

HIGH TECHNOLOGY
DEVELOPMENT CORPORATION
ENTREPRENEURSHIP START-UP
INNOVATION EDUCATION INCUBATION
DIGITAL MEDIA RENEWABLE ENERGY
DEFENSE AEROSPACE BIOTECHNOLOGY
INFORMATION TECHNOLOGY ENGINEERING
SMALL BUSINESS INNOVATION RESEARCH
MANUFACTURING EXTENSION PARTNERSHIP
HAWAII CENTER FOR ADVANCED TRANSPORTATION TECHNOLOGIES
MANOA INNOVATION CENTER
MAUI RESEARCH & TECHNOLOGY CENTER

HTDC *Cultivating* 
Hawaii's tech sector
HIGH TECHNOLOGY DEVELOPMENT CORPORATION

ANNUAL REPORT 2010

TECHNICAL ASSISTANCE INVESTMENT PITCHES
ENTREPRENEUR MENTORING
BUSINESS HEALTH CHECK
MARKET RESEARCH WORKSHOPS
INNOVATION POLICY

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HTDC MISSION AND DUTIES

The mission of the High Technology Development Corporation (HTDC) is to facilitate the growth and development of high technology as a viable industry sector in Hawaii's economy. HTDC is an agency of the State of Hawaii created by the State Legislature in 1983 and is administratively attached to the Department of Business, Economic Development and Tourism (DBEDT). HTDC's duties include, but are not limited to:

- developing industrial parks as high technology innovation centers and projects within or outside of industrial parks;
- providing support and services to Hawaii-based high technology companies;
- collecting and analyzing information on the state of commercial high technology activity in Hawaii;
- promoting and marketing Hawaii as a site for commercial high technology activity; and
- providing advice on policy and planning for technology-based economic development.

(HRS Chapter 206M-2)

PROFILE

HTDC provides key resources to assist firms to develop and retain high tech in Hawaii. HTDC's core initiatives are:

- To develop and manage a statewide network of incubation services and facilities that provide new technology businesses with access to business development services, strategic partnerships, networking and marketing opportunities, shared support services, and business mentoring.
- To expand existing business development services for new start-ups, as well as existing businesses in the technology sector. Services include nationally-acclaimed programs such as the Manufacturing Extension Partnership Program.
- To secure and administer federal and private grants and contracts in support of technology research and to provide technical assistance to small technology businesses so they can successfully compete for these funds.
- To support skilled workforce development for the technology sector through outreach programs, partnerships, and web-based communications activities.



Sharon Wong, Chair
(Fiscal Year 2010)

A Message from the Board Chairs

High Technology Development Corporation was established 27 years ago by the legislature to cultivate Hawaii's potential economic growth in the technology sector. Since its inception, HTDC has reached many milestones within its extensive mission. Many of the previous accomplishments have seeded new opportunities and given ways to programs that assisted initiatives such as, producing the first statewide strategic plan for the tech sector, publishing the first industry directory, and the development of Hawaii Ocean Science and Technology (HOST) Park, Maui Research and Technology Center, and the Manoa Innovation Center. Although the list is extensive, we have only touched the surface of what the tech sector can do for Hawaii and vice versa.



Assumpta Rapoza,
Incoming Chair
(Fiscal Year 2011)

Today, we are all too familiar with the economic challenges around us. As expected, HTDC is not exempted from the fiscal and resource constraints faced by others. During difficult economic times, technology is often looked at as the solution. HTDC and its staff have well embraced the changing needs of the growing technology industry and other industries wanting to embrace technology to be more competitive. Instead of sitting back to 'survive' through the fiscal challenges, HTDC put the delivery of programs and services for this community as priority as presented in this annual report.

The growth of the technology sector despite the national downturn of the economy is proof that our work to encourage the establishment of the innovation economy in Hawaii remains essential for our State's well being. What is also clear, is the role of the technology sector in our overall economy. The technology sector no longer belongs to the technology companies alone, as technology has become part of all businesses, education and our day-to-day activities. We have the responsibility to support K-12 and higher education institutions for workforce development, to set policies for the innovation infrastructure such as the Broadband Initiative, and to contribute to energy sustainability and clean technology innovations. The consequences of these initiatives will not only affect the tech sector, but the rest of the State. This transitional or even transformational phase will rely on the tech sector to have a significant role to bridge these efforts.

To facilitate the tech companies to extend their reach beyond their own communities, HTDC has updated its vision to reflect the changing needs of the industry as well as the State. We are all in this together. Through initiatives like the Small Business Innovation Research program and the Manufacturing Extension Partnership program, HTDC leverages federal funds to assist qualifying innovating companies beyond the core tech industry to realize their ideas to prototypes and commercial products. Events such as the Hawaii Venture Capital Summit bring opportunities for individual companies to seek funding, exposing the companies to the expectations of out-of-state investors to meet the gap in our own capital formation.

HTDC must continue to play a role in collaboration by building among our core stakeholders to create synergy needed to move us past our current economic stalemate. Whether it is through events such as the Best Practices Symposium that offers opportunities to the business leaders and policy makers of the State, or to support efforts on pragmatic economic development tools, HTDC is committed to finding ways to add value to our community. We want a community that is not just sustainable but a community that will continue to prosper without sacrificing our Aloha for each other.

We hope that the events and initiatives, as well as the successes of the HTDC companies in this annual report, reinforce your confidence on HTDC's positive impact to Hawaii. Under Yuka Nagashima's leadership, dedication and commitment, along with the excellent staff, HTDC is on the right track. There are still challenges ahead for HTDC, but with your support, alongside our partners, we are confident that we can meet and overcome them for the continued growth of our great State.

