

House District _____
Senate District

THE TWENTY-EIGHTH LEGISLATURE
APPLICATION FOR GRANTS
CHAPTER 42F, HAWAII REVISED STATUTES

Log No: _____

For Legislature's Use Only

Type of Grant Request:

GRANT REQUEST - OPERATING

GRANT REQUEST - CAPITAL

"Grant" means an award of state funds by the legislature, by an appropriation to a specified recipient, to support the activities of the recipient and permit the community to benefit from those activities.

"Recipient" means any organization or person receiving a grant.

STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF UNKNOWN): _____

STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): _____

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual:
Impact Hub Honolulu

Dbas:

Street Address:
900 Fort Street Mall Suite #1888, Honolulu HI 96813

Mailing Address:
900 Fort Street Mall Suite #1888, Honolulu HI 96813

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name SHANAH TREVENNA

Title Director

Phone # (808) 772-1874

Fax # n/a

E-mail shanah.trevenna@impacthub.net

3. TYPE OF BUSINESS ENTITY:

- NON PROFIT CORPORATION INCORPORATED IN HAWAII
- FOR PROFIT CORPORATION INCORPORATED IN HAWAII
- LIMITED LIABILITY COMPANY
- SOLE PROPRIETORSHIP/INDIVIDUAL
- OTHER

6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST:

GRANT IN AID APPLICATION FOR IMPACT HUB HONOLULU. IMPACT HUB HONOLULU IS A COWORKING, EVENT AND COMMUNITY SPACE DESIGNED TO SUPPORT AND EMPOWER HAWAII'S INNOVATION AND ENTREPRENEUR ECOSYSTEM.

4. FEDERAL TAX ID #: _____

5. STATE TAX ID #: _____

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2017: \$ \$480,000

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
- EXISTING SERVICE (PRESENTLY IN OPERATION)

SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE AT THE TIME OF THIS REQUEST:

STATE \$ _____
FEDERAL \$ _____
COUNTY \$ _____
PRIVATE/OTHER \$ _____

TYPE NAME & TITLE _____ REPRESENTATIVE:

DIRECTOR OF OPERATIONS
NAME & TITLE

1/22/16
DATE SIGNED



RECEIVED
1/22/16

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. Please include the following:

1. A brief description of the applicant's background;

WHAT IS AN IMPACT HUB?



EVENTS



PROGRAMS



COWORKING



COMMUNITY



SPACES

An Impact Hub is an **economic development center** where entrepreneurs, innovators, as well as business and non-profit teams pay to cowork in an inspiring, collaborative, open-concept center of around 5000-10000 square feet. With meeting rooms, office space, educational programs, workshops, and game changing events, thousands of people find themselves coming to their regional Impact Hub on a regular basis. The space helps people connect with investors, develop professional networks, foster a supportive community, receive entrepreneurial training, connect with maker spaces and connect with funding/investment programs. Impact Hubs are **known for regional community building and innovative education programs for the innovation sector, providing a focus on social impacts such as sustainability, social and**

environmental entrepreneurship, and connecting a local entrepreneurial ecosystem to a networked global community of 11,000 entrepreneurs.

WHY AN IMPACT HUB IN HAWAII?

The first Impact Hub was created ten years ago in the UK and over the past few years the number of locations is growing exponentially. Currently **there are 82 Impact Hubs in major cities on 6 continents with 11,000 members that are connected through HUBNet, an online resource and idea-sharing platform. Imagine Hawaii as part of this powerful global network.**

This funding request is the final step in a three year process that will create Impact Hub Honolulu in Kaka'ako in 2016. Impact Hub Honolulu will serve as a center of gravity for Hawaii's startup and investment activity. In fact, a large event and coworking center like Impact Hub Honolulu is a much needed component of a healthy entrepreneurial ecosystem. **After a national review, Upfront Ventures listed events and coworking spaces as 2 of the 5 necessary components for building a startup ecosystem,** in addition to Angels, Venture Capital, and Markets. **Impact Hub Honolulu will support Hawaii's innovative community, drive diversified economic development, and provide an avenue to scale globally through an existing like-minded network with regional integrations all over the world.**

THE HISTORY OF CREATING HAWAII'S FIRST IMPACT HUB

In 2012 a forty-member committee comprised of business, investment and non-profit and leaders came together to create Impact Hub Honolulu. Leaders included:

- Shanah Trevenna, Former leader of Sustainable Saunders, CEO of Smart Sustainability Consulting, President of the Sustainability Association of Hawaii
- Jason Selley, Architect, President of US Green Building Council, Hawaii Chapter
- Chenoa Farnsworth, Director, Blue Startups and Hawaii Angels
- Dawn Lippert, Director, Energy Excelsior
- Brandon Askew, Founder, Street Grindz, Eat the Street, Night Market
- George Yarbrough, Founder Pono Aina Catering and Laulea Engineering, Former Africa Director of Non-Profit, Operation Smile
- Jonathan Swanz, UH Art Professor and Artist
- Matt Johnson, Founder and CEO of Oahu Fresh farm to home delivery
- Chelsea Harder, Program Specialist, Hawaii Energy
- Nicole Fisher, Director, RISE Sustainability Internship Program
- Kainoa Casco, on Hawaii Chamber of Commerce, CEO of Susty Pacific sustainability consulting firm
- Lauren Roth, Founder and CEO of Roth Ecological Design
- Nam Vu, Founder and CEO of Shaka Net
- Tyler Mongan, Cofounder of Nela Media Group
- Keele Bruins, Marketing Director, Nela Media Group
- Mele James, Sultan Ventures/XLR8UH
- John Garcia, former Director of the Green House coworking space

- John LeBlanc, Wordpress Consultant and Trainer
- Jennifer Chirico, Sustainability Consultant
- Craig Jaques, Director of Global Health, Aspen Medical USA
- Alex Frost, Former Director of Sustainability for the Big Island
- Samantha Ruiz, Former Energy Efficiency Coordinator for UH Manoa

Following a rigorous application process with the global Impact Hub network, we joined all the Impact Hubs starting up in Central, South, and North America for an induction event in Mexico City in March 2014. From all we learned at the event, we decided to open a prototype Impact Hub called ProtoHUB. **On September 15, 2014 we opened and operated ProtoHUB in Kaka'ako as a prototype Impact Hub for one year to learn everything we could about Hawaii's startup and innovation community so we could create the best Impact Hub to serve our local entrepreneurial ecosystem.**



ProtoHUB's Founding Partners Circle consisted of ten major companies and organizations in the community that each gave \$5,000 to help start the ProtoHUB in exchange for space and room use, and/or day passes for their employees or students. As a result, we worked closely with these Partners regularly and learned how to be supportive of their unique needs.

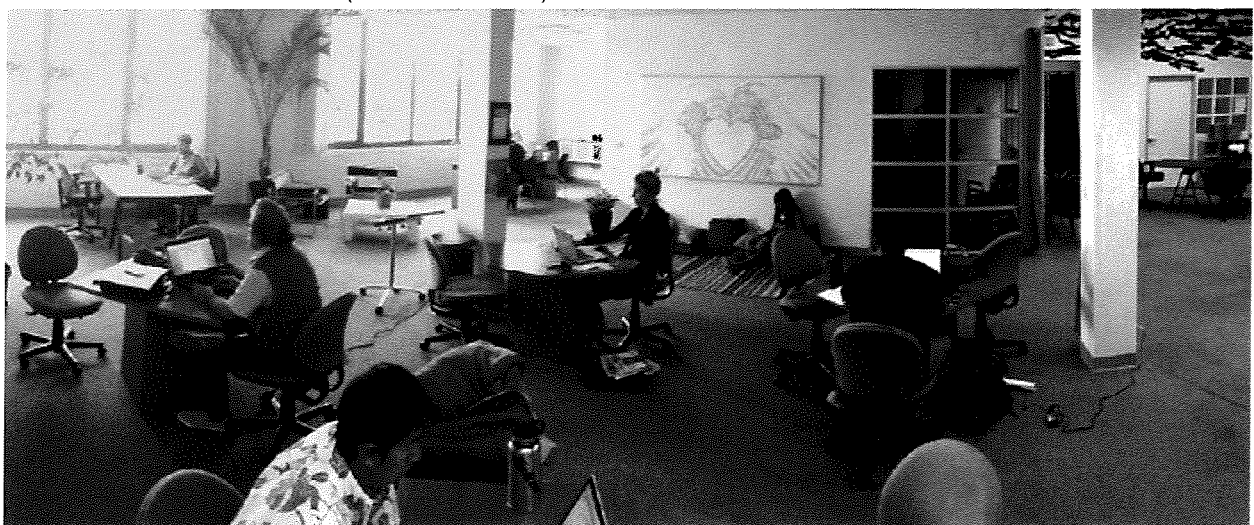
Founding Partner Circle:



ProtoHUB operated at 458 Keawe Street in Kaka'ako as a much needed coworking, event and program space from September 2015-September 2016. **We had strong press coverage** including features in Hawaii Business Magazine, Pacific Business News, the Star Advertiser, Metro, Pacific Edge and Green Magazine. Our Co-Founder and Director, Shanah Trevenna, was also named Social Impact Entrepreneur of the Year by the Hawaii Venture Capitalist Association.

We grew continuously to 160 Members, held over 300 community events and programs, grew our weekly e-letter mailing list to thousands, gathered a waiting list for 5000 square feet of office space and started a weekly talk show on the entrepreneurial ecosystem called Hub Talks. Here

SHARED WORKSPACE (COWORKING)



MEETING ROOMS AND COLLABORATIVE WORKSPACES



INDUSTRY EVENTS



BUSINESS NETWORKING EVENTS



STARTUP WEEKENDS, PITCH CONTESTS, HACKATHONS



WEEKLY WINE DOWN PAU HANA



TRAININGS AND WORKSHOPS



LUNCH AND LEARNS



ART EVENTS

CARINA PHILLIPS JEFF HAWK GEORGE YARBROUGH RAE BERGSTROM

PROTOHUB GALLERY PRESENTS
PEOPLE + SPACE = PLACE
OPENING FRIDAY 1.30.15, 6:30-9PM, 458 KEAWE ST

COMMUNITY BUILDING



FILM SCREENINGS



COLLABORATIVE WORK AREAS (UNDER THE KOA TREE)



AND ALL FROM THIS....



Here are some reported comments from Member surveys:

“We are an established Kakaako business. The HUB is our overflow meeting and conference space. It serves also as our quiet work space when our facilities are busy serving our clientele. We got along okay before the HUB, but now we find that it helps keep us in Kakaako when we might be looking to move to larger space elsewhere.”

“I drive from the North Shore to work at the HUB because it provides a great work environment and a supportive community. I love the opportunity to spend a day or two a week in Kaka'ako because I love the neighborhood, but would have no reason to come from the North Shore without my desk at the HUB. I've also met so many **people at the HUB who have already turned into potential clients, collaborators, and friends** - definitely worth the membership! Thanks, Protohub!”

“This is the incubation space desperately needed to put a cap on the brain drain here in Hawaii. A place where we feel we can grow and thrive, without having to move to SF, D.C., LA, or NY. The Protohub team is one of the main reasons I chose this space over others here in Hawaii. It is ultimately the culture they have developed within the hub which is the key driver to most successful enterprises. Culture is priceless and it takes years to develop. If you can pay a few hundred dollars a month to borrow a bit of that culture it is priceless.” - Charles Wang

“I'm used to working in co-working spaces in LA, but the difference here at Protohub is that they foster more of a community and team building atmosphere. I've connected with some wonderful people and reconnected with a few that I haven't been in touch with. I look forward to growing with Protohub! Mahalo!!”

“I am a small business and the HUB allows me to behave like a large company. By working out of the HUB, I have access to web developers, planners, graphic designers, writers, and networking contacts that I would otherwise not have if I was working in an independent space.”

“This place is a great catalyst. Great for meeting people working on meaningful and interesting things. It's **great for inspiration.**”

“The central location, great space, and catering provided just what we needed for the unique needs of our events” - Meli James, Hawaii Venture Capital Association President

“It's a great solution to freelance/contract workers to feel like we're part of an office environment instead of feeling like I was in a silo at home.”

“By seeing other people working hard and pursuing their dreams it made me re-evaluate what my dreams could be.”

“Lots of useful workshops and fun events, the pau hanas are fun, it's a place i feel I can really work the way I live, I always feel welcomed.”

