firms that benefit from and strengthen Hawai'i's visitor industry. Our membership includes over 150 lodging properties, representing over 50,000 rooms, and over 400 other Allied members. The visitor industry was responsible for generating \$14.9 billion in visitor spending in 2014 and supported 170,000 jobs statewide – we represent one of Hawai'i's largest industries and a critical sector of the economy.

On behalf of the Hawai'i Lodging & Tourism Association, I respectfully submit this testimony in **SUPPORT** of the nomination of Mr. Luis Salaveria and ask that you confirm his nomination as Director of the Hawai'i State Department of Business, Economic Development and Tourism (DBEDT).

Serving as the former Deputy Director of the State Department of Budget and Finance, Mr. Salaveria assisted the Director in the planning, design and management of the annual \$12 billion operational and \$3 billion capital improvement budgets for the State of Hawai'i. With 20 years of public and private sector experience, Mr. Salaveria is a well-rounded, knowledgeable individual who, while in his tenure as the Deputy Director of Finance introduced and implemented fiscal and economic legislation and policies, conducted public affairs and stakeholder outreach, as well as administering the operations of all divisions and attached agencies of the department.

For these reasons we **support** Mr. Luis Salaveria's appointment to the Director of the Hawai'i State Department of Business, Economic Development and Tourism.

Thank you for this opportunity to testify.



THE ORIGINAL HAWAIIAN BARBECUE®

L & L FRANCHISE, INC. L & L HAWAIIAN BARBECUE L & L DRIVE-INN

Bryan P. Andaya
Chief Operating Officer and Vice President

Feb. 27, 2015

Testimony in Strong Support of GM504 Luis Salaveria - EDT 3/2/15 2:45 p.m. Rm 225

ALASKA

Chair Wakai, Vice Chair Slom, and Members of the Committee:

ARIZONA

On behalf of the entire L & L 'Ohana, our 190 franchisees, and our co-founder Eddie Flores, Jr., I am proud to submit testimony in **strong support of GM504 appointing Luis Salaveria** as Director of DBEDT.

CALIFORNIA

COLORADO

I have known Luis for about five years. I first met Luis through my volunteer work in the community at the Filipino Community Center. As busy as he was devoting his time to public service, Luis agreed to serve on the Board with me and other talented individuals who care about the community. Upon our first meeting, Luis struck me as someone who is highly intelligent, reliable, and extremely passionate in helping those who faced substantial challenges. He freely gave of himself using his talents in business and finance, and taking personal time to better our community.

HAWAII

NEW YORK

Luis's passion and pleasant demeanor inspired to me to remain on the Board of FilCom despite my plans to move on. Luis and I worked together to establish a long-term financing plan for the Center, the largest of its kind in the world outside the Philippines. Together, we secured long-term financing for a three million dollar mortgage and stabilized its budget of over one million dollars annually. We also helped the creation of various programs to further economically develop the Center and the surrounding Central and Leeward O'ahu area. I consider these achievements quite remarkable that could not be attained without Luis's tireless and selfless dedication to helping our community. He is not only a great leader but also a team player; at the right time.

NEVADA

OREGON

UTAH

WASHINGTON

TOKYO

Luis's passion to better Hawaii continues until today. His passion and commitment remains a never-ending source of inspiration for me and my colleagues in our community. Today, even in my professional capacity as COO of L & L Franchise and in my leadership positions with various industry and community organizations, I go out of my way to try to work with Luis to learn from his adept business and leadership skills.

Gov. Ige's appointment of Luis matches perfectly with his passion and uncommon skills that will undoubtedly translate to the success of Hawaii's business climate and economic future, which means so much to me, our families, and our businesses. In summary, we strongly support Luis Salaveria's nomination as Director of DBEDT.

Very truly yours,

Bryan Andaya

The University Plaza
931 University Ave., #202
Honolulu, Hawaii 96826

Phone: (808) 951-9888
Fax: (808) 951-0888

www.hawaiianbarbecue.com



Nursing Advocates & Mentors, Inc.

