

OFFICE OF ENTERPRISE TECHNOLOGY SERVICES

P.O. BOX 119, HONOLULU, HI 96810-0119 Ph: (808) 586-6000 | Fax: (808) 586-1922 FTS HAWAII GOV

Testimony of DOUGLAS MURDOCK Chief Information Officer Enterprise Technology Services

Before the

SENATE COMMITTEE ON WAYS AND MEANS Monday, April 3, 2023

GOVERNOR'S MESSAGE NO. 507 NOMINATION OF LUIS SALAVERIA, DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE

Dear Chair Dela Cruz, Vice Chair Keith-Agaran, and members of the committee:

I am writing in support of Governor Josh Green's nomination of Luis Salaveria as Director of the Department of Budget and Finance.

Mr. Salaveria has served as the Director of the Department of Business, Economic Development, and Tourism during the Ige administration, the Deputy Director of Finance under the Abercrombie administration, Finance Manager at Kaiser Permanente Hawaiʻi, Senior Budget Financial Analyst for the Department of Defense, and Budget Supervisor for the Senate Committee on Ways and Means.

Most recently, he was a Senior Director of Government Affairs at SanHi Government Strategies, leading the development and execution of multi-billion-dollar budgets dealing with complex situations.

Mr. Salaveria has more than 30 years of experience in the public and private sector with a demonstrated record of achievement and success in navigating through policy issues, government relations, and budget proceedings and I am happy to support his confirmation.

Thank you for the opportunity to provide testimony on this measure.



TESTIMONY BY:

EDWIN H. SNIFFEN DIRECTOR

Deputy Directors
DREANALEE K. KALILI
TAMMY L. LEE
ROBIN K. SHISHIDO
JAMES KUNANE TOKIOKA

STATE OF HAWAII DEPARTMENT OF TRANSPORTATION

869 PUNCHBOWL STREET HONOLULU, HAWAII 96813-5097

Monday, April 3, 2023 9:45 A.M. Conference Room 211 & Videoconference State Capitol

In consideration of **Governor's Message 507**

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, Luis Salaveria

Senate Committee on Ways and Means

The Department of Transportation (DOT) **supports** the confirmation of Luis Salaveria as the Director for the Department of Budget and Finance (B&F).

We've worked extensively with Mr. Salaveria when he was the Director for the Department of Business, Economic Development, and Tourism (DBEDT) and as the Deputy Director of B&F. During his tenure with the State, we were able to not only gain firsthand familiarity of Mr. Salaveria's abilities as a leader, but also were exposed to his inventive approach to problem solving, his ability to get his point across and the job done.

Mr. Salaveria is the consummate professional administrator has shown to be hardworking and innovative. He is honest and straight-forward and is a person of the highest personal integrity. He has the background and experience to lead the department as its director.

Thank you for the opportunity to provide testimony.



HAWAII STATE ENERGY OFFICE STATE OF HAWAII

JOSH GREEN, M.D. GOVERNOR

MARK B. GLICK CHIEF ENERGY OFFICER

235 South Beretania Street, 5th Floor, Honolulu, Hawaii 96813 Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804

Telephone: Web:

(808) 587-3807 energy.hawaii.gov

Testimony of MARK B. GLICK, Chief Energy Officer

before the SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 2023 9:45 AM State Capitol, Conference Room 211 and Videoconference

In SUPPORT of GOVERNOR'S MESSAGE 507

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-07-2026.

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee, I strongly support the appointment of Luis Salaveria to be Director of the Department of Budget and Finance. Mr. Salaveria is particularly well prepared to serve in this role due to his previous role with distinction as Deputy Director of the Department and his thorough knowledge of State government and state fiscal policies and procedures.

His experience in finance policy can be seen in his drafting of legislation and state policy on pre-funding post-retirement benefits for state and county employees. Among the many examples of Mr. Salaveria's effective fiscal management are: 1) successfully concluding a multi-million dollar settlement against commercial financial institutions for short-term government investment securities; 2) initiating and closing on several multi-million/billion-dollar government bond issuances for statewide general obligation bonds, transportation revenue bonds, renewable energy "green" bonds, and municipal housing bonds; and 3) securing over \$350 million in capital investment funding for new facility development, real estate acquisitions and renovation projects.

I urge the committee to confirm his appointment.

Thank you for the opportunity to testify.

JOSH GREEN, M.D.



THOMAS WILLIAMS
EXECUTIVE DIRECTOR

KANOE MARGOL DEPUTY EXECUTIVE DIRECTOR

April 3, 2023

The Honorable Donovan Dela Cruz, Chair and members of the Senate Committee on Ways and Means Hawaii State Capitol, Room 208 Honolulu, HI 96813

Re: Governor's Message No. 507, Consideration and Confirmation of Mr. Luis Salaveria as the Director of the Department of Budget and Finance

Dear Chair Dela Cruz and Members of the Senate Committee on Ways and Means,

I am writing to support the confirmation of Mr. Luis Salaveria as Director of the Department of Budget and Finance for a term to expire on December 7, 2026.

Mr. Salaveria, a former Deputy Director of the state Department of Budget and Finance and former Director of the state Department of Business, Economic Development and Tourism, has acquired extensive experience in financial management as well as the development and planning of the state's budget and economic policies. Mr. Salaveria is uniquely qualified to lead the Department of Budget and Finance as it addresses policy issues and the monitoring and oversight of its various attached agencies.

Since his appointment as Director of Finance on December 1, 2022, Mr. Salaveria has served as Ex Officio Trustee of the Employees' Retirement System (ERS). He has demonstrated an immediate ability to grasp the complex policy and financial issues facing the ERS, the Executive Branch and the State generally. Mr. Salaveria brings invaluable professional experience and a new perspective to his role. I have personally worked very effectively with Mr. Salaveria since his appointment.

For these reasons I urge the Committee to confirm Mr. Salaveria as Director of the Department of Budget and Finance.

Sincerely,

Thomas Williams
Executive Director



JOSH B. GREEN, M.D. GOVERNOR

SYLVIA LUKE LIEUTENANT GOVERNOR



STATE OF HAWAI'I

KA MOKU'ĀINA O HAWAI'I

DEPARTMENT OF LABOR AND INDUSTRIAL RELATIONS

KA 'OIHANA PONO LIMAHANA

OFFICE OF COMMUNITY SERVICES

830 PUNCHBOWL STREET, ROOM 420

HONOLULU, HAWAII 96813 <u>www.hawaii.gov/labor</u> Phone: (808) 586-8675 / Fax: (808) 586-8685 Email: dlir.ocs@hawaii.gov

March 31, 2023

JADE T. BUTAY DIRECTOR

WILLIAM G. KUNSTMAN DEPUTY DIRECTOR

JOVANIE DOMINGO DELA CRUZ EXECUTIVE DIRECTOR

IN REPLY, REFER TO: OCS 23.1151

To:

The Honorable Donovan M. Dela Cruz, Chair,

The Honorable Gilbert S.C. Keith-Agaran, Vice Chair, and Members of the Senate Committee on Ways and Means

Date:

Monday, April 3, 2023

Time:

9:45 a.m.

Place:

Conference Room 211, State Capitol & Videoconference

From:

Jovanie Domingo della Cruz, Executive Director

DLIR - Office of Community Services

Position: Strong Support

Re: G.M. 507 - NOMINATION OF LUIS SALAVERIA

Aloha, Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee on Ways and Means:

As the Executive Director of the Office of Community Services (OCS), I <u>strongly support</u> the nomination of LUIS SALAVERIA to the position of Director of the Department of Budget and Finance. I have known Luis Salaveria for 10 years and I have seen him excel in his many important roles in the community and as a manager in State offices, including but not limited to being the Director of the Department of Business, Economic Development and Tourism (DBEDT) for four years (2014 to 2018), and the Deputy Director of Finance within the Department of Budget and Finance from 2011to 2014.

Mr. Luis Salaveria also has an impressive record of achievements in the private sector, including Kaiser Permanente and SanHi, and as a community leader.

He has provided guidance to OCS on the processing and executing of Grant-in-Aid (GIA) contracts. OCS has consistently had very positive experiences in working with him.

I believe that Mr. Salaveria is extremely well qualified for the position of Director of Budget and Finance, and I respectfully urge the Committee on Ways and Means to recommend his nomination favorably to the entire Senate. Thank you very much for the opportunity to testify.

JOSH GREEN, M.D. Governor SYLVIA LUKE Lt. Governor



STATE OF HAWAI'I AGRIBUSINESS DEVELOPMENT CORPORATION

235 S. Beretania Street, Room 205 Honolulu, HI 96813 Phone: (808) 586-0186 Fax: (808) 586-0189

TESTIMONY OF JAMES J. NAKATANI EXECUTIVE DIRECTOR AGRIBUSINESS DEVELOPMENT CORPORATION

BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 2023 9:45 AM Conference Room 211 & Videoconference

GM 507 - Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-07-2026

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee:

The Agribusiness Development Corporation ("ADC") **supports** GM 507, relating to the consideration and confirmation of Mr. Luis Salaveria's appointment as Director of the Department of Budget and Finance (BNF).

ADC believes Mr. Salaveria's experience will be instrumental in leading BNF. Furthermore, ADC is confident Mr. Salaveria has the knowledge and skills required to serve as Director and we respectfully ask for your consideration and support of his nomination.

Thank you for your consideration of our testimony.

JADE T. BUTAY DIRECTOR

WILLIAM G. KUNSTMAN DEPUTY DIRECTOR



STATE OF HAWAI'I KA MOKU'ĀINA O HAWAI'I DEPARTMENT OF LABOR AND INDUSTRIAL RELATIONS KA 'OIHANA PONO LIMAHANA

April 3, 2023

To: The Honorable Donovan M. Dela Cruz, Chair

The Honorable Gilbert S.C. Keith-Agaran, Vice Chair, and Members of the Senate Committee on Ways and Means

Date: Monday, April 3, 2023

Time: 9:45 am

Place: Conference Room 211 & Videoconference, State Capitol

From: Jade T. Butay, Director

Department of Labor and Industrial Relations (DLIR)

Re: GM 507; Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

The Department of Labor and Industrial Relations **strongly supports** the confirmation of Luis Salaveria as Director for the Department of Budget and Finance (BUF)

Mr. Salaveria possesses the knowledge and experience to successfully lead the BUF. Mr. Salaveria has over thirty years of experience in the public and private sectors working as the Senior Director of Government Affairs at SanHi Government Strategies; Director of the Department of Business, Economic Development, and Tourism; Deputy Director of Finance; Finance Manager at Kaiser Permanente Hawaii; Senior Budget Financial Analyst for the Department of Defense; and Budget Supervisor for the Senate Ways and Means Committee. In these roles, Mr. Salaveria led teams and provided critical financial and accounting oversight as well as managed millions and billions of dollars for operations and capital investments.

The DLIR believes Mr. Salaveria to be results-driven with the technical expertise and vision to formulate strategic plans and execute them effectively. We look forward to working with him at BUF to develop short- and long-term financial plans and to improve the management and financial management of the DLIR.

Thank you for the opportunity to provide testimony in support of Governor's Message 507.

