



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

Wednesday, March 9, 2022
3:00 p.m.
Videoconference

In consideration of
GM616
Submitting for consideration and confirmation to the Hawai'i Technology Development Corporation, Gubernatorial Nominee, SANDRA FUJIYAMA, for a term to expire 06-30-2023.

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

I am pleased to have this opportunity to **support** the confirmation of Ms. Sandra Fujiyama to the board of the Hawaii Technology Development Corporation.

I have had the privilege of working with Sandra over the past few years in her prior role at the University of Hawai'i Office of Innovation and Commercialization. Sandra is collaborative and open-minded. She has a vision for advancing technology in Hawai'i and has worked tirelessly to build alignment within the innovation ecosystem and has always included HTDC as a partner in her efforts. Sandra brings to HTDC strong experience in Intellectual Property and ecosystem building. I look forward to having her leadership on the board in the years to come. Thank you for the opportunity to submit comments and I encourage your favorable vote on her behalf.

March 5, 2022

The Honorable Glenn Wakai, Chair
Senate Committee on Energy, Economic Development, and Tourism
State Capitol
State of Hawaii
Honolulu, Hawaii 96813

RE: GM 616 – Hawaii Technology Development Corporation, Gubernatorial Nominee, Sandra Fujiyama

Dear Senator Wakai, and Members of the Committee,

I, Gary Yoshioka, President, Diamond Bakery Co., Ltd., strongly support GM 616 to confirm the nomination of Sandra Fujiyama to the Hawaii Technology Development Corporation (HTDC). I have collaborated with Sandra over the last few years to support the development and growth of our local innovation and entrepreneurship ecosystem.

Specifically, I have worked extensively with Sandra as a volunteer mentor for early-stage startups and innovation activities emanating from the University of Hawaii. She has exemplified the leadership required to elevate our university's ability to transform the strategy, processes, and resources to significantly increase the amount of advanced industry, deep tech development in Hawaii to mitigate the stark reality of overreliance on tourism.

HTDC is responsible for diversifying Hawaii's economy by developing and growing a flourishing technology industry that provides quality, high-paying jobs for Hawaii residents. HTDC aims to accomplish this by providing capital, building infrastructure and developing talent to foster innovation and diversify Hawaii's economy.

Sandra's background and experience is aligned with HTDC's. Sandra has been working in the Hawaii innovation and entrepreneurship ecosystem for more than 4 years, first at a local law firm and then for the University of Hawaii, first at the Office of Innovation and Commercialization (OIC) and now as executive director of the Pacific Asian Center for Entrepreneurship (PACE), the entrepreneurship center that supports students and faculty across all 10 campuses of the University system.

She develops and manages innovation and entrepreneurship programming, strengthens ties with community stakeholders, and serves as a connector bringing together innovators at UH, including faculty and students, and those in the community to create synergies. She is continually looking for ways to collaborate and leverage Hawaii's talent and resources to diversify our economy, build our workforce and to find solutions to the challenges that Hawaii faces.

Prior to returning to Hawaii, she spent nearly 15 years specializing in intellectual property (IP) law in Los Angeles. Her years of experience in IP and innovation and entrepreneurship will be beneficial for HTDC as it emerges from the pandemic and forges ahead to advance its mission.

Sandra understands the value of developing a network and creating partnerships structured under a clear strategic framework. And she knows that by sharing and connecting with others in the Hawaii ecosystem, the ecosystem only gets stronger and generates more economic diversity and growth. She has so skillfully helped me to effectively align and add value by directly connecting me to young entrepreneurs, key partners who support these entrepreneurs, and making resources available to build my skill to help even further. I could not think of anyone better to serve HTDC. Please confirm this excellent nominee.

I appreciate this opportunity to provide my testimony in support of GM 616. Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'Gary Yoshioka', written in a cursive style.

Gary Yoshioka



March 7, 2022

The Honorable Glenn Wakai, Chair
Senate Committee on Energy, Economic Development, and Tourism
State Capitol
State of Hawaii
Honolulu, Hawaii 96813

**RE: GM 616 – Hawaii Technology Development Corporation, Gubernatorial Nominee,
Sandra Fujiyama**

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

My name is Creighton Liu, Board chair for the Entrepreneurs Foundation of Hawaii (EFH) and am writing in strong support of GM 616 to confirm the nomination of Sandra Fujiyama to the Hawaii Technology Development Corporation (HTDC). I have worked directly with Sandra on a spectrum of meaningful efforts to support the development and growth of our local innovation and entrepreneurship ecosystem, through corporate partnerships and through EFH, which she is a board and executive team member. As a Board member she is directly involved in providing strategic direction for EFH, enacts and enforces the organization's governance structure on various policy matters, and serves as fiduciary to ensure proper fiscal oversight. Above and beyond her work as Board member she is a servant leader who has provided her technical expertise to local entrepreneurs on topics ranging from protecting one's intellectual property to entering into various types of business agreements.

Sandra is an exceptional Hawaii talent who established a lucrative career on the mainland spending nearly 15 years specializing in intellectual property (IP) law in Los Angeles. She returned home and now employing her expertise and talent to advance our community and economic growth in Hawaii. She is humble, family-oriented and very grounded in values.

Sandra Fujiyama's background, experience, and work ethics will serve HTDC's responsibilities well. She has been working in the Hawaii innovation and entrepreneurship ecosystem for more than four years; first at a local law firm and then for the University of Hawaii, followed by the Office of Innovation and Commercialization (OIC), and now as executive director of the Pacific Asian Center for Entrepreneurship (PACE), the entrepreneurship center that supports students and faculty across all 10 campuses of the University system. At PACE, Sandra develops and leads a team that manages innovation and entrepreneurship programming, strengthens ties with community stakeholders, and serves as a connector bringing together innovators at UH including faculty and students, and those in the community to create synergies. And

importantly, with each role that Sandra has taken on, her sincere commitment, relentless work ethics, and passion to drive economic diversification and growth has elevated each effort and our Hawaii communities.

I appreciate this opportunity to provide my testimony in support of GM 616. Thank you for your time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "C. J. Jim". The signature is fluid and cursive, with the first name "C. J." and the last name "Jim" clearly distinguishable.

Written Statement of
Wayne H. Inouye
before the
Senate Committee on Energy Economic Development and Tourism

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

I am pleased to have this opportunity to **support** the confirmation of Ms. Sandra Fujiyama to the board of the Hawaii Technology Development Corporation.

I have had the privilege of working with Sandra over the past three years as the Innovation and Business Development Officer for the University of Hawai'i Office of Innovation and Commercialization, and in her new position as the Executive Director of the Shidler School of Business PACE Program. Sandra is awesome to work with and is a great resource for supporting Hawaii's Innovation and entrepreneur sector in tech and manufacturing. She is always looking for ways to collaborate and creating new partnerships to leverage resources to support Hawaii's businesses. Sandra will be a great asset as a Board Member for HTDC. I appreciate this opportunity to provide my testimony in support of GM616. Thank you, and I encourage your favorable vote on her behalf.