*"I love being connected to like minded people. The **networking events held at the space helped me step up my game** and find partners and inspiration to bring my business to the next level."*

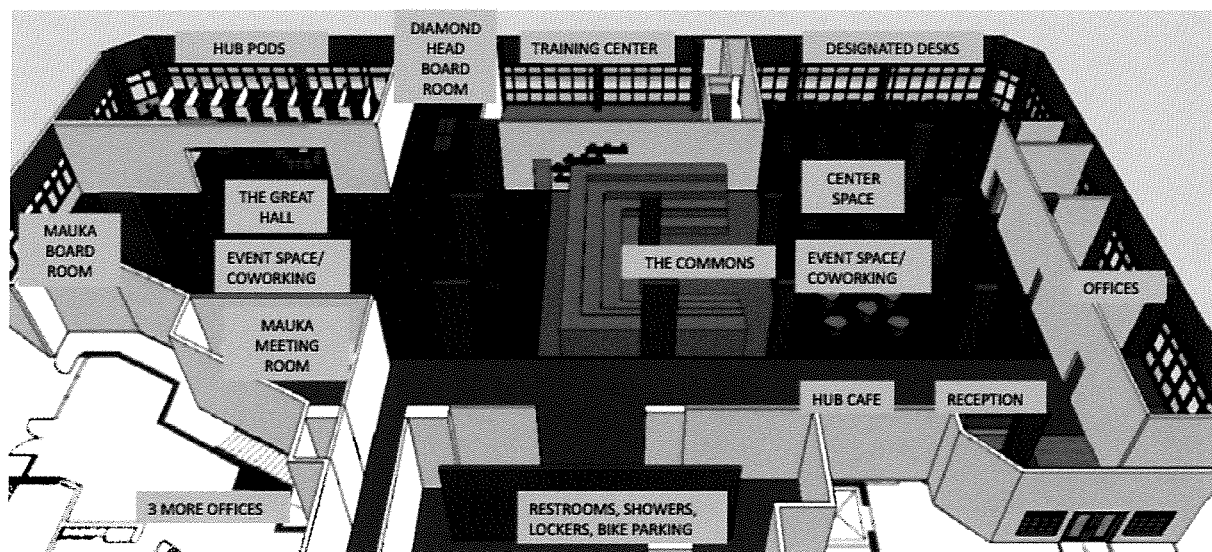
*"I think it is **awesome to work in the same space as other creatives/freelancers**, especially when the rates are low enough to be compared to a pricey cafe."*

*"It's a great office environment at a **fraction of the cost to rent an office** with high speed internet, kitchen, private rooms and space for meeting and events...**just what I needed during the growth of my company.**"*

*"The **diversity of events, networking opportunities and trainings** can't be found anywhere else...you can learn everything you need to right here."*

CURRENT STATUS OF IMPACT HUB HONOLULU

In addition to operating the ProtoHUB, we also completed the year long rigorous on-boarding process to achieve Impact Hub status. With this license we have until November 2016 to officially open our doors at a new location as Impact Hub Honolulu. Our original plan was to open in a space managed by Kamehameha Schools on Cooke Street in Kaka'ako with a ten year lease. When many layers of leadership within Kamehameha Schools changed, so did this plan, so we began looking for an independent space. We attempted to rent the old World Gym location on the corner of Queen Street and Kamake'e Street, but did not have the requirements required by HHFDC, especially a guarantor. We wrote to HCDA for support, but received no response to our phone calls or emails. We presented to the HSDC Board, and while they were incredibly enthusiastic since they were one of our Founding Partners, they had no funds or funding tools to provide us. During the process of attempting to rent this location we created the following design for the space. This will provide an example of what we would like to create for the community:



With the model tested and proven, both in terms of viability and community impact, as well as initial investments in place, we just need to finalize our new location and secure the final funding required. Currently, we operate on a small scale out of Pioneer Plaza in the office of Sultan Ventures, a boutique venture firm known for their flagship program, XLR8UH. This allows us to continue our newsletter, coworking and interaction with the community as we create Impact Hub Honolulu.

2. The goals and objectives related to the request; Goals “” are long-term aims that you want to accomplish. Objectives “” are concrete attainments that can be achieved by following a certain number of steps. Goals and objectives are often used interchangeably, but the main difference comes in their level of concreteness. Objectives are very concrete, whereas goals are less structured.

HOW WE WILL USE THE GIA

By operating ProtoHUB for one year, we have cultivated the foundation to create Impact Hub Honolulu. We have partners and investors who will ensure we have the startup capital to build out our space to be worthy of earning respect as Hawaii’s premier innovation and entrepreneurial center. For example, we have a sponsor secured that will install 1 Gbps internet. We also have tea, coffee, paper, consulting, legal, HR, and room sponsors. The final piece we need to make Impact Hub Honolulu a reality is funding for one year of operations including rent, CAM, and programming. This will ensure that costs are covered as we ramp up operations to self-sufficiency.

Again, 97% of Impact Hubs are financially self-supporting after two years in operations. We have one year of operations complete, and the community supported us to get this far. We now turn and ask the State to provide this second and significant year of funding. This will help us reach our overarching goal to serve as the epicenter for innovation, global connectivity and entrepreneurial opportunities our State innovation ecosystem requires and benefited from so extensively in our first year of operations. Cultivating such support is how the 80+ Impact Hubs around the world have grown to self-sufficiency and provided sustained economic development. With one year of support we can grow forward to provide a sustained ongoing impact for Hawaii’s entrepreneurial and innovation ecosystem.

GOALS RELATED TO THE REQUEST

The high level goals related to creating Impact Hub Honolulu include creating:

- 1) inspiring spaces for coworking, meetings, trainings and events
- 2) a diverse range of business and entrepreneurial development events, programs, workshops, and classes
- 3) community cultivation and networking that builds a region’s entrepreneurial ecosystem and
- 4) meaningful connectivity to a powerful local and global network

OBJECTIVES RELATED TO THE REQUEST

To accomplish these goals, we are requesting funding for the following objectives:

Related to Goal 1: Create inspiring spaces for coworking, meetings, trainings and events.

Objective 1: Secure funding to pay for one year of rent, CAM and/or utilities. Rent, CAM, and/or utilities combined is estimated at \$2.5/square foot/month. The space is estimated at 12,000 square feet. Thus, this funding objective is estimated at \$360,000.

Related to Goal 2: Create a diverse range of business and entrepreneurial development events, programs, workshops, and classes.

Objective 2: Secure funding to pay a Program Development Coordinator to develop startup and business programs including networking events open to the public, trainings with scholarships so that all in need may attend, information sessions by professionals and visiting experts, investment and non-profit funding programs, etc. This funding objective is estimated at \$60,000.

Related to Goal 3: Community cultivation and networking that builds a region's entrepreneurial ecosystem.

Objective 3: Secure for an Event Coordinator to coordinate the incredible demand for event space for startup, entrepreneurial, innovation, and community cultivation events. An example event we specialize in is a 24 hour hackathon, which is a very difficult event to host at most event venues. Since we operate 24 hours/day 7 days/week, have blazing internet (1Gbps), multiple outlets, allow food at the tables etc., we are uniquely able to serve the diverse and unusual needs of the innovation and startup community. This funding objective is estimated at \$60,000.

3. The public purpose and need to be served;

ROI FOR THE STATE - HOW WE WILL SERVE HAWAII AND PROVIDE A HUB FOR ECONOMIC DEVELOPMENT

1. Create meaningful programs tailored to the specific startup and entrepreneur communities in Hawaii by listening and understanding what is needed.
2. Provide a welcoming and dynamic space for our community to grow and connect.
3. Provide leadership to the community for positive social impact on a multitude of important fronts.

1. Have constant dialogue with our community through social media, daily interaction and member surveys so that we understand what programs are needed and in demand. Use surveys and conversations to ensure that our offerings serve our community.
2. Use surveys, town hall Hub member gatherings and our hosts, who constantly interact with the community at the Hub, to provide an open conversation for input and comments about the working space and the collaborative community at large.
3. Invite leaders in the following circles to provide seminars, discussions, information sessions, and workshops at the Hub and piece them together to create sector specific accelerator programs::
 - o State Agencies (example: Hawaii Department of Business Economic Development and Tourism)
 - o Angel and Impact Investors (example: Hawaii Venture Capital Assoc., Natural Investments)
 - o Sustainability (example: Sustainability Association of Hawaii, Energy Exceclerator)
 - o Small Business (example: Spargo Connect/SEO Hawaii, Simplicity HR)

TO BE AN EPICENTER OF SUPPORT AND INSPIRATION FOR HAWAII'S GROWING
COMMUNITY OF INNOVATORS AND IMPACT MAKERS.

1. THE HUB CULTIVATES AND SERVES A STATE WIDE CULTURE OF INNOVATION

Again, **after a national review, Upfront Ventures listed events and coworking spaces as 2 of the 5 necessary components for building a startup ecosystem and our local system echoed this perspective** after experiencing the value of ProtoHUB as part of Startup Paradise. While key organizations in the innovation sector add specific value, **only large coworking spaces have the focused goal of creating a regional movement for innovation by cultivating culture, creating promotion channels, and being the public face and epicenter for the sector.** For example, accelerator programs expand businesses and attract investors, economic development agencies such as HTDC and HSDC aim to provide government support for the private innovation sector, and small boutique coworking spaces such as our beloved Box Jelly cater to a subset of the startup and innovation sector. Only a large coworking space that holds diverse events and programming that is open and affordable, and often free, for the public, can cultivate the excitement, participation and enthusiasm that our statewide innovation and entrepreneurial ecosystem needs and deserves. For example, our weekly e-letter of events and high traffic social media drove participation to events for HSDC, HTDC, Box Jelly, Manoa Innovation Center, and Global Virtual Studios, etc. Since we have minimized our e-letter while we , look for our permanent location, **many of these ecosystem organizations have let us know that their events have not been as well attended since we closed and have asked**

for our support in getting the word out. The funding from this GIA will directly support us in continuing to be the voice and face of the innovation and startup sector.

It has also been recognized by important stakeholders in the startup community that Impact Hub Honolulu will be filling an important role in the entrepreneurial ecosystem of Hawaii by helping incubate and drive early stage startups to the existing and partnering accelerators such as XLR8UH, Global Virtual Studios, the Energy Excelerator and Blue Startups. In the last five years Hawaii has seen the components of an entrepreneurial ecosystem come to life including incubators, accelerator programs, government and private funds, the rise of social entrepreneurship, and our own mini-SOCAP conference called HI Impact. These leaders view Impact Hub Honolulu as a crucial physical epicenter of interconnection and support for all members of the ecosystem. **And we are the only organization that can connect their members and participants to the global network of 11,000 entrepreneurs through our partnerships.**

2. THE HUB CREATES DIVERSIFIED ECONOMIC DEVELOPMENT

The public in Hawaii deserve a community center where the **doors are open to the public every Monday to Friday, from 9am-5pm** for drop-ins, meetings, affordable meeting room rental, affordable training room rental, for pau hanas, free inspiring events, workshops, and programs. **We work with sponsors and partners to provide much free programming open to the public including trainings, lunch and learns, pau hana networking etc.** Much like a community center, **those in need who cannot afford to participate for paid events and coworking can work-trade or apply for scholarships.** All are welcome to walk through the doors of the Impact Hub Honolulu and be inspired, supported, and connected to the local community and the global community of 11,000 potential entrepreneurs, mentors, investors, supporters and collaborators around the world.

The Impact Hub will expand on the programs that helped build and grow entrepreneur and small businesses capacity and capability in entering the marketplace. **Most of our programs were taught by subject matter experts and certified educators.** The Hub helped ensure that the content was reaching the right audience and that the events were well attended. Additionally, the Hub will **global programs from the Global Hub network, which is known for housing best practices in entrepreneurial and business growth programs.** For example, a new program developed by the Impact Hub United Kingdom **provides a framework and support to small businesses to scale and enter the international market place.** This program is cutting edge and is **only offered to coworking spaces within the global Impact Hub network,** such as the Impact Hub Honolulu and is being **sponsored by JP Morgan and the European Union.** We want to be able to bring this program to Hawaii and give small businesses an upper hand in scaling their business and entering the global market. We think Hawaii is primed for advanced programming such as this.