Sharon Wong, Chair (Fiscal Year 2010)
Assumpta Rapoza, Incoming Chair (Fiscal Year 2011)



Executive Director Message

We and the HTDC Ohana invite you to celebrate the many successes of our companies and our industry chronicled within this 2010 report. I start with our companies, because that is the true metric of our work at HTDC. The following companies and entrepreneurs were not only deemed successful in our eyes but also by independent awards acknowledging their contributions.

The HTDC Ohana dominated the Entrepreneur of the Year Awards, organized by the Hawaii Venture Capital Association in November 2009.

- **Daniel Leuck** of **IKAYZO**: Young Entrepreneur of the Year
- **Jeannette Hereniko** of **ASIA PACIFIC FILMS.COM**: Digital Media Entrepreneurship, and
- **Adelheid Kuehnle** of **KUEHNLE AGROSYSTEMS**: Inventor Award Winner

PUKOA SCIENTIFIC ranked 2nd in the Pacific Business News Fastest 50 Awards held in August 2009, an award that measures the growth of company revenue versus its absolute size. Not only was Pukoa Scientific given this honor, it was their second Fastest 50 award, which makes it even more extraordinary as previous winners must compete with themselves to accomplish tremendous growth percentages for multiple years.

ADAMA MATERIAL's Donovan Kealoha joined the class of Forty under 40 in June 2009, an award from the Pacific Business News which honors 40 up and coming leaders who are under 40 years old.

There are many more success stories within our community, many of which are documented within this report. While you review this report, I hope you take the time to ponder their significance as well. The maturity of an industry can be assessed through many metrics. How many jobs did the industry create? Did the tax revenue grow as a result of this industry? It is a challenge for any emerging industry to make a significant mark in a community where traditional sectors have been a staple of our economy for so long. It is also a challenge for innovation economy initiatives because it is very much a long term proposition. Communities like the Research Triangle in North Carolina have taken 20 to 30 years to nurture this type of industry with consistent policy-making and funding. Critics say we have failed in both, as the stakeholders struggle to gain consensus on reasonable growth and metrics, and initiatives are underfunded.

Yet the community produces, so much so that this community who once seemed to shy away from celebrating its successes, are now proudly telling their stories through their own award ceremonies. Surely, if we had not made progress, the mainstream media awards would have continued to overlook the successes of the companies and their leaders that were honored. We are starting to see the change now. Those entrepreneurs in the Pacific Business News won fairly, competing with other non-technology businesses while showing their economic impact and contributions to the larger community. As of this writing, I am pleased to announce the health of all companies named above. They continue to win community recognition for their contributions, proving that this is a trend, and an upward one at that.

We could not have accomplished this level of success without the assistance and collaboration of the numerous partners listed in this report who joined together in our common mission to build a better tomorrow for Hawaii through the tech industry. We also thank the guidance of the HTDC Board as well as the legislators who had to weigh the needs of various sectors to balance the budget for the State. The glass is starting to look more half full than half empty. Regardless, I hope we all agree there is much unfinished work and that the glass is waiting to be filled. My staff and I are privileged to be in a position to fill the glass steadily along side our partners, with the intentions of not only raising that glass as a toast for our own industry, but for the pride of the community at large.

Aloha,

Yuka Nagashima
Executive Director

MANOA INNOVATION CENTER

Incubation nourishes Innovation

The Manoa Innovation Center (MIC) offers fresh tech start-ups the location and services to grow their business into a commercially viable and fruitful enterprise. Whether an on-site tenant or a virtual one, MIC provides a rich habitat filled with other like-minded companies to stimulate the process of innovation. Learn more at www.htdc.org.

HTDC
HIGH TECHNOLOGY DEVELOPMENT CORPORATION
Cultivating Hawaii's Tech Sector

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The Manoa Innovation Center (MIC) is a business incubation program designed to provide entrepreneurs in the technology and innovation field a common place to gather, learn and grow a business. In this engaging habitat, HTDC provides office space to qualified companies who are looking for a place to:

- Grow their business with flexible lease terms that reflect the needs of entrepreneurs
- Discover valuable business resources and funding opportunities
- Develop skill sets to realize their companies' potential
- Learn from other mentors in their industry, and
- Increase their professional network.

The MIC is a 42,000 square foot facility and has helped 122 tech start-up companies since 1993 with incubation office space. Developed by the State of Hawaii in partnership with the University of Hawaii, it is one of the first true technology incubators in Hawaii. Occupants of this facility have the opportunity to rent office space at low cost and use shared office equipment and conference rooms of various sizes. The most recent clients to join the Tech Center incubation tenancy program at MIC are: AsiaPacificFilms.com, Tutor Hawaii, Adama Materials and Autism Training Solutions.

MANOA INNOVATION CENTER (MIC)

MIC Metrics FY2010

Clients: 25
Average Occupancy Rate: 95%
Average Tenure: 3 years
New Clients: 4
Graduates: 0
Failures: 3
Overall Success Rate: 74%

Notes:

- Success Rate: Number of companies that have successfully remained in business upon graduating (leaving) from MIC.
- Stat accounts for start-up and phase-in (established) tech companies. MIC has other entities on property designed to assist entrepreneurship.