JOSH GREEN, M.D. **GOVERNOR** KE KIA'ĀINA

SYLVIA LUKE

LT GOVERNOR

KE KE'ENA



JORDAN LOWE **DIRECTOR**

MICHAEL VINCENT

Deputy Director Administration

STATE OF HAWAI'I | KA MOKU'ĀINA O HAWAI'I **DEPARTMENT OF LAW ENFORCEMENT**

Ka 'Oihana Ho'okō Kānāwai

1177 Alakea Street Honolulu, Hawai'i 96813

VACANT **Deputy Director** Law Enforcement

No.

TESTIMONY ON GOVERNOR MESSAGE NO. 507 RELATING TO THE NOMINATION OF LUIS SALAVERIA TO BE THE DIRECTOR, THE DEPARTMENT OF BUDGET AND FINANCE Βv Jordan Lowe, Director

> Senate Committee on Ways and Means Senator Donovan M. Dela Cruz, Chair Senator Gilbert S. C. Keith-Agaran

Monday, April 3, 2023; 9:45 a.m. CR211 & Via Video Conference

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

I submit this testimony in support of the nomination and confirmation of Luis Salaveria as the Director, Department of Budget and Finance (B&F).

Mr. Salaveria has proven to be a highly qualified candidate for this role with his extensive experience working with local and international entities on economical strategies that result in a successful business. His work experience span from private and state and federal government agencies. His success in strategies and financial planning skills, along with his nature to work with various agencies and people makes Mr. Salaveria the best and most qualified candidate as the Director for B&F.

Thank you for the opportunity to provide testimony in support of Governor's Message 507 and the confirmation of Mr. Salaveria.

JOSH GREEN, M.D. GOVERNOR KE KIA'ĀINA



STATE OF HAWAI'I | KA MOKU'ĀINA 'O HAWAI'I

DEPARTMENT OF PUBLIC SAFETY Ka 'Oihana Ho'opalekana Lehulehu

1177 Alakea Street Honolulu, Hawai'i 96813 TOMMY JOHNSON DIRECTOR

Melanie Martin
Deputy Director
Administration

Michael J. Hoffman Acting Deputy Director Corrections

William F. Oku
Deputy Director
Law Enforcement

TESTIMONY ON GOVERNOR MESSAGE NO. 507 SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE, GUBERNATORIAL NOMINEE LUIS SALAVERIA

By Tommy Johnson, Director

Senate Committee on Ways and Means Senator Donovan M. Dela Cruz, Chair Senator Gilbert Keith-Agaran, Vice Chair

Monday, April 3, 2023; 9:45 a.m. State Capitol, Conference Room 211 & Via Video Conference

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

I submit this testimony in support of the nomination and confirmation of Luis Salaveria as the Director, Department of Budget and Finance (B&F). His in-depth knowledge of government agency operations, and in particular his past tenure as the Director of the Department of Business, Economic Development and Tourism (DBEDT) and as the Deputy Director for B&F, make him the ideal candidate to now lead B&F as its Director.

In addition, Mr. Salaveria has the well-honed leadership and managerial skills, and interpersonal skills required of such a complex position. I strongly urge the committee to recommend advise and consent for this highly qualified nominee.

Thank you for the opportunity to provide testimony in support of Governor's Message No. 507 and the confirmation of Mr. Luis Salaveria.



JOSH GREEN, M.D. GOVERNOR | KE KIA'ĀINA

SYLVIA LUKE LIEUTENANT GOVERNOR | KA HOPE KIA'ĀINA

STATE OF HAWAII | KA MOKUʻĀINA ʻO HAWAIʻI OFFICE OF THE DIRECTOR DEPARTMENT OF COMMERCE AND CONSUMER AFFAIRS KA ʻOIHANA PILI KĀLEPA

335 MERCHANT STREET, ROOM 310 P.O. BOX 541 HONOLULU, HAWAII 96809

Phone Number: (808) 586-2850 Fax Number: (808) 586-2856 cca.hawaii.gov NADINE Y. ANDO DIRECTOR | KA LUNA HO'OKELE

DEAN I HAZAMA
DEPUTY DIRECTOR | KA HOPE LUNA HO'OKELE

Testimony of
DEAN I HAZAMA
Deputy Director for the
Department of Commerce and Consumer Affairs

Before the
Senate Committee on Ways and Means
Monday, April 3, 2023
9:45 AM
Conference Room 211

TESTIMONY ON GOVERNOR'S MESSAGE 507 RELATING TO GUBERNATORIAL NOMINEE LUIS SALAVERIA DIRECTOR OF THE DEPARTMENT OF BUDGET AND FINANCE

Chair Dela Cruz, Vice Chair Keith-Agaran, and members of the committee:

I strongly support the confirmation of Luis Salaveria to the position of Director for the Department of Budget and Finance.

As a prior Deputy Director for the Department of Budget and Finance and Director of the Department of Business, Economic Development and Tourism Chief he has the knowledge and experience necessary to lead the many diverse and critical responsibilities of the department. In addition, his familiarization in working with other departments and the Legislature will be invaluable for continuing positive relationships required as Budget and Finance Director.

Luis Salaveria has always demonstrated her willingness to help those in need, is unafraid to tackle the tough issues but most importantly, he is the best person for this position.

Testimony of Dean I Hazama G.M. 507 Page 2 of 2

As Governor Green's administration is committed to addressing the many issues facing our State in a direct and forthright manner, Luis Salaveria will be an integral part of the team to achieve the goals of this administration in an honest, transparent, accountable, and responsive manner.

Thank you for the opportunity to provide testimony.

Josh Green, M.D.

GOVERNOR

CHRIS J. SADAYASU DIRECTOR, DBEDT **BRENNON MORIOKA**VICE CHAIRMAN, STADIUM AUTHORITY

RYAN G. ANDREWS

STADIUM MANAGER

RUSSELL UCHIDA

DEPUTY STADIUM MANAGER

ALOHA STADIUM

An Agency of the State of Hawaii

April 3, 2023

TESTIMONY

OF

RYAN G. ANDREWS, STADIUM MANAGER STADIUM AUTHORITY

DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT, AND TOURISM

TO THE

SENATE COMMITTEE

ON

WAYS AND MEANS

ON

April 3, 2023

9:45 A.M.

Room 211 and by Video Conference

G.M. 507

Chair Dela Cruz, Vice Chair Keith-Agaran, and members of the Committee, thank you for the opportunity to provide this testimony in support of Luis Salaveria for the position of Director of Budget and Finance.

Mr. Salaveria comes to the State of Hawaii, Department of Budget and Finance with quite an extensive and impressive educational and professional background. Since joining the administration, Mr. Salaveria has played a key role in analyzing the complex financial characteristics and multi-variate model involved in financing a new multi-sport and entertainment facility and sharing his knowledge and expertise in a constructive, effective, and logical manner. I am impressed with his professionalism, transparency, astute problem solving skills, and his ability to communicate information in a clear and concise manner.

G.M. 507

April 3, 2023

Page 2

Mr. Salaveria's wealth of knowledge, experience, and skillset in both the public and private sectors

of finance as well as working at various levels of state government will undoubtedly be a tremendous asset

and benefit to the State of Hawaii.

As such, I respectfully ask for the Committee's favorable consideration in confirming gubernatorial

nominee, Mr. Luis Salaveria to the position of Director, Department of Budget and Finance for a present

term to expire on December 7, 2026.

Thank you for the opportunity to provide testimony in support of Mr. Salaveria's confirmation.



HAWAII GREEN INFRASTRUCTURE AUTHORITY

GWEN S. YAMAMOTO LAU

EXECUTIVE DIRECTOR

Telephone: (808) 587-3868

Web site: gems.hawaii.gov

No. 1 Capitol District Building, 250 South Hotel Street, Suite 501, Honolulu, Hawaii 96813 Mailing Address: P.O. Box 2359, Honolulu, Hawaii 96804

Testimony of Gwen Yamamoto Lau

Executive Director

Hawaii Green Infrastructure Authority before the

Senate Committee on Ways and Means

Monday, April 3, 2023, 9:45 AM State Capitol, Conference Room 211 in consideration of

GM No. 507

Confirmation of Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Ways and Means Committee:

Thank you for the opportunity to testify in support of Governor's Message 507 for Gubernatorial Nominee Luis Salaveria, as Director for the Department of Budget and Finance (B&F).

With almost twenty years of experience in both public and private finance, as well as over seven years holding cabinet level positions for previous administrations, Luis is well suited to serve as the State's Director of Finance.

The Director of Finance is statutorily appointed to the Hawaii Green Infrastructure Authority's ("HGIA") five-member board. In his previous position as Director of the Department of Business, Economic Development and Tourism, Luis served as HGIA's Chair, providing leadership and vision to the then de novo state agency.

Thank you for this opportunity to testify and offer support and comments for Governor's Message 507.

JOSH GREEN, M.D. GOVERNOR KE KIA'ĀINA



CATHY BETTS
DIRECTOR
KA LUNA HO'OKELE

JOSEPH CAMPOS II
DEPUTY DIRECTOR
KA HOPE LUNA HO'OKELE

STATE OF HAWAII KA MOKU'ĀINA O HAWAI'I

DEPARTMENT OF HUMAN SERVICES

KA 'OIHANA MĀLAMA LAWELAWE KANAKA Office of the Director P. O. Box 339 Honolulu, Hawaii 96809-0339

April 1, 2023

TO: The Honorable Senator Donovan M. Dela Cruz, Chair

The Honorable Senator Gilbert S.C. Keith-Agaran, Vice Chair

Senate Committee on Ways and Means

FROM: Cathy Betts, Director

Joseph Campos II, Deputy Director

SUBJECT: **Testimony in Support**

G.M. 507, Submitting for consideration and confirmation as the Director,

Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA

Hearing: April 3, 2023, at 9:45 am

Conference Room 225 & Videoconference

We, Cathy Betts and Joseph Campos II, serve as the Director and Deputy Director of the Department of Human Services (DHS). We are testifying in **SUPPORT** of Governor's Message 507, Gubernatorial Nominee, Luis Salaveria, as the Director of the Department of Budget and Finance (BUF).

Mr. Salaveria's background and extensive experience in various aspects of budget, finance, and business development qualify him for appointment as Director of BUF. Mr. Salaveria has nearly 30 years of experience in the public and private sectors and has direct leadership in the State as the Deputy Director of BUF and Director of the Department of Business, Economic Development, and Tourism. His service to the State is evidence of his abilities in strategic economic planning and execution.

During the last four months, since December 2022, Mr. Salaveria has shown himself to have important insight and foresight with budget issues in the State and has been responsive to the needs of the DHS, helping DHS navigate the BUF processes.

Thank you for allowing us to testify in **SUPPORT** of Governor's Message 507 and Luis Salaveria.



NATURAL ENERGY LABORATORY OF HAWAII AUTHORITY

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

Written Only

Statement of

Gregory P. Barbour

Executive Director

Natural Energy Laboratory of Hawaii Authority

before the

SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 2023 9:45 am State Capitol, Conference Room 211 & Videoconference

in consideration of

GM 507 RELATING TO THE CONSIDERATION AND CONFIRMATION OF LUIS SALAVERIA AS DIRECTOR OF THE DEPARTMENT OF BUDGET AND FINANCE

I am pleased to provide testimony in strong support of Mr. Luis Salaveria for the position of Director of the Department of Budget and Finance.

