



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
SB3227
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

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

As the Hawai'i Technology Development Corporation (HTDC), our mission is to position Hawai'i as a leading technology innovation hub in the Pacific, with a focus on advancing the space and ocean sectors. SB3227 directly aligns with our core objectives by supporting economic diversification through innovation and technology, and by providing resources to key programs that foster small business growth and technological advancement in the state.

The bill's provisions to appropriate funds for the Hawaii Small Business Innovation Research Program, Manufacturing Assistance Program, and accelerator and small business training programs will significantly strengthen the foundation for technology-driven economic development. These initiatives are essential for supporting local entrepreneurs, encouraging research and development, and accelerating the commercialization of innovative products and services. Such support is particularly vital for emerging sectors like the blue economy, space technology, biotech, and advanced manufacturing, all of which are integral to Hawai'i's long-term economic resilience and global competitiveness.

Mahalo for this opportunity to provide testimony in strong support of SB3227.



NORMAL

Normal Corporation - 131 Hekili St, Suite 208, Kailua, Hi 96734 - airform.space

Statement of

Clara Lee

Chief of Staff

Normal Corporation

before the

Senate Committee on Economic Development & Tourism

Tuesday, February 10, 2026

1:02 PM

State Capitol, Conference Room 229 & Videoconference

In consideration of

SB 3227

RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Normal Corporation **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Normal Corporation is a high technology, advanced manufacturing heat pump start up based on Oahu. We were founded in Kailua in 2022 to provide a solution to Hawaii's manufacturing economy, which is severely limited and too heavily reliant on imports from the mainland and around the world. We are dedicated to building manufacturing capabilities from scratch so that kama'aina can benefit from more affordable cooling and water heating, high quality local jobs, and a smaller carbon footprint. We currently employ over 20 kama'aina, with over 80% being University of Hawaii - Manoa graduates.

Thank you for the opportunity to offer these comments.



LATE

Statement of
Valerie Harmon
Founder and CEO
Namaka Algae, Inc.
before the

Senate Committee on Economic Development & Tourism

Tuesday, February 10, 2026
1:02 PM

State Capitol, Conference Room 229 & Videoconference

In consideration of
SB 3227

RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Nāmaka Algae, Inc. strongly **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Nāmaka Algae, Inc. is a technology first company focused on low-cost algae biomass for fish superfoods. We produce in Hawai'i for Hawai'i markets and plan to expand to the US mainland and globally for larger market access and profitability. Aquaculture has the potential to provide efficient, low carbon footprint protein to feed our growing populations, and at Nāmaka we aim to support the growth of this industry by providing quality, reliable and nutritious feed ingredients made from microalgae. We support HTDCs programs which benefit our company greatly. The focus on Marine and Ocean tech and industries is vital to continue the growth and expansion of our industries to support job growth, and ultimately improved food security for our Islands.

Thank you for the opportunity to offer these comments.

Aloha,



Valerie Harmon
Valerie Harmon



LATE

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February 10, 2026

HEARING BEFORE THE
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM

TESTIMONY ON SB 3227
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

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 3227, which strengthens Hawai'i's economic diversification efforts by directing the Hawai'i Technology Development Corporation to establish state goals and implement projects that support innovation, manufacturing, and technology-based solutions.

As production costs continue to rise, increasing farm revenues is critical to the long-term viability of agriculture in Hawai'i. Value-added processing, manufacturing, and commercialization allow farmers to reduce waste, utilize off-grade or excess production, and access new markets. Programs such as HTDC's Manufacturing Assistance Program, Small Business Innovation Research matching grants, and accelerator and training programs help address barriers related to capital, scale, and competitiveness.

Hawai'i's farmers and value-added food producers face some of the highest costs in the nation for labor, land, energy, transportation, and regulatory compliance. Strategic investments that support innovation and manufacturing can help local businesses compete with imported products, retain economic value in the state, and create new employment opportunities.

Thank you for the opportunity to provide testimony in support of SB 3227.