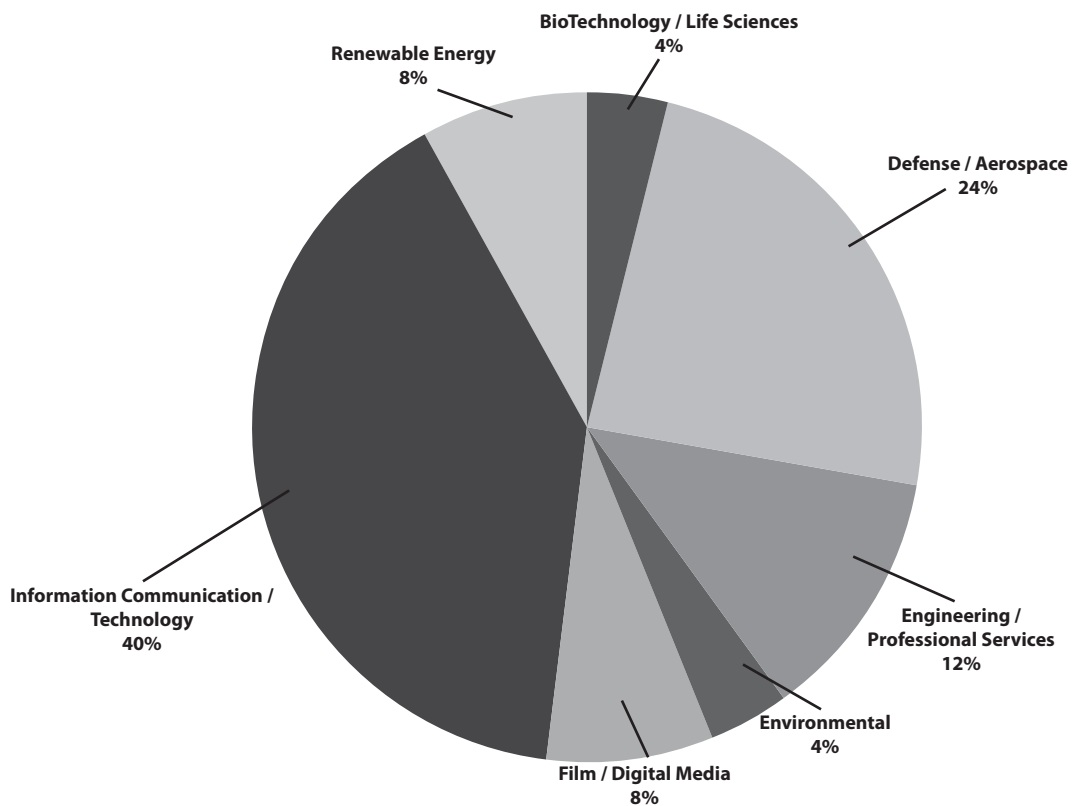
MIC Client Survey

Very Satisfied: 89%
Satisfied: 11%
Somewhat Satisfied: 0%
Not Satisfied: 0%

Notes:

- Accounts for 88% of MIC clients who responded.

MIC Clients FY2010 Technology Sectors



Success Stories

AsiaPacificFilms.com

"On Oct 19, 2009 AsiaPacificFilms.com (a company that streams culturally and historically significant films) was launched by going live with streaming 150 independent films made by Asians and Pacific Islanders. A year later, we've more than doubled that amount of films and are bringing in revenue from universities, libraries and individuals who subscribe to our services. During the 2010 Regular Hawaii Senate Session we were honored with the passing of a Resolution commemorating the successful launching of AsiaPacificFilms.com."

Jeannette Hereniko

President

Tutor Hawai'i

"Due to the networking, workshops and direct assistance from the HTDC staff, Tutor Hawai'i (a company that developed a software management platform for the afterschool market), in partnership with Pearson Education and 30 public schools across our state, was able to take the lead in submitting an Invest In Innovation (i3) grant with a budget of \$30M to the Federal Department of Education. While the application was not awarded in the first round of i3 competition, Tutor Hawai'i was able to form meaningful partnerships with the Hawai'i Department of Education, individual schools across the state, The Hawai'i Teachers Association (HTA), as well as multiple private sector companies. The partnerships that resulted from this endeavor could not have been achieved without the support of the HTDC and through these partnerships, Tutor Hawai'i is now poised to provide the most effective and innovative educational services that will support our state's Race to the Top initiatives. We directly attribute our state and national recognition to the HTDC."

Robert Allen

President

GPNE

"HTDC has helped our company by providing us with essential services, access to facilities and other support that a company just starting out needs but usually cannot afford. Through the use of the facility, we have been able to interact with businesses and technical experts in Hawaii in ways that had previously been difficult to coordinate. This has allowed us to concentrate and expand our business in many ways."

Ernest Bodner

COO & General Counsel

ATCO Software

"On day one of tenancy, an incubator's value to a startup is one part organizational and many parts financial. The organizational assistance is delivered through the provision of domicile services: office space, office infrastructure such as maintenance and electricity, and shared convenience resources such as conference rooms, equipment, technological services and reception. The financial assistance is that these fundamental organizational necessities are delivered at a cost significantly less than they would be obtained by a startup on its own. Moreover, these essential services are available without demand on the startups time so that it can focus on and pursue its business purpose."

For many startups, an incubator's value begins and ends with the value obtained via these initial organizational and financial benefits. In the past year, however, ATCO Software (a company that develops reservation and voucher systems for the attraction industries) has been the beneficiary of several secondary benefits that are available to us as tenants at MIC. As the company has evolved from startup to adolescence, our needs have evolved, too. Through MIC we have been able to achieve assistance in several different areas that are necessary for our growth and survival, including but not limited to public relations, advertising, networking and human resource support. Even more valuable, however, was the direct support and inter-disciplinary co-operation that MIC has provided to us this year, which included assistance with our application for our first patent (now pending) and counseling as we assess our ability to raise growth funds from venture capital companies. Without this support, our company would be less likely to become successful as we expand our market to the mainland."

Tom Blankley

President

Sanjole, Inc.

"Sanjole, Inc. is a global leader in the area of 3G and 4G wireless testing with products designed to test data integrity across all layers for both WiMax and LTE networks. Since its inception, the founders of Sanjole have committed themselves to developing a successful R&D firm with strong local roots. Hawaii's High Technology Development Corporation (HTDC) and the Manoa Innovation Center have provided an essential incubation area as the company has grown over the past several years, and we hope to continue this relationship in the future."