I had the pleasure of working with Mr. Salaveria for four years when he was the Director of the Department of Business, Economic Development and Tourism. Given his background at DBEDT and other State agencies it is clear he has a strong understanding of the fundamentals of our economy as it relates to economic growth, diversification, distributional equity, and environmental quality. His ability to apply these principles as Director of the Department of Budget and Finance when making budget decisions can only help grow our economy.

Thank you for the opportunity to offer these comments.

JOSH GREEN, M.D. GOVERNOR STATE OF HAWAII Ke Kiaʻāina o ka Mokuʻāina ʻo

SYLVIA J. LUKE LT. GOVERNOR STATE OF HAWAII Ka Hope Kia'āina o ka Moku'āina 'o Hawai'i



KALI WATSON CHAIRMAN, HHC

KATIE L. DUCATT DEPUTY TO THE CHAIRMAN Ka Hope Luna Hoʻokele

STATE OF HAWAII DEPARTMENT OF HAWAIIAN HOME LANDS

Ka 'Oihana 'Āina Ho'opulapula Hawai'i
P. O. BOX 1879
HONOLULU, HAWAII 96805

TESTIMONY OF KALI WATSON, CHAIRMAN HAWAIIAN HOMES COMMISSION BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS HEARING ON APRIL 3, 2023 AT 9:45AM IN CR 211

IN SUPPORT OF

GM 507

for consideration and confirmation as the Director,
Department of Budget and Finance,
Gubernatorial Nominee, LUIS SALAVERIA,
for a term to expire 12-07-2026

April 3, 2023

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and members of the Committee:

Thank you for the opportunity to provide testimony in support of Luis Salaveria as the Director of the Department of Budget and Finance (B&F).

Mr. Salaveria's experience as a director, budget/financial analyst, planner, and researcher in both the public and private sector is a testament to his diverse skill set. Mr. Salaveria's multidisciplinary work at both the Hawaii State Legislature and Kaiser Permanent Hawaii also reflects his well-rounded knowledge of the needs of the State of Hawaii that reach beyond budget and finance matters.

DHHL looks forward to working in partnership with Luis Salaveria and we respectfully ask your committee to advise and consent to this nomination. Thank you for your consideration of our testimony.

SYLVIA LUKE LT. GOVERNOR



GARY S. SUGANUMA

KRISTEN M.R. SAKAMOTO
DEPUTY DIRECTOR

STATE OF HAWAI'I **DEPARTMENT OF TAXATION**

Ka 'Oihana 'Auhau P.O. BOX 259 HONOLULU, HAWAI'I 96809 PHONE NO: (808) 587-1540 FAX NO: (808) 587-1560

TESTIMONY OF GARY S. SUGANUMA, DIRECTOR OF TAXATION

TESTIMONY ON THE FOLLOWING MEASURE:

In consideration of G.M. No. 507

Submitting for consideration and confirmation as the Director of the Department of Budget and Finance, Gubernatorial nominee, Luis Salaveria

BEFORE THE:

Senate Committee on Ways and Means

DATE: Monday, April 3, 2023

TIME: 9:45 a.m.

LOCATION: State Capitol, Room 211

Chair Dela Cruz, Vice-Chair Keith-Agaran, and Members of the Committee:

Thank you for the opportunity to offer testimony in <u>support</u> of the confirmation of Mr. Luis Salaveria as the Director of the Department of Budget and Finance (B&F).

I believe that Mr. Salaveria's experience as the Deputy Director of B&F and as the Director of the Department of Business, Economic Development and Tourism, along with his private sector experience makes him an excellent choice to lead B&F. His accomplishments in grant and bond management, financial planning and analysis, and budget operations illustrates his competency and knowledge required of this leadership position.

In my dealings with Mr. Salaveria, including work relating to the Green Affordability Plan tax relief measures, I have found him to be extremely knowledgeable and a pleasure to work with. I know that Mr. Salaveria will do a great job as the Director of B&F if given the opportunity.

Thank you for the opportunity to provide testimony in support of Governor's Message 507.

JOSH GREEN, M.D.

SYLVIA LUKE LIEUTENANT GOVERNOR | KA HOPE KIA'ĀINA





STATE OF HAWAI'I | KA MOKU'ĀINA 'O HAWAI'I DEPARTMENT OF LAND AND NATURAL RESOURCES KA 'OIHANA KUMUWAIWAI 'ĀINA

P.O. BOX 621 HONOLULU, HAWAII 96809

Testimony of DAWN N. S. CHANG Chairperson

Before the Senate Committee on WAYS AND MEANS

Monday, April 3, 2023 9:45 AM State Capitol, Conference Room 211 and Videoconference

In Consideration of
GOVERNOR'S MESSAGE 507
SUBMITTING FOR CONSIDERATION AND CONFIRMATION
DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE,
GUBERNATORIAL NOMINEE, LUIS SALAVERIA,
FOR A TERM TO EXPIRE ON 12-07-2026

Governor's Message 507 submits for consideration as the Director, Department of Budget and Finance (B&F), Luis Salaveria, for a term to expire on December 7, 2026. **The Department of Land and Natural Resources (Department) strongly support this nomination.**

Since Mr. Salaveria has been the Director of B&F, the Department's staff have worked closely with him and Deputy Director Nasir. Mr. Salaveria has taken the time to meet with and assist the Department's Division of State Parks and Division of Boating and Ocean Recreation with practical guidance on how to quickly move through funds so that repairs can be made to State Parks and State boating facilities in a timely manner. The Department is grateful for Mr. Salaveria's open community style, availability, and willingness to work together with the Department, and other departments, to fix slow processes and set departments up for success. The Department looks forward to working with Mr. Salaveria to improve efficiency in government which will translate to a direct public benefit.

Mr. Salaveria graduated from the University of Hawai'i at Manoa with a degree in Economics and a minor in Political Science. He started his career as a Budget Analyst for the Senate Ways and Means (WAM) Committee. After leaving government for a year, he returned to the WAM Committee as a Budget Supervisor. Mr. Salaveria spent ten years at Kaiser Permanente working on modernizing financial systems and upgrading facilities. During his time at Kaiser, Mr. Salaveria earned a National Service Excellence Award and a Total Quality Service Award.

DAWN N.S. CHANG

CHAIRPERSON
BOARD OF LAND AND NATURAL RESOURCES
COMMISSION ON WATER RESOURCE
MANAGEMENT

LAURA H.E. KAAKUA FIRST DEPUTY

M. KALEO MANUEL
DEPUTY DIRECTOR - WATER

AQUATIC RESOURCES
BOATING AND OCEAN RECREATION
BUREAU OF CONVEYANCES
COMMISSION ON WATER RESOURCE
MANAGEMENT
CONSERVATION AND COASTAL LANDS
CONSERVATION AND RESOURCES
ENFORCEMENT
ENGINEERING
FORESTRY AND WILDLIFE
HISTORIC PRESERVATION
KAHOOLAWE ISLAND RESERVE COMMISSION
LAND
STATE PARKS

Mr. Salaveria returned to public service as the Deputy Director of Finance in B&F. During his time there, he modernized the financial system and significantly improved processes so that Hawai'i's bond ratings improved. He was able to negotiate one of the largest bond transactions, with the lowest bong interest rate, and through careful management of the state's financial plan, was able to turnover more than \$1 billion in 3 years with an ending balance of over \$844 million.

Mr. Salaveria continued his public service, moving to The Department of Business, Economic Development and Tourism where he expanded both international and US continental relationships. He successfully negotiated with Disney and Marvel studios resulting in the establishment of a new film studio and an estimated \$40 million in economic activity. He also worked to establish Hawai'i's Opportunity Zone designations to take advantage of Federal funds and tax cuts. Additionally, he worked to obtain funding to help create the Kaka'ako innovation block, starting with the Entrepreneur Sandbox. Mr. Salaveria then worked in the private sector for four years and is now willing to return to public service as the Director of Budget and Finance.

Mahalo for the opportunity to provide testimony in strong support of Governor's Message 507.



JOSH GREEN, M.D.
GOVERNOR
KE KIA'ĀINIA

Testimony of Josh Green, M.D. Governor, State of Hawaii

Before the Senate Committee on Ways and Means

Monday, April 3, 2023 9:45 a.m. State Capitol, Conference Room 211 and Videoconference

In consideration of Governor's Message No. 507

Chair Dela Cruz, Vice Chair Keith-Agaran, and members of the Senate Committee on Ways and Means:

I respectfully request your favorable consideration of Governor's Message No. 507, appointment of Luis Salaveria to serve as Director, Department of Budget and Finance (B&F).

With over 30 years of experience in both the public and private sectors, Luis brings to B&F an understanding of government and its processes, invaluable decision-making skills, and breadth of professional experience. Luis's public service record is extensive. He previously served as the Director of Business, Economic Development, and Tourism; Deputy Director of Finance; Senior Budget/Financial Analyst of the Department of Defense; and Budget Supervisor of the Senate Committee on Ways and Means. Luis also served in executive-level government affairs and finance positions in the private sector. The roles and responsibilities that Luis has held in his professional career gives him a solid understanding of the structure, scope, and role of government and finance.

As former Deputy Director of Finance from 2011 to 2014, Luis held administrative and management responsibilities that included planning, design, and management of the annual \$12 billion operational and \$3 billion capital improvement budgets of the State of Hawaii and managing the State Treasury with over \$3 billion in assets. One of B&F's most significant achievements under Luis's leadership was his role in the

Testimony of Office of the Governor Governor's Message No. 507 April 3, 2023 Page 2

development of pension reforms to fix inefficiencies in the Employees Retirement System and achieve a path to solvency. During this time, Luis was also instrumental in the management of the State's multi-year financial plan that resulted in a turnaround of over \$1 billion in three years with an ending balance of over \$844 million. Furthermore, Luis's introduction of legislation and state policy on pre-funding other post-retirement benefit obligations resulted in a reduction of \$5 billion in long-term liabilities. As former Director of Business, Economic Development, and Tourism, Luis successfully negotiated with Disney and Marvel Studios for the filming of the television series "Marvel's Inhumans" in the State. This resulted in the establishment of a new film studio in our State and generated an estimated \$40 million in economic activity. These and other accomplishments are examples of Luis's strategic thinking skills, solid leadership, and abilities to effect positive change in our State.

Luis earned a Bachelor of Arts in economics from the University of Hawaii at Manoa with a minor in political science.

I am confident that Luis Salaveria's professional experiences and solid record of achievements will enable him to serve the State and community well as Director of Finance.

Mahalo for your consideration.

STATE OF HAWAI'I OFFICE OF THE PUBLIC DEFENDER

Testimony of James S. Tabe, State Public Defender to the Senate Committee on Ways and Means

April 3, 2023

GM 507: Submitting for consideration and confirmation as the Director of the Department of Budget and Finance, Gubernatorial Nominee, Luis P. Salaveria

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

I fully support the nomination of Luis P. Salaveria as Director of the Department of Budget and Finance. The Office of the Public Defender is administratively attached to the Department of Budget and Finance. Due to this administrative association, I have had an opportunity to work with Mr. Salaveria in his brief tenure as Director.