Statement of
Hermann Kugeler
Vice President of Business Development
Makai Ocean Engineering, Inc.
before the
SENATE COMMITTEE ON ECONOMIC DEVELOPMENT & TOURISM
Tuesday, February 10, 2026
1:02 pm
In consideration of
SB3227
RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION.

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

Makai Ocean Engineering, Inc. (Makai) **SUPPORTS SB3227** that appropriates funds to support the Hawaii Small Business Innovation Research Program, Manufacturing Assistance Program, and accelerator and small business training programs..

About Makai Ocean Engineering

Makai Ocean Engineering, Inc. is a locally-owned and operated technology company based in Hawaii for over 50 years and an active participant in the Small Business Innovation Research (SBIR) grant program. The SBIR program consists of three phases that encourages early stage investment and innovation in technology. Phase 1 provides a very small amount of money that is barely enough for proof of concept research. However, it is the Phase 2 and 3 funding stages that really provide a means of development for companies to transition the idea and research conducted in Phase I, to prototyping to commercialization.

Makai Ocean Engineering, Inc. has historically been an engineering services provider, but now, with the help of the State's current manufacturing assistance program, Makai is diversifying into low-volume manufacturing. Makai has been involved in marine-related engineering in Hawaii for over 50 years, and have been involved in a heat exchanger R&D program since 2009. Now, we are ramping up production from a small manufacturing plant for heat exchangers on the Big Island of Hawaii, which is sustaining approximately 8 highly-skilled, high-paying STEM / engineering jobs in rural Kona. We have a strategic advantage for developing and manufacturing low-volumes of these components in Hawaii for two reasons: the U.S. Navy and Air Force's presence in Hawaii, and Makai already owns and operates a marine heat exchanger test facility and marine corrosion lab on the Big Island.

Why SB3227 Matters

The Hawaii SBIR program supports projects with vetted technology backed with federal funds. The state matching funds are critical in advancing development, which helps win later phase awards and assists in getting the technology out into the market. The SBIR matching grants assist companies that have a commercially-promising project that has a difficult development plan. Carefully selected matching grants represent more of a "sure bet" in terms of a successful



and highly leveraged investment in economic development for the State, and growing our tech sector.

For example, Makai's subsea cable laying software began as a Phase 1 SBIR (matched by State for \$20k in the year 2000) and then went on to Phase 2 and 3 and became the world's #1 commercial cable laying software, with over \$50 million in commercial revenues and high tech jobs for Hawaii over the last 25+ years. This is a direct multiplier of more than 2500X for the State's investment, not counting the indirect benefits of retaining some of the world's best engineers in Hawaii and the additional technologies they have generated during this time.

Makai is currently working on a Phase III SBIR program focused on development of a temperature sensing tow cable, and recently received a procurement contract for this technology. In 2018 HTDC awarded Makai an HSBIR Phase I grant for this program, that we believe was a key reason we were selected for the Phase II and III awards. This program alone, has already resulted in a direct multiplier of more than 150X the State's investment, in federal funds. This is expected to grow as the technology transitions to the Navy fleet and commercial markets in the coming years.

The impact of SBIR funding extends beyond individual companies. In 2017, Makai received the prestigious SBIR Tibbetts Award at the White House, recognizing our contributions to job creation and commercialization of federal R&D. Hawai'i needs this HTDC-administered program to continue supporting local companies that have the potential to become national success stories.

Conclusion

This is why we **SUPPORT SB3227**, which would provide the state matching funds for federal SBIR programs and manufacturing assistance to enable companies to commercialize new technologies more effectively. Not only would this expansion of funding enable our tech industry to compete and win more Federal monies for technology development and manufacturing, it would provide highly-skilled professional jobs for our keiki here at home.

Thank you for the opportunity to offer these comments.

Statement of
Dr. Michael Reiley
President, HNu Photonics
before the
Senate Committee on Economic Development & Tourism
Tuesday, February 10, 2026
1:02 p.m.
State Capitol, Conference Room 229 and Videoconference

In consideration of
SB 3227
RELATING TO HAWAII' I TECHNOLOGY DEVELOPMENT CORPORATION

HNu Photonics **STRONGLY SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (SBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Recognizing that small businesses are the engine of economic growth in the United States, many Federal agencies fund early-stage research endeavors under the Small Business Innovative Research (SBIR) program. SBIR awards are extremely competitive with an overall win probability of about 15%.