... a non-profit organization with a mission to address the global nursing shortage by providing guidance and assistance for nursing colleagues to obtain their professional license in nursing.

NAMI, P.O. Box 2034 Aiea, HI 96701

E-mail: bramosrazon@aol.com

In strong support of GM 504

Senate Committee on Economic Development and Technology

March 2, 2015, 2:45 p.m., Hawai'i State Capitol, Room 016

To: Senator Glenn Wakai, Chairperson and Senator Sam Slom, Vice Chairperson
Members of the Senate Committee on Economic Development and Technology

From: Beatrice Ramos-Razon, President, Nursing Advocates and Mentors Inc.

Subject: Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

My name is Beatrice Ramos-Razon. As the founder and president of NAMI (Nursing Advocates & Mentors, Inc.), I am proud to submit our strong support for Governor David Ige's nomination of Mr. Luis Salaveria as the Director of the State Department of Business, Economic Development and Tourism.

NAMI's membership is comprised of over 75 volunteer nurses, instructors, allied health care professionals, and Filipino leaders, who are dedicated to improve the health of Hawai'i's people through education, mentoring, advocacy and service.

As health professionals, we see the urgency to generate state revenue to strengthen the infrastructure and build the capacity of Hawai'i's diverse populations to contribute to a vibrant economy and improve people's health status. We fully support Governor David Ige's nominee, because we believe Mr. Salaveria will work collaboratively to expand the great strides already made in the previous administration to make the State's finances more transparent, understandable, and accessible. This will not only improve the business climate for our State, but also increase accountability and incentivize efficiencies. We hope that Mr. Salaveria's leadership will aim to strike an equitable balance between business profits and work force prosperity to overcome income inequality. This appointment is one of Governor Ige's most important cabinet positions. NAMI is grateful for the chance to support Mr. Luis Salaveria.

Sincerely,

Beatrice Ramos-Razon, RN, FACDONA
President, Nursing Advocates and Mentors, Inc.

Filipino American Citizens League

Jake Manegdeg, President
P. O. Box 270126 * Honolulu, Hawai'i 96827

In strong support of GM 504

Senate Committee on Economic Development and Technology

March 2, 2015, 2:45 p.m., Hawai'i State Capitol, Room 016

To: Senator Glenn Wakai, Chairperson and Senator Sam Slom, Vice Chairperson
Members of the Senate Committee on Economic Development and Technology

From: Charlene Cuaresma, Vice President, Filipino American Citizens League

Subject: Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

My name is Charlene Cuaresma. As vice president of the Filipino American Citizens League, I am proud to submit our full support of Gov. David Ige's nomination of Luis Salaveria as the Director of the Department of Business, Economic Development and Tourism.

The Filipino American Citizens League was formed over ten years ago to contribute to the advancement of civil rights and social justice for minority groups, underserved populations, and vulnerable communities through education, advocacy, and social action.

We are confident that the people of Hawai'i will be well served by Mr. Salaveria. One example of his leadership was in his role as Deputy Director of Budget and Finance in the previous administration. He assisted in Hawai'i gaining recognition for being the most improved state for government transparency in expenditures and financial information (U.S. Public Interest Research Group Education Fund's new report "Following the Money 2014: How the 50 States Rate in Providing Online Access to Government Spending Data"). In addition, he brings extensive leadership, knowledge, experience, and lessons learned in planning, design and management of the annual \$12 billion operational and \$3 billion capital improvement budgets of the State of Hawai'i. He is trustworthy, competent, and possesses the energy and drive that will be an asset to Governor David Ige's administration.

Thank you for the opportunity to submit my testimony in strong support of his confirmation.