Keith Kadoyama

Research Design Coordinator

Manoa Innovation Center Incubation Companies, FY2010



Activision.tv uses its patented Computer Integrated Television (CIT), Works-in-a-Box (WIB) modular computer component and its Digital Media Delivery System (DMDS) systems to provide a turnkey solution for narrowcast networks. www.activision.tv



Adama Materials is a materials science company focused on the development and commercialization of patented nanotechnologies to significantly improve the mechanical performance of composite structures. www.adamamaterials.com

ADXPO is an online remnant media exchange, where perishable print, broadcast and broadband media is sold directly to media buying and advertising agencies and advertisers.



Alakai Consulting & Engineering is a defense contracting corporation. Their expertise spans the gamut from general engineering, systems engineering, applications engineering, marketing consulting, management consulting, and project management consulting. www.alakai.us



AMEL Technologies conducts energy research and consulting. Research and development is done in energy conservation by building industry and mechanical engineering design. www.ameltech.com



AsiaPacificFilms.com streams culturally and historically significant films from Asia and the Pacific that entertain, educate and inspire viewers to think beyond boundaries. They use the latest streaming technology, an experienced team of programmers, notable scholars, critics, and curators who carefully select the films to provide service to subscribers in DVD quality. www.asiapacificfilms.com

ATCO's goal is to provide global, real-time connectivity among all of the participants of the Attractions Industry through a suite of web-enabled software components that includes reservation systems, voucher systems and other software that is essential for participation in the industry. www.atcosoftware.com



Autism Training Solutions is an online education company dedicated to training professionals and parents in evidence-based autism interventions. www.autismtrainingsolutions.com



ChipIn (doing business as Sprout) improves the way brands connect with consumers by creating and delivering personally relevant Engage Ads and Engage Apps across publisher sites and social networks. With Sprout, brands can drive engaging online experiences that are rich, interactive, and socially connected. www.sproutinc.com

Manoa Innovation Center Incubation Companies, FY2010 continued



Concentris Systems LLC provides wireless networking technology for communications in rugged and severe-duty applications. Concentris pioneered the versatile RapidLink® mesh network architecture that offers reliable, secure, high performance wireless data networking for situations where conventional data networking techniques are impractical. www.concentris-systems.com

BlueCliff Inc. implements and provides digital patient records processing services to health and medical providers in Hawaii and the Pacific Region.

GeoRecovery Hawaii, Inc. provides total and complete remediation of waste stream.



GPNE Corp. is a research and development company. One of the primary focuses of GPNE Corp. is improving next generation wireless Internet technologies. www.gpnecorp.com



Ikayzo is a boutique IT consulting firm and software development company specializing in business critical web application development and localization. www.ikayzo.com



Island Pacific Energy is a local renewable energy company offering solar energy systems and solutions. www.islandpacificenergy.com



Kuehnle AgroSystems Inc. conducts research and development in magnetophoresis, a process that addresses the shortcomings of existing macromolecule transfer technologies used for medical, agricultural and aquacultural applications. www.kuehnleagro.com



LessonTracks develops interactive media technologies that improve the delivery of quality outreach and education. LessonTracks develops applications to create and deliver immersive discovery learning tools that engage and excite audiences. www.lessontracks.com



People Bridge provides unique and relevant online services for local businesses, organizations and residents. With a focus on building communities, they enable local connections and bonds at the neighborhood and metro area. www.peoplebridge.com

Manoa Innovation Center Incubation Companies, FY2010 continued



Pukoa Scientific is focused on the research, development, engineering, and fabrication of next generation high-quality, pattern recognition systems and components. They provide customized hardware, proprietary and open algorithms, and software and analysis for military, security, medical, and commercial problems. www.pukoa.com



Sanjole's team leverages years of expertise in broadband fiber and shipboard radar testing to develop the next generation wireless test equipment. www.sanjole.com



Spectrum Photonics focuses on the development and commercialization of technologies for Defense, Homeland Security, and related non-military (dual-use) sensor oriented applications. www.spectrum-photonics.com



TeraSys Technologies specializes in the design and manufacturing of broadband, high power RF and microwave electronics. Their core competencies include microwave monolithic integrated circuit (MMIC) and microwave integrated circuit (MIC) development covering HF through microwave frequencies. www.terasystechnologies.com

Technical Research Associates develops innovative tools for multi-spectral and hyperspectral understanding to support the Navy, Army, Air Force, DARPA, multiple prime contractors and commercial clients. www.tracam.com



TutorHawaii is currently operating in the Supplemental Educational Services (SES) tutoring segment of the afterschool program market. The intended software solution to be developed will provide a complete web based life cycle management platform, be user friendly, and cost effective. www.tutorhawaii.com



Zero Emissions LLC is a developer of large-scale (more than 100 kilowatts) solar power generation projects. www.zeroemissions.us

Virtual Incubation Program

For businesses that are home-based or in true start-up mode, HTDC's Virtual Incubation Program (VIP) offers a variety of similar services originally only available to physical tenants in the facility incubation program. This program often serves as a trial service to the full facility Tech Center incubation program at the Manoa Innovation Center and the Maui Research and Technology Center.

In 2004, the U.S. Economic Development Administration (EDA) technical assistance grant which helped to build the Virtual Incubation Program was awarded to HTDC and completed last fiscal year in March 2009. Despite the harsher economic climate that affected both businesses and government alike, through this grant HTDC was able to build a pilot program that allowed us to extend the incubation program beyond the physical walls of facilities such as MIC and the Maui Research and Technology Center. The pilot program was a success and continues to thrive in 2010. The most recent companies to join the program this year are: **CereBridge LLC, CrossConnect, Global Defense Electronics, Intellisys Corporation, and Webfish Pacific.**

Virtual Incubation Metrics FY2010

Clients: 23

New: 5

Total to Date: 56

Clients that transitioned from virtual to physical tenancy Incubation Program: 12

Highlights from our current Virtual Incubation clients in FY2010:

- Sopogy: In February 2010, Hawaii Magazine honored outstanding Hawaii-based small businesses for rapid sales growth, a unique product, notable longevity, overcoming an usual challenge or executing a dramatic turnaround. Sopogy was honored this year by winning the Small Business Success Award for innovation.

