

LATE

SB-48-SD-1

Submitted on: 2/8/2018 2:31:39 PM
Testimony for ETT on 2/9/2018 1:45:00 PM

Submitted By	Organization	Testifier Position	Present at Hearing
Brittany Heyd	Mana Up Labs, LLC	Support	No

Comments:

Statement of

Brittany Heyd

Partner

Mana Up

before the

Senate Committee on Economic Development, Tourism, and Technology

And

Senate Committee on Higher Education

And

Senate Committee on Water and Land

Friday, February 09, 2018

1:45 p.m.

State Capitol, Conference Room 414

In consideration of

SB48, SD1

RELATING TO TECHNOLOGY

Chairs Wakai, Kahele, & Rhoads, Vice Chairs Taniguchi, Mercado Kim, & Gabbard, and Members of the Committees

Mana Up **supports** SB48 that transfers title, control, custody, and management authority of the land under the Manoa Innovation Center (MIC), including any buildings, structures, and appurtenances situated on the land, from the University of Hawaii (UH) to the Hawaii Technology Development Corporation (HTDC).

Mana Up is an initiative to build Hawai'i's next 100 multi-million dollar product companies. Mana Up has a 12-week accelerator program offered biannually to enable Hawai'i product entrepreneurs to scale their businesses. Mana Up's title partner is Kamehameha Schools, its exclusive airline partner is Hawaiian Airlines, joined by partners Ulupono Initiative, American Savings Bank, Castle & Cooke/Dole Plantation, Hawaii Technology Development Corporation (HTDC) and INNOVATE Hawaii.

HTDC has been a key supporter and resource for creating high-paying, sustainable jobs here in Hawaii and has looked at innovative ways to leverage Hawaii's strengths to boost the economy locally.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Thank you for the opportunity to offer these comments.

LATE

Statement of
Gary Yoshioka
President
Diamond Bakery
before the
Senate Committee on Economic Development, Tourism, and Technology
And
Senate Committee on Higher Education
And
Senate Committee on Water and Land
Friday, February 09, 2018
1:45 p.m.
State Capitol, Conference Room 414

In consideration of
SB48, SD1
RELATING TO TECHNOLOGY

Chairs Wakai, Kahele, & Rhoads, Vice Chairs Taniguchi, Mercado Kim, & Gabbard, and Members of the Committees

Diamond Bakery **supports** SB48 that transfers title, control, custody, and management authority of the land under the Manoa Innovation Center (MIC), including any buildings, structures, and appurtenances situated on the land, from the University of Hawaii (UH) to the Hawaii Technology Development Corporation (HTDC).

Diamond Bakery is a 96 year old locally-owned company that makes crackers and cookies that have been enjoyed by Hawaii consumers for generations. Three Japanese immigrants founded the Company in 1921 and their decendants still own the company today. We currently manufacture in our factory in Kalihi and distribute our products in Hawaii, Japan, and the Mainland.

While the University of Hawaii is a perfectly fine institution, and I am a graduate of the Manoa Campus, I would be concerned that the economic development programs of HTDC could be at risk if the University chooses to focus on other priorities.

I have worked extensively with Innovate Hawaii and the Small Business Development Center, both located at MIC and function as support providers of HTDC. These groups have led me to key programs I participate in today that help my business, such as the MAP Grant Program, HiSTEP, FSMA and SQF Food Safety Training, Social Media Training, and Equipment Financing Consultation as well as insight and expertise the program leaders have shared with me. Furthermore, the program leaders from HTDC have led me to other resources at the University of Hawaii, Leeward Community College, State of Hawaii Department of Labor and Industrial Relations, Chamber of Commerce Hawaii, and other industry leaders.

When the State of Hawaii is criticized for being unfriendly to business, the people and programs of HTDC represent quite a comprehensive set of shining examples of great support to Hawaii business.

Diamond Bakery has grown, innovated, and better positioned its business because of the people and programs of HTDC.

Termination of the HTDC lease may threaten the continued existence and operation of HTDC and is a matter of statewide concern. Securing the MIC or finding an equally capable and convenient operating facility must be achieved to give these key support resources continuity to help Hawaii business and to allow our economy to thrive.

Thank you for the opportunity to offer these comments.



**Testimony to the Senate Committee on Economic Development, Tourism and
Technology and Committee on Higher Education and Committee on Water
and Land
Friday, February 9, 2018 at 1:45 P.M.
Conference Room 414, State Capitol**

RE: SENATE BILL 48 SD1 RELATING TO TECHNOLOGY

Chairs Wakai, Kahele, and Rhoads, Vice Chairs Taniguchi, Kim, and Gabbard, and Members of the Committees:

The Chamber of Commerce Hawaii ("The Chamber") would like to offer **comments** on SB 48 SD1, which transfers title, control, custody, and management authority of the land under the Manoa innovation center, including any buildings, structures, and appurtenances situated on the land, from the University of Hawaii to the Hawaii technology development corporation and prohibits final execution of the conveyance until 7/1/2019. Also returns title, control, custody, and management authority of the land, including any buildings, structures, and appurtenances situated on the land, to the University of Hawaii on 7/1/2029.