Mr. Salaveria's wealth of experience in accounting and finance in the public and private sectors has prepared him well for this critical position as Director of Finance. His government experience includes serving as the Director of Department of Business, Economic Development and Tourism and as the Deputy Director of Finance. Clearly, he is well-versed in the issues which confront the state and can provide tremendous leadership with respect to budgetary matters.

Mr. Salaveria has taken the time to meet with all of the department's administrators, to learn about the many issues and challenges which the various agencies face. I emerged from these meetings profoundly impressed with the depth of his knowledge and his understanding and compassion for the indigent clients that the Office of the Public Defender serves. And I truly appreciate that he has shown a genuine interest in the operations and the mission of the Office of the Public Defender, which is distinctly different from the other attached agencies in the Department of Budget and Finance.

I am confident that Mr. Salaveria will serve the department and the State of Hawai'i with distinction, and I support his nomination without reservation.

Thank you for the opportunity to provide testimony in this matter.

JOSH GREEN, M.D.



HAKIM OUANSAFI
EXECUTIVE DIRECTOR

BARBARA E. ARASHIRO

IN REPLY, PLEASE REFER TO:

STATE OF HAWAII

HAWAII PUBLIC HOUSING AUTHORITY 1002 NORTH SCHOOL STREET POST OFFICE BOX 17907 HONOLULU, HAWAII 96817

Statement of

Hakim Ouansafi, Executive Director

Hawaii Public Housing Authority

Before the SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 2023 9:45 AM – Room 211, Hawaii State Capitol

In consideration of

GM 507

SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE, GUBERNATORIAL NOMINEE, LUIS SALAVERIA, FOR A TERM TO EXPIRE AT NOON ON 12-07-2026

Honorable Chair Dela Cruz and Members of the Senate Committee on Ways and Means, thank you for the opportunity to provide testimony in **STRONG SUPPORT** of GM 507, to consider and confirm Mr. Luis Salaveria to the position of Director of the Department of Budget and Finance.

I have known Mr. Salaveria for many years, and I am honored to be working alongside with him in Governor Green's administration. He is an integral part of a team that is committed to addressing the many issues facing our State and I believe that he will be able to effectively fulfill his role through his life experiences and professional expertise.

There is no doubt in my mind that Mr. Salaveria's hard work ethic and integrity will be great assets to the State of Hawaii, and he will bring a fresh perspective to the Department of Budget and Finance in developing sound and thoughtful budgeting and policies for the generations to come.

Thank you for allowing me to testify in **STRONG SUPPORT** of GM 507. We humbly request your favorable consideration.

JOSH GREEN, M. D. GOVERNOR KE KIA'ĀINA

SYLVIA LUKE LT. GOVERNOR KA HOPE KIA'ĀINA



BRENNA H. HASHIMOTO DIRECTOR KA LUNA HO'OKELE

RYAN YAMANE DEPUTY DIRECTOR KA HOPE LUNA HO'OKELE

STATE OF HAWAI'I | KA MOKU'ĀINA O HAWAI'I DEPARTMENT OF HUMAN RESOURCES DEVELOPMENT KA 'OIHANA HO'OMŌHALA LIMAHANA

235 S. BERETANIA STREET HONOLULU, HAWAI'I 96813-2437

Statement of BRENNA H. HASHIMOTO

Director, Department of Human Resources Development

Before the SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 2023 9:45AM State Capitol, Conference Room 211

In consideration of **GM507** Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-07-2026

Chair Dela Cruz, Vice Chairs Keith-Agaran, and the members of the committee.

We strongly support the appointment of Luis Salaveria to the position Director of the Department of Budget and Finance.

Mr. Salaveria is well-qualified to lead in this capacity as he has a proven track record of public service as both a director and deputy director. His prior experience has afforded him the opportunity to gain extensive knowledge of the legislature, the state budgeting process, and public policy, which will serve the department and the state well.

Since his appointment, I have found him to be well-versed on the fiscal issues affecting the state and DHRD's work and, as a result, he has been responsive and collaborative. We look forward to collaborating closely with Mr. Salaveria on several current and future projects involving our departments.

Thank you for the opportunity to provide testimony on this measure.



Written Statement of Len Higashi **Executive Director** Hawaii Technology Development Corporation before the **Senate Committee on Ways and Means**

Monday, April 3, 2023 9:45 a.m. Conference Room 211 & Videoconference

In consideration of GM507

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee.

I am pleased to have this opportunity to **support** the confirmation of Luis Salaveria as the Director for the Department of Budget and Finance. I have known Mr. Salaveria for over 8 years and have worked with him closely in his previous role as Department of Business, Economic Development and Tourism (DBEDT) Director.

Mr. Salaveria is sharp, fair, and knows how to get things done. In his prior role as DBEDT Director we worked together closely to secure federal, state, and private sector funding for the Entrepreneurs Sandbox. His leadership and support for that project was one of the key reasons the project came to fruition. In his current role as Budget and Finance director, Mr. Salaveria has been open to hearing new ideas to help diversify the economy. I am confident that he will lead the Department to success.

I look forward to working together in the years to come. Thank you for the opportunity to submit comments and I encourage your favorable vote on his behalf.



STATE OF HAWAI'I DEPARTMENT OF EDUCATION KA 'OIHANA HO'ONA'AUAO

P.O. BOX 2360 HONOLULU, HAWAI'I 96804

Date: 04/03/2023 **Time:** 09:45 AM

Location: CR 211 & Videoconference **Committee:** Senate Ways and Means

Department: Education

Person Testifying: Keith T. Hayashi, Superintendent of Education

Title of Bill: GM 0507 Submitting for consideration and confirmation as the

Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-07-2026.

Purpose of Bill:

Department's Position:

As the Superintendent of the Hawaii State Department of Education, I am providing testimony in support of GM 507, which nominates Luis Salaveria for the position of Director of the Department of Budget and Finance.

Mr. Salaveria's extensive government and private sector experience make him an ideal choice to lead the Department of Budget and Finance through this critical period for the State. His prior experience at the Department of Business, Economic Development and Tourism, Department of Budget and Finance, and SanHi Government Strategies speak to his skill as a visionary strategic thinker suited to addressing the State's fiscal challenges.

Since being appointed Mr. Salaveria has been available and helpful as the Department of Education reviewed our requests with his staff. His willingness to listen and help problem solve is appreciated.

As Superintendent, I am confident in Mr. Salaveria's ability to lead the Department of Budget and Finance and recommend his confirmation by the Hawaii State Senate.

Thank you for the opportunity to provide testimony on GM 507.

JOSH GREEN, M.D. Governor

> SYLVIA LUKE Lt. Governor



SHARON HURD
Chairperson, Board of Agriculture

MORRIS M. ATTA
Deputy to the Chairperson

State of Hawai'i **DEPARTMENT OF AGRICULTURE**

KA 'OIHANA MAHI'AI 1428 South King Street Honolulu, Hawai'i 96814-2512 Phone: (808) 973-9600 FAX: (808) 973-9613

TESTIMONY OF SHARON HURD CHAIRPERSON, BOARD OF AGRICULTURE

BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS

MONDAY, APRIL 3, 2023 9:45 AM CONFERENCE ROOM 211 & VIDEOCONFERENCE

GOVERNORS MESSAGE NO. 507

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

Chairperson Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee:

Thank you for the opportunity to testify in support of Gubernatorial Nominee, Luis Salaveria as Director of the Department of Budget and Finance.

Luis's resume demonstrates his record of success and is an indication of his future success serving the State in the budget and finance department.

Respectfully requesting your vote to confirm Luis Salaveria's nomination to serve as the Director, Department of Budget and Finance.

Thank you for the opportunity to testify on this measure.





March 31, 2023

Senator Donovan Dela Cruz, Chair Senator Gilbert S.C. Keith-Agaran, Vice Chair Members of the Committee on Ways & Means

RE: Governor's Message No. 507

Hearing date: April 3, 2023 at 9:45 am

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran and members of the committee,

I am submitting this testimony in **STRONG SUPPORT** of GM 507 for confirmation of Luis P. Salaveria as Director, Department of Budget and Finance.

Luis has substantial experience as an executive and department head in both the private and public sector. In his most recent position, he worked with national energy companies to obtain substantial investment of renewable energy projects in Hawaii. Prior to this position he served in cabinet level positions with the state of Hawaii. As the Director of the Department of Business, Economic Development and Tourism, he worked to implement policies that led to diversification and increasing growth opportunities for local businesses, international trade and the tourism industry.

Luis also has significant experience with the Budget and Finance department having served as the Deputy Director under a previous administration where he led the development and execution of multi-billion-dollar budgets dealing with complex situations and with significant financial and organizational results.

Luis' significant accomplishments also demonstrate that he is a highly qualified team leader. His past experience demonstrates his ability to develop and manage multi-disciplinary teams to successful execution of projects, including implemented strategic initiatives for entrepreneurship and business development.

Luis also has significant experience in the community, serving on the board of the Filipino Community Center, and as a trustee for the Employer Union Trust Fund. Luis is the kind of leader that would hit the ground running on the departments strategic initiatives and be a strong leader guiding the state's finances. I hope that the committee will support GM 507 and Luis' confirmation as Director of Budget and Finance. Mahalo for your consideration.

Mahalo,

Michael L. Iosua



DATE: April 3, 2023

TO: Senator Donovan M. Dela Cruz

Chair, Committee on Ways and Means

Submitted Via Capitol Website

FROM: Rick Tsujimura

GM507 - Submitting for consideration and confirmation as the Director

of the Department of Budget and Finance, Gubernatorial Nominee,

LUIS SALAVERIA, for a term to expire on 12-07-2026.

Hearing Date: Monday, April 3, 2023 at 9:45 a.m.

Conference Room: 211

Dear Chair Dela Cruz, Vice-Chair Keith-Agaran, and Members of the Committee on Ways and Means:

I am Rick Tsujimura and I am submitting this testimony in support of Luis Salaveria, gubernatorial nominee for Director of the Department of Budget and Finance (hereinafter B&F).

I have known Luis when he was an analyst for then Ways and Means Chair, Senator Donna Ikeda. We have remained friends for all these years. He is in my humble opinion well-suited for the role of Director of B&F. He served previously as the deputy director during the term of Governor Neil Abercrombie and as Director of the Department of Business, Economic Development and Tourism under Governor Ige. He is well acquainted with the workings of government, especially in the financial arena.

We also served as colleagues when he joined SanHi Government Strategies. I mention all of this not to repeat his resume but to note his vast experience; within government [in many facets] and outside government. This experience is important, because Luis understands both the public and private sectors and will be able to objectively evaluate the various issues and challenges facing the state today. Many decry the lack of qualified people who have such an experience. Luis has that experience and I can say unequivocally, that he will be a tremendous asset for the people of Hawaii.

I humbly ask for your support for the nomination of my friend and former colleague. He has always had my vote of confidence; I hope you will give him yours.

Mahalo.



See .

