



**DEPARTMENT OF BUSINESS,  
ECONOMIC DEVELOPMENT & TOURISM**  
KA 'OIHANA HO'OMOHALA PĀ'OIHANA, 'IMI WAIWAI  
A HO'OMĀKA'IKA'I

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Statement of  
**James Kunane Tokioka**  
**Director**  
Department of Business, Economic Development, and Tourism  
before the  
**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM**

Tuesday, February 10, 2026  
1:02 PM  
State Capitol, Conference Room 229

In consideration of  
**SB3049**  
**RELATING TO TRADE-ORIENTED PRODUCTION CAPACITY GRANT PROGRAM.**

Chair De Coite, Vice Chair Wakai and members of the Committee. The Department of Business, Economic Development and Tourism (DBEDT) supports the intent of SB3049, which establishes the Trade-Oriented Production Capacity Grant Program within DBEDT.

This measure aligns with DBEDT's objective, which prioritizes growing traded-sector industries that bring new dollars into the State, diversify Hawai'i's economic base, and reduce over-reliance on visitor-driven activity. Expanding trade and export activity represents a timely and practical solution to stabilize businesses and create new revenue streams, further diversifying the State's economy and lessening our reliance on tourism. Because trade-oriented production investments are capital-based and employer-driven, they are capable of generating measurable economic returns more quickly than longer-term structural reforms.

This grant program is needed because many local manufacturers and producers have the potential to access interstate and international markets but are constrained by production capacity issues and insufficient capital to address those issues. SB3049 provides one-time capital investment grants for equipment, automation, and facility upgrades that directly increase output, efficiency, and competitiveness, while leveraging private-sector matching funds to ensure fiscally responsible use of public resources.

We note that DBEDT's Hawai'i State Trade Expansion Program (HiSTEP) provides some financial assistance to small businesses to support their export market development costs. However, these funds are prohibited from being used for production, so this grant program would dovetail nicely with HiSTEP.

SB3049 is a strategic, implementation-focused measure that advances Hawai'i's economic diversification goals by prioritizing projects capable of delivering measurable near-term outcomes, including increased production, export activity, and job creation or retention. It leverages existing DBEDT infrastructure and industry relationships to ensure efficient implementation and oversight. DBEDT supports its passage to help position Hawai'i for sustainable growth in the global marketplace. DBEDT recommends an initial funding level of \$300,000 for this program.

Thank you for the opportunity to testify.

Written Statement of  
**Trung Lam, Executive Director**

before the  
Senate Committee of Economic Development and Tourism

Tuesday, February 10, 2026  
1:02 pm  
Conference Room 229 & Videoconference

In consideration of  
SB 3049  
RELATING TO TRADE-ORIENTED PRODUCTION CAPACITY GRANT PROGRAM

Chair Decoite, Vice Chair Wakai, and Members of the Committee,

Hawai'i Technology Development Corporation (HTDC) supports SB3049 and appreciates the opportunity to clarify how this bill reduces duplication, controls costs, and strengthens program focus across DBEDT and HTDC.

SB3049 establishes a clear and intentional division of responsibility between DBEDT- Business Development & Support Division (BDSB) and HTDC that reflects the different needs of Hawai'i's manufacturing economy.

This approach aligns with DBEDT's Redesigning Hawai'i's Economy for Resilience framework, which emphasizes strengthening traded sectors, expanding value-added production, and improving the State's ability to generate economic returns beyond tourism. By positioning BDSB to administer trade- and export-oriented production capacity investments, SB3049 reinforces DBEDT's role in accelerating near-term export growth, while allowing HTDC to remain focused on technology-driven and advanced manufacturing that supports innovation, process modernization, and in-state scaling. Together, these complementary roles create a more coherent and disciplined manufacturing support pipeline.

Under SB3049, DBEDT-BDSB would be positioned to support trade and export focused manufacturing activities, including equipment and infrastructure upgrades that emphasize export readiness, and interstate and international trade. These activities are critical to strengthening Hawai'i's participation in regional and global markets.