Service Provider Program

HTDC's Service Provider Program currently lists over 40 private sector businesses offering support in Venture Funding, Tax Planning, Project Management, Marketing, Legal Immigration Assistance, Federal Government Relations Services, Engineering Services and IT and Human Resources services and others. See our Providers Page for the most recent listing: <http://htdc.org/providers/>.

HTDC conducts yearly business reviews with client companies and connects companies with providers to assist them with specific issues that may be hampering their business growth. The providers offer special discounts to HTDC client companies for their services.

The Service Provider Program is a public-private sector partnership between HTDC and experienced business professionals. The providers also conduct educational workshops that are relevant to the tech community in their specialty.

Workshops And Seminars

HTDC continues to sponsor seminars and training events throughout the year for our client companies. Working together with professionals through the Service Provider program, staff coordinates these educational presentations. The topics range from tax incentives, manufacturing and business development.

Client companies and the general business community are also invited to participate in events offered by HTDC's federal and business development programs such as the Small Business Innovation Research and Manufacturing Extension Partnership programs.

HTDC partners with other organizations including: Enterprise Honolulu, Maui Chamber, Maui Economic Development Board, Kauai Chamber, Kauai Economic Development Board, Hawaii Island Economic Development Board, National Energy Laboratory of Hawaii Authority, and the Foreign Trade Zone for events.

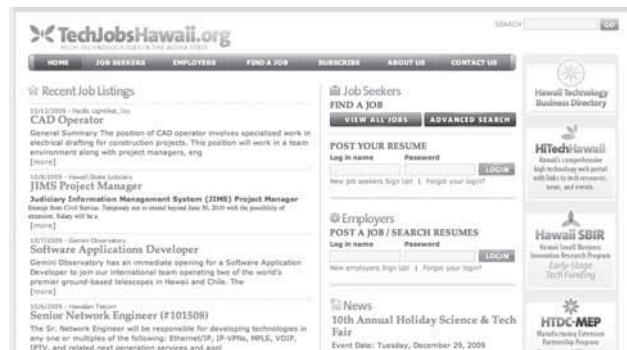
Workshops Conducted

- Federal and Hawaii Clean Tech Initiatives, a briefing by Grant Thornton and State Department of Taxation
- Business Tax Incentives by KMH LLP, co sponsored by Foreign Trade Zone 9
- 3D Prototyping and Manufacturing, featuring 3-D Innovations

TechJobsHawaii.org

TechJobsHawaii.org

Over the past 10 years, the public and private sectors have been hard at work, diversifying our local economy by building a promising high-tech industry. TechJobsHawaii continues to target Hawaii residents living both in and out of the state working in the technology sector by utilizing the www.techjobshawaii.org website.



10th Annual Holiday Science & Tech Fair December 29, 2009

HTDC held the 10th annual Holiday Science & Tech Fair on December 29th at the Japanese Cultural Center. In celebration of the 10th anniversary of this event, HTDC recognized Oceanit and Lockheed Martin as companies that have participated in the fair for the past 10 years. The event continues to raise awareness of the Hawaii's tech industry with over 20 companies participating and providing over 100 island-grown talent, the chance to explore the many opportunities offered by the companies.

Navatek Ltd.

"I just want to thank you [HTDC] for the work you've put into the yearly high tech job fair. At last year's fair I met a representative from Navatek which led to an interview and a job (upon my graduation as a Mechanical Engineer). Without having met her at the job fair, I doubt that I would have gotten this great job and been able to come back to Hawaii so soon after graduation. Job well done!"

Mike Buelsing
Mechanical/Controls Engineer



Holiday Science and Tech Fair, December 29, 2009

Maui Research and Technology Center

The Maui Research and Technology Center (MRTC) is strategically located in the 415-acre Maui Research and Technology Park in Kihei. This research and development facility also doubles as an incubator for small start-ups and remains to be HTDC's hub for support to science and tech companies, and the UH Distance Learning Class. MRTC also administers a Maui Virtual Incubation Program for those smaller companies who do not require office space.

MRTC Metrics FY2010

Clients: 6
Avg. Occupancy Rate: 69%
Avg. Tenure: 11 years
New Clients: 0
Graduates: 0
Failures: 0
Overall Success Rate: 56%

Note:

- This stat includes all companies at MRTC, start-up, phase-in (established companies) and UH entities.



MRTC Tenants FY2010



The Maui High Performance Computing Center (MHPCC DSRC) Department of Defense

(DoD) Supercomputing Resource Center, established in 1993, is an Air Force research Laboratory (AFRL) Center managed by the University of Hawaii under contract to the Air Force Research Laboratory's Directed Energy Directorate at Kirtland Air Force Base, New Mexico. The MHPCC DSRC operates as one of the six DoD Supercomputing Resource Centers in the DoD's High Performance Computing Modernization Program (HPCMP). The MHPCC DSRC allocates more than 70,000,000 computational hours annually to the HPCMP Research, Development, Test, and Evaluation community.

Highlights from our MRTC tenants in FY2010:

- In order to accommodate growing needs, Schafer Corporation expanded operations in May 2010, taking them from 694 to 3,039 rentable square feet in MRTC.