April 3, 2023 at 9:45 a.m. Conference Room 211

Senate Committee on Ways and Means

To: Chair Donovan M. Dela Cruz

Vice Chair Gilbert S.C. Keith-Agaran

From: Hilton R. Raethel

President and CEO

Healthcare Association of Hawaii

Re: Testimony in Support

GM 507, Submitting for consideration and confirmation as the Director of the

Department of Budget and Finance, Luis Salaveria

The Healthcare Association of Hawaii (HAH), established in 1939, serves as the leading voice of healthcare on behalf of 170 member organizations who represent almost every aspect of the healthcare continuum in Hawaii. Members include acute care hospitals, skilled nursing facilities, home health agencies, hospices, assisted living facilities, and durable medical equipment suppliers. In addition to providing access to appropriate, affordable, high-quality care to all of Hawaii's residents, our members contribute significantly to Hawaii's economy by employing over 30,000 people statewide.

Thank you for the opportunity to **support** the nomination of Luis Salaveria as the Director of the Department of Budget and Finance. Throughout his career, Mr. Salaveria has gained experience and knowledge that makes him exceptionally qualified for this position. Perhaps uniquely, Mr. Salaveria has extensive experience in various leadership roles in the public sector, with a track record of innovation and accomplishments that will allow him to be successful in carrying out the policies and directives of the executive and legislative branches.

We at HAH and many of our members have also worked with Mr. Salaveria on legislation and proposals that would affect our community. He has shown himself to be a steady, well-prepared member of any team who is focused on achieving the best outcome for the people of Hawaii. He has a humility and grace even when confronted with difficult issues and is able to work through many thorny topics with professionalism and respect.

Thank you for the opportunity to provide supportive testimony for this nomination and we would urge your committee to approve Mr. Salaveria's confirmation.



HAWAII LABORERS-EMPLOYERS COOPERATION AND EDUCATION TRUST

650 Iwilei Road, Suite 285 · Honolulu, HI 96817 · Phone: 808-845-3238 · Fax: 808-845-8300

April 1, 2023

To: State Senate Committee on Ways & Means (WAM)

Re: SUPPORT for GM 507, Luis Salaveria, Director, Department of Budget and Finance

For WAM hearing on Monday, April 3, 2023 at 9:45 am in Conference Room 211

Aloha Honorable **Chair Dela Cruz, Vice Chair Keith-Agaran**, and Distinguished Senate Ways and Means Committee Members,

The **Hawaii Laborers & Employers Cooperation and Education Trust** (Hawaii LECET) is a labor + management partnership established in 1992 between the 5,000 statewide members of the Hawaii Laborers Union and over 250 construction contractors from the *General Contractors Association* and the *Building Industry Association*. The Laborers International is the largest construction trade union in North America, and Hawaii LECET is part of a network of 38 labor-management LECET Funds across the country.

We offer our strong support for GM 507, in the consideration and confirmation of Gubernatorial Nominee Mr. Luis Salaveria for the Director of the Department of Budget and Finance. We have known and worked with Mr. Salaveria for over a decade, and strongly believe he has the integrity, temperament, advanced intellect, and skillset to shepherd the State's budget responsibly during the current complex and challenging fiscal environment.

Mr. Salavaria is a smart, responsible, and innovative professional widely trusted for his deep understanding of the State's economic situation and finances. He has earned a top-notch track record at the highest levels serving in several administrations and departments relevant to his current nomination. Mr. Salaveria is personable to collaborate with, and possesses expert knowledge locally and nationally, in both the public and private sectors.

We urge your favorable consideration to advise and consent in the nomination of Mr. Luis Salaveria to the position of the Director of the State Department of Budget and Finance.

Mahalo,

Hawai'i Laborers & Employers
Cooperation and Education Trust





Email: communications@ulupono.com

SENATE COMMITTEE ON WAYS & MEANS Monday, April 3, 2023 — 9:45 a.m.

Ulupono Initiative <u>supports</u> GM 507, Submitting for Consideration and Confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, Luis Salaveria, for a Term to Expire 12-07-2026.

Dear Chair Dela Cruz and Members of the Committee:

My name is Micah Munekata, and I am the Director of Government Affairs at Ulupono Initiative. We are a Hawai'i-focused impact investment firm that strives to improve the quality of life throughout the islands by helping our communities become more resilient and self-sufficient through locally produced food, renewable energy and clean transportation choices, and better management of freshwater resources.

Ulupono supports GM 507, which submits for consideration and confirmation Luis Salaveria as the Director of the Department of Budget and Finance.

Mr. Salaveria's 30-plus years of executive-level professional experience in the public and private sectors makes him highly qualified to lead the department on behalf the citizens of the State of Hawai'i.

As director for the Department of Business, Economic Development and Tourism, Mr. Salaveria led the development and execution of economic policies in the areas of business development, domestic and international trade, energy, housing, and statewide planning. He also worked with all levels of federal, state, and county governments on legislation, economic issues and programs. Prior to that, when Mr. Salaveria served as Deputy Director of the Department of Budget and Finance, among many of his duties, he assisted in the management of the state's multi-year financial plan resulting in a turnaround of over \$1 billion in three years with an ending balance of more than \$844 million.

Most recently, as the Senior Director of Government Affairs at SanHi Government Strategies, he was responsible for government relations, advocacy, and business development consulting for multiple Fortune 500 companies, non-profit organizations, trade associations, and small businesses.

Because of Mr. Salaveria's demonstrated record of achievement and success, along with his knowledge and depth of government experience, Ulupono Initiative respectfully asks this committee to recommend the confirmation of Luis Salaveria as Director of Budget and Finance to the full Senate.

Thank you for the opportunity to testify.

Respectfully,

Micah Munekata Director of Government Affairs



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

April 3, 2023

HEARING BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS

TESTIMONY ON GM 507

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026

Conference Room 211 & Videoconference 9:45 AM

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

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

The Hawai'i Farm Bureau strongly supports the confirmation of Luis Salaveria as the Director of the Department of Budget and Finance.

HFB has had the opportunity to work with Mr. Salaveria while he served as the Director of the Department of Business, Economic Development, and Tourism, as well as during his tenure as the Deputy Director of Finance at the Department of Budget and Finance. Mr. Salaveria's financial experience in both the public and private sectors makes Mr. Salaveria an ideal candidate for the position of Director of the Department of Budget and Finance.

We are confident that Mr. Salaveria is the right person for this position. His experience, expertise, and dedication will be an asset to the Department of Budget and Finance and the State of Hawai'i.

Please accept our strong support for Mr. Luis Salaveria as the Director of the Department of Budget and Finance.



April 3, 2023

The Honorable Donovan M. Dela Cruz, Chair

Senate Committee on Ways and Means State Capitol, Conference Room 211 & Videoconference

RE: GM 507 - Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

HEARING: Monday, April 3, 2023, at 9:45 a.m.

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

My name is Lyndsey Garcia, Director of Advocacy, testifying on behalf of the Hawai'i Association of REALTORS® ("HAR"), the voice of real estate in Hawai'i and its over 11,000 members. HAR **supports** GM 507 submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

The Department of Budget & Finance (B&F) has the responsibility of overseeing the state budget and creating financial plans and strategies for the state in the near and long term. Mr. Salaveria, with his extensive experience in both the public and private sector, is qualified for this position. As Deputy Director of Finance for B&F, he managed the annual \$12 billion operational and \$3 billion capital improvement budget, demonstrating his proficiency in developing and executing multi-billion dollar budgets.

Furthermore, Mr. Salaveria's experience as Director of the Department of Business, Economic Development, and Tourism (DBEDT) has equipped him with the skills to create and execute economic policies and statewide planning. His successful negotiation with Disney and Marvel Studios for the filming of the "Marvel's Inhumans" series resulted in a new film studio and approximately \$40 million in economic activity. He also established new partnerships with government and businesses in Japan, Korea, China, and the Philippines and completed Sister-State Agreements with Hokkaido, Japan, and Goa, India. As such, Mr. Salaveria's experience in formulating and executing strategic plans will be an invaluable asset to B&F.

Mahalo for the opportunity to testify in support.





The Committee on Ways and Means April 3, 2023 9:45 AM Room 211

RE: GM 507, Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, Luis Salaveria, for a term to expire at noon on 12-07-2026

Attention: Chair Donovan Dela Cruz, Vice Chair Gilbert Keith-Agaran and Members of the Committee

The University of Hawaii Professional Assembly (UHPA) **supports GM 507**, to confirm the appointment of Luis Salaveria as the Directory of the Department of Budget and Finance.

Mr. Salaveria is a dedicated advocate for the State of Hawai'i. Having served as the Deputy Director of Budget and Finance for four years, Mr. Salaveria has the critical financial and operational knowledge of the Department, as well as the bureaucratic experience required to take on the role of Director. As the Director of Business, Economic Development and Tourism, Mr. Salaveria proved himself to be a leader, advancing domestic and international trade, and increasing economic activity and tourism throughout the State.

I have had the privilege of knowing Mr. Salaveria in both a personal and professional capacity for over a decade, having worked with him during his time on the EUTF Board. Mr. Salaveria is a dedicated workhorse who has always upheld a highly professional work ethic, while maintaining the necessary compassion and understanding to uplift his colleagues and staff. Mr. Salaveria's institutional knowledge, and ability to address and resolve financial and budgetary issues for all State Departments and Agencies will be invaluable to the implementation of Governor Green's objectives for Hawai'i.

Thank you for the opportunity to provide testimony in strong support of GM 507, to confirm the appointment of Luis Salaveria as the Director of Budget and Finance.

Respectfully submitted,

Christian L. Fern

Executive Director

University of Hawaii Professional Assembly





Parents And Children Together.org

TESTIMONY IN SUPPORT OF GM 507

TO: Chair Dela Cruz, Vice-Chair Keith-Agaran, & Members,

Senate Committee on Ways and Means

FROM: Ryan Kusumoto, President & CEO

DATE: April 3, 2023 at 9:45 AM

Parents and Children Together (PACT) <u>supports GM 507</u>, the gubernatorial nomination of Luis Salaveria for the position of Director, Department of Budget and Finance.

Luis Salaveria is an experienced executive level leader who is highly qualified for this position. He has demonstrated this through his prior government service, including as Director of the Department of Business, Economic Development and Tourism as well as Deputy Director of Finance of the Department of Budget and Finance. As a core member of the current Governor's leadership team, Mr. Salaveria has been instrumental in the administration transition and crafting a new state budget that will address the strengths and challenges of our state.

Founded in 1968, PACT is a statewide community-based organization providing a wide array of innovative and educational social services to families in need. Assisting more than 15,000 people across the state annually, we help identify, address, and successfully resolve challenges through our 20 programs. Among our services are early education programs, domestic violence prevention and intervention programs, child abuse prevention and intervention programs, childhood sexual abuse supportive group services, child and adolescent behavioral health programs, sex trafficking intervention, poverty prevention and community building programs.

Thank you for the opportunity to testify. Please contact me at (808) 847-3285 or rkusumoto@pacthawaii.org if you have any questions.