SB3049 supports a clearer distinction between trade-oriented manufacturing activities administered by DBEDT and HTDC's ongoing focus on technology-driven and advanced manufacturing through the Manufacturer's Assistance Program (MAP). This clarity helps ensure that each program is aligned with its intended outcomes and avoids duplication across agencies.



By clearly separating these roles, SB3049 directly addresses concerns about duplication. Each program serves a distinct function, targets different outcomes, and supports different segments of the manufacturing ecosystem. This clarity allows both agencies to operate more efficiently and reduces the risk of multiple programs competing for the same applicants or being asked to achieve conflicting objectives.

SB3049 also represents a fiscally responsible approach. Rather than expanding the scope of existing programs and increasing administrative burden, the bill aligns each program with what it does best. This improves accountability, allows for more precise performance measurement, and ensures that limited state resources are deployed where they have the greatest impact.

From HTDC's perspective, SB3049 strengthens MAP by allowing it to remain tightly focused on technology company manufacturing in Hawai'i, while enabling DBEDT to advance complementary, trade-oriented manufacturing strategies that benefit the broader economy. Together, these programs create a more coherent and cost-effective framework for supporting manufacturing, innovation, and economic diversification.

For these reasons, HTDC supports SB3049 and believes it provides the Legislature with a clear, non-duplicative, and strategic approach to manufacturing-related economic development.

"HTDC looks forward to continuing coordination with DBEDT and the Legislature on how manufacturing support programs can evolve over time to remain aligned with the State's economic resilience goals."

Mahalo for the opportunity to provide testimony.





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**Joe Carter**, Coca-Cola Bottling of Hawaii, Odom, *Advisor*  
**Eddie Asato**, Pint Size Hawaii, *Advisor*  
**Gary Okimoto**, Safeway, *Advisor*  
**Maile Miyashiro**, C&S Wholesale, *Immediate Past Chair*

TO: Committee on Economic Development and Tourism

FROM: HAWAII FOOD INDUSTRY ASSOCIATION

Lauren Zirbel, Executive Director

DATE: February 10, 2026

TIME: 1:02pm

RE: SB3049 Relating to Trade-Oriented Production Capacity Grant Program

Position: Support

The Hawaii Food Industry Association is comprised of two hundred member companies representing retailers, suppliers, producers, manufacturers and distributors of food and beverage related products in the State of Hawaii.

HFIA is in support of this measure to establish a trade-oriented production capacity grant program within the department of business, economic development, and tourism to support one-time capital investments that expand the State's manufacturing and production capacity for trade, enable local businesses to reach export markets, and deliver measurable economic returns in the near term. As the measure notes, "Many manufacturers, producers, and value-added businesses in the State have the potential to access interstate and international markets but are constrained by limited production capacity, outdated equipment, and insufficient capital for modernization."

HFIA has proudly produced the Made in Hawaii Festival for over 30 years. We know the value of locally made products and the tremendous potential of local manufacturers. Many of these businesses have the capacity to reach interstate and international markets if given the right support from the State. We believe this program is a functional mechanism to provide that support and help these local businesses grow and thrive. Supporting local manufacturers and enabling increased trade helps create a Hawaii economy that is more diverse, more resilient, and stronger for us all.

We urge the Committee to pass this measure and we thank you for the opportunity to testify.



# MAUI

CHAMBER OF COMMERCE

VOICE OF BUSINESS

**HEARING BEFORE THE SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TOURISM  
HAWAII STATE CAPITOL, SENATE CONFERENCE ROOM 229  
TUESDAY, FEBRUARY 10, 2026 AT 1:02 P.M.**

To The Honorable Senator Lynn DeCoite, Chair  
The Honorable Senator Glenn Wakai, Vice Chair  
Members of the Committee on Economic Development & Tourism

**SUPPORT SB3049 RELATING TO TRADE-ORIENTED PRODUCTION  
CAPACITY GRANT PROGRAM**

The Maui Chamber of Commerce supports SB3049, on the establishment of the Trade-Oriented Production Capacity Grant Program. This is especially relevant given ongoing challenges faced by Maui's business community, which continues to recover from recent economic disruptions and seeks pathways to long-term stability.