Sincerely,

Charlene Cuaresma, Vice President

From: mailinglist@capitol.hawaii.gov
Sent: Sunday, March 01, 2015 8:26 PM
To: EDT Testimony
Cc: ikitajima@oceanit.com
Subject: Submitted testimony for GM504 on Mar 2, 2015 14:45PM

GM504

Submitted on: 3/1/2015

Testimony for EDT on Mar 2, 2015 14:45PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Ian Kitajima	Oceanit	Support	No

Comments: We are in STRONG SUPPORT of Luis Salaveria for DBBEDT director. He has shown himself to be a smart, innovative, and collaborative leader. We're very impressed and look forward to working with Luis to diversify "Hawaii, Inc."

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov

SENT VIA EMAIL

February 27, 2015

Senator Glenn Wakai
Chair, Committee on Economic Development and Technology
Senator Sam Slom
Vice Chair, Committee on Economic Development and Technology
Hearing on GM 504
Relating to the Confirmation Hearing for Luis Salaveria as Director
of the Department of Business, Economic Development and Tourism
State Capitol, Conference Room 016

Aloha Chair Wakai and Vice Chair Slom!

Enterprise Honolulu stands in strong support of the confirmation of Luis Salaveria as Director of Department of Business, Economic Development and Tourism.

There is not a better person with the needed skills to move the dialogues that have been stagnant for the past 10 years in economic development in Hawaii than Mr. Salaveria. His is not a theory of private public partnership but rather a practice of engagement, focused efforts, and policy refinement to provide the resources for our community to grow economically. This has already stimulated strategies that I have not experienced in my full tenure as CEO at Enterprise Honolulu. I ask for your consideration to confirm Mr. Salaveria.

Please feel free to contact me directly should you have any questions.

Sincerely,

Pono Shim
President and CEO
Enterprise Honolulu, Oahu Economic Development Board



ENTERPRISE
HONOLULU

THE BUSINESS CLIMATE OF PARADISE



Chamber of Commerce HAWAII
The Voice of Business

**Testimony to the Senate Committee on Economic Development and
Technology**

**Monday, March 2, 2015 at 2:45 P.M.
Conference Room 016, State Capitol**

**RE: GOVERNOR'S MESSAGE 504 SUBMITTING FOR CONSIDERATION AND
CONFIRMATION AS THE DIRECTOR OF THE DEPARTMENT OF BUSINESS,
ECONOMIC DEVELOPMENT AND TOURISM, GUBERNATORIAL NOMINEE, LUIS
SALAVERIA**

Chair Wakai, Vice Chair Slom, and Members of the Committee:

The Chamber of Commerce of Hawaii ("The Chamber") **supports** the confirmation of Mr. Luis Salaveria as the Director of the Department of Business, Economic Development and Tourism.

The Chamber is the largest business organization in Hawaii, representing about 1,000 businesses. Approximately 80% of our members are small businesses with less than 20 employees. As the "Voice of Business" in Hawaii, the organization works on behalf of members and the entire business community to improve the state's economic climate and to foster positive action on issues of common concern.

Mr. Salaveria brings a wealth of experience to this position. His background in financial planning and management at the city, state, and federal level as well as his work with companies such as Kaiser Permanente, Monroe & Friedlander, Inc. and Otaka Inc. With his history in both the public and private sector, Mr. Salaveria is an ideal candidate for the position of Director of the Department of Business, Economic Development and Tourism.

Thank you for the opportunity to testify.

From: mailinglist@capitol.hawaii.gov
Sent: Sunday, March 01, 2015 12:07 PM
To: EDT Testimony
Cc: aukaipacific@aol.com
Subject: Submitted testimony for GM504 on Mar 2, 2015 14:45PM

GM504

Submitted on: 3/1/2015

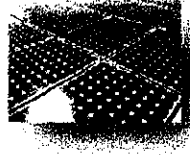
Testimony for EDT on Mar 2, 2015 14:45PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Robert J. Hall	AUKAI-PACIFIC LLC	Support	No