Oceanit Laboratories is a diversified research & development company in areas such as marine-based biotechnology, space situational awareness, remote environmental monitoring, biophotonics, and transparent medical monitoring. www.oceanit.com

Schafer Schafer provides engineering and technical services to U.S. governmental agencies, primarily in areas associated with national security and aerospace. Schafer maintains expertise in key technical areas, such as lasers, optics, aerospace defense, space control, and missile defense. www.schafercorp.com



The University of Hawaii Center delivers higher education programs (Associate, Baccalaureate, and Graduate levels) and customized training. Videoconferencing facilities are also available through the University of Hawaii Center's location at MRTC. <http://www.umaiui.net>

HTDC extends a sincere note of appreciation to all the statewide economic development entities and partners that perform countless hours of dedication, ingenuity and creativity to help start and nurture technology companies.

Economic Development Administration Award Update:

With a special mahalo to the Department of Commerce Economic Development Administration (EDA) and Ms. Gail Fujita who represents Hawaii and the Outer Pacific, HTDC successfully obtained a federal government award to begin a project called the **Hawaii Entrepreneur Campus for Innovation Economy**.

According to U.S. Dept. of Commerce, Bureau of the Census and International Trade Admin.; Advocacy-funded research by Kathryn Kobe, 2007 and CHI Research, 2003 U.S. Dept. of Labor, Bureau of Labor Statistics, "small business hire 40% of high tech workers (such as scientists, engineers, and computer programmers), are 52% home-based and 2% franchises, and produce 13 times more patents per employee than large patenting firms."

With this in mind, the Hawaii Entrepreneur Campus for Innovation Economy project strives to organize entrepreneur small business support services by: bringing together awareness of each supporting organization so that they can recognize each other's missions and strengths, create a mechanism to share information/events, establish a library of resources/best practices, and develop a methodology to mentor shared clients statewide.

The award provides the capabilities to host and/or sponsor best practices activities of importance to technology entrepreneurs. Samples of these events are:

TechHui Conference

July 25, 2009, HTDC participated and sponsored the inaugural TechHui conference. Held at the University of Hawaii Manoa Art Auditorium, the conference was organized and sponsored by Ikayzo. Other sponsors were ThinkTechHawaii, Superb Internet, UH Outreach College, and IBM. Hawaii's Lt. Governor Duke Aiona gave the opening speech to kick off the 3 keynote presentations followed by breakout sessions. Topics were:

1) Hosting and Visualization, 2) Software as a Service, 3) Social Media, 4) 3D CG & Animation, 5) Internet Marketing/ SEO, 6) Hawaii IT Job Trends, 7) Rich Internet Application, 8) User Experience Design and 9) Star Trek Tech Today. HTDC Executive Director, Yuka Nagashima, served on the Hawaii Information Technology Jobs Trends panel.



TechHui Conference, June 25, 2009

Hawaii Spinout Summit

July 30, 2009, HTDC participated and sponsored the Hawaii Spinout Summit. This summit brought together University of Hawaii researchers and scientists, entrepreneurs, investors and business people. The summit provided a forum to discuss principles of investing, challenges, and issues facing Hawaii research to advance intellectual property (IP) developed at the University of Hawaii and explore

ways to commercialize the IP into potential businesses. The summit was organized and sponsored by Virtual Law Partners LLC. Other sponsors were Hawaii Strategic Development Corporation (HSDC) and Hawaii Business and Entrepreneur Acceleration Mentors (HiBEAM). The keynote speaker was Ms. Katherine Ku, Stanford University's Director of Office of Technology Licensing. "She dismissed some myths around the tech transfer process, that even for Stanford, it took a long time for its licensing office to break even, and the \$60M of income last year is based on deals that took place 10–15 years ago.

Hawaii Venture Capital Summit

March 11, 2010, HTDC, Enterprise Honolulu, Invencor and GKM Newport organized the inaugural Hawaii Venture Capital Summit. The theme of the event was "How to Raise Follow-on Funding in Regional Markets." Hawaii along with other regional communities suffers from a scarcity of follow on venture capital to allow start-up companies to continue their growth. This topic has been identified as something the community lacked. Similar venues that existed before were terminated or no longer offered in Hawaii due to economic constraints, despite the fact that the topic was more relevant now than ever. This summit was designed to address the issues, challenges and best practices for being successful in securing follow on funding on the mainland.



Hawaii Venture Capital Summit, March 22, 2010



Hawaii Venture Capital Summit, March 22, 2010
Sandi Kanemori (HTDC), Darren Kimura (Sopogy) and Sandy Park (HTDC)

The summit (as an educational forum) was organized in two basic parts:

- Series of mainland and Hawaii expert panelists spoke on a variety of topics such as "the top 5 items that determine value, missteps in determining valuation" (a video link to this panel can be found at <http://vimeo.com/10681977>), "how can you position your company to raise equity from new investors" and "the top ten mistakes made by a company seeking funding related to follow on funding."
- Opportunity for pre-selected local entrepreneurs to pitch in front of a panel of experts with the audience observing.

The companies that pitched to investors were:

- Cardax Pharmaceuticals
- GreenCar Hawaii
- Asia Pacific Films
- Hawaii Biotech
- BlueWave Technology
- Qmania
- TruTags
- uBoost
- Nanopoint, Inc.

Also in collaboration with the University of Hawaii, three selected university researchers/professors presented their technologies in hopes of commercialization. They were:

- Dr. Bor Yann Liaw, Hawaii Natural Energy Institute
- Dr. Oscar Navarro, UH Dept. of Chemistry
- Prof. David Rockwood, UH School of Architecture

HiSciTech Industry update

March 25, 2010, HTDC participated and sponsored the inaugural Hawaii Science & Technology Council (HiSciTech) “Technology Industry Update” held at the State Legislature. This new format where companies showed their technologies directly to House and Senate was very effective. If a representative, senator or a staff representative attended it was counted with the following results, 90% of the House and 48% of the Senate was represented. As a useful tool and resource, the event was videotaped with copies distributed to the House and Senate. This event met the objective to update the legislators on the technology industry.