This bill aligns with our priorities by directly investing in the productivity and competitiveness of Hawai'i-based manufacturers and producers with interstate and international market potential. By providing targeted grants for equipment, automation, and facility improvements, the program addresses persistent barriers to scaling up local production, thereby enabling businesses to access new markets and create higher-value jobs. The requirement for private-sector matching funds further ensures that grant recipients are committed to growth and that public investment is leveraged for maximum impact.

Prioritizing traded-sector businesses is a strategic approach that supports economic diversification beyond tourism, which is vital for Maui and the broader state economy. Encouraging the development of industries such as manufacturing, value-added food and beverage, and technology not only strengthens our economic foundation but also enhances our resilience. This program offers a practical mechanism to accelerate such diversification, supporting both immediate recovery and long-term prosperity for local communities.

Mahalo for the opportunity to provide testimony on SB3049 and ask that you move this bill forward.

Sincerely,

Pamela Tumpap  
President

To advance and promote a healthy economic environment for business, advocating for a responsive government and quality education, while preserving Maui's unique community characteristics.



February 10, 2026

**SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM**

Sen. Lynn DeCoite, Chair; Sen. Glenn Wakai, Vice Chair; and Committee Members  
Public Hearing, February 10, 2026; 1:02 p.m. – Conference Room 229, State Capitol

**Testimony of William F. Anonsen, Managing Partner/Principal of The Maritime Group**  
**In Support of S.B. 3049, Trade-Oriented Production Capacity Grant Program**

My name is William F. Anonsen, the Managing Partner/Principal of The Maritime Group, and I am submitting testimony in support of this measure establishing the Trade-Oriented Production Capacity Grant Program within the DBEDT. I offer these comments as a councilmember of the Hawai'i Pacific Export Council and Principal of The Maritime Group, where my work focuses on maritime transportation, supply chain resiliency, and trade competitiveness for our island state.

This bill addresses a fundamental challenge facing Hawai'i's economy, our heavy reliance on tourism and the need to diversify into export-oriented industries. Many local manufacturers, processors, and value-added producers have the ability to reach mainland and international markets but lack the capital to modernize equipment, automate processes, or expand production. Targeted grants for these one-time investments, paired with private-sector matching funds, represent a practical and fiscally responsible way to unlock that potential.

From both an economic and maritime perspective, strengthening local production capacity directly benefits the State. Increased exports support local jobs, generate new revenue, and improve the efficiency and resilience of our supply chain. Every additional Hawai'i-made product shipped outward strengthens our ports, lowers transportation costs over time, and reinforces our long-term economic stability.

I especially appreciate the bill's emphasis on measurable outcomes, matching funds, and accountability. To further strengthen the program, I respectfully encourage the use of clear performance metrics, coordination with existing export-assistance partners, and prioritization of sectors that enhance food security, value-added manufacturing, and trade competitiveness.

Overall, this measure represents a timely, market-driven investment in Hawai'i's productive capacity and long-term resilience. I respectfully support the bill and stand ready to assist as a resource if helpful.

Mahalo for your consideration

Respectfully submitted,

*William F. Anonsen*

Managing Partner/Principal  
THE MARITIME GROUP



**LATE**

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February 10, 2026

HEARING BEFORE THE  
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM

**TESTIMONY ON SB 3049**  
RELATING TO TRADE-ORIENTED PRODUCTION CAPACITY GRANT PROGRAM

Conference Room 229 & Videoconference  
1:02 PM

Aloha Chair DeCoite, Vice-Chair Wakai, 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 supports SB 3049**, which establishes a Trade-Oriented Production Capacity Grant Program within the Department of Business, Economic Development, and Tourism to assist local businesses with one-time capital investments that expand production capacity, improve efficiency, and increase competitiveness in interstate and international markets.

This measure is especially important for Hawai'i's farmers and value-added producers who seek to move beyond raw commodity sales into higher-value processing, manufacturing, and export markets. Many agricultural operations and ag-based manufacturers face constraints related to outdated equipment, limited processing capacity, and the high cost of modernization. These challenges limit growth, reduce profitability, and make it difficult for local products to compete with imports.