Comments: Good afternoon Chair Wakai, Vice Chair Slom and members of the Senate Committee on Economic Development and Technology. My name is Bob Hall and I submit my testimony in strong support of Luis Salaveria for Director of the State Department of Business, Economic Development and Tourism. Mr. Salaveria's (Luis) impressive resume of over 20 years of experience in financial and accounting management proves that he has a strong handle and understanding of the duties from a money perspective. Significant achievements include the effective management of the State's multi-year financial plan as Deputy Director of State Budget & Finance, resulting in a turn around of over \$1 billion in 3 years with an ending balance of over \$844 million. As Finance Manager at Kaiser Permanente, he secured over \$350 million in capital investment funding for new facility development, real estate acquisitions, and renovation projects in the State of Hawaii and also designed and launched the national structure of Kaiser Permanente – National Facilities Services' Finance Division and presented the regional "Total Quality Management" Award for this achievement. What sets Luis apart from his predecessors, is his willingness and energy to work with small businesses and grass root community organizations in conjunction with major institutions local and abroad to find new, innovative ways to maintain an enhance our current economic climate. From his early days with Hale Kipa, where he is still a board member, through his dealings for the financial well being of the State, Luis has maintained an approachable, can-do persona that evokes a spirit of cooperation and problem solving amongst corporate and grass roots organizations alike. This is what's missing in today's government and should be well received amongst DBEDT personnel. I urge this committee to strongly support the nomination of Luis Salaveria for Director of the State Department of Business, Economic Development and Tourism.

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov



SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TECHNOLOGY

March 2, 2015, 2:45 P.M.

Room 016

(Testimony is 1 page long)

**TESTIMONY IN SUPPORT OF GM 504, LUIS SALAVERIA
TO SERVE AS THE DIRECTOR OF
DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT, AND TOURISM**

Chair Wakai and members of the Committee:

The Blue Planet Foundation supports the confirmation of GM 504, Luis Salaveria, to serve as Director of the Department of Business, Economic Development and Tourism (DBEDT). We believe that Mr. Salaveria brings the right mix of perspective, innovation, and temperament to the position.

Mr. Salaveria has deep experience in both the private and public sectors. He has worked as a committee clerk at the legislature and as a budget analyst with the Department of Defense. He served as Finance Manager with Kaiser Permanente, and worked most recently as the Deputy Director of Budget and Finance.

The department that Mr. Salaveria will be leading includes the State Energy Office, the division responsible for the planning and direction of Hawaii's transformation to a clean energy future. Mr. Salaveria understands the critical role that this division plays and the key role of energy in driving Hawaii's economy. The State Energy Office, under the leadership of Mark Glick, has recently added new talent to its ranks and is committed to moving Hawaii toward 100% renewable energy. We believe Mr. Salaveria will continue this effort with the proper focus, direction, and leadership that it deserves.

We support Mr. Salaveria's confirmation as Director of the Department of Business, Economic Development and Tourism.

Thank you for the opportunity to testify.

info@blueplanetfoundation.org

55 Merchant Street 17th Floor • Honolulu, Hawaii 96813 • 808-954-6142 • blueplanetfoundation.org

**Testimony of
Gary M. Slovin / Mihoko E. Ito**

DATE: March 1, 2015

TO: Senator Glenn Wakai
Chair, Committee on Economic Development and Technology
Submitted Via EDTtestimony@capitol.hawaii.gov

RE: **GM 504 – Confirmation as the Director of Department of Business,
Economic Development and Tourism, Gubernatorial Nominee, Luis
Salaveria**
Hearing Date: Monday, March 2, 2015 at 2:45 p.m.
Conference Room: 016

Dear Chair Wakai and Members of the Committee on Economic Development and Technology:

We submit this testimony in **strong support** of the nomination of Luis Salaveria as the Director of the Department of Business Economic Development and Tourism.

We have worked with Luis on a number of occasions, including when he was Deputy Director of the Department of Budget and Finance, and believe that he is an excellent choice to be the next Director of DBEDT.

We have had the opportunity to observe the way Luis conducts himself, and his integrity is unquestionable. He is respectful, diligent, thoughtful and trustworthy. He is also the kind of person who is extremely capable, which is evident as soon as you meet him or work with him.