April 3, 2023

Senator Donovan M. Dela Cruz, Chair Senator Gilbert S.C. Keith-Agaran, Vice Chair Committee on Health and Human Services Hawaii State Capitol, Room 211 Honolulu, HI 96813

RE: In support of Governor's Message No. 507 for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee:

I respectfully request your favorable support for Governor's Message No. 507 appointment of Luis Salaveria as Director of the Department of Budget and Finance.

Luis possesses the knowledge and the qualities of an excellent leader to lead the Department of Budget and Finance in achieving their goals. He has extensive experience from the state and private sector.

Luis was a Senior Director of Government Affairs at SanHi Government strategies. Previously he served as the Director of the Department of Business, Economic Development and Tourism during the Ige administration, the Deputy Director of Finance under the Abercrombie Administration. He was a Finance Manager at Kaiser Permanente of Hawaii as well as a Senior Budget Financial Analyst for the Department of Defense. Also, he was a Budget Supervisor for the Senate Ways and Means Committee.

Thank you for the opportunity to submitted written testimony in support of Governor's Message No. 507.

Respectfully Submitted,

Ross Yamasaki Vice President





DATE: April 3, 2023

Senator Donovan M. Dela Cruz

Chair, Committee on Ways and Means

Submitted Via Capitol Website

FROM: Gary Slovin / Mihoko Ito

GM507 - Submitting for consideration and confirmation as the Director

of the Department of Budget and Finance, Gubernatorial Nominee,

LUIS SALAVERIA, for a term to expire on 12-07-2026. Hearing Date: Monday, April 3, 2023 at 9:45 a.m.

Conference Room: 211

Dear Chair Dela Cruz, Vice-Chair Keith-Agaran, and Members of the Committee on Ways and Means:

We submit this testimony in strong support of GM507 which nominates Luis Salaveria for the Director of the Department of Budget and Finance.

Luis has a long history of service in government, including as Deputy Director of the Department of Budget and Finance and Director of the Department of Business, Economic Development and Tourism. He also has significant experience in business sector in real estate finance and government relations. He worked with our firm SanHi Government Strategies as a Senior Director of Government Affairs from 2018-2022.

During the years he was with our firm, Luis became an instant part of our ohana and was embraced and respected by our entire team. For our clients, he worked on a variety of subject matter and issues, in areas including renewable energy, technology, affordable housing, and others. Luis gained the respect of our clients with his ability to quickly learn and analyze their issues, and combine that with his vast knowledge of the inner workings of the Legislature and government. Beyond that, he also built solid relationships within our team, served as a mentor, and established and maintained collegial relationships throughout the business community.

Luis is, first and foremost, a person of integrity. He works very hard, is a team player, and leads by example. He is a unique fit for the Department of Budget and Finance, having served previously as the department's Deputy Director. The department and by extension, the many other agencies it touches, will be extremely fortunate to have Luis as its leader. Not only is Luis extremely competent and passionate about the subject matter, but we have no doubts that his approach and

attitude will become the department's greatest asset. Luis is humble, collaborative and, while easy-going and approachable in his attitude, is also driven towards achieving success and rising to meet challenges before him.

Given Luis' past experiences, he is a unique fit for the Director of B&F. In our many conversations about his transition into this role, we believe that public service also calls to Luis, and that he views this opportunity to serve as the Director of B&F as a way he can make significant contributions to the community at large.

For these reasons, we recommend Luis to the position of Director of Budget and Finance with our highest recommendations. We respectfully ask that the Committee on Ways and Means advise and consent to this nomination, and appreciate the opportunity to submit this testimony.

Gary and Mihoko

To: Senator Donovan Dela Cruz, Chair

Senator Mike Gabbard, Vice Chair

Committee on Ways and Means

Conference Room 221

From: Ryan Yamane

Date: Monday, April 3, 2023

Re: GM507 Submitting for consideration and confirmation as the Director, Office of

Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA

for a term to expire 12-07-2026

Aloha Chair Dela Cruz, Vice Chairs Keith-Agaran, and the members of this Committee.

I humble submit my personal testimony in strong **support** for the appointment of Luis Salaveria to the position of Director, Office of Department of Budget, and Finance.

I have known Mr. Salaveria for over 3 decades, both as a youth counselor in the 90's till his current appointment as Acting Director of the Department of Budget and Finance. Throughout his career, Mr. Salaveria has been committed to working with all stakeholders, developing viable fiscally sound plans, and supporting his staffs and colleagues in their professional and personal growth. He is a dedicated public servant and has the knowledge, accountability, and responsiveness to be an outstanding leader for the Department of Budget and Service.

Mr. Salaveria has served as Deputy Director of the Department of Budget and Finance and Director of Business, Economic Development and Tourism. He has a wealth of knowledge on various fiscal elements due to his education and professional experience. His love for his family, the State and our Country is very evident in his desire to return to serve with this new Green Administration. Please support his confirmation and I am available for any questions.

Thank you for your service and the opportunity to provide testimony on this measure.

April 3, 2023 9:45 AM Conference Room 211 State Capitol 415 South Beretania Street

Testimony in Support of GM 507

COMMITTEE ON WAYS AND MEANS

Senator Donovan M. Dela Cruz, Chair Senator Gilbert S.C. Keith-Agaran, Vice Chair

March 31, 2023

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee,

I am Linda Rosehill testifying in strong support of Luis Salaveria nominated to be Director of the Department of Budget and Finance.

Mr. Salaveria's education, work history, and experience has prepared him well for this position. More importantly, however, is his ability to work well with a varied clientele in both government and private sector. He is an excellent communicator who does his homework and executes his decision in a decisive and thorough manner.

He is a good listener who responds and follows up quickly when addressing specific issues or concerns.

I ask your kind consideration in appointing him as Director of B&F.

Sincerely,

Linda Rosehill

Lichtalis

TESTIMONY

of

MARK K. ANDERSON

Submitted for consideration and confirmation of Gubernatorial Nominee, LUIS SALAVERIA, as the Director, Department of Budget and Finance, for a term to expire at noon on 12-07-2026.

I support the nomination of LUIS SALAVERIA to be Director of the Department of Budget and Finance for a term to expire at noon on 12-07-2026.

. I worked with Luis first when he was the Deputy Director of Budget and Finance and later when he was the Director of Department of Business, Economic Development, and Tourism.

Luis is a problem-solver with extensive experience in state government. This background will enable him to take on complex, intractable problems facing our state, and deliver workable solutions. For example, during his previous tenure at B&F, Luis developed a policy framework to fund the state's post-retirement benefit obligations (OPED). He worked with members of the administration and the legislature to implement this policy. This was a significant achievement. Properly funding the state's OPED liability will have a lasting, positive impact on the state's ability to borrow money at reasonable rates.

I urge you to support Luis to be the Director of the Department of Budget and Finance. He will do a fine job.

Please feel free to let me know if you have any questions.

Submitted on: 3/31/2023 3:14:25 PM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
William Oku	Individual	Support	Written Testimony Only

Comments:

Aloha Chair Sen.Dela Cruz, Vice Chair Sen. Keith-Agaran, and members of the Committee on Ways and Means,

I support the consideration and confirmation of Luis Salaveria to serve as the Director of the Department of Budget and Finance.

Thank you for the opportunity to comment.

Testimony of CHRIS J. SADAYASU to the SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 2023 9:45 AM State Capitol, Conference Room 211

In consideration of **GM 507**

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire 12-07-2026.

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee.

I support the appointment of Luis Salaveria to serve as the Director for the Department of Budget and Finance.

Mr. Salaveria is a longtime public servant with positions held at the State Senate Committee on Ways and Means, Department of Defense, Department of Budget and Finance, and the Department of Business, Economic Development and Tourism (DBEDT). As the Deputy Director of Finance with the Department of Budget and Finance, he assisted in the management of the state's financial plan and successfully initiated the procurement of a new statewide enterprise resource program. As the Director of DBEDT, Mr. Salaveria was responsible for the development and execution of economic policies and collaborated with federal, state, and county governments. With his extensive experience in budget management and strategic planning, Mr. Salaveria will continue to be an asset in this key role.

For these reasons, I respectfully ask for Mr. Salaveria's confirmation as the Director of the Department of Budget and Finance. Thank you for the opportunity to testify.

G.M. 507

Testimony in **support** of Gubernatorial Nominee Luis Salaveria, Director of the Department of Budget & Finance

Senate Committee on Ways and Means April 3, 2023, 9:45 a.m. State Capitol Room 211

Testimony from Brian K. Furuto,
Administrative Services Officer, Department of Hawaiian Homelands

Chair Dela Cruz, Vice Chair Agaran, and members of the Committee:

I stand in strong support of Mr. Luis Salaveria as nominee for Director of the Department of Budget & Finance. Mr. Salaveria is a highly capable individual who understands the complex issues that are facing the State in ways that few others do.

Over the last nearly 30 years, I have worked in executive offices of the Legislature and Executive Branch, and I have led Administrative Services for two UH campuses and the DHHL. I provide my background because I have a good understanding of what makes strong government leaders, administrators, and Department heads. Mr. Salaveria has the knowledge, temperament, and a deep range of experiences relevant to his role as Director of Finance. Most importantly, I believe that Mr. Salaveria is fair. As the administrative services officer for a state department, equity and fairness is an important trait that we value in the leadership of the Department of Budget & Finance.

I respectfully request the Committee's favorable consideration on GM 507 in support of this nomination.

<u>GM-507</u> Submitted on: 3/31/2023 8:47:51 PM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
Lon Paresa	Individual	Support	Written Testimony Only

Comments:

I support Mr. Luis Salaveria as State Director of Budget and Finance, Thank you

TESTIMONY BY DEREK MIZUNO TO THE SENATE COMMITTEE ON GOVERNMENT WAYS AND MEANS ON

GM 507

RELATING TO CONSIDERATION AND CONFIRMATION TO THE DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE LUIS SALAVERIA

April 3, 2023

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee,

I am testifying in SUPPORT of Luis Salaveria to be the Director, Department of Budget and Finance. Mr. Salaveria was a trustee on the Hawaii Employer-Union Health Benefits Trust Fund (EUTF) while I was the Assistant Administrator from 2014-2015. What stood out about Mr. Salaveria was his grasp of the details of the issues facing the EUTF but just as importantly his abilities to see the big picture, listen and understand contrary positions, and collaborate to identify a solution to the issue. I believe these qualities will serve him well as Director, if confirmed by the Senate. His transparency and ability to listen continues into his tenure as the nominee for Director, Department of Budget and Finance. He has initiated monthly meetings with the division heads and administratively attached agencies to discuss operational, legislative, budget and human resource matters. His leadership style inspires confidence that our voices will be heard and considered, even though the ending direction may be different.

I believe that Mr. Salaveria's previous experience in State government, collaborative style and commitment to serving the citizens of the State will bring significant value to the Department of Budget and Finance.

Thank you for the opportunity to testify.

Submitted on: 4/1/2023 10:39:55 AM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
Kate Stanley	Individual	Support	Written Testimony Only

Comments:

TO: Senator Donovan M. Dela Cruz, Chair Senate Committee on Ways and Means

Senator Gilbert S. C. Keith-Agaron, Vice Chair Committee on Ways and Means

Members Senate Committee on Ways and Means

FROM: Kate Stanley

SUBJECT: Testimony in support of Luis Salaveria, Nominee for consideration and confirmation as the Director, Department of Budget and Finance, GM 507

I am Kate Stanley testifying in my individual capacity in support of the confirmation of Luis Salaveria as Director of the Department of Budget and Finance.