These awards are firm fixed price at predetermined funding levels, regardless of the geographic location of the Company. This puts Hawaii companies at a distinct disadvantage to companies from many other states because our cost of doing business is so much higher. From salaries to facilities to taxes to travel expenses, it is much more difficult for Hawaii companies to deliver results to win awards for additional phases of SBIR research under a fixed budget.

The Hawaii SBIR matching grant program is crucial for leveling the playing field to enable Hawaii companies, who have been successful in winning an SBIR award, to deliver results of a caliber to secure funding for subsequent SBIR phases.

My company has been the grateful recipient of several of these matching awards and it has made an enormous contribution to accelerating much-needed technologies for NASA, the Defense Logistics Agency, DARPA and the U.S. Army. This program truly has a real impact on economic development and diversification.

For my company, SBIR projects and matching Phase I and Phase II grants have directly resulted in our ability to hire additional qualified staff. Living wage jobs for Kama'aina graduates are a tangible outcome of this program. Mahalo!



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 SB3227 RELATING TO THE HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

The Maui Chamber of Commerce supports SB3227, as it seeks to strengthen Hawai'i's economic foundation by empowering the Hawai'i Technology Development Corporation (HTDC) to set clear goals and implement targeted projects that foster new industries and support small business growth.

The bill's focus on supporting programs such as the Hawai'i Small Business Innovation Research Program, Manufacturing Assistance Program, and accelerator and training initiatives aligns closely with our priorities. These efforts are essential for nurturing local entrepreneurship, encouraging investment in emerging sectors, and creating high-quality jobs beyond the traditional tourism economy. These programs offer vital support to businesses facing ongoing challenges, including access to capital, workforce development, and market diversification.

We believe that fostering a diverse economy, spanning technology, manufacturing, creative industries, and value-added products, will better equip Hawai'i to withstand future disruptions and provide lasting opportunities for residents. Continued collaboration with local stakeholders, including businesses and workforce organizations, will be essential for maximizing the impact of these initiatives.

We appreciate the opportunity to provide testimony on SB3227 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.



Statement of
BARBARA LOGAN
CO-FOUNDER
UNCLE'S ICE CREAM
before the
Senate Committee on Economic Development & Tourism

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

In consideration of
SB 3227
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Uncle's Ice Cream **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Uncle's Ice Cream is grateful to be a direct beneficiary of the **Manufacturing Assistance Program (MAP)**, a vital grant administered by HTDC that allowed us to purchase much needed equipment to grow our production capacity.

Also, HTDC's partnership with the **Hawai'i SBDC** provided us with important business advisory services to effectively utilize state resources and scale our operations.

Thank you for the opportunity to offer these comments.



Statement of
Carlo Liquido
Executive Director
Pi'ikū Co.
before the
Senate Committee on Economic Development & Tourism

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

In consideration of
SB 3227
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Pi'ikū Co. **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Pi'ikū Co. is a Hawai'i-based 501(c)(3) nonprofit that provides work-based learning programs for emerging technology talent. HTDC's programs are essential to our mission because they create the innovation ecosystem where our graduates can build sustainable careers in Hawai'i. The accelerator and small business training programs directly support the companies that hire our participants and strengthen sectors that provide high-quality employment opportunities for local talent. Pi'ikū operates on a lean model focused entirely on participant outcomes, and we depend on a thriving local tech ecosystem to ensure our graduates don't need to leave Hawai'i for opportunity. This appropriation would expand the pipeline of innovative companies and employers in our state, creating more pathways for Native Hawaiian and local youth to access technology careers without migrating to the mainland. By investing in HTDC's programs, the legislature invests in both economic diversification and workforce retention—ensuring that the talent we develop through programs like Pi'ikū has somewhere to grow right here at home.



Thank you for the opportunity to offer these comments.