We are fortunate as a community that Luis has been selected as the nominee for this position, and believe that he will bring a new and refreshing energy to DBEDT.

For the above reasons, we very strongly support the confirmation of Luis Salaveria as DBEDT director.

Thank you very much for the opportunity to submit this testimony.

Gary M. Slovin
Mihoko E. Ito

999 Bishop Street, Suite 1400
Honolulu, HI 96813
(808) 539-0840

From: mailinglist@capitol.hawaii.gov
Sent: Friday, February 27, 2015 10:50 AM
To: EDT Testimony
Cc: brian@hfbf.org
Subject: *Submitted testimony for GM504 on Mar 2, 2015 14:45PM*

GM504

Submitted on: 2/27/2015

Testimony for EDT on Mar 2, 2015 14:45PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Brian Miyamoto	Individual	Support	Yes

Comments:

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov

From: mailinglist@capitol.hawaii.gov
Sent: Wednesday, February 25, 2015 2:01 PM
To: EDT Testimony
Cc: randybaldemor@gmail.com
Subject: Submitted testimony for GM504 on Mar 2, 2015 14:45PM

GM504

Submitted on: 2/25/2015

Testimony for EDT on Mar 2, 2015 14:45PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
Randy Baldemor	Individual	Support	No

Comments: I've worked with Director Salaveria for the past four years in his capacity as Deputy Director of the Department of Budget and Finance, and I believe he possesses the knowledge and skills to successfully lead the Department of Business, Economic Development and Tourism. Among his many qualities, his collaborative personality, economics background and familiarity with State budget and other processes will help the Department and the State to move our economy forward. Thank you for your consideration.

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov

Testimony on GM504
Confirmation of Luis Salaveria
Director of the Department of Business, Economic Development and Tourism

Jesse K. Souki, Esq.

Senate Committee on Economic Development and Technology
March 2, 2015
2:45 p.m. in Room 016

Chair Wakai, Vice Chair Slom and Committee Members:

I respectfully request your **support** in confirming the appointment of Luis Salaveria as the director of the Department of Business, Economic Development and Tourism (DBEDT).

Mr. Salaveria previously served as the deputy director of Budget and Finance, where he was responsible for the planning, design, and management of the annual \$12 billion operational and \$3 billion capital improvement budgets of the State of Hawaii. He previously worked for over nine years at Kaiser Permanente as a finance manager. I had the pleasure of working with Mr. Salaveria as the director of the State Office of Planning. Mr. Salaveria has a firm grasp of the State's economy and will bring his public and private sector skills to bear on carrying out DBEDT's important mission.

I am confident that Mr. Salaveria will serve DBEDT, Governor Ige, and the people of Hawaii well.

Mahalo for your consideration.

R. Brian Tsujimura
First Hawaiian Center, 14th Floor
999 Bishop Street
Honolulu, Hawaii 96813

February 24, 2015

The Honorable Glenn Wakai, Chair
The Honorable Sam Slom, Vice Chair
Senate Committee on Economic Development and Technology
State Capitol, Room 016
Honolulu, Hawaii 96813

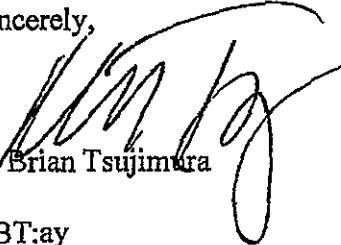
Re: Testimony in Support of GM 504: Confirmation of gubernatorial nominee
LUIS SALAVERIA as Director of the Department of Business, Economic
Development and Tourism

Chair Wakai, Vice Chair Slom, and members of the Senate Committee on Economic
Development and Technology:

I am writing in support of the nomination of Luis Salaveria as the Director of the
Department of Business, Economic Development and Tourism. I have known Luis for many
years from the time he served as a budget analyst for the Senate Committee on Ways and Means.
He is a bright and intelligent young man. Yet his years belie his maturity. Luis has grown much
over the intervening decades that I have known him. It is a pleasure to see him grow into the
position as deputy budget director, and now as a director nominee. I have every faith and
confidence in him.