A study by the Harvard Business Review of 1700 coworkers in collaborative coworking spaces, in 52 countries found that:

- **75% reported increased productivity**
- **80% reported increase in their business network**

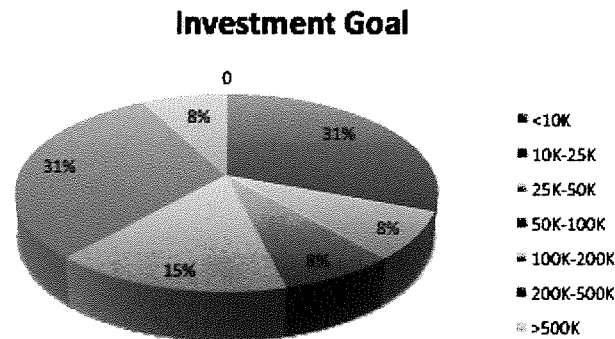
A study of 664 coworkers in 24 countries showed that:

- **57% work in teams more**
- **42% earned higher income.**

Here are some stats from our Members' survey at ProtoHUB Honolulu, our prototype Impact Hub, demonstrating these benefits:

- 96% of our Members say the ProtoHUB has helped their business succeed
- The small businesses working out of the Hub said:
 - 52% added staff in the last 12 months
 - 60% expect to add staff in the next 12 months

- These Are Growing Companies:
 - 37% report increased revenue in the last year with an average of 181%
 - 57% expect an increase in revenue this year with an average of 875%
 - 32% hope to raise funds in the next year



2. THE HUB SUPPORTS THE DEVELOPMENT AND INTERCONNECTION OF KAKA'AKO

And while the State is excited about Kaka'ako, it is important that we all work together as a community to ensure its success. Our one year duration in Kaka'ako revealed that we bring incredible benefit to the goals of the Kaka'ako live-work-play community. Here are results from our Members' survey:

- 82% say that the **Hub's existence in Kaka'ako definitely affects their interest in working in Kaka'ako**, while 13% say maybe it does
- 57% report that **if the Hub had a permanent home in Kaka'ako, that would influence their interest in living in Kaka'ako**

Here are some comments from the same Members' Survey:

*"As ProtoHUB Honolulu will soon become part of the Impact Hub's global network, it will **strengthen the visibility of Kaka'ako as a worldwide destination for today's increasingly mobile executives**, social entrepreneurs and community leaders. Our clients love the convenient location and parking and have expressed concern about the HUB moving away from Kaka'ako. Thanks for all! Mahalo"*

*"I think **the hub makes Kaka'ako come alive** and am afraid many of the other businesses in the area might be cellophane-wrapped, franchised and without identity."*

34. THE HUB HELPS SOLVE SOCIAL AND ENVIRONMENTAL PROBLEMS

The Impact Hub local and global network strives to support businesses and nonprofits in solving social and environmental problems. While many governments support Hubs for economic development, many support for sustainability as well. The Impact Hub helps businesses and entrepreneurs thrive, they **create greater public impact with social and**

environmental outcomes, they hire and create jobs, and the startup community flourishes while the public enjoys social and environmental benefit.

The ProtoHUB worked to this end by:

- Hosting free movie and activity **nights for homeless children in Kak’akao**
- **Connecting mentors with children in underserved communities**
- Hosting a **sustainability career workshop**, which connected a dozen successful sustainability focused professionals with Mililani High School students working on sustainability focused senior projects
- **Creating the Energy Hui, a network of energy focused members and citizens** who met 2x per month to discuss knowledge and advocacy for the efficiency and renewables industry
- Hosted a **testimony writing workshop** to engage Members and the public in supporting bills for the 2015 Legislative Session

WHY ARE WE ASKING THE STATE?

Most Impact Hubs reach 400 members within 2 years and are then able to pay market level rent. After becoming self-sufficient at the two year mark, most grow to 600-800 members and then expand to a larger or second location within five years of opening. To reach this level of size and service, Impact Hubs require support to get started, such as our Founding Partners Circle, as well as subsidized rent provided by Kamehameha Schools. **97% of Impact Hubs are financially self-sustaining after two years of support. We have one year completed, so we simply require one more year of support to become self-sustaining and to serve as an economic development engine, agent of sustainability and social support, and an important cornerstone of the innovation ecosystem for many years to come.**

We have applied for bank loans but have been unable to secure new funding since the company is new. The Founding Partners Circle sponsored \$50,000, and the organization’s founders and investors have committed a combined \$250,000. We have approached other investors, as well as Ulupono, Blue Planet Foundation and other funding agencies, and have been met with great enthusiasm, but we just don’t fit the traditional investments where they would like to see exponential growth and double digit returns. We have been told that they greatly support us since they would love to invest in the companies that work out of the Hub. We have presented to HSDC, HTDC, and written to HHFDC and HCDA, but while these agencies support enthusiastically, all regretted they have no substantial funding to provide for various reasons. **We have worked for years to prove the model in Hawaii, gather community investment and support, and grow to our final stage. As have so many coworking spaces before us, we turn to the State to take us the last stretch of our journey to self sufficiency.**

GLOBAL PRECEDENT FOR GOVERNMENT FUNDING OF COWORKING CENTERS

Governments across the US and the world have invested in coworking spaces for the purpose of regional economic development:

•**Massachusetts** (Sept 2014)

-Entrepreneurs can apply for up to \$2 million in matching grants for-profit and non-profit entities that will own, sponsor, or operate coworking spaces

“These shared environments are hubs of economic activity, and are a very important part of our overall growth strategy.”

Greg Bialecki, Massachusetts State Housing and Economic Development Secretary

•**Maine** (April 2015)

-Maine Coworking Development Fund within the Department of Economic and Community Development

-Matches public and private funds

- \$250,000 General Fund appropriation for each of 2 years

“The fund strengthens opportunities for entrepreneurship, and stimulates innovation in the State and addresses a regional market demand for affordable work environments that support communication, information sharing and networking opportunities.”

State Bill 13056-G

•**Arizona** (2012-current)

-The City of Chandler has given funds to Arizona's first coworking center, Gangplank, to cover their rent for 3 years as well as other costs such as internet

“The City of Chandler has recognized Gangplank as a local economic development actor.” Trish Gillim, ED of Gangplank

•**Washington D.C.** (Feb 2013)

-DC Mayor provided a \$200,000 grant for a 15,000 square foot coworking center called 1776

“I am proud to sponsor 1776, which will catalyze our efforts to diversity the District's economy” – DC Mayor Vince Gray

•**California** (2008)

-Nextspace founded by Jeremy Neuner, Economic Development Manager for Santa Cruz, and Ryan Coonerty, Santa Cruz Mayor

“We wouldn't have done this unless we knew there was a demand” – Jeremy Neuner, Santa Cruz Economic Development Manager

•**France** (2012)

-City of Paris financed 14 coworking projects

-Budget: 830,000 Euros in 2012, 1 million euros in 2013

“The French Ministry of Industry recognizes coworking as a driver for innovation and economic development. According to a study by Silicon Sentier, 12 of the 17 biggest French coworking spaces were launched through public/private partnerships”

•**Belgium** (2011-present)

-Belgium funded eight coworking spaces over 3 years

-Each received 50,000 to 100,000 Euros per year

•Australia (2011)

-Victoria established a coworking community as part of a \$4.44 million 1 year backing of creative industries

-State Government of Western Australia provided \$200,000 to a coworking space

-City of Perth provided \$40,000 to the same project

-Sydney (June 2014) NSW Deputy Premier and Minister for Trade and Investment provided \$370,00 for a new coworking center

“The coworking space is an opportunity to boost the local economy and reduce road congestion since the state government estimates road congestion costs the local economy about 5.1 billion/year and rising.” –Chris Patterson, Legislative Member

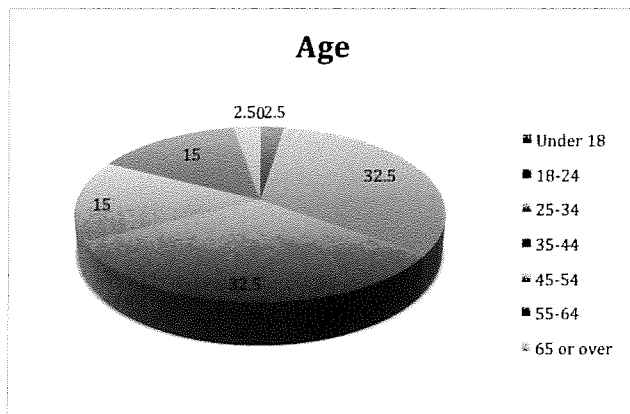
“The Australian Government has recognized that flexible work space create benefits that flow to employers through cost savings and productivity gains while workers enjoy less commute time and more work-life balance.” –State spokesperson

4. Describe the target population to be served;

The target population of Impact Hub Honolulu is represented by those who actually participated in and were served by ProtoHUB Honolulu. Rather than projections, **these numbers represent the actual population served.** Most importantly, those served are very diverse in age, socioeconomic status, as well as geographic location. **Our Hub truly serves ALL those in Hawaii interested in entrepreneurship, innovation, economic development, and learning. The Hub provides an unprecedented opportunity for the interconnection of networking of these diverse target populations.** Our Members survey results shows the following information about the demographics served by the Hub:

1. Diversity in Age

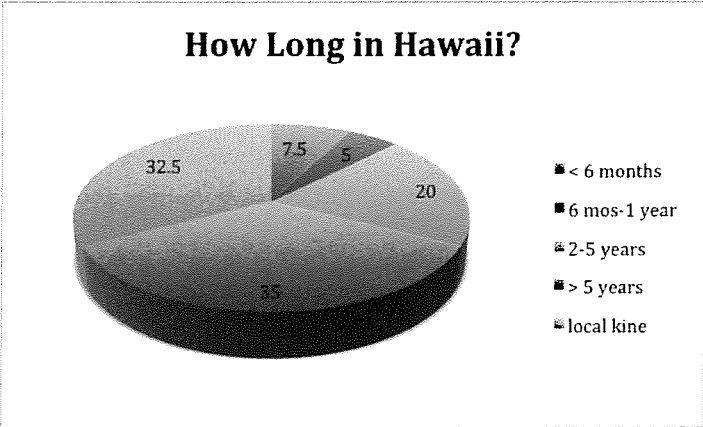
Approximately one third of our Members are age 25-34, one third 35-44, and one third are 45-64+.



are

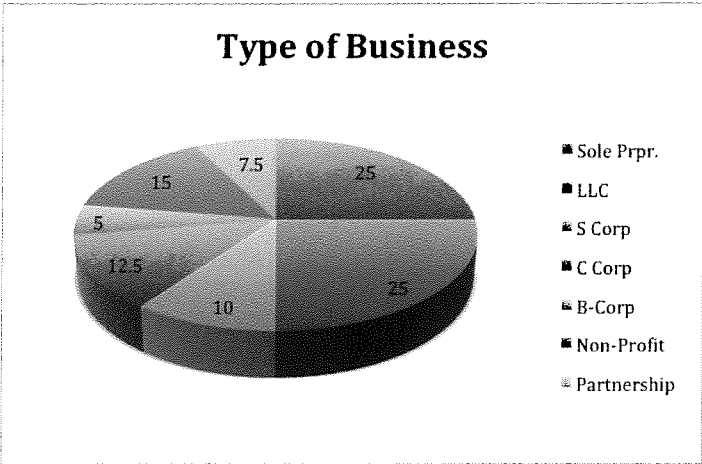
2. Diversity in History

Approximately one third of our Members have been in Hawaii under five years, one third greater than five years and one third consider themselves from Hawaii.

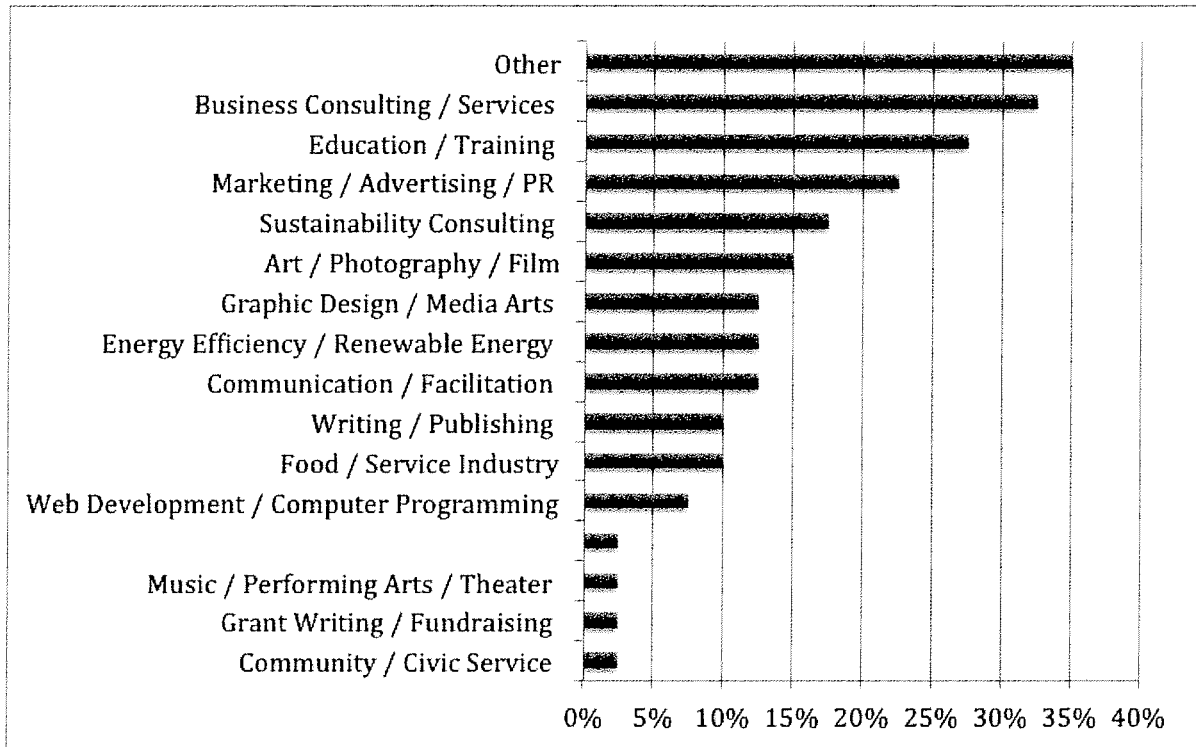


3. Diversity in Organizations

160 Members actually represent 206 businesses since many are involved in multiple organizations and startups. Half are sole proprietorships or LLCs, nearly a quarter are S or C Corps and 20% are non-profits or B Corps.