SB-3227

Submitted on: 2/9/2026 8:22:16 AM

Testimony for EDT on 2/10/2026 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Charlie Field	Testifying for PacMar Technologies	Support	Written Testimony Only

Comments:

PacMar Technologies SUPPORTS SB 3227 that appropriates funds for HTDC’s core programs: the Manufacturing Assistance Program (MAP), Hawai‘i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in development and commercialization of technologies for our company, while ensuring skilled employment have opportunities for technical jobs within the state of Hawaii. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Statement of
Nam Vu
Co-Founder
Hub Coworking Hawaii
before the
Senate Committee on Economic Development & Tourism

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

In consideration of
SB 3227
RELATING TO HAWAII TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Hub Coworking Hawaii **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting the commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

About Hub Coworking Hawaii and the Importance of HTDC Programs

Hub Coworking Hawaii is a locally founded and operated coworking and innovation company serving entrepreneurs, small businesses, startups, and remote professionals across Hawai'i. With locations in Honolulu and Waikīkī, Hub Coworking Hawaii provides flexible workspace, meeting and event facilities, and community-driven programming that supports business formation, growth, and collaboration across industries including technology, creative services, professional services, and emerging innovation sectors.

As an operator deeply embedded in Hawai'i's startup and small business ecosystem, Hub Coworking Hawaii regularly works with early-stage founders, SBIR applicants, manufacturers, and high-growth companies who rely on HTDC's programs as critical infrastructure for innovation. Programs such as MAP, HSBIR, and small business training and accelerator initiatives help bridge the gap between ideas and commercialization by providing access to capital, technical assistance, and business education that are often unavailable through traditional channels in Hawai'i.

HTDC's programs directly benefit businesses within our community by helping them validate technologies, secure non-dilutive funding, strengthen business fundamentals, and create high-quality local jobs. Many of the companies that utilize our workspace and participate in our events either currently participate in or aspire to participate in HTDC-supported programs as part of their growth journey.

Hub Coworking Hawaii currently supports hundreds of members annually and helps enable millions of dollars in economic activity through rent, services, events, and partnerships. Our operations support local employment while providing an accessible on-ramp for innovation-driven businesses that contribute to Hawai'i's long-term economic diversification.

Appropriating funds for HTDC's core programs ensures that organizations like ours can continue to serve as launchpads for local entrepreneurs, while Hawai'i-based companies gain the tools they need to scale, commercialize research, and compete globally without leaving the state.

Thank you for the opportunity to offer these comments.

Mahalo,



Nam Vu



Small Kine Farm

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smallkinefarm@gmail.com

www.smallkinefarm.com

Statement of
Fung Yang President Small Kine Farm
before the
Senate Committee on Economic Development & Tourism

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

In consideration of
SB 3227
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Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic
Development & Tourism.

Small Kine Farm SUPPORTS SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

My company manufactures organic compost and is also the only USDA Certified organic mushroom farm in the State. HTDC has helped us to start and stay competitive from the very beginning. I am hoping to see more small businesses who can benefit from their help with more staff and more funding. They are playing an important role in our economy to support small innovative businesses. I am currently employing 5 full time and 1 part time workers at the farm. Last year revenue was \$350,000.

Thank you for the opportunity to offer these comments.

SB-3227

Submitted on: 2/9/2026 11:32:30 AM

Testimony for EDT on 2/10/2026 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Anthony John Escasa	Testifying for Pacific Impact Zone	Support	Written Testimony Only

Comments:

**WRITTEN TESTIMONY
IN SUPPORT OF SB3227
RELATING TO ECONOMIC DEVELOPMENT**

Aloha Chair and Members of the Committee,

Pacific Impact Zone respectfully submits this testimony in strong support of SB3227, which strengthens the Hawaii Technology Development Corporation’s ability to advance economic diversification through innovation, technology, and manufacturing.

Pacific Impact Zone is currently working with HTDC through a public-private partnership to establish a shared-use advanced manufacturing facility in Hawai‘i. The purpose of this facility is to enable local companies, including small manufacturers, ocean technology firms, and dual-use innovators, to design, prototype, and produce commercial-grade products without the prohibitive capital costs that often force companies to leave the state. SB3227 directly supports the ecosystem conditions required for this effort to succeed.