I have known and worked with Luis for over 15 years. In all these years Luis has demonstrated competence, compassion, and commitment.

These attributes will make him an outstanding Director.

As you know I work part-time for the Superintendent of Education. In the DOE's first meeting with the new leadership of B&F Luis was well prepared to discuss the BOE budget requests and legislative proposals. I felt as if Luis started right where he left off when he served as Deputy Director of B&F. It was very reassuring that Luis demonstrated such competenance.

Luis also has demonstrated a continuing compassion for the public school students and those in Hawaii who are less than fortunate.

Luis is also a very committed public servant. One night during the Abercrombie administration Luis and I remained with the Governor and Kalbert Young until a decision had been reached. Then Luis and I delivered the required messages to the Legislature regarding a collective bargaining agreement. I was impressed that Luis stayed until the job was completed and would do what was needed.

Luis as director of B&F will continue to demonstrate competence, compassion and commitment. The state of Hawaii is lucky to have Luis serving as a public servant.

I wholeheartedly recommend that the Committee on Ways and Means sup	pport this nomination.

TESTIMONY BY DONNA TONAKI
TO THE SENATE COMMITTEE ON GOVERNMENT WAYS AND MEANS
ON

GM 507

RELATING TO CONSIDERATION AND CONFIRMATION TO THE DIRECTOR OF THE DEPARTMENT OF BUDGET AND FINANCE

LUIS SALAVERIA

April 3, 2023 9:45 AM Room 211

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee,

I am testifying in SUPPORT of Luis Salaveria to be the Director of the Department of Budget and Finance. I have known Mr. Salaveria and worked with him when he was the Deputy Director of Budget and Finance back in 2011 to 2014 and as a trustee serving on the Hawaii Employer-Union Health Benefits Trust Fund (EUTF) Board from April 2012 through February 2015 while I was the Financial Management Officer of the EUTF. Mr. Salaveria has always displayed high ethical standards and is always looking out for the best interest of the State. With his previous experience in State Government, Mr. Salaveria will be able to understand and tackle the complex issues facing the State and come up with workable solutions. He will be a great asset to the Department of Budget and Finance as Director.

Thank you for the opportunity to provide testimony.

Testimony Mary Alice Evans Waimānalo, Hawaii

GM 507

Nomination of Luis Salaveria for Director, Department of Budget and Finance

SENATE COMMITTEE ON WAYS AND MEANS

Monday, April 3, 202, 9:45am, Room 211

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Senate Committee on Ways and Means.

Please **support** the nomination of **Luis Salaveria** to serve as Director of the Department of Budget and Finance.

I was very fortunate to work as Luis' deputy when he served as Director of the Department of Business, Economic Development and Tourism from 2014 to 2018. Luis took the role of the DBEDT Director as chief promoter of a strong, resilient and diverse economy for Hawaii very seriously. As DBEDT Director, Luis was the public-facing leader who pushed to open new and expanded markets for Hawaii businesses, both here and in Pacific Rim countries.

With Luis' expertise in budgeting and public and private money management, he brought a strong focus on business metrics and results to each of the 18 programs that were then part of DBEDT. He supported greater use by public agencies and businesses of the data analyses that READ produces.

Luis is an excellent communicator and a good listener. He championed expanded broadband access for Hawaii businesses and households as an essential link to the broader economy that counters the business disadvantages of Hawaii's geographic isolation. Luis supported the growth of local creatives to tell Hawaii's stories in an authentic way and bring in revenues from outside Hawaii.

Luis understands that Hawaii's high cost of living is huge challenge for over half Hawaii's households and increasing housing for local families takes a coordinated effort by DBEDT agencies working closely with the Legislature, other state agencies, the counties and the private sector.

Luis's ability to see how public and private investments work together to keep Hawaii's economy strong will enable Luis, as Director of B&F, to support Governor Green's and the Legislature's policy priorities while maintaining a strong bond rating and accountability in agency spending.

I urge your **strong support** for the confirmation of Luis Salaveria as the Finance Director.

Thank you for the opportunity to testify in **support** of Luis Salaveria.

April 1, 2023

Chair Dela Cruz, Vice Chair Keith-Agaran, and Honorable Members Committee on Ways and Means Hawai`i State Senate State Capitol 415 South Beretania Street

Re: Governor's Message No. 507 appointing Luis Salaveria as Director of the Department of Budget and Finance

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee,

I would like to express my <u>support</u> for GM 507 relating to Mr. Luis Salaveria's consideration and confirmation as Director of the Department of Budget and Finance.

I have worked with Mr. Salaveria in his varying capacities while working for the State in his previous capacity as DBEDT Director as well as in the private sector. I have also been able to engage with Mr. Salaveria most recently since his nomination to the position in my capacity as a Stadium Authority member. He has always been open to dialogue where a variety of viewpoints are shared and being an active participant in difficult conversations. He has demonstrated his commitment to educating himself about the issues and I have always known Luis to be hard working, fair, and knowledgeable about the tasks at hand. He has familiarity with both government processes as well as private best practices, which can help serve to benefit the Department of Budget and Finance and the State, and I know he is committed to the well-being of Hawai`i and its people.

I believe Luis is a qualified nominee and would humbly ask for your favorable consideration of his nomination to this position.

Aloha,

Brennon T. Morioka, PhD, PE

TESTIMONY OF SCOTT T. MURAKAMI

BEFORE THE SENATE COMMITTEE ON WAYS AND MEANS

In consideration of GOVERNOR'S MESSAGE 507

Monday, April 3, 2023 9:45AM, Conference Room 211

SUBMITTING FOR CONSIDERATION AND CONFIRMATION AS THE DIRECTOR, DEPARTMENT OF BUDGET AND FINANCE, GUBERNATORIAL NOMINEE, LUIS SALAVERIA, FOR A TERM TO EXPIRE AT NOON ON 12-07-2026.

Chair Dela Cruz, Vice-Chair Keith-Agaran, and Members of the Committee:

Thank you very much for the opportunity to testify on Governor's Message 507 regarding the appointment of Mr. Luis Salaveria to serve as the Director of the Department of Budget and Finance. I **STRONGLY SUPPORT** his nomination.

In my capacities as the Director of Workforce Development at the University of Hawaii Community Colleges, a member of the Board of Directors for the Economic Development Alliance of Hawaii, and the State of Hawaii Workforce Development Council, I had the honor of working with Mr. Salaveria during his tenure as the Director of the Department of Business, Economic Development, and Tourism. Our work consisted of economic development planning for the Comprehensive Economic Development Strategies (CEDS) and related workforce planning vital to aligning the UH Community Colleges and the State of Hawaii Workforce Development Council.

Mr. Salaveria is an extremely effective leader who understands the inextricable link between economic and workforce development. During his tenure at DBEDT, he engaged directly with the seven directors of continuing education and workforce development of the UH Community Colleges staying overtime to address their many questions on the direction of Hawaii's economy in individual counties. This provided valuable insight that assisted the campuses with new program planning and development. He was a strong supporter of the State of Hawaii Workforce Development Council and the private economic development boards at each county, working in collaboration to drive economic diversification and growth.

Luis is extremely smart, has extensive administrative and legislative experience, and most importantly is dedicated to serving the residents of Hawaii. He is an active listener who is responsible, trustworthy, and honest. All qualities that will serve our state well as the Director of Budget and Finance.

I WHOLEHEARTEDLY SUPPORT gubernatorial nominee Luis Salaveria for the Director of the Department of Budget and Finance. Thank you very much for the opportunity to testify.

Submitted on: 4/1/2023 5:47:46 PM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
Ken H Kakesako	Individual	Support	Written Testimony Only

Comments:

Aloha Chair Dela Cruz, Vice-Chair Keith-Agaran and members of the Committee,

My name is Ken Kakesako and I am writing in support of GM 507 submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, Luis Salaveria, for a term to expire at noon on 12-07-2026.

Mr. Salaveria is no stranger to leading departments in state government, having served as the Director of the Department of Business, Economic Development, and Tourism for four years from 2014 to 2018. Furthermore, he has familiarity with the Department of Budget and Finance having served as the Deputy Director of the Department from 2011 to 2014.

During my time working as the Deputy to the Chairperson at the Hawaii Department of Agriculture, I was able to see first hand Mr. Salaveria's leadership at the Department of Budget and Finance. It was evident that Mr. Salaveria had a strong grasp of the fiscal realities facing the state, and his desire to work with all stakeholders to find the best outcome.

To that end, I believe Mr. Salaveria is an excellent choice as the Director at the Department of Budget and Finance.

Mahalo for the opportunity to provide testimony.

Submitted on: 4/1/2023 6:26:36 PM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
Christine Aque	Individual	Support	Written Testimony Only

Comments:

Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the Committee:

I am writing in strong support of the appointment of Mr. Luis Salaveria to the position of Director of the Department of Budget and Finance (B&F).

Mr. Salaveria's past work experience as the Deputy Director of B&F from 2011 to 2014 and as the Director of the Department of Business, Economic Development and Tourism from 2014 to 2018 and his extensive knowledge of the department and the State's budget and financial processes will greatly benefit B&F and the State. His ability to collaborate with other departments and stakeholders to get things done will allow B&F and the State as a whole be more effective in helping the people of Hawai'i.

I respectfully ask for your support of Mr. Salaveria's confirmation as Director of Finance. Thank you for the opportunity to provide testimony.

Senator Donovan Dela Cruz, Chair Senator Gilbert Keith-Agaran, Vice Chair Committee on Ways and Means

Monday, April 3, 2023 9:45 a.m.; Conference Room 211

RE: GM 507 Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire on 12-07-2026 – IN SUPPORT

Aloha Chair Dela Cruz, Vice Chair Keith-Agaran and members of the committee:

I appreciate the opportunity to offer testimony in strong support of the nomination of Luis Salaveria as Director, Department of Budget and Finance, for a term to expire on December 7, 2026.

Luis is highly qualified to serve in this position. He has served as the Director for the State Department of Business, Economic Development and Tourism and Deputy Finance Director for the State Department of Budget and Finance. Prior to serving in these positions, Luis worked in the private sector as a finance manager for one of the nation's largest healthcare maintenance organizations. He has also served on numerous boards and commissions for the State of Hawaii.

I have known Luis for many years and have been impressed by his integrity, professionalism, communication and leadership skills, and his extensive community service. His background, relevant experience, and familiarity with various State departments will serve the State well.

Your favorable action on his confirmation is respectfully requested. Thank you.

Sincerely,

Lori Lum 98-1008 Piku Place Aiea, HI 96701

Melissa Pavlicek

1099 Alakea Street, Suite 2530 Honolulu, Hawai'i 96813

Date: April 3, 2023

Committee: Senate Ways and Means

Re: GM 507, Nomination Luis Salaveria as Director, Department of Budget and

Finance

Aloha Chair Dela Cruz, Vice Chair Keith Agaran, and members of the committee!

I am writing in support of Luis Salaveria to serve as the Director of the state Department of Budget and Finance.