In many respects he reminds me of the cadre of very young staffers working for
Governor Ariyoshi some forty years ago, of which I was one. Luis brings a pair of fresh eyes; a
fresh view of what is possible, and even more so a dedication to serving the people of Hawaii. I
know that if he is approved by the full Senate he will serve our State well. I respectfully request
your affirmative approval of his nomination.

Sincerely,



R. Brian Tsujimura

RBT:ay

From: mailinglist@capitol.hawaii.gov
Sent: Sunday, March 01, 2015 7:38 PM
To: EDT Testimony
Cc: daleuno808@gmail.com
Subject: *Submitted testimony for GM504 on Mar 2, 2015 14:45PM*

GM504

Submitted on: 3/1/2015

Testimony for EDT on Mar 2, 2015 14:45PM in Conference Room 016

Submitted By	Organization	Testifier Position	Present at Hearing
D. Uno	Individual	Support	No

Comments:

Please note that testimony submitted less than 24 hours prior to the hearing, improperly identified, or directed to the incorrect office, may not be posted online or distributed to the committee prior to the convening of the public hearing.

Do not reply to this email. This inbox is not monitored. For assistance please email webmaster@capitol.hawaii.gov

Senator Glenn Wakai, Chair
Senator Sam Slom, Vice Chair
Senate Committee on Economic Development and Technology

Monday, March 2, 2015, 2:45 PM
Conference Room 016
State Capitol

Re: GM 504, Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-3-2018.

Aloha Chair Wakai, Vice Chair Slom, and members of the Senate Committee on Economic Development and Technology. My name is Charles Toguchi and I would like to provide written testimony in **strong support** of Luis Salaveria's gubernatorial nomination to serve as the Director of the Department of Business, Economic Development and Tourism.

I have had the privilege of knowing Luis Salaveria for more than five years. During that time, he has impressed me as a quick learner...as someone who has a genuine concern for others...as someone who has strong work ethics...and has the willingness to walk that extra mile to help those in need.

As Deputy Director of Budget and Finance, Luis Salaveria's outstanding administrative skills have been recognized by many. He assisted the Director of B&F in the planning, design, and management of the annual \$12 billion operational and \$3 billion capital improvement budgets of the State of Hawaii.

As Deputy Director of B&F, Mr. Salaveria worked tirelessly to fulfill the mission of the department. With a degree in economics from the University of Hawaii at Manoa, and with the distinction of being a graduate of Kaiser Permanente's National Manager's Leadership Program, Mr. Salaveria comes to us with the necessary skills and foundation to provide the needed support and guidance needed as the Director of the Department of Business, Economic Development and Tourism.

Above all, Luis Salaveria is known for his strong, inclusive, and collaborative leadership style. Leadership is action...and Luis Salaveria has proven with his positive action...forward thinking vision...integrity and dedication...that he can get the job done. We need someone like Luis Salaveria to reach out and make our State a better place to live for all of Hawaii's people.

Without any reservations, I strongly urge your favorable consideration of Luis Salaveria's nomination as the Director of the Department of Business, Economic Development and Tourism.

Mahalo for the opportunity to present this written testimony.

Aloha,

Charles T. Toguchi

February 28, 2015

The Honorable Glenn Wakai, Chair
Senate Committee on Economic Development and Technology
Hawaii State Capitol, Room 216
Honolulu, Hawaii 96813

RE: Governor's Message 504, Submitting for consideration and confirmation as the Director of the Department of Business, Economic Development, and Tourism, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire December 3, 2018.

Hearing: Monday, March 2, 2015 at 2:45 p.m.
Conference Room 016

Dear Chair Wakai:

I am writing in **support** of the appointment of Luis Salaveria to serve as the Director of the Department of Business, Economic Development, and Tourism. My name is Catherine Awakuni Colón, and I am submitting this testimony in my personal capacity.