As an operator, we see clearly that advanced manufacturing facilities do not succeed on infrastructure alone. They depend on a steady pipeline of prepared companies, access to federal and private capital, workforce readiness, and commercialization support. The programs funded and reinforced by SB3227, including the Hawaii Small Business Innovation Research Program, Manufacturing Assistance Program, and accelerator and training initiatives, are essential to building that pipeline and ensuring sustained utilization of shared manufacturing capacity .

HTDC’s assistance through these programs materially improves our ability to secure and operate the facility. SBIR matching grants help local companies win federal awards that can be executed through shared manufacturing infrastructure. Manufacturing assistance enables firms to improve quality systems, production readiness, and competitiveness, which directly reduces operational risk for a shared-use facility. Accelerator and training programs prepare entrepreneurs to move from early innovation into scalable production, ensuring that manufacturing capacity is matched with real demand.

From a public-private partnership standpoint, SB3227 strengthens the State’s role as a catalytic partner rather than a sole operator. By equipping HTDC with flexible programmatic tools and implementation funding, the bill allows the State to de-risk early stages of facility development

while relying on private operators to deliver long-term sustainability through earned revenue, memberships, and federal contracts. This alignment is critical to making advanced manufacturing viable in Hawai'i's high-cost environment.

We also support the bill's emphasis on accountability through annual reporting. Transparent reporting on projects implemented and outcomes achieved helps ensure that public investment is tied to measurable economic impact, including job creation, federal dollars leveraged, and manufacturing capacity brought online.

In summary, SB3227 provides the policy and programmatic backbone needed to translate innovation into production. For Pacific Impact Zone and our partners, it materially strengthens our ability to build, secure, and operate a shared advanced manufacturing facility that serves Hawai'i companies statewide. We respectfully urge the Committee to pass SB3227.

Mahalo for the opportunity to provide testimony.



**Grace Iwashita, Manager – Business Development
Hawaiian King Candies, LLC
before the
Senate Committee on Economic Development & Tourism**

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

In consideration of
SB 3227
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Hawaiian King Candies, LLC **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Hawaiian King Candies, LLC is a Honolulu-based manufacturer of confections and snack products and has proudly operated in Hawai'i for over 40 years. As a long-standing local manufacturer, our business depends on continued investment in innovation, infrastructure, and workforce development to remain competitive in both local and national markets. Access to federal grant programs—supported by timely state matching funds—can help manufacturers modernize production, improve supply chain resilience, and adopt new technologies.

SB 3227 ensures continued investment in the programs that strengthen Hawai'i's innovation and manufacturing ecosystem.

Thank you for the opportunity to offer these comments.



Hawaii's Finest Macadamia Nuts ~ Chocolates ~ Confections

Statement of
Batdelger Jaavaa – CFO
Purdyco, Ltd. dba Island Princess
before the
Senate Committee on Economic Development & Tourism

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

In consideration of
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RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Purdyco, Ltd. **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Purdyco, Ltd. is a Hawai'i-based agricultural and food manufacturing company engaged in the farming, processing, and marketing of macadamia nuts and confectionery products. Our operations rely on modern processing facilities, efficient logistics, and continuous product innovation. Federal programs that support manufacturing upgrades and research often require state matching funds, which can be a barrier for local companies without a reliable mechanism in place.

SB 3227 supports the continued success of local value-added agriculture and manufacturing businesses.

Thank you for the opportunity to offer these comments.



Charna Rae Naeole – General Manager
COHI, Inc. dba Coffees of Hawaii
before the
Senate Committee on Economic Development & Tourism

Tuesday, February 10, 2026
1:02 PM
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In consideration of
SB 3227
RELATING TO HAWAII' TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

COHI, Inc. **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawaii's Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

These programs play an important role in supporting innovation, sustainability, and commercialization for Hawaii-based producers. As a coffee farm and roasting company operating on Moloka'i, access to technical assistance and business development support is essential to our continued growth and contribution to the local economy.

SB 3227 strengthens the foundation for innovation-driven businesses across Hawaii.

Thank you for the opportunity to offer these comments.