My name is Melissa Pavlicek. I am an attorney and small business owner who resides in Honolulu. I have had experiences working at the state legislature as a staff member and in the private sector interacting with policymakers, including the appointed officials in the Department of Budget and Finance. It is these experiences and more that cause me to write to you today.

I first met Luis Salaveria when he served as the deputy director of finance, well over ten years ago. Since then, we have had many personal and professional opportunities to interact and collaborate. I have personally observed his commitment to public service, his business and financial acumen, and his willingness to build consensus. Among his many accomplishments, while serving as the deputy director of finance, I know that he helped manage the State's finances resulting in a turnaround of over \$1 billion in three years, with a favorable budget balance of over \$844 million. He was a key contributor on a policy level for the state's "Positive Economic Outlook" for Hawaii from the S&P rating agency. He will serve the state well.

I truly respect and value Luis's commitment to conversation and openness, his ethics and integrity, his diligence and preparation, and his leadership skills. Please favorably approve Luis Salaveria's nomination.

Submitted on: 4/2/2023 7:42:19 AM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
Rod Becker	Individual	Support	Written Testimony Only

Comments:

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee:

I support the nomination of Luis Salaveria to serve as the State's director of finance.

I've had occasion to interact with Mr. Salaveria since the early 2000s as Senate Ways and Means Committee staff, and, more recently, as the deputy director of finance and state comptroller while he served in various state staff and leadership roles. My interactions with Mr. Salaveria have been both positive and productive.

Mr. Salaveria is experienced, knowledgeable, and personable and has qualities needed by an effective director of finance. Mr. Salaveria has an extensive amount of experience in fields of work pertaining to budgeting and finance in both the public and private sectors, including for four years with the department as its deputy director of finance. This work experience will be extremely valuable as he executes the duties of the State's director of finance.

Mr. Salaveria brings needed skillsets to the department and has hit the ground running, quickly grasping issues facing both the department and the State and making progress on them.

I respectfully recommend that the committee act favorably on GM 507.

Thank you for the opportunity to testify.

Submitted on: 4/2/2023 9:04:37 AM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted	By	Organization	Testifier Position	Testify
Raechele Jo	oyo	Individual	Support	Written Testimony Only

Comments:

Chair Dela Cruz, Vice Chair Keith-Agaran and Members of the Committee:

I am writing in strong support for Luis Salaveria as Director of the Department of Budget and Finance.

Thank you.

Testimony of Sabrina Nasir

In consideration of G.M. No. 507

Submitting for consideration and confirmation as the Director, Department of Budget and Finance, Gubernatorial Nominee, LUIS SALAVERIA, for a term to expire at noon on 12-07-2026.

Before the Senate Committee on Ways and Means
Monday, April 3, 2023
9:45 a.m.
Hawaii State Capitol Room 211

Aloha Chair Dela Cruz, Vice-Chair Keith-Agaran and Members of the Committee,

I **STRONGLY SUPPORT** the nomination of Luis P. Salaveria for Director of Finance at the Department of Budget and Finance.

Mr. Salaveria has over 30 years of experience in public and private sectors and a demonstrated record of executive leadership. He also previously served as Deputy Director for the Department and is already familiar with departmental operations, needs, priorities, and areas of improvement. His experience spans the fields of government, economic development, policy, budget, and finance. I believe these to be core areas that allow Mr. Salaveria to take a balanced and nuanced approach to leading the department.

In a short amount of time, I have already seen Mr. Salaveria lead, problem solve, and guide the department and the administration through several complex issues. This includes leading multiple budget reviews with the new administration and providing critical input for large statewide projects.

I especially value Mr. Salaveria as a leader. He values continuous learning, growth, and development opportunities for staff. He seeks staff input, makes himself available to staff and has instituted regular meetings with the department heads. I have also witnessed the way that Mr. Salaveria engages stakeholders, including other departments and the Legislature. He is a strong communicator and can identify and bring together stakeholders to push forward important priorities for the state.

One of the largest projects before the department is to modernize the financial management system. Mr. Salaveria has direct experience in this, as his time as deputy for the department as well as in other roles. He believes in government efficiency and sees the importance of having an integrated and modern financial system for the state. I believe he will be able to lead on this effort, given both his subject matter expertise and leadership style.

From my direct experience working for Director Salaveria over the past few months, I have found him to exhibit the qualities of a strong finance director that will be able to lead the department effectively and add value to the state. I urge the Senate to confirm his nomination.

Thank you for the opportunity to submit testimony.

Sabrina Nasir

San M



Submitted on: 4/2/2023 11:07:17 AM

Testimony for WAM on 4/3/2023 9:45:00 AM

 Submitted By	Organization	Testifier Position	Testify
Nadine Ando	Individual	Support	Written Testimony Only

Comments:

I write in strtong support of the nomination of Luis Salaveria to Director of Budget & Finance. The nominee has an extensive and impressive background serving as Deputy Director of Finance from 2011-2014, and as Director of DBEDT from 2014-2018, as well as experience in the private sector that further enhances his superior qualifications for the position.



Submitted on: 4/2/2023 1:40:01 PM

Testimony for WAM on 4/3/2023 9:45:00 AM

 Submitted By	Organization	Testifier Position	Testify
Kathleen Ho	Individual	Support	Written Testimony Only

Comments:

I am writing to strong support Luis Salaveria's nomination as Director of the Department of Budget and Finance for the State of Hawaii. Luis's resume demonstrates an impressive grasp of the issues the State faces in these challenging times. He has a diverse background which is an asset as the Director of B and F. The State will benefit from his varied experience, professional accomplishments, and commitment to service. He is a quick learner with excellent analytical abilities.

He possesses a commendable and demonstrated commitment to service. He has an impressive educational background that he can draw upon to fulfill his responsibilities and as the Director of B and F for the State of Hawaii. He will make a positive contribution to the State of Hawaii.

Thank you



Testimony Joshua Wisch Kailua, Hawaiʻi

GM 507 Nomination of Luis Salaveria for Director, Department of Budget and Finance

Senate Committee on Ways and Means

April 3, 2023 at 9:45 am in Room 211

Chair Dela Cruz, Vice-Chair Keith-Agaran, and members of the committee,

My name is Joshua Wisch and I am testifying in my individual capacity **in support of Luis Salaveria** to be confirmed as the Director of the Department of Budget and Finance.

I have known Luis for over a decade, and I have had the good fortune of being able to work with him over many years during that period. While Luis served as Deputy Director at the Department of Budget and Finance (B&F) during the Abercrombie administration I worked with him in my capacities as Special Assistant to the Attorney General and as Deputy Director of the Department of Taxation (DOTAX). I worked with Luis again during the Ige Administration when I was once again Special Assistant to the Attorney General and he was the Director of the Department of Business, Economic Development, and Tourism (DBEDT).

When I was at DOTAX, Luis and I worked together closely both because we were cabinet members and because of the coordination required between DOTAX and B&F. Luis was always an excellent thought partner, someone who respected how our departments could best work together while also respecting the lines of differentiation between them, and a dedicated public servant who worked diligently and with no ego. He always kept his focus on how to best serve the state. During my time working for the Department of the Attorney General (ATG) there were many occasions where I had the chance to work on complex problems being navigated between ATG, B&F, the Governor's office, the Legislature, and other departments. Luis consistently distinguished himself in those situations for seamlessly combining his deep experience, his creative problem-solving skills, and a unique ability to balance the seriousness of important situations with an appropriate amount of levity and camaraderie, which put people in the right frame of mind to bring their own best work to the table.

I am happy to give my strong support to Luis Salaveria's nomination, and I appreciate the opportunity to testify.

Sincerely,

Joshua Wisch



TESTIMONY OF KEITH A. REGAN HONOLULU, HAWAII

TO THE SENATE COMMITTEE ON WAYS AND MEANS

MONDAY, APRIL 3, 2023, 9:45 A.M. CONFERENCE ROOM 211

GM507

Honorable Chair Dela Cruz, Vice Chair Keith-Agaran, and members of the Committee on Ways and Means, I am providing testimony in support of GM507, the confirmation of Luis Salaveria as the Director, Department of Budget and Finance.

I have had the opportunity to work with Mr. Salaveria in my former capacity as the Managing Director of the County of Maui and in my current role as Comptroller over the past four months. During my time at the County and the State, I have found Mr. Salaveria to be extremely helpful, patient, and knowledgeable of how the complex systems and processes of state and local government interact and function. He has a keen eye for identifying issues and concerns but, more importantly, his background and experience allow him to develop and propose sensible solutions to overcome them. He embodies the respect and values necessary to ensure that the fiduciary responsibility of the position is considered when formulating decisions. He has displayed his ability to take into consideration long-term impacts while also balancing the immediate needs of our community.

Luis' public sector service as Deputy Director of Finance and, subsequently, as Director of the Department of Business and Economic Development (DBEDT) has provided him with the foundational experience and perspective needed to make significant improvements to the operations of Budget and Finance. In his role as the DBEDT Director, Luis was instrumental in developing, implementing, and advancing numerous innovative programs that delivered positive economic benefits for Hawaii businesses and people. This required strategic thinking and analysis, on his part, but it also required him to put himself in the shoes of others which will be critically important when making decisions that affect other departments beyond just Budget and Finance.

Mr. Salaveria's extensive resume and many accomplishments make him an excellent candidate for the position of Director of Finance. For these reasons, I humbly ask you to please support the confirmation of Luis Salaveria as the Director of the Department of Budget and Finance.



Submitted on: 4/2/2023 9:59:01 PM

Testimony for WAM on 4/3/2023 9:45:00 AM

_	Submitted By	Organization	Testifier Position	Testify
	Tiffany Yajima	Individual	Support	Written Testimony Only

Comments:

Dear Chair Dela Cruz, Vice-Chair Keith-Agaran, and Members of the Committee on Ways and Means:

I submit this testimony in strong support of Luis Salaveria as nominee for the Director of the Department of Budget and Finance.

Luis previously served as the Deputy Director of the Department of Budget and Finance and Director of the Department of Business, Economic Development and Tourism. He has over 30 years of expertise and experience in both the private sector and in state government, and he is well versed in state fiscal policies and procedures.

I have known Luis for many years and most recently worked with him in his role as Senior Director of Government Affairs at SanHi Government Strategies. Luis is experienced and professional, is committed to public service, and is highly qualified to lead the Department of Budget and Finance.

I strongly support his confirmation. Thank you for the opportunity to provide this testimony.



Submitted on: 4/3/2023 7:15:18 AM

Testimony for WAM on 4/3/2023 9:45:00 AM

Submitted By	Organization	Testifier Position	Testify
Brandon Asuka	Individual	Support	Written Testimony Only

Comments:

Dear Chair Dela Cruz, Vice Chair Keith-Agaran, and Members of the committee,

I am in strong support of GM507 for the consideration and confirmation of Luis Salaveria as the Director of Budget & Finance. I have worked with Mr. Salaveria for 8+ years and over that time he has demonstrated his commitment to improving our State in his various roles in government and the private sector. I have full faith that Luis is the right person for this position to lead our State as we move past the pandemic.

Thank you for your consideration regarding this matter.