When I held the position of Chief Counsel for the Hawaii Public Utilities Commission, I had the opportunity to work with Mr. Salaveria, where he served as the Department of Budget and Finance's Deputy Director. I found Mr. Salaveria to be very intelligent, hard working, thoughtful, and collaborative. He demonstrated he possesses the skills, temperament, and aptitude needed to lead the Department of Business, Economic Development, and Tourism, and to foster an environment that supports and values innovation and transformative thinking necessary for economic development in this new millennium.

I firmly believe Mr. Salaveria will be a valued and highly productive member of Governor Ige's cabinet, and respectfully request that you recommend approval of his nomination as Director of the Department of Business, Economic Development, and Tourism.

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

Sincerely,

Catherine P. Awakuni Colón

in the department of education and represent more than half of the student population at Farrington high school, Waipahu high school, and Lanai high and elementary school.

The legislature also finds that, despite their high representation in the general population and schools within the department of education, students of Filipino ancestry are underrepresented in the University of Hawaii system. Filipino students comprise only twelve per cent of the entire University of Hawaii system student population. Six per cent of the community colleges faculty and two and a half per cent of the University of Hawaii at Manoa faculty are of Filipino ancestry. The fifteen per cent postsecondary degree rate held by Filipinos is the lowest among all ethnic groups in Hawaii. "

During his career, Mr. Salaveria has demonstrated his administrative leadership, competence, integrity, and active community engagement. I am confident that he will continue to be a responsible public servant as a member of Governor Ige administrative team. I would like to take this opportunity to publicly thank him for being a mentor to many young professionals and for his significant contributions to improve the status and representation of Filipinos in Hawai'i. He has a deep appreciation of the history of our state and our future. I respectfully ask you to confirm his nomination as director of DBEDT.

GM504
Nomination of Luis Salaveria
March 2, 2015

Thank you for the opportunity to provide testimony in strong support for the nomination of Luis Salaveria for the Director of the Department of Business, Economic Development, and Tourism.

My name is Malia Espinda. My professional relationship with Luis began 20 years ago when we were both staff for the Senate Committee on Ways and Means. At the time, Luis was Budget Supervisor, overseeing the committee's development of the State's budget. He also managed the WAM budget staff. It was there, as a Legislative Analyst, that I first experienced Luis's natural intelligence, financial analytical skill set, developing management capacities, and good-hearted sense of humor. Even as young as we were back then, Luis led WAM budget staff and the budgetary development process with steadfast confidence.

Something happens between WAM and FIN staff that endures the test of time. It is probably the stress and challenges of it all that solidify bonds of staff after staff that work those committees. As staff, you quickly learn to depend on each other, have each others back, have ridiculous fun, but work harder than you ever could have imagined. Forever-political brother and sisterhood friendships are absolutely formed in WAM and FIN -- at 4am, out of pure exhaustion and admiration for each others strength to endure.

Over the past twenty years since, I have remained close to my Capitol Brother. I have watched Luis blossom as a husband and a father to his children. I have seen him accompany and guide military Generals across this Capitol. When he boldly ventured into healthcare, it was a leap into a new area, applying his skills to help develop patient care infrastructure. Upon his triumphant return to state service, I thought I could never be happier for my friend when he became Deputy Director of Budget and Finance. As Deputy Director, Luis blossomed and grew professionally even more. His reveled in his passion for finance – all things securities, stocks, bonds, equity, risk analysis, and more. Sometimes, I would call him and he would be in New York, working on behalf of the State on bond-issues. He was absolutely giddy that this was his life – that he got to do this for a living for Hawaii. As his friend, the joy Luis had for his work at B&F made me happy for him, but it also made me thankful for all of us, as a citizen of Hawaii.

Today, pride for my friend radiates from my heart. After twenty years, there is no question that Luis has the experience, skills, and the vision to lead DBEDT and its incredible staff. Above all, Luis has a deep passion and dedication to the success and future financial sustainability and viability of the State of Hawaii. If confirmed, Hawaii can look forward to innovative and productive business developments at DBEDT led by its Director, Luis Salaveria.