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DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

KA ʻOIHANA HOʻOMOHALA PĀʻOIHANA, ʻIMI WAIWAI A HOʻOMĀKAʻIKAʻI

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DEPT. COMM. NO. 334

DTS: 202601161503TO

January 16, 2026

The Honorable Ronald D. Kouchi
President and Members
of the Senate
Thirty-Third State Legislature
State Capitol, Room 409
Honolulu, Hawaiʻi 96813

The Honorable Nadine K. Nakamura
Speaker and Members of the
House of Representatives
Thirty-Third State Legislature
State Capitol, Room 431
Honolulu, Hawaiʻi 96813

Dear President Kouchi, Speaker Nakamura, and Members of the Legislature:

For your information and consideration, I am transmitting a copy of the General Funds Report as required by Section 8 of Act 250, Session Laws of Hawaiʻi 2025, regarding the $865,000 appropriated for the Made in Hawaiʻi Workforce Development Program.

In accordance with Section 93-16, Hawaiʻi Revised Statutes, I am also informing you that the report may be viewed electronically at:
http://dbedt.hawaii.gov/overview/annual-reports-reports-to-the-legislature/.

Sincerely,

James Kunane Tokioka
DBEDT Director

Enclosure

c: Legislative Reference Bureau

Report to the Legislature on the Made in Hawaii Workforce Development Program Appropriation

Prepared in accordance with Section 8 of Act 250, Session Laws of Hawaii 2025

January 2026

Department of Business, Economic Development & Tourism

DBEDT

STATE OF HAWAI'I

The department prepared this report pursuant to Section 8 of Act 250, Session Laws of Hawaii 2025 which states that “Provided that of the general fund appropriation for strategic marketing and support (BED100), the sum of $865,000 or so much thereof as may be necessary for fiscal year 2025-2026 and the same sum or so much thereof as may be necessary for fiscal year 2026-2027 shall be expended for the made in Hawaii workforce development program in accordance with section 486-119, Hawaii Revised Statutes; provided further that the department of business, economic development, and tourism shall submit a report to the legislature no later than thirty days prior to the convening of the regular session of 2026, that shall include but not be limited to the number of new companies assisted at local events and shows, number of new to export companies for both domestic and international exports, number of market expansion companies that expanding into a new region or country market, aggregate actual sales of companies assisted at consumer shows or at local, domestic, and international trade shows, aggregate projected sales anticipated within twelve to eighteen months after an export activity, aggregate number of jobs generated or supported as a result of assistance, and economic impact from assistance provided…”.

Workforce Development Program Update

To date, the Department of Budget and Finance has not released the $865,000 allocated to DBEDT for the workforce development program; therefore, these funds have not been utilized. The results below reflect expenditures from BDSD’s base budget and federal funding:

Program Results

Metric	Value
New Export Companies	70
Market Expansion Companies	56
Total Aggregate Actual Export Sales	$1,264,625
Total Aggregate Projected Export Sales	$16,387,840
Companies Assisted at Local Shows	36
Total Revenue Generated at Local Shows	$458,000
Total Export Sales	$17,652,465
Total Local Sales	$458,000

Economic Impact

Exports	Output	Earnings	State Taxes	Jobs (per MM$)
Food Manufacturing	29,851,095	7,897,205	1,342,313	189
Other manufacturing	6,162,568	2,117,594	306,643	40
Totals from exports	36,013,662	10,014,799	1,648,956	229
Local sales				
Food Manufacturing	774,498	204,896	34,827	5
Other manufacturing	159,890	54,942	7,956	1
Totals from local	934,388	259,838	42,783	6
From Total Sales	36,948,051	10,274,637	1,691,739	235

Summary

Despite the delay in releasing the workforce development funds, BDSD achieved significant results using its base budget and federal funding. The program supported **126 companies** (new and expanding exporters), generated **$1.26 million in actual export sales**, and projected **$16.39 million in future export sales**. Local shows contributed an additional **$458,000 in revenue**, resulting in a combined economic impact of over **$18 million**. Output is calculated at **$37 million,** earnings at **$10 million,** State taxes generated totals **$1.7 million** and jobs created or supported amounts to **235.**

Any questions, please call Dennis Ling at 808-387-8140 or contact at dennis.t.ling@hawaii.gov.