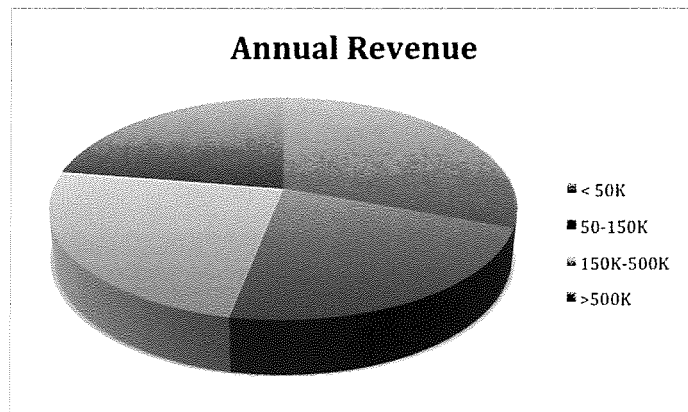


There are also many different industries represented:



4. Diversity in Revenue

The revenue of the companies working out the Hub range from small startups to medium/large companies.



During our one year at ProtoHUB Honolulu we saw that our members and visitors could be divided into key target populations. This section describes each target population, including their core values and needs, and how we serve them.

**SOCIAL
ENTREPRENEURS**

Our social entrepreneurs have taken risks in the name of their values. As a Member of Impact Hub, they want to see these values honored by our purchase of products like organic milk, recycled paper, and reusable dishes. They want a place that walks the talk and creates opportunities to run into people who have similar values. They also want their venture to thrive so they enjoy education and the supportive network of freelancers who can bring value to what they're doing through a different lens such as marketing or manufacturing. They like a learning curve...they were made to grow.

THEIR VALUES

Like-minded individuals, demonstrated values, diverse support, growing and expanding, connecting to market.

HOW WE SERVE THEM

- Give the members an opportunity to have their profile publicly visible on the members wall and on the online Nexodus platform that tags their area of expertise and interests.
- The Resource Board connects by allowing members to post to the Hub community for both professional or personal areas: The Needs, Skills or Resources to provide.
- Hosts who know the community and can connect entrepreneurs with others and with available community resources.
- Education & Training at the Hub: Human Resources, Bookkeeping, Marketing.
- Connect members to market featuring a different member every week in our newsletter, TV show and invite them to be subject matter experts in community discussions.

**SAMPLE
MEMBERS**

Scott Cooney- Pono Home (home sustainability makeovers)

Jonas Vibell- Word on the Street (newspaper enterprise for the homeless)

Matt Johnson- Oahu Fresh (farm to home CSA)



DEMONSTRATED VALUES. SUPPORTIVE NETWORK. TRAINING.

NON-PROFITS

The line between the profit and non-profit sector is growing thinner. Non-profits have to create bottom line value and businesses are working to fulfill social missions. Non-profits at the Impact Hub enjoy what small businesses enjoy, such as workshops on HR, bookkeeping, and legal support. They are more likely than businesses to want to hold a workshop, community event, fundraiser, outreach event, etc.

THEIR VALUES

Business support, spaces for gathering and educating, aligned values.

HOW WE SERVE THEM

- Diverse spaces that are easy to reserve online and affordable are of great value to non-profits.
- Non-profit membership 25% discount
- Opportunities for them to highlight their organization in the newsletter, at an event, or on Hub Talks. While our businesses do this to connect to market, our non-profits do this to connect with the community.
- Office space available within the Hub with quick access to the community network.

**SAMPLE
MEMBERS**

Raf Bergstrom- Surfrider Foundation (coastal protection)

Sheila Sarhangi- Communications for Social and Environmental Change

Lihla Noori- Hawaii Conservation Alliance and Foundation



DIVERSE SPACES. NON-PROFIT DISCOUNTS. OPPORTUNITIES TO SHINE.

SMALL BUSINESSES

The small business community wants a focused place to work and to be connected to other businesses. They're through the ideas phase and deep into the nuts and bolts of growing their business. They want more advanced information. They want to connect with true peers or those who are more accomplished. They like the energizing buzz of the community, but they don't want to be interrupted because their trajectory already has momentum. They like taking a coffee break when it serves them, enjoying a bit of socializing, providing advice, hearing ideas, forming collaborations... and then getting right back at it.

THEIR VALUES

A quiet place to focus and put their heads down, a social place for a break, true peers for interaction, networking and the opportunity to grow their business.

HOW WE SERVE THEM

- The Hub Focus area is populated by these businesses and they fill our waiting list for dedicated space so they can retreat and emerge and have flexible coworking options for their fluctuating staff needs.
- The Kitchen allows members to wander through the center coworking area when they want a break. Most of their learning is from each other so our Hosts make connections between businesses at similar stages.
- They will attend an event if an accomplished leader or business person speaks or provides an advanced training so we are sure to have plenty of these and specifically invite them.

SAMPLE MEMBERS

Nick von Wiegandt-
Island Funder (local Crowd Sourcing)

Fernando Gomez-
Spargus (marketing)

Chuck Priest-
Hawaii Energy Efficiency (LED lighting)



DEDICATED SPACE. ADVANCED TRAINING. B2B NETWORKING.

17

FREELANCERS / CONSULTANTS

The ProtoHUB is full of freelancers who are thrilled to work outside of their previous two options: home or their favorite coffee shop. It seems that they used to do a combination of the two, but they find the ProtoHUB the best of both worlds. And the one thing that the previous two options rarely offered and that happens all the time at the ProtoHUB...they land new clients! Clients who are like minded, easy to work with, and easy to meet with. They are also clients who sing their praises to other Members so the client base keeps growing. Their expanded network is bringing in more cash and they are being recognized for their unique value proposition.

THEIR VALUES

New clients, sharing their lens and expertise, funky inspiring spaces for collaborations.

HOW WE SERVE THEM

- A space that is warm, vibrant, artistic, funky and inspiring.
- Consistent networking events and easy introduction to other members.
- Opportunities to teach workshops, display art, set up free consultations... anything to recognize them, highlight them and connect them to clients, who will in turn thrive.

SAMPLE MEMBERS

Jeff Hawe-
Photographer


Leslie Kuo- Graphic Designer


Lesley Harvey- Grant Writing and Consulting



COLLABORATIVE SPACES. NETWORKING. OPPORTUNITIES TO TRAIN.

18

MILLENNIALS	THEIR VALUES	HOW WE SERVE THEM	SAMPLE MEMBERS
<p>Millennials deserve special mention as a cohort since they are a powerful demographic in the workforce. They want to be taken seriously, are confident and creative, and drive for success with their values. They are also still forming what they want to do and seek to expand their career options beyond what school has taught them.</p>	<p>Mentorship, job opportunities, exposure to diverse paths and industry knowledge.</p>	<ul style="list-style-type: none"> • Strong hosting program with mentorship allows this demographic to connect with the movers and shakers of Hawaii's economy. • Millennials also join as Members and attend more events and programs than any other demographic. • Introducing them to potential job or internship opportunities, including them in high level meetings and discussions where they can learn and make connections and taking one-on-one time to help them reflect and choose their path forward are all valuable. • We also offer a 25% student discount on all Memberships. 	<p>Lila Taherly- Sustainable Management</p> <p>Jonathan Fritzier- Energy Education</p> <p>Tijay Syn-Rodrigues- Recent MBA</p>
			
<p>MENTORSHIP. WORK OPPORTUNITIES. NETWORKING EVENTS.</p>			

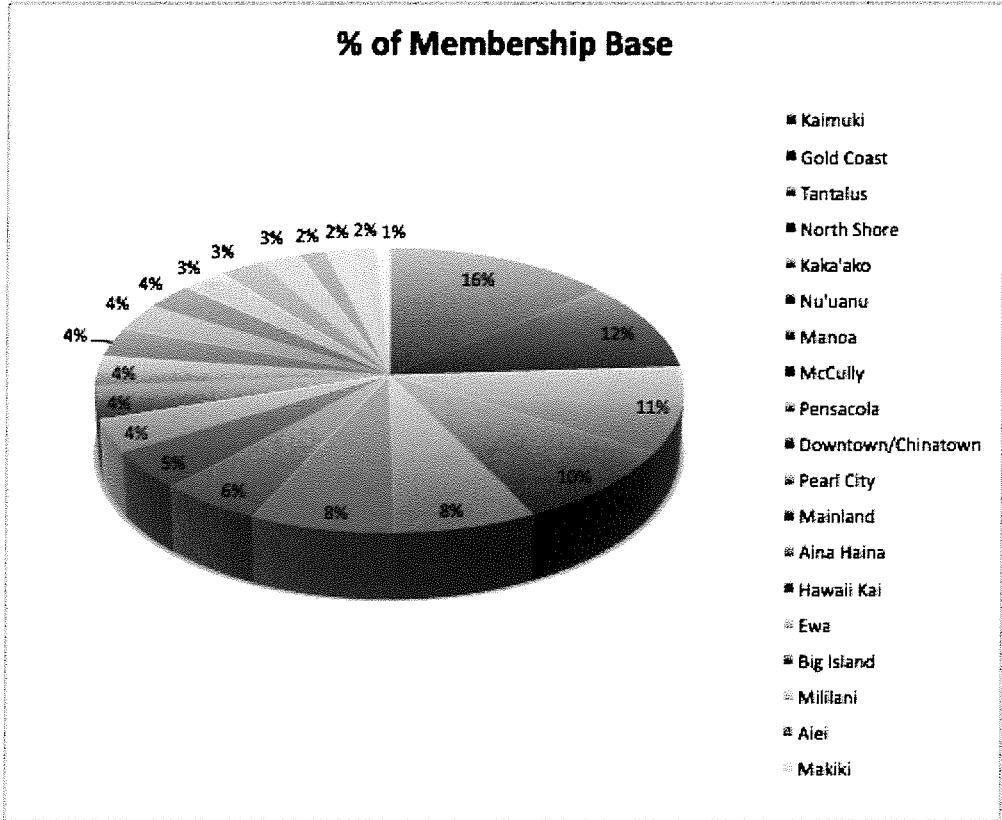
SUPPORT PROVIDERS	THEIR VALUES	HOW WE SERVE THEM	SAMPLE MEMBERS
<p>Support Providers include workshop providers, trainers, educators, investors, and mentors who offer the nuts and bolts needed to take the next step and actualize the potential of an individual or venture. This demographic often offers services and education only. They are either Connect Members that rent the space at a discount, or they partner with the Impact Hub and we provide the space and promotions.</p>	<p>Good workshop/training facilities and successful promotions.</p>	<ul style="list-style-type: none"> • A variety of spaces with whiteboards, ergonomic seating, and projectors. • Affordable space rental. • An interested and targeted audience. • Promotional channels through the Impact Hub that will reach a wider potential audience. 	<p>Christina Monroe- Leadership Training</p> <p>John LeBlanc- WordPress Wednesdays</p> <p>Laura Graves- Bookkeeping</p>
			
<p>DIVERSE EVENT SPACES. TARGETED AUDIENCE. PROMOTIONS.</p>			

ORGANIZATIONAL PARTNER CIRCLE	THEIR VALUES	HOW WE SERVE THEM	SAMPLE MEMBERS
<p>These are organizations, intrapreneurs and leaders throughout Hawaii's innovation sector that want to connect with the ProtoHUB vibe and community. They like the progressive buzz of the ProtoHUB and want to create an affiliation with their organization or business. They also want to mentor and provide funding and opportunities, share resources and programs, and cross-promote. Creating a Founding Partners Circle of ten Organizational Members raised \$50,000 in startup capital, and created mutually beneficial collaborations and recognition.</p>	<p>Being recognized as affiliated, having presence in all ProtoHUB channels, cross-promoting, connected to the innovative and upcoming entrepreneurs.</p>	<ul style="list-style-type: none"> • Creating an annual circle of Organizational Partners Circle Membership creates a cohort that organizations want to be part of. • Recognition and marketing among the Impact Hub community. • Opportunities to host networking events and workshops in an inspiring space. 	<p>The HI Growth Initiative</p> <p>The University of Hawaii Shidler School of Business</p> <p>The Energy Excelsator</p> <p>HI Impact</p> <p>Hawaii USA Federal Credit Union</p> <p>Hawaii Pacific University</p> <p>Clay Chapman</p> <p>SimplicityHR by Altres</p> <p>Ulupono Initiative</p> <p>Our Kaka'ako</p>
			
<p>COMMUNITY INTEGRATION. RECOGNITION. EVENT SPACE.</p>			

5. Describe the geographic coverage.

The Impact Hub truly **serves many diverse geographic regions of Hawaii including those from outside Honolulu and neighbor islands who come to have meetings, network or do diverse work on Oahu and need a place that can service all of their work needs, as well as provide a supportive community and network.** A key responsibility of the Director of Operations and Community Coordinator will be to continue to engage participants in coworking, events, and programs from all communities in Hawaii.