The Chamber is Hawaii's leading statewide business advocacy organization, representing about 2,000+ businesses. Approximately 80% of our members are small businesses with less than 20 employees. As the "Voice of Business" in Hawaii, the organization works on behalf of members and the entire business community to improve the state's economic climate and to foster positive action on issues of common concern.

Within our State, there are approximately 700 active manufacturers that employ almost 14,000 people and contribute to Hawaii's economy through \$1.06 billion in manufactured goods exported in 2016. Manufacturers in Hawaii help improve the quality of our local economy. In 2016, total output from manufacturing was \$1.78 billion with manufacturers accounting for 2.2 percent of Hawaii's work force. Overall, manufacturers in Hawaii account for 2 percent of the state's total output and has experienced steady growth for more than a decade.

The Hawaii Technology Development Corporation and Innovate Hawaii works with small to medium-sized businesses and is closely allied with Hawaii's manufacturers – serving to understand their needs, meet current challenges, and provide sector-specific support to help these companies grow and prosper in Hawaii. HTDC and Innovate Hawaii have consistently produced an effective range of seminars for the manufacturing industry. Manufacturers have shared a tremendous amount of positive feedback regarding how beneficial these seminars have been in improving their individual businesses and manufacturing in Hawaii, as a whole. This invaluable support has assisted in the cultivation of a more robust local manufacturing sector.



Chamber of Commerce HAWAII

The Voice of Business

With the University of Hawaii taking over management of the Manoa Innovation Center, we are concerned where this leaves HTDC and its programs – critical support to our organization and the industry which we serve. As the landlords of a hub created to stoke and nurture innovation activity in Hawaii, HTDC and its programs have provided necessary support and guidance to our organization and its members to grow in Hawaii’s manufacturing and technology sectors. However, with the change of management in this facility, we are unsure if the same level of specialized and technical support would still be offered to help companies start, grow, and succeed in Hawaii. It is because of the support of HTDC and its programs that Hawaii has seen an innovation streak of success for start-up companies and medium-sized companies that were able to reach the next level and maintain success. Their programs have provided phenomenal guidance for our members to help them grow their businesses in Hawaii.

HTDC and its programs actively support and advocate for the specific needs of Hawaii’s technology and manufacturing businesses. We have seen a rising demand from local companies wanting to manufacture here in Hawaii in order to maintain quality control, as well as an increasing desire for ‘Made in Hawaii’ products from consumers globally, which will continue to economically benefit our state. HTDC and its programs are integral to the growth and success of these companies who seek information and guidance on what it takes to succeed in Hawaii.

SB-48-SD-1

Submitted on: 2/9/2018 8:47:43 AM

Testimony for ETT on 2/9/2018 1:45:00 PM



Submitted By	Organization	Testifier Position	Present at Hearing
Dane Ing	Bit Link	Support	No

Comments:

Statement of

Dane Ing

COO

Bit Link Solutions

before the

Senate Committee on Economic Development, Tourism, and Technology

And

Senate Committee on Higher Education

And

Senate Committee on Water and Land

Friday, February 09, 2018

1:45 p.m.

State Capitol, Conference Room 414

In consideration of

SB48, SD1

RELATING TO TECHNOLOGY

Chairs Wakai, Kahele, & Rhoads, Vice Chairs Taniguchi, Mercado Kim, & Gabbard, and Members of the Committees

Bit Link Solutions **supports** SB48 that transfers title, control, custody, and management authority of the land under the Manoa Innovation Center (MIC), including any buildings, structures, and appurtenances situated on the land, from the University of Hawaii (UH) to the Hawaii Technology Development Corporation (HTDC).

Bit Link Solutions LLC is a minority-owned, small business providing management consulting, data conversion/migration, optical character recognition, bar-coding, custom interface development and technical services focused on judicial/commercial case management software, State and Federal government contracting, and electronic medical record industries.

Bit Link Solutions is certified as a Minority Business Enterprise (MBE) through the National Minority Supplier Development Council (NMSDC) and as a Disadvantaged Business Enterprise (DBE) with the Department of Transportation. In addition to the DOT's and NMSDC's certification, Bit Link is also listed as a minority-owned business with the U.S. Small Business Administration's (SBA) Dynamic Small Business Search (DSBS) and the General Services Administration's (GSA) System for Award Management (SAM) directories for government contractors. These certifications allow us to assist businesses in meeting MBE set-aside and supplier diversity requirements related to minority business utilization goals.

As a Native Hawaiian business owner I understand that there have been many factors limiting success for minorities in the world. We have seen some great advances because of the MIC technology initiatives.

In short, We have really benefitted from being able to have a location at the Manoa Innovation Center. We have found the workshops, mentoring, co-working space and conference rooms to be invaluable. Bit Link has seen some fantastic growth of over 200% in revenue since being able to secure a workspace that is conducive to our remote business. The HTDC programs have been a catalyst to our success. We have seen so much momentum that we were selected by the SBA into their 2017 Emerging Leaders program. Subsequently we completed the program and graduated as the Valedictorian of our cohort.

Termination of the HTDC lease threatens the continued existence and operation of HTDC and is a matter of statewide concern. Please consider small business, Native Hawaiian tech entrepreneurs, and the fledgling innovation movement happening in Hawaii by supporting HTDC and the MIC. Thank you for the opportunity to offer these comments.