COHI, Inc.
1630 Farrington Ave., PO Box 37, Kualapuu HI 96757-0037
Tel: 808-567-9490 Fax: 808-567-9180



MAUI BREWING CO

4 February 2026

[COMMITTEE ON ECONOMIC DEVELOPMENT AND TOURISM](#)

Senator Lynn DeCoite, Chair

Senator Glenn Wakai, Vice Chair

Re: Support SB3227

Aloha Chair, Vice Chair, and Members of the Committee:

My name is Garrett W. Marrero, I am the CEO and Co-Founder of Maui Brewing Co., operating locations in Lahaina, Kaanapali, and Kihei on Maui, and Waikiki and Kailua on Oahu. Made in Hawai'i and sold in 6 States and 2 Countries, employing more than 500 teammates across Hawai'i. I am in strong support of SB3227, which appropriates funds for the Hawai'i Technology Development Corporation's (HTDC) core programs, including the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training and Accelerator programs.

If Hawai'i is serious about diversifying its economy beyond tourism, we must invest in manufacturing—and MAP is one of the few programs specifically designed to do just that. Manufacturing creates high-quality, skilled jobs, supports local supply chains, improves economic resilience, and keeps value-added production in Hawai'i rather than exporting it to the mainland.

The Manufacturing Assistance Program is essential and needs continued support and funding if we aim to save, support, and grow manufacturing in Hawai'i. MAP provides practical, on-the-ground assistance to local manufacturers—helping them modernize operations, improve efficiency, adopt new technologies, and scale responsibly. These are not theoretical benefits; they are tangible tools that help local businesses survive and grow in one of the most challenging cost environments in the country.

More broadly, HTDC's programs—including MAP, HSBIR, and its training and accelerator initiatives—work together to provide programmatic business, technical, and financial support for innovative small businesses from startup through growth and export. These programs have demonstrated real value in nurturing local companies, supporting commercialization of research, and expanding pathways to skilled employment in emerging and advanced industries.

SB3227 represents a smart, targeted investment in Hawai'i's future—one that strengthens local manufacturing, fosters innovation, and helps build a more balanced, resilient economy. Mahalo for the opportunity to provide comments and for your consideration.

Sincerely,

Garrett W. Marrero

CEO and Co-Founder

Garrett@MauiBrewing.com

808.213.3007 office

Handcrafted Ales & Lagers Brewed with Aloha
605 Lipoa Parkway, Kihei, HI 96753
808.213.3002



Statement of
Ron Weidenbach
President and Co-Funder
Hawaii Fish Company Inc.
before the
Senate Committee on Economic Development & Tourism

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RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai, and Members of the Committee on Economic Development & Tourism.

Hawaii Fish Company **SUPPORTS** SB 3227 that appropriates funds for HTDC's core programs: the Hawai'i Small Business Innovation Research (HSBIR), the Small Business Training & Accelerator programs, and the Manufacturing Assistance Program (MAP). These programs have demonstrated value in supporting commercialization of research, expanding opportunities for skilled employment in emerging industries, and in nurturing local startups. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

Established in 1978, HFC is Hawai'i's oldest land-based commercial fish farm, and a federal SBIR awardee and Hawaii SBIR matching grant awardee since 1993. In 2000, HFC was awarded the U.S. Small Business Administration's Tibbitts Award as a national model of excellence for the SBIR program, and a place in the SBIR Hall of Fame. Our continuing SBIR success, with fourteen awards to date, has been made possible by the HTDC training workshops and supplemental research support received from the HSBIR matching grant program.

As recent examples of the benefits of the HSBIR matching grant program, HFC was able to utilize two Phase I matching grant awards received in 2022 and 2023, totaling \$82K, to successfully compete for two Phase II awards with the U.S. Department of Energy and U.S. Department of Agriculture, respectively, totaling

\$1.8M. Both R&D efforts are currently in progress to support sustainable aquaculture and aquaponic food production in Hawai'i and nationally.

Thank you for the opportunity to offer these comments.

Sincerely,

A handwritten signature in black ink that reads "Ronald P. Weidenbach". The signature is written in a cursive style with a large, prominent initial "R".