This diversity in geographic origins of participants began organically at ProtoHUB. The ProtoHUB members provided their home mailing address for a survey and their demographics are as follows:



II. 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, outcomes, and measures of effectiveness from this request. The applicant shall:

1. Describe the scope of work, tasks and responsibilities;

Request Objective	Scope of Work	Task	Responsibilities
Secure funding for one year of rent, CAM and/or utilities.	The Impact Hub Honolulu LLC will find a location that will serve as an event, coworking, networking and program center. The combined rent, CAM and/or utilities is estimated at \$360,000.	Secure a five to ten year lease at a central location between 10,000-12,000 square feet. Rent, CAM, and/or utilities combined will not exceed \$2.5/square foot/month.	The Impact Hub Honolulu LLC (IHH) will sign the lease committing to five to ten years responsibility for paying rent, CAM and/or utilities. The first year must be paid for by a grant or partnership to allow IHH time to ramp operations to the point of financial self-sufficiency.

Hard Opening for Impact Hub Honolulu													
Start running programs and workshops													

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results;

Programming & Events: The Impact Hub learned from one year of executing 300 programs and events as the ProtoHUB. We encourage all of our greater community, members, and academic partners to give educational opportunities in the form of programs at the Hub. We also encourage ongoing and recurring programs when appropriate. We have learned that the Hub staff who interact with the community are the best ones to help tailor the programs with the Subject Matter Experts and educators. We do this with a **framework that helps us monitor the content's applicability and pertinence to the startup community**. After every program and event we do two things. Firstly, we review the with the educator and discuss how they believe it can be improved and we provide our input in how we believe the program can be improved. Secondly, **at the end of each program each attendee fills out an online anonymous survey** that provides the Hub and the educator an evaluation and feedback on how to improve.

Space: The Hub is a space of flow, energy and change. Members are continuously walking in networking, working and pitching ideas. On top of this, it houses a steady stream of events and programs. Hence, the space needs to accommodate this dynamism and the space is constantly changing to improve. The Hub has always valued the member's input on how the space can improve to better cater to the environment. We use a number of tools to receive feedback from our members. The first is the Hub holds periodic Town Hall meetings to allow the members an opportunity to voice their input in how the Hub can improve its space. Secondly, we use anonymous surveys to give all of our members an opportunity to voice their inputs and concerns regarding the space and operations. Lastly, we have a Host who is always on duty, whose job is to engage with the community to field any questions or concerns. We found that this position was incredibly helpful as a nexus for communicating with our community.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

IMPACT HUB HONOLULU GROWTH MEASURES OF EFFECTIVENESS

It is to be noted that Luis Salaveria, the Director of DBEDT has offered for DBEDT to be the expending agency for this Grant In Aid. The measures of effectiveness (MOE) that the Impact Hub Honolulu used during its ProtoHUB first year are as follow:

- **Number of Members:** We found that there are a number of different types of Memberships that work for different individuals and groups. After testing the market with 6 different membership plans we discovered what the market demands. During our first year we monitored the number of members very closely and were able to hit our quarterly goals for the number of members in each type of membership. Other than providing scholarships for members who could not afford it and work trade opportunities we also provided incentives to special groups to provide lower cost barriers to entry such as 20% discounts to students, non-profits and small businesses of 3 employees or more. This provided higher demand for all three groups to use our space as their offices and work areas. Moving forward we plan to use our Membership numbers as a MOE to share with our expending agency so that we hit our targeted quarterly goals. We plan to use the following membership categories:
 - Connect Member \$25: Discounts on Hub events and local eateries, access to Manoa Innovation Center, inclusion in newsletter and access to Global Hub Intranet. *All Hub members below receive these perks as well.*
 - Basic Member \$30: 4 days a month, M-F
 - Part Time Member \$60: 10 days per month M-F,
 - Part Time Plus Member \$95: 10 days per month, Mon-Sun, 24 hr access
 - Full Time Member \$195: Access Monday through Friday each week per month.
 - 24 hour Member \$295: Mon-Sun 24 hour access

- **Number of Events & Programs:** During our one year as ProtoHUB we developed a very clear understanding of what types of programming work for different demographics and we learned how to efficiently host and execute large scale events of 150 people and more. Additionally, we learned how to teach and train presenters to the startup audience. While operating the Hub, we became acutely aware of what information the startup and entrepreneur audience is striving for. Lastly, with our e-letter with thousands of recipients, and a very active social media campaign, we tailored advertising for our events to specific audiences. We kept excellent record of our events and attendees and will use the Number of Events & Programs and the number of attendees as a MOE for our growth and outreach to the communities to share with our expending agency.

- **Office Space Rentals:** A certain number of private office spaces were rented to small businesses and individuals. These small businesses and individuals receive full 24 hour membership for 2-4 Members with their rent. These businesses found that working alongside and within a coworking space was excellent for networking and growth. In fact, a few businesses hired employees that they met at the coworking space and networking events held at the Hub. Additionally, the Hub provided clients and customers because of the natural proximity of people in the coworking space.

**Below is a sample table of how we shared projected milestones and Measures of Effectiveness with HCDA on the old World Gym space in Kaka'ako. These assumptions are based on a 13,000 sq. ft location and a detailed pro forma that includes 2 years of all cash flow projections.*

Note that pre-sales through direct marketing and a crowd sourcing campaign of Membership and office rental will occur for months leading up to our opening. Most Impact Hubs rent all of their office prior to opening.

Milestones / Time	Month 1	Month 3	Month 6	Month 9	Month 12	Month 15
Revenue/ Month	\$10,000	\$19,000	\$24,000	\$29,000	\$34,000	\$39,000
Members/ Month	75	150	200	225	250	275
# of Events and Programs/ Month	5	12	15	20	30	35
Offices & Dedicated Desk Rented/ Month	2000 sq ft	2000 sq ft	2000 sq ft	2000 sq ft	2000 sq ft	2000 sq ft

III. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2017.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$200,000	\$93,333	\$93,333	\$93,333	\$480,000

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2017.

FUNDING GOALS FOR FISCAL YEAR 2017

1. \$50,000: 2017 Organizational Members Circle
 - a. Following the ProtoHUB Founding Circles model, we will create a circle of ten Organizational Members that will each provide \$5000 each
 - b. Organizational Members will be entitled to \$5000 of Impact Hub Honolulu promotions and space use for events and programs for one year
2. \$50,000: Crowdfunding
 - a. The crowdfunding campaign has already been designed including video, award categories etc. through the mentorship of Impact Hub Oakland which raised \$150,000 with their campaign.
 - b. The campaign funds will 1) create a high tech event space and 2) create an entrepreneurs fund for scholarships for Membership and programs
3. Up to \$100,000 in Private Investment
 - a. Two Members of our LLC are accredited investors
 - b. One has committed up to \$100,000 for capital improvement costs that require capital improvement costs that are above and beyond the funds raised by the Organizational Members Circle and the crowdfunding campaign.
4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipated applying for pertaining to any capital project, if applicable.

Impact Hub Honolulu LLC does not intend to apply for, and has not been granted, state and federal tax credits.
5. The applicant shall provide a listing of all federal, state, and county government contracts and grants it has been and will be receiving for program funding.
 - \$100,000 UHCC C3T Sub-Grant
 - c. Impact Hub Honolulu LLC won a \$100,000 grant from the UHCC Office of Academic Affairs, which begins March 1, 2016 and will pay for one year of services
 - d. The goal of this grant is to create an entrepreneurial program for the UHCC system that ties into the Impact Hub network
 - e. All funds would be used for creating the Program for UHCC and not for operations or salaries, but the UHCC seven campus system across the islands all will benefit
6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2015.

The Impact Hub Honolulu has the following unrestricted assets:

1. \$77,500 in Herman Miller furniture including 70 ergonomic chairs and 10 flip-top tables
2. \$5000 in office equipment including an industrial printer, desk top printers, filing cabinets, shelving, work tables, etc.
3. \$10,000 toward the Impact Hub Honolulu license, which could be sold to an organization working under us if we were to decide to transfer ownership (which we won't)

IV. Experience and Capability

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.

Our **Founding Team is comprised of diverse leaders in the state** who have shaped the face of sustainability, investing, community events, art, education, business and entrepreneurship. Many of us independently found our way to the Impact Hub model and then found each other. We have worked beautifully together for the last three years to build a supportive network and open the ProtoHUB, which tested the market to understand the market demand and is now ready to graduate into Hawaii's first Impact Hub!

A. NECESSARY SKILLS

The six member founding team for the Impact Hub are as follows:

Shanah Trevenna- Named by Hawaii Business Magazine as one of five that will shape Hawaii for the next 50 years and by the Hawaii Venture Capitalist Association as 2015 Social Impact Entrepreneur of the Year, Shanah Trevenna is a sustainability engineer, educator, author, and consultant. Legislators may recall Shanah from her years leading the Sustainable Saunders sustainability movement at the University of Hawaii from 2006-2010. Shanah took a physical epicenter, Saunders Hall, and by networking and collaborating, and through events and on-line community building, she lead a statewide movement in sustainability. With degrees in Mechanical Engineering and Urban Planning, as well as professional experience at IBM, Philips, and local firms, she has led Smart Sustainability Consulting (SSC) to be Hawaii's first fully independent sustainability consulting firm. Shanah has also designed and taught sustainability courses at multiple campuses and published a textbook Surfing Tsunamis of Change, The Student Handbook for Campus Sustainability, which received College Educator International's Sustainability Champion Award. She created the Rewarding Internships for Sustainable Employment (RISE) program, now run by Kupu, which creates paid green internships across Hawaii. Shanah speaks nationally at academic and professional conferences and was a Founding Board member of Women in Renewable Energy (WiRE) and The Sustainability Association of Hawaii, which she led as President for three years. Shanah currently leads the founding team of ProtoHUB Honolulu and is completing her PhD in Political Science at the University of Hawaii, which focuses on building an environmentally conscious, socially just future economy.

Chenoa Farnsworth- Farnsworth has more than 15 years experience in business strategy and venture investing. She is the managing director of Blue Startups, Hawai'i's only venture accelerator. Farnsworth also manages the Hawaii Angels investment network. She is the founder of Hi Impact – an impact investment and social entrepreneurship organization launched in 2010. In 2006, she co-founded Kolohala Ventures, a Hawai'i-based venture capital firm that invested \$50 million into Hawai'i-based technology start-ups. Prior to that she provided strategy development and business planning consultation for start-up companies and high-growth businesses through her company Farnsworth Consulting. She has held positions in health policy and legislative affairs in Hawai'i and Washington D.C. Farnsworth has served as chair of the Women's Fund of Hawai'i, Director of the Hawaii Women's Business Center and judge and coach for the University of Hawai'i business plan competition. Farnsworth earned a BA in political science from the U.C. Santa Cruz.