Hawaii Technology and Entrepreneurship Network - HiTEN

HTDC is a proud founder and early adopter member of the Hawaii Technology and Entrepreneurship Network (also known as HiTEN). HiTEN is a non-official group of statewide business support organizations in Hawaii. Members include but are not limited to economic development organizations, state agencies, non-profit organizations and several University of Hawaii programs. HiTEN mission statement is:



“To provide the best service possible to the Network member’s constituents by optimally applying each member’s respective program resources to entrepreneurs as they move through their development pipeline. We will do this by promoting collaboration and support among the Network membership and keep our members updated on HiTEN’s programs/initiatives in an efficient manner.”

HiTEN meets monthly and shares a wonderful collaboration. The members share current events, upcoming events, distribute pertinent information, share partnership opportunities and engage the community through social media blogs. HTDC strives to take the leadership where appropriate and provide relevant topics for the HiTEN meetings. For example, at a recent meeting, the participating entities were asked to bring the past calendar of events, as evidence of what resources were available and what topics were covered. From that list, we have begun to work together to identify gaps and overlaps in services to the community. <http://hitenhawaii.com>

Hawaii Entrepreneur Investor Pitch Competition

On November 17, 2009, HTDC, Enterprise Honolulu, and HiBEAM held the 2nd annual Hawaii Entrepreneur Investor Pitch Competition at the Bankers Club at First Hawaiian Bank. As part of Global Entrepreneurship Week, the competition was organized as an educational event created to stimulate entrepreneurial development in Hawaii, and in particular to train entrepreneurs in the elements of presenting a successful pitch to finance their venture. In early October, 30 entrepreneurs submitted executive summary business plans to qualify into the 1st Round of the competition. Coaches volunteered from our business community and provided one-on-one mentoring to help the entrepreneurs develop compelling oral presentations of their business plans. 26 entrepreneurs who successfully completed the training with their mentors were graduated to compete in a 2nd Round, where their pitches were judged. 10 top scorers were invited to compete in the Final Round. Judges for this competition include investors, financial leaders and entrepreneurs who have successfully raised capital for their businesses. Top winners were Tyler Mongan of HonuGuide (Business Elevator Pitch category), Daniel Ward of Hawaiian Chariot (VC Elevator Pitch category) and Zena Zenato-Schmidt of essereMana (Full VC Presentation category) who were awarded a total of \$1,450 in cash prizes and counseling from the Orrick Herrington law firm, based in Silicon Valley.

Small Business Innovation Research (SBIR) Conference

One of our most important hosted events is the biennial Hawaii Small Business Innovation Research (SBIR) conference. The 2009 conference provided an educational forum to which novice and experienced SBIR companies learned the priorities of each funding program and the special uniqueness of each agency. Federal program managers deeply encouraged companies to investigate the agencies' needs and submit applications to harness SBIR as a possible funding vehicle to develop a technology that can carry through to commercialization. The statewide conference that attracted over 230 attendees and held on Maui, Kona and Oahu also provided valuable one-on-one discussions between the companies and the managers.

11TH BIENNIAL

 **Hawaii SBIR & STTR**

CONFERENCE

FEDERAL FUNDING FOR SMALL BUSINESS



Federal SBIR Program Managers and program representatives at the Kona Airport, November 19, 2009

Hawaii SBIR

Hawaii Small Business Innovation Research Assistance and Matching Grant Program

Growing Hawaii's Tech Industry through Federal Partnerships

SBIR/STTR

The federal SBIR is a research and development program that annually funds \$2.6 billion to small businesses to develop innovative solutions for critical problems in the U.S. SBIR is one of the largest sources of seed funding for technology development in the U.S., and often helps further the development of promising new ideas to a point where the innovations are of interest to private investors.

HTDC has actively supported the SBIR program since 1989. Prior to the Hawaii SBIR matching grant program and HTDC's efforts to train local firms through conferences and counseling, only two known companies in Hawaii were participating in SBIR. By the end of June 2010, 77 Hawaii companies won 359 SBIR/STTR awards and attracted nearly \$83 million in federal awards to Hawaii, plus another \$63 million in commercialization investments. Since 1989, the State has invested \$5,420,930 in local firms that participated in the SBIR program. For every dollar invested, Hawaii companies have attracted 15 federal dollars in return to the State, plus commercialization funding.

The SBIR program competitively awards winning proposals developed by small businesses in response to topics and solicitations posted by the SBIR agencies. Eleven federal agencies participate in SBIR: U.S. Departments of Agriculture, Commerce, Defense, Education, Energy, Health and Human Services, Homeland Security, Transportation; Environmental Protection Agency; NASA; and National Science Foundation. Phase I awards are typically \$100,000 to conduct a feasibility study of the project; average Phase II awards are usually \$750,000 to conduct a proof of concept and develop a working prototype of the innovation. The SBIR program encourages small businesses to commercialize the innovations seed funded by SBIR.

Small Business Technology Transfer (STTR) is a sister program to SBIR, and requires a research institution (often a university) to partner with the small business. The five largest SBIR agencies fund STTR.

HTDC encourages and supports Hawaii firms to successfully participate in SBIR through counseling, training workshops, proposal development consulting, and State of Hawaii matching grants. In

addition, the HTDC-Manufacturing Extension Partnership (MEP) supports SBIR firms with product development, market research and related consulting.

In FY2010, HTDC provided assistance to and awarded \$260,000 in State matching grants to 14 companies that won 21 SBIR and STTR federal grants and contracts valued at \$2,776,247. **Pacific Biodiesel** (Maui), **Pacific Defense Solutions** (Maui) and **Pukoa Scientific** (Oahu) were first time SBIR awardees.