RONALD WEIDENBACH

President, Hawaii Fish Company Inc.

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**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: SB3227 Relating to the Hawaii Technology Development Corporation

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 3227 (SB3227), which requires the Hawai'i Technology Development Corporation to establish state goals and implement projects to advance economic diversification through innovation and technology.

SB 3227 aligns strongly with the Small Business Policy Pillar of the Chamber's 2030 Blueprint for Hawaii, which emphasizes improving access to capital and fostering long-term economic resilience of small businesses statewide. By directing the Hawaii Technology Development Corporation to establish clear state goals and implement programs that support innovation, manufacturing, and entrepreneurship, this measure addresses structural barriers that small businesses routinely face—particularly those seeking to scale, commercialize new products, and bring these technologies to market.

HTDC's economic impact cannot be understated. HTDC has contributed more than 3000 jobs to the economy, and has secured a total of \$72 million on behalf of Hawaii's small innovation companies. By continuing to support HTDC's effort at stimulating innovation and technology, the state can support the development of economies that create high paying jobs, export of technology and manufactured goods, and allow the state's innovation market to best capture the economic opportunities where Hawaii retains a competitive advantage. In all, this bill provides the funding that supports economic diversification, and charges HTDC with setting goals for its own performance. This legislation provides monetary support to HTDC while simultaneously creating mechanisms of accountability that allow the legislature to receive timely data on the effectiveness of their investments in HTDC.

For these reasons, the Chamber strongly supports Senate Bill 3227. 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.

Statement of
Doreen Wong
Ocean Technology and Innovation Advisor
before the
Committee on Economic Development and Tourism

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

In consideration of
SB3227
RELATING TO HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

Chair DeCoite, Vice Chair Wakai and Members of the Committee on Economic Development and Tourism,

I, Doreen Wong, an ocean technology and innovation advisor and investment professional, **SUPPORT SB3227** that appropriates funds for HTDC's core programs: the Manufacturing Assistance Program (MAP), Hawai'i Small Business Innovation Research (HSBIR), and Small Business Training & Accelerator programs. These programs have demonstrated value in nurturing local startups, supporting commercialization of research, and expanding opportunities for skilled employment in emerging industries. These HTDC programs aim to provide programmatic business, technical, and financial support for innovative small businesses from the startup stage through growth and export.

HTDC's programs provide business, technical, and financial support to small innovative businesses, guiding them from startup for growth and supporting local future-ready jobs. This targeted support is especially important as Hawai'i needs to work on strengthening and diversifying its economy to address challenges highlighted in UHERO's recent report on Hawai'i's economy: [*Beyond the Price of Paradise: Is Hawai'i Being Left Behind?*](#).

I have worked globally and locally in ocean technology and innovation, advising NOAA-funded Ocean Enterprise Accelerators and collaborating with HTDC and the University of Hawai'i to build our local technology and innovation ecosystem. As a member of the 1000 Ocean Startups coalition, a global network of over 60 incubators, accelerators, and investors, several with ties to Hawai'i, I've seen immense growth in potential support for industries relevant to Hawai'i's natural strengths in the blue economy (ocean-based economy). I know Hawai'i has tremendous potential, but needs this strategic support to fully realize it. Other regions, like San Diego and Washington, have doubled their economic returns by investing in these programs.

I urge you to support **SB3227**. Thank you for the opportunity to offer these comments.

Sincerely,



Doreen Wong
Ocean Technology and Innovation Advisor

LATE

SB-3227

Submitted on: 2/10/2026 10:36:51 AM

Testimony for EDT on 2/10/2026 1:02:00 PM

Submitted By	Organization	Testifier Position	Testify
Randall John Francisco	Individual	Support	Written Testimony Only

Comments:

I am writing in strong support. This legislation aligns with both the Chambers' and State of Hawaii's goals, most of all, this demonstrates a commitment that there must be continued investments in economic diversification as per Wallet Hub and other organizations, Hawaii continues to be at the bottom of places to do business. Thank you for the opportunity to testify and share my mana'o. Aloha.