Brandon Askew-Brandon has a background in I.T. as an application developer and database consultant. He is also a serial entrepreneur. As the co-founder of Street Grindz, he created Eat the Street, which draws 10,000 people monthly to enjoy locally prepared food from a hundred food trucks. He also co-created a food business incubator and is expanding it into a Food Business Institute. His team created a second event, Honolulu Night Market, which shuts down the streets monthly in central Honolulu and also draws 10,000 people to shop from local fashion and food pop-ups.

George Yarbrough- George has lived in seven countries and has managed long term Global Health programs in over twenty five countries. His background is with non-profit management and international program management. George is also a serial entrepreneur in Hawaii and co founded Pono Aina Catering and a boutique engineering business, Laulea Engineering.

Jonathan Swanz- Jonathan Swanz is a glass artist with extensive commercial and residential architectural commissions nationwide. He has worked with exceptional artists across Europe and the US and has pieces in the permanent collections of 21C Museum and Hillary Lyons of Louisville, KY, the Headley Whitney Museum of Lexington, KY, and PNC Bank of New York, NY. Jonathan is a social activist and created programs that bridged political action between his local community and Washington DC. Jonathan also designs curriculum and teaches advanced glass and ceramics at the University of Hawai'i at Manoa.

Nam Vu is the founder of Shaka Net, a guest internet service provider for most of the major airports and many hotels in Hawaii. While traveling the world with his family over the past year he utilized many coworking spaces and recognized the need for such spaces, with amazing internet, in Hawaii. He returned looking for a coworking space to get involved with and became Impact Hub Honolulu's first angel investor. Nam also plans to help us have the best wifi in the state.

B. Necessary Experience

Impact Hub Honolulu has developed several different programs aimed at the budding entrepreneur and growing business. Shanah Trevenna and Jonathan Swanz are both curriculum developers for UH, and Chenoa Farnsworth and Brandon Askew have designed investing and entrepreneurial training programs at Blue Startups and Eat the Streets. Additionally, Impact Hub Honolulu has leveraged relationships with other accelerators, such as XLR8UH, for their expertise in specific subject matter.

Below are a number of workshops, classes, and conferences that were held successfully at the ProtoHUB Honolulu, demonstrating our relevant experience. All of these were well attended by the startup and entrepreneur community. Our plan is to take these classes and workshops and improve them when we offer them at the Impact Hub Honolulu.

Wordpress Workshop

A workshop package focused on getting the entrepreneur set up with Wordpress for their business. The entrepreneur will learn the building blocks of creating and customizing their own website so that it is sleek, attractive and functional for their specific needs. The ultimate goal is to educate the users so that they walk away with knowing how to control their own websites.

Pro Action Café

A workshop that is practiced in Impact Hubs globally and with facilitators who are familiar with the Art of Hosting. This workshop sharpens the skills of the entrepreneur in pitching and describing their business to peers and mentors in a less competitive atmosphere than the traditional pitch contest. Entrepreneurs also benefit from close interaction and feedback from small groups on their business plans and or project ideas. This workshop provides a holistic program that gives entrepreneurs a boost into building their next steps in their business.

App Development Workshop

A workshop born out of the Impact Hub that is geared to the novice coders. This workshop takes a step-by-step approach in teaching beginners how to build their own app for their business.

Lean Startup and the Business Model Canvas Bootcamp

An intensive and exhaustive approach to the business model canvas created by Yves Pigneur and popularized by Steve Blank. The BMC, which is touted as “A business plan on a page”, is an entrepreneur's best friend when brainstorming their idea, and setting a plan to execute. Preaching the dogma of “build-measure-learn”, students are given strict instructions and equipped with tools to go learn from their customers by “getting out of the building” to determine if their solving a real problem for a specific customer segment.

Financial Modeling

Students learn how to create a financial model for a startup company. Course includes details on unit economics calculations, user growth and forecasting, recommended tools and tips and tricks to execute.

Term Sheets and Negotiations

Course answers the questions an entrepreneur would have when seeking financing and structuring a deal to receive investment capital. Psychological tactics and best practices utilized by top negotiating and business professionals to achieve the best possibility of success.

Venture Capital and Angel Investing

Course provides an overview of the startup investment industry. History, status, trends, best practices. Students are exposed to industry data, relevant case studies, resources and tools for success.

How to pitch your idea and or startup

Students receive guidance, outline and learn by doing through this collaborative and immersive lesson. A student will leave this course with the capability to accurately and articulately define and explain their value proposition, market, and product they've built to all audiences. We coach them through their elevator pitch, their investor pitch, as well as a demo day type of pitch for a broader community.

And finally, our Members served by the Hub believe in our experience and skills. Here are some of their anonymous comments from our Members' Survey:

"I think that anyone who is doing sustainability work in Hawai'i should connect with the people at the HUB!"

"Great people, great energy, important missions and causes. I have already recommended it to several people."

"It's a great connector. It is a place where people can go to work in an environment where others are working to make the world a better place."

"It has an especially great concentration of people who do work related to sustainability."

"Awesome space to rub shoulders with people who want to make the world a better place."

"The Protohub is the Hawaii arm of an international movement that provides coworking, networks and social inspiration."

"Nice space with nice people and serves a great purpose."

"The HUB is a place where start-ups can plan, research and resource for their future endeavors. Growth with collaboration are attainable to those who need it."

B. 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.

The team that will operate ProtoHUB's 5,000 square foot location successfully will also operate Impact Hub Honolulu.

Our plan is to secure a new location with 10,000-12,000 square feet of mostly open space with offices around the perimeter and a kitchen. At the ProtoHUB, we quickly outgrew our space of 5,000 square feet and our success with ProtoHUB demonstrates that we can operate this larger location. Most Impact Hub spaces in developed countries around the globe are between 10,000-25,000 square feet, with those in the smaller end of the range commonly outgrowing their space within two years due to demand for small offices connected to the vibrancy of the Hub community as businesses grow. Given that the innovation sector is still in early growth phase compared to Seattle and San Francisco, we are following Salt Lake City and Philadelphia and aiming for a space on the lower end of the typical Hub range in size.

While we could 'survive' in a space smaller than 10,000 -12,000, we know that **the smaller space, the smaller the impact**. Since we have proven demand for many office spaces rented at \$7/square foot/month, which is 2-3x market price, we ideally would like to build enough offices to serve this growing demand and provide financial sustainability to our organization. Both Box Jelly and the ROC in China Town rent at this rate or higher, and both are at capacity. And in addition to office spaces and dedicated desks, which are used by one person or team, we need a large open space for coworking and events. For all these reasons, we ideally would like to operate a 10,000-12,000 square foot facility so we can fulfill our mission of supporting and growing Hawaii's innovative and entrepreneurial ecosystem.

V. 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.

Shanah Trevenna - Director of the Impact Hub Honolulu

Named by Hawaii Business Magazine as one of five that will shape Hawaii for the next 50 years, Shanah Trevenna is a sustainability engineer, educator, author, and consultant and will be the Director of Impact Hub Honolulu.

She is known for hiring and training the right person for the job from her experience creating the Rewarding Internships for Sustainable Employment (RISE) program now operated by Kupu. She recruited, trained and managed teams of 6-10 university students or recent graduates to fulfill many sustainability related projects. With degrees in Mechanical Engineering and Urban Planning, as well as professional experience at IBM, Philips, and local firms, she then created and led Smart Sustainability Consulting (SSC) to be Hawaii's first fully independent sustainability consulting firm with clients including the Hawaii Department of Education, SAIC, Brigham Young University, Punahou, Johnson Controls and the Hawaii National Guard. Shanah has managed a staff of ten to serve her clients, including recruiting, training, and building staff capacity. For example, she designed a training program where she trained her staff to in turn train members of the National Guard to energy audit 75% of their buildings across the islands.

Shanah has strong leadership, directing and managing skills. She has Directed a twelve member Board as the President of the Sustainability Association of Hawaii. She Founded and Directed the RISE Program, leading the direction of the Program and directing multiple teams simultaneously. She also Founded and Directed Smart Sustainability Consulting, which had \$250,000 in revenue for three consecutive years. She Founded and Directed Impact Hub Honolulu, which included securing funding, creating the Founding Partners Circle, and hiring, training, and managing a staff of three and one full time intern. Shanah built and managed the pro forma and used the on-line coworking software Nexodus to measure and manage the business metrics.

George Yarbrough- Director of Operations for the Impact Hub Honolulu

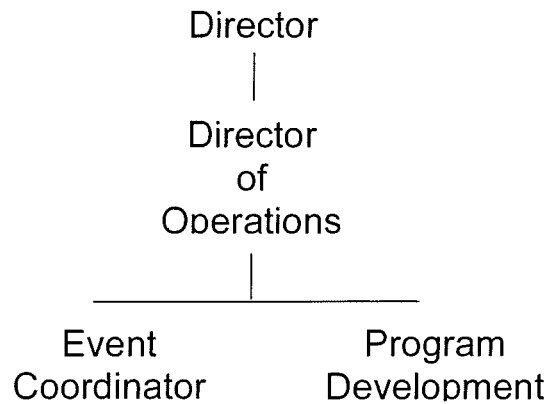
George Yarbrough is a serial entrepreneur and consultant based out of Honolulu, Hawaii. He has diverse experience in building an organization and managing all aspects of programs including training and management of staff. George cofounded and provided business development for a boutique local firm, Laulea Engineering. George also consulted for the Hawaii Department of Health in numerous state exercises planning, exercise execution and plan drafting. George has worked with the Department of Defense (DOD) Pacific Command (PACOM) as a Global Health Analyst for the Center of Excellence (COE) now known as the Center for Excellence, where he worked closely with the different PACOM component commands in spearheading and producing public health initiatives globally. He also spent numerous years working in public health in Latin America, the Middle East and Africa implementing surgical and nurse education programs for Operation Smile Inc.

As Director of Operations for ProtoHUB, George managed a volunteer staff of 17 Hosts who exchanged 4 or 8 hours of work per week for membership. He designed the training, recruited, interviewed, held a monthly Host meeting, and coordinated the Host schedule. Additionally, George was responsible and handled all day to day operations and challenges.

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 organization chart that illustrates the placement of this request.

Below is an organizational chart that exemplifies the command structure for the operations team at the Impact Hub Honolulu.



Below is a chart that illustrates how the Impact Hub operations team and the remaining co founders will work together to arrive to consensus on large decision making processes.

<p>Operations Team: manages the Hub on a daily basis and will meet with the the Wisdom Council monthly. (Shanah, George, Event Coordinator)</p>	<p>Wisdom Council: acts much like a board of directors and will provide their guidance and consult on essential and relevant issues. Additionally, the Wisdom Council provides contacts and connections within the community. (Chenoa, Brandon, Jonathan, Nam)</p>
<p>.....</p> <p style="text-align: center;">⋮</p>	
<p>Governance Process:</p> <ul style="list-style-type: none"> ● Operations Team currently compiles the previous month's financials by the 5th of each month ● Operations Team will provides the previous month's financials to the Wisdom Council by the 5th of each month ● Operations Team and Wisdom Council meets by the 7th of each month to discuss strategy and approve major changes and large expenditures ● Discussion and decision making can also occur via email outside of the monthly meetings ● Partners will strive for consensus. If consensus is not possible, then the LLC Members will vote on the issue. ● The LLC Members will approve an annual budget ● The Operations Team can make time sensitive decisions without consulting the Wisdom Council ● The Wisdom Council can provide advice and guidance at any time to the Operations Team 	
<p style="text-align: center;">⋮</p>	
<p>Decision Making:</p> <p>The Hub team has been successful in a consensus decision making structure and plans to pursue this for the foreseeable future. While there are often doubts about the ability to make decisions by consensus, our Director has over 15 years of experience in leading teams using this method and has never had to go to vote.</p>	

The Impact Hub Honolulu has deep, local connections and vast global networks including:

Local Network:

Blue Startups	HonNewTech (HNLNT)
BoxJelly	Kolohala Ventures
Empowered Presentations	mBloom
Energy Exceleator	McCorriston Miller Mukai MacKinnon
Entrepreneurs Foundations Hawaii (EF Hawaii)	Oceanit
Goodsill Anderson Quinn & Stifel	Pacific Asian Center for Entrepreneurship (PACE)
GVS Transmedia Accelerator	ROC
Hawaii Angels	Settle Meyer Law
Hawaii Business Roundtable	Startup Capital Ventures
Hawaii Investment Ready Program	Startup Hawaii
Hawaii Strategic Development Corporation (HSDC)	Startup Paradise
Hawaii Venture Capital Association (HVCA)	Startup Weekend
Hi Growth Initiative	Sultan Ventures
Hi Impact	Ulupono
Hi Tech Development Corporation (HTDC)	UPSIDE Fund
HiBEAM	
<u>National Network:</u> Wilson Sonsini Kereitsu Network (Pacific Northwest Chapter) 82 Impact Hubs in major cities around the world	

C. Compensation

The applicant shall provide the annual salaries paid by the applicant to the three highest paid officers, directors, or employees of the organization by position.