The Trade-Oriented Production Capacity Grant Program can help address these barriers by supporting investments in processing equipment, automation, and facility upgrades that allow locally grown agricultural products to be transformed into shelf-stable, export-ready goods. Expanding value-added production strengthens farm income, creates skilled jobs, reduces waste from off-grade or excess production, and helps diversify Hawai'i's economy beyond tourism.

The Hawai'i Farm Bureau appreciates that the bill prioritizes traded-sector businesses, requires private-sector matching funds, and focuses on measurable near-term economic

returns. These guardrails help ensure that public investments are leveraged, accountable, and aligned with broader economic resilience goals.

As Hawai'i works to grow agriculture, increase food and product self-sufficiency, and support economic diversification, access to capital for production capacity is critical. SB 3049 complements existing agricultural and economic development efforts by helping farms and ag-based manufacturers scale responsibly and access new markets.

Thank you for the opportunity to provide testimony.

**Testimony to the Senate Committee on Economic Development and Tourism  
Senator Lynn DeCoite, Chair  
Senator Glenn Wakai, Vice Chair**

**Tuesday, February 10, 2026, at 1:02PM  
Conference Room 229 & Videoconference**

**LATE**

**RE: SB3049 Relating to Trade-Oriented Production Capacity Grant Program**

Aloha e Chair DeCoite, Vice Chair Wakai, and Members of the Committee:

My name is Sherry Menor, President and CEO of the Chamber of Commerce Hawaii ("The Chamber"). The Chamber supports Senate Bill 3049 (SB3049), which establishes a Trade-Oriented Production Capacity Grant Program within the Department of Business, Economic Development, and Tourism to support capital investments that expand manufacturing and production capacity for trade.

SB 3049 directly aligns with the Travel & Tourism Pillar of the Chamber's 2030 Blueprint for Hawaii: An Economic Action Plan, which emphasizes enhancing visitor experiences, expanding attractions, and broadening the economic base that supports the tourism ecosystem.

The Chamber recognizes manufacturing not only as a key driver of economic self-sufficiency, diversification, and export growth, but also as an emerging complement to Hawaii's travel and tourism industry. Through site visits with our members, we have found that successful manufacturing operations in Hawaii often serve as tourist attractions themselves. These manufacturers draw visitors who seek place-based experiences and insight into local industry. A manufacturer benefits in several ways by offering tourist experiences: revenue diversification; opportunities for brand cultivation and product placement; improves product affinity amongst consumers; and uses the consumer experience to leverage modern forms of advertisement, such as social media virality.

Investments supported by SB 3049 would help modernize equipment, expand production capacity, and enable local producers to reach broader markets, while also creating new points of interest that diversify Hawaii's visitor economy. By increasing the state's production capacity, these grants can stimulate diversified industry and job creation while enhancing the visitor experience. This dual impact supports both tourism attractiveness and long-term economic sustainability.

For these reasons, we respectfully ask to pass Senate Bill 3049. Thank you for the opportunity to testify.

The Chamber of Commerce Hawaii is the state's leading business advocacy organization, dedicated to improving Hawaii's economy and securing Hawaii's future for growth and opportunity. Our mission is to foster a vibrant economic climate. As such, we support initiatives and policies that align with the 2030

Blueprint for Hawaii that create opportunities to strengthen overall competitiveness, improve the quantity and skills of available workforce, diversify the economy, and build greater local wealth.

**LATE**

**SB-3049**

Submitted on: 2/10/2026 10:40:41 AM  
Testimony for EDT on 2/10/2026 1:02:00 PM

<b>Submitted By</b>	<b>Organization</b>	<b>Testifier Position</b>	<b>Testify</b>
Randall John Francisco	Individual	Support	Written Testimony Only

Comments:

I am in strong support of this legislation as it will contribute to economic diversification and demonstrates that the State of Hawaii continues to support the need in this area, especially, the manufacturing base and the brand of "Hawaii". Mahalo for the opportunity to testify and communicate support in this process. Aloha.