Position	Annual Salary
Director	\$70,000
Director of Operations	\$65,000

Program Coordinator	\$60,000
---------------------	----------

VI. Other

A. Litigation

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

Not Applicable to the Impact Hub Honolulu

B. Licensure or Accreditation

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.

Impact Hub Honolulu LLC has completed the year long process to become an Impact Hub Candidate, as well as the additional year long process to become an Impact Hub Initiative. Following this qualification, Impact Hub Honolulu LLC provided \$10,000 to the Global Impact Hub and signed a license agreement where Impact Hub Honolulu LLC is the sole entity granted the license to open Impact Hub Honolulu LLC by November 2016, and operate it indefinitely.

C. Private Educational Institutions

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see Article X, Section 1, of the State Constitution for the relevance of this question.

Impact Hub Honolulu will not directly support or benefit a sectarian or non-sectarian private educational institution any more than any other institution or individual in the State of Hawaii.

D. Future Sustainability Plan

The applicant shall provide a plan for sustaining after fiscal year 2016-17 the activity funded by the grant if the grant of this application is:

- (1) Received by the applicant for fiscal year 2016-17, but

97% of Impact Hubs are financially self-sustaining after two years of support. We have one year completed, so we simply require one more year of support to become self-

sustaining and to serve as an economic development engine, agent of sustainability and social support, and an important cornerstone of the innovation ecosystem for many years to come.

Our pro forma (See Appendix A) was built under the mentorship of Impact Hubs in Oakland, San Francisco, Seattle, Westminster UK, and Boston. We worked with local finance consultant, Julie Wurfel, former HVCA President, Bill Spencer, Big Island green investment consultant, Michael Kramer, and our LLC Members to build our month-by-month two year cash flow statement and five year pro form. We managed the ProtoHUB space and business using the software Nexodus, and it captured all income in categories including office rental, desk rental, coworking by membership, event rental, etc. Event income and expenses were recorded through eventbrite and paypal. At the end of every month we used all this data to update our detailed cash flow statements, replacing our projections with real numbers and adjusting the trajectory of all expenses and revenue based on emerging trends.

After tailoring this pro forma template for a dozen locations we viewed, we have created the pro forma in Appendix A for the probable facility for Impact Hub Honolulu. The starting numbers build on the demand we created at ProtoHUB, and reflect pre-sales of membership, desk, and office space. The ramp up numbers reflect trends we recorded at ProtoHUB, and include projections based on Members' survey results and other indicators of demand.

(2) Not received by the applicant thereafter.

E. Certificate of Good Standing (If the Applicant is an Organization)

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2015.

Please see Attached.

ATTACHED DOCUMENTS:

1. Appendix A: Impact Hub Honolulu Proforma
2. Certificate of Good Standing
3. Letters of Support: HTDC, HSDC, Ecoqoob CEO

Photos of the ProtoHUB space from September 2014 - September 2015:

ProtoHUB Honolulu: The community center for change makers





ProtoHUB Honolulu: The community center for change makers



BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2016 to June 30, 2017

Applicant: _____ Impact Hub Honolulu, LLC

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries	94,440			
2. Payroll Taxes & Assessments	10,200			
3. Fringe Benefits	15,360			
TOTAL PERSONNEL COST	120,000			
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space	360,000			
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES	360,000			
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)	480,000			
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	480,000	George Yarbrough 808 754 6362		
(b) Total Federal Funds Requested		Name (Please type or print) Phone		
(c) Total County Funds Requested		Signature of Authorized Official Date		
(d) Total Private/Other Funds Requested		_____		
TOTAL BUDGET	480,000	Name and Title (Please type or print)		

BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES

Period: July 1, 2016 to June 30, 2017

Applicant: _____ Impact Hub Honolulu _____

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
Event Coordinator	FULL TIME	\$60,000.00	100.00%	\$ 60,000.00
Program Development Coordinator	FULL TIME	\$60,000.00	100.00%	\$ 60,000.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				120,000.00

JUSTIFICATION/COMMENTS:
 Impact Hub Honolulu is asking to support two operational roles. The Director and Operations Director salaries will be paid by the revenues generated.

GOVERNMENT CONTRACTS AND / OR GRANTS

Apf Impact Hub Honolulu

Contracts Total: 100,000

	CONTRACT DESCRIPTION	EFFECTIVE DATES	AGENCY	GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)	CONTRACT VALUE
1	University of Hawaii Community College (UHCC) Entrepreneur Program	March 2016 - March 2017	UHCC	State	100,000
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					
21					
22					
23					
24					
25					
26					
27					
28					
29					
30					

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) 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 is awarded;
 - b) Complies 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;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant 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 ensuring the proper expenditure of the grant.

- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.

- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawaii Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

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

Impact Hub Honolulu, LLC

(Typed Name or Organization)

(Signature)

(Date)

George Yarbrough
(Typed Name)

Director of Operations
(Title)

15-YEAR CASH FLOW PROJECTIONS

	Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
7-year (starting 2014 annual) rowing diary	Capacity Event Space Rental	17%	26%	33%	42%	50%	57%	62%	65%	67%	68%	69%	70%	102%
	Contract Renewal	23.5	23.5	23.5	23.5	23.5	23.5	23.5	23.5	23.5	23.5	23.5	23.5	282
	Base Volume	5	10	15	20	25	30	35	40	45	50	55	60	460
	Base Price	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$3,600
	PT Volume	3	6	9	12	15	18	21	24	27	30	33	36	270
	PT Price	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$1,620
	PT Plus Volume	3	6	9	12	15	18	21	24	27	30	33	36	270
	PT Plus Price	\$95	\$95	\$95	\$95	\$95	\$95	\$95	\$95	\$95	\$95	\$95	\$95	\$2,565
	FT Volume	2	4	6	8	10	12	14	16	18	20	22	24	156
	FT Price	\$195	\$195	\$195	\$195	\$195	\$195	\$195	\$195	\$195	\$195	\$195	\$195	\$30,600
	Planning Team Volume	5	5	5	5	5	5	5	5	5	5	5	5	50
	Planning Team Price	\$149	\$149	\$149	\$149	\$149	\$149	\$149	\$149	\$149	\$149	\$149	\$149	\$1,490
	Unlimited 24/7 Price	1	2	3	4	5	6	7	8	9	10	11	12	120
	Anchor Member	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$3,540
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310
	Head Trainer/Coaching Partners/Schedule/Support	2	4	6	8	10	12	14	16	18	20	22	24	180
	Head Trainer/Coaching Partners/Schedule/Support	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$295	\$5,310

Revenue

	Full Price	Capacity
Membership	57	200
Office	\$14,000	\$14,000
Subtotal	\$14,000	\$14,000
Other Event Revenue	57	200
Catering (25% to host for catering services)	\$300	\$300
25% of Event Ticket Sales	\$300	\$300
Hub Programs/Events	\$300	\$300
Subtotal	\$300	\$300
Other	540	2
5 Day pass	\$50	\$50
Meal Service	\$50	\$50
Gift Wrapping	\$50	\$50
Subtotal	\$50	\$50
TOTAL REVENUE	\$19,300	\$19,300

Expenses

	Full Price	Capacity
Membership	57	200
Office	\$14,000	\$14,000
Subtotal	\$14,000	\$14,000
Other Event Revenue	57	200
Catering (25% to host for catering services)	\$300	\$300
25% of Event Ticket Sales	\$300	\$300
Hub Programs/Events	\$300	\$300
Subtotal	\$300	\$300
Other	540	2
5 Day pass	\$50	\$50
Meal Service	\$50	\$50
Gift Wrapping	\$50	\$50
Subtotal	\$50	\$50
TOTAL EXPENSES	\$19,300	\$19,300

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Total
Revenue	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$168,000
Expenses	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$14,000	\$168,000
Net Profit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Profit reinvested for 2nd year continued ramp up

2ND YEAR CASH FLOW PROJECTIONS

12-month Snapshot

	Oct 2015	Nov	Dec	Jan 2016	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	2nd Year Total
Price increase from 50% of market to full price in Oct 2015. Our member survey indicated the % of people who would stay over their peak, drop to 4% price point or in the assumption for volume of each membership in October.														
% Capacity	77%	75%	73%	53%	65%	70%	75%	80%	85%	90%	95%	100%	100%	
Contract Volume	62	64	66	68	70	72	74	76	78	80	82	84	84	
Contract Volume \$	25	30	30	30	30	30	30	30	30	30	30	30	30	
Basic Volume	60	62	64	66	68	70	72	74	76	78	80	82	84	
PT Volume	30	30	30	30	30	30	30	30	30	30	30	30	30	
PT Plus Volume	36	36	37	38	39	40	41	42	43	44	45	46	47	
PT Plus Price	15	16	17	17	18	19	20	20	20	20	20	20	20	
FT Price	195	195	195	195	195	195	195	195	195	195	195	195	195	
Planning Team Volume	5	5	5	5	5	5	5	5	5	5	5	5	5	
Planning Team Price	149	149	149	149	149	149	149	149	149	149	149	149	149	
Unlimited 24/7 Volume	12	12	12	12	12	12	12	12	12	12	12	12	12	
Unlimited 24/7 Price	595	595	595	595	595	595	595	595	595	595	595	595	595	
Anchor Member	30	30	30	30	30	30	30	30	30	30	30	30	30	
Hosts/Trades/Founding Partners/Scholarships (Unpaid)	20	20	20	20	20	20	20	20	20	20	20	20	20	
TOTAL	40	40	39	38	37	36	35	34	33	32	32	31	30	650

	Full Price	Capacity
Revenue		
Membership		
Connect Member	\$25	84
Basic	\$82	82
Part Time: 1.0 day/month	\$60	58
Part Time Plus: 1.0 days/month (24 hr/100%)	\$95	47
Full Time Day: all day/month (M-F 9-5)	\$149	5
Planning Team Full Time	\$247	12
24/7	\$295	12
SUBTOTAL	\$16,140	308
Tot individual members:		
Anchor Members with Dedicated Space	\$7	3000
Other Event Revenue	\$5,907	\$31,000
Other Rental	\$26,397	\$24,850
SUBTOTAL	\$38,351	\$29,350

	Oct 2015	Nov	Dec	Jan 2016	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	2nd Year Total
Meeting/Event Rental	\$15	\$231	\$238	\$165	\$195	\$210	\$225	\$240	\$255	\$270	\$285	\$300	\$300	\$2,214
Board Room	\$30	\$463	\$476	\$330	\$390	\$420	\$450	\$480	\$510	\$540	\$570	\$600	\$600	\$5,829
Training Room	\$40	\$925	\$932	\$660	\$780	\$840	\$900	\$960	\$1,020	\$1,080	\$1,140	\$1,200	\$1,200	\$11,657
Workshop/Event/Org Room	\$80	\$1,850	\$1,904	\$1,320	\$1,560	\$1,680	\$1,800	\$1,920	\$2,040	\$2,160	\$2,280	\$2,400	\$2,400	\$23,314
Lectures	\$10	\$238	\$238	\$165	\$195	\$210	\$225	\$240	\$255	\$270	\$285	\$300	\$300	\$2,214
SUBTOTAL	\$3,701	\$3,808	\$3,808	\$2,640	\$3,120	\$3,360	\$3,600	\$3,840	\$4,080	\$4,320	\$4,560	\$4,800	\$4,800	\$46,828
Other Event Revenue														
Catering (25% for labor for catering services)														
Hub for Event Ticket Sales														
Hub for Event Services														
SUBTOTAL														
Other														
5 Day pass	\$40	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$960
Mail Service	\$50	\$100	\$100	\$150	\$200	\$250	\$300	\$350	\$400	\$450	\$500	\$500	\$500	\$3,750
Organizational Members	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$51,200
SUBTOTAL	\$5,130	\$5,180	\$5,180	\$5,230	\$5,280	\$5,330	\$5,380	\$5,430	\$5,480	\$5,530	\$5,580	\$5,580	\$5,580	\$44,710
TOTAL REVENUE	\$58,867	\$56,981	\$54,070	\$59,810	\$56,960	\$59,110	\$59,085	\$60,020	\$60,975	\$61,930	\$62,885	\$63,150	\$63,150	\$705,173

	Oct 2015	Nov	Dec	Jan 2016	Feb	Mar	Apr	May	Jun	July	Aug	Sept	Oct	2nd Year Total
Expenses														
Rent	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$1,200
CM	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$115	\$1,380
GET on rent and CM	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$0,472	\$5,276
Utilities	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$0,35	\$4,200
SUBTOTAL	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$26,013	\$212,157
Labor (includes HR fees, FICA, benefits)	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$5,833	\$70,000
Director	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$65,000
Director of Operations	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Program Developer	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Event Coordinator	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$2,250	\$27,000
SUBTOTAL	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$21,250	\$255,000
Impact table fees														
25% of membership and room bookings	\$1,156	\$1,168	\$1,109	\$1,151	\$1,178	\$1,206	\$1,228	\$1,251	\$1,274	\$1,296	\$1,319	\$1,327	\$1,327	\$14,662
Other														
Marketing & PR	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
Materials for Member/payment/event mgmt.	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Signup fee	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Internet Connection	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Mail Mail	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$42	\$504
Internet Hosting/Web Development	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Office Supplies	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Cleaning	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Recycling	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Coffee	\$276	\$284	\$292	\$300	\$308	\$316	\$324	\$332	\$340	\$348	\$356	\$364	\$364	\$3,819
reprints/purchases (t-shirts, photocopies)	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Insurance	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Books/equipment	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
SUBTOTAL	\$4,156.3	\$4,289.5	\$4,397.3	\$4,519.3	\$4,641.3	\$4,763.3	\$4,885.3	\$5,007.3	\$5,129.3	\$5,251.3	\$5,373.3	\$5,495.3	\$5,617.3	\$68,289
TOTAL EXPENSES	\$52,275	\$52,411	\$52,277	\$52,287	\$52,461	\$52,255	\$52,296	\$52,657	\$52,719	\$52,780	\$52,841	\$52,867	\$53,108	\$681,108

Net	\$5,392	\$5,970	\$1,793	\$5,423	\$4,499	\$5,575	\$6,419	\$7,363	\$8,256	\$9,150	\$9,994	\$10,283	\$10,283	\$74,065
Net	\$5,392	\$5,970	\$1,793	\$5,423	\$4,499	\$5,575	\$6,419	\$7,363	\$8,256	\$9,150	\$9,994	\$10,283	\$10,283	\$74,065

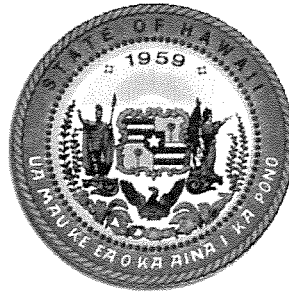
add 25% on top of base salary for FICA, benefits, etc
 Investing in additional staff will drive programs and
 spacer rental for events staff will also receive a
 percentage of program/event revenue

13% of revenue

10% of revenue

44% of revenue

58% of revenue



**STATE OF HAWAII
STATE PROCUREMENT OFFICE**

CERTIFICATE OF VENDOR COMPLIANCE

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs (DCCA).

Vendor Name: **IMPACT HUB HONOLULU LLC**

DBA/Trade Name: **IMPACT HUB HONOLULU LLC**

Issue Date: **01/21/2016**

Status: **Compliant**

Hawaii Tax#: [REDACTED]
 FEIN/SSN#: [REDACTED]
 UI#: No record
 DCCA FILE#: [REDACTED]

Status of Compliance for this Vendor on issue date:

Form	Department(s)	Status
A-6	Hawaii Department of Taxation	Compliant
	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Compliant
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

Status Legend:

Status	Description
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	The entity is compliant with DLIR requirement
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information



January 21, 2016

Dear Honorable Committee Chair Senator Tokuda and Ways and Means Committee Members:

It is with great enthusiasm that I submit this letter of support for the Grant In Aid (GIA) application submitted by the Impact Hub Honolulu (the Hub). As the Executive Director and CEO of the High Tech Development Corporation (HTDC), I fully endorse the Impact Hub because it has and will continue to play a vital role in Hawaii's tech and innovation ecosystem and a driver for economic development in Hawaii.

HTDC was one of the first Founding Partners of Impact Hub, previously named ProtoHUB. We saw a need that the Hub would fill in the innovation ecosystem. HTDC collaborated with The Hub on many entrepreneur events and have watched their growth and the impact they have made in the startup and tech community. They have cultivated a diverse, networked, talented community of innovators, many focusing on sustainability. By growing from ProtoHUB to Impact Hub, we believe they will help fuel Hawaii's innovation sector by providing local and global networking opportunities, programming for small and innovative businesses, and event space for Startup Paradise stakeholders. We see the Impact Hub Honolulu as a critical building block in continuing to build a vibrant and strong innovation ecosystem in Hawaii.

The ProtoHUB provided a much needed large coworking space in the center of Honolulu that was known for its collaborative partnerships with all ecosystem stakeholders. Coworking space for entrepreneurs and individuals is critical for new company formation and business partnerships. This is how technology and innovation companies take form. HTDC was very impressed with the Hub's growth in membership so quickly. The entrepreneurs have innovative ideas to solve some of Hawaii's problems and their members actively gave back to the community through various projects that it held.

As a major player in building the technology industry and its community of innovators and entrepreneurs, HTDC connects with partners that will propel Hawaii's entrepreneurs and startups to a larger and global level. The Impact Hub Honolulu has the ability to connect Hawaii with over 82+ globally located Impact Hubs and their massive network of entrepreneurs and investors. This is a much needed step for Hawaii's entrepreneurs to help them succeed and become thriving companies.

We hope this letter of endorsement for the Impact Hub Honolulu has exemplified and showed how important it is to have such a collaborative partner and coworking space here in Hawaii. The Impact Hub Honolulu is without doubt plays a critical role in putting Hawaii's innovation and entrepreneur ecosystem on the global map. We strongly support funding the Impact Hub Honolulu and their application for a 2016 GIA.

S


Robbie Melton
HTDC Executive Director Growth

Charles Wang
ecoQoob
1949 Saint Louis Drive
Honolulu, Hawaii 96816
808.233.9303
www.ecoQoob.com

1/20/16

The Honorable Senator Jill N. Tokuda
Hawaii State Capitol
Room 207

Dear Senator Jill Tokuda,

My name is Charles Wang and I am the CEO of ecoQoob an Impact Energy Technology company; proudly started & located here in Honolulu, Hawaii.

I am writing you to offer my support for the ProtoHub team and their mission to help entrepreneurs like myself to thrive in a competitive business landscape. The Protohub has helped our company mature and grow rapidly in the past year by offering valuable co-working space, bringing like-minded people together, and building a unified culture for positive impact.

Our team and the community were very saddened by the closing of the Auahi Street Protohub last August, but very excited to see they have an opportunity to continue their mission in the community with the support from capable, forward thinking legislators like yourself.

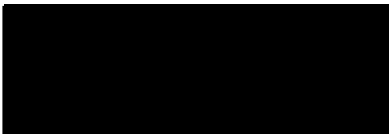
Culture is very difficult to obtain for any new business and it takes years to develop. Protohub offers the community & new businesses that culture it seeks the moment you walk through its' doors.

We humbly request your time in reviewing Protohub's application and whatever help the State can provide to continue this all so valuable community co-working space; for this current and future generation of entrepreneurs.

Thank you for your time and considering my support letter.

Sincerely,

Charles Wang



1/20/2016



No. 1 Capitol District Building
250 South Hotel Street
Suite 508
Honolulu, HI 96813
(808) 587-3830

January 21, 2016

The Honorable Jill Tokuda, Chair of Senate Ways and Means
Twenty-Eighth State Legislature
State Capitol, Room 207
Honolulu, Hawaii 96813

Dear Chair Tokuda and Members of the Senate Ways and Means Committee:

As President of Hawaii Strategic Development Corporation (HSDC) I am writing this letter of support for the Impact Hub Honolulu's Grant-In-Aid application. The success of their prototype location in Kaka'ako, called the ProtoHUB Honolulu, demonstrated that this team has what it takes to help grow Hawaii's innovation and entrepreneurial ecosystem through the continuation of their coworking space, now called Impact Hub Honolulu.

HSDC's mission through the HI Growth Initiative is to support the establishment of a thriving entrepreneurial ecosystem, of which creative coworking spaces such as the Impact Hub are an important component. The Impact Hub, through its programming and numerous events aimed at educating and connecting entrepreneurs with collaborators and customers, provides an example of how Hawaii can support businesses and innovators at all levels, especially in the early stages of development.

Impact Hub also helps fill the gap of affordable locations for organizations such as Startup Weekend that hold large events and meetings. Last year, HSDC co-sponsored numerous large events at the Hub that drew audiences of more than 150 per event. The Hub's promotion channels, inspiring space, central location and flexibility made them an ideal partner for events.

By continuing to help entrepreneurs turn ideas into viable businesses, Impact Hub is helping Hawaii reach our common goal of a Startup Paradise. We support Impact Hub in its Grant-In-Aid request.

Sincerely,

A solid black rectangular box redacting the signature of Karl Fooks.

Karl Fooks

January 22, 2016

Senator Jill N. Tokuda
Chair of the Senate Ways and Means Committee
Hawaii State Capitol, Room 218
415 S Beretania St
Honolulu, HI 96813
Phone: 587-7215 - Fax: 587-7220

Re: Support for ProtoHUB Honolulu Grant In Aid Application for FY2017

Dear Senator Tokuda,

The below signed members of the Hawaii entrepreneurial community are writing this letter to to declare their support for ProtoHUB's Grant In Aid Application for FY2107.

ProtoHUB provides an essential function for entrepreneurs with its low-cost working space and offers further business development through its collaborative network of members. We believe their open and cross-discipline technology-focused space fosters innovation and creates opportunities not available in other traditional or home-based offices.

Since its inception, ProtoHUB has also sponsored and hosted numerous events that have furthered the development of the local entrepreneurial community. Events like: Startup Weekend Honolulu (Nov '14 & Jun '15), Hawaii Venture Capital Association's "Growing Hawaii's Innovation Economy" (Dec '14), Reboot the Commute Hackathon (May 2015) & Sustainability Unconference (Feb '15) have created frequent and valuable occasions for citizens to network, develop relationships, collaborate and advance ideas into new businesses.

We believe that without ProtoHub, Hawaii will be missing an an essential component of the local technology sector. With this, we encourage the State of Hawaii to support ProtoHUB's Grant In Aid application and hope its continued presence will play a vital role in the future of Hawaii's innovation economy.

Community signatories on the following page

Signatures in support of ProtoHUB's FY2017 Grant In Aid Request follow:



McKay H Davis (mckay.davis@gmail.com)

Independent Software Engineer
Code for Hawaii Delivery Lead
Startup Weekend Honolulu Committee

Edward Kim (ed@hicapacity.org)

HICapacity Point of Contact
Senior Software Engineer at Slickage Studios

Ryan Kanno (ryan@kanno.io)

Ansible Hawaii Meetup Organizer
Code for Hawaii Co-Captain

Jon Borghonia (jon@gomagames.com)

Software Engineer at Goma Games
Instructor at DevLeague

George Lee (keoki.lee@gmail.com)

Ohana.js Meetup Organizer
Software Engineer at Hobnob Invites

Alan Solidum (hi@alansolidum.com)

Co-chair Honolulu Mini-Makerfaire
CTO at AreaMetrics

Jason Sewell (jason@devleague.com)

Co-founder/Curriculum Developer
at DevLeague
Co-founder/Solutions Architect
at Sudokrew Solutions

Russell Vea (russellbvea@gmail.com)

Code For Hawaii Webmaster
Ohana.js Contributor
Full-stack Developer
at Atlantic Media Strategies

Ruby Menon (rmenon77@gmail.com)

Program Director - Correctional Arts ReEntry
(CARE)
Project Content & Video Producer - LifeStilesTV
Co-Designer - LifeStiles Vocational and Risk
Profile Assessment

Alex Bergo (alex@meetingsift.com)

Co-founder of Meetingsift / CTO
at Meetingsift

Kent Salcedo (kentsalcedo@gmail.com)

Current student
at DevLeague

Ray Farias (ray@devleague.com)

Instructor at Dev League
Owner/Software Engineer at Pointy Hats

Tiffany Quezada (tiffany@hobnob.io)

Co-founder and Design Lead of Hobnob

Burt Lum (bvtemarks@gmail.com)

Executive Dir - Hawaii Open Data
Co-Captain - Code for Hawaii

Victor Lee (victor@devleague.com)

Marketing Lead at DevLeague

Isaac Frangoulis

(Isaac.frangoulis1@verizon.com)
Business Solution Manager @ Verizon

Jesse Thompson (jessetho@hawaii.edu)

Technical Director, Anatomical Imaging
Department of Anatomy, Biochem, &
Physiology
John. A Burns School of Medicine, UH Manoa