FY2010 SBIR award distribution from the federal agencies to Hawaii firms: U.S. Department of Defense – 11; USDA – 3; U.S. Department of Energy – 3; NSF – 2; NASA – 1; and U.S. Department of Homeland Security – 1.



Manufacturing Extension Partnership (MEP)

The National Institute of Standards and Technology (NIST) Hollings Manufacturing Extension Partnership (MEP) provides services to manufacturers ranging from process improvements to strategies for growth to green manufacturing. NIST MEP works with state and federal partners and focuses on five critical areas - technology acceleration, supplier development, sustainability, workforce as well as continuous improvement. MEP positions manufacturers to develop new customers, expand into new markets and create new products with the end goal of increasing profitability and competitiveness.

HTDC-Manufacturing Extension Partnership (MEP)

HTDC began administering the MEP center in Hawaii in 2003, and it is one of 59 MEP centers across the nation. As a federal program in partnership with HTDC, the Center shares a common goal to support the development and growth of Hawaii's commercial high tech industry and the local manufacturing community. HTDC-MEP services include consulting services in the areas of product development and commercialization, market research, lean manufacturing, value stream mapping, growth strategies, and export readiness.

HTDC-MEP FY2010 Accomplishments

36 HTDC-MEP clients were surveyed between July 2009 to June 2010 and reported the following bottom line and investment impacts as a result of MEP services, including support in participating in SBIR:

- Increase in sales \$14.5 million
- Creation of additional jobs 52
- Retention of jobs that would otherwise have been lost 59
- Cost savings \$3.2 million
- Increased investment in plant or equipment \$1.1 million
- Increased investment in workforce practices or employee skills \$1.1 million
- Increased investment in other areas of business \$1.3 million

HTDC-MEP Supported Events

- University of Hawaii Technology Showcase, quarterly
- 11th Biennial HTDC-MEP Hawaii Small Business Innovation Research Conference
- 2nd Hawaii Entrepreneur Investor Pitch Competition
- How to Submit a Competitive Grant Proposal Workshop
- Business Incentives Tax Workshop
- Prototyping and Manufacturing Showcase with 3D Innovations, LLC
- The 8th Annual International Trade Forum, Expanding Your Business Internationally Workshop on Oahu
- AVCO Technology Show (MEP booth)
- Expand Your Business Through International Sales Workshop on Kauai Partnering with Pacific Business News, Technology for Business Breakfast Seminar
- Partnering with Lockheed Martin (presentations)
- Profit 101 Training
- Expand Your Business Through International Sales Workshop on Maui



Hawaii Center for Advanced Transportation Technologies (HCATT) Continues to Promote Renewable Energy and Alternative Fuel

HCATT is a 100% federally funded program established to develop and demonstrate advanced transportation technologies for both military and commercial applications. Its goal is to accelerate the development of technologies that contribute to improving economic competitiveness and lessen dependence on imported petroleum. The previous years' initiatives in renewable energy are now producing very positive results. HCATT's major Air Force projects at Joint Base Pearl Harbor-Hickam



Renewable hydrogen production and fueling station at Joint Base Pearl Harbor-Hickam

(JBPHH) have provided a significant contribution to the Department of Defense (DoD) energy goals while at the same time assisting DoD in its efforts to meet the goals of the Hawaii Clean Energy Initiative (HCEI). During its first year of operation, the 146kW photovoltaic (PV) array that was installed to provide power for the hydrogen production and fueling station at JBPHH has produced 269MWh of energy to either make hydrogen or offset the energy consumption on the petroleum-based power grid when the station was not in operation. This resulted in the production of 1,030kg of renewable hydrogen and a savings of \$40,000 in electricity costs from grid offset. This achievement did not go unnoticed by the Department of Energy (DoE) and the renewable hydrogen production project received a federal energy management award in a competitive selection process.

The use of renewable energy to make alternative fuel to power a fleet of 14 hydrogen vehicles is an example of what can be accomplished today to steer the State to the 70% clean energy goal of the HCEI. To further enhance this initiative, the installation of five 10kW vertical axis wind turbines is currently underway. Once this installation is completed, the station will be producing hydrogen from two renewable sources. The success of this demonstration program is reflected in the number of local, mainland, and international visitors to the site. Additionally, the renewable hydrogen production and fueling station has been chosen by the United States Pacific Command (USPACOM) to be its initial demonstration site for the Smart Power Infrastructure Demonstration for Energy Reliability and Security.

HCATT also became a member of the tri-service Hawaii Advanced Vehicle Working Group. The three co-chairs of this group manage funds for alternative energy research and integration. They have chosen to focus some of their efforts on a joint project and, based on the successful HCATT/Air Force leadership in the hydrogen arena, they have initiated a project to expand the hydrogen vehicle and infrastructure program on Oahu.

The State of Hawaii 2010 Legislative Session commenced with much anticipation by our community on how technology-related initiatives would fair amidst the State government's budgetary challenges. HTDC was able to show its relevance to the legislature both programmatically and fiscally by working diligently and strategically both prior to and throughout the session.

Here are the highlights from the 2010 Session:

Fate of the High Tech Investment and R&D Tax Credits (Act 221/215)

This controversial Act, set to sunset in December 2010, unfortunately polarized the tech community and its stakeholders, forcing each entity to pick a side. There were several bills seeking to extend or modify Act 221/215. Due to budgetary constraints, any move to extend the R&D tax credit, the less controversial portion of the bill, was met by an early sunset of the investment credit portion. The final bill, House Bill 2984 HD2 SD2, did not pass. Senate Bill 2001 SD1 HD1 did pass, but was vetoed by Governor Lingle. Senate Bill 2401 SD1 HD1, which suspended tax credit claims for Act 221 for years 2010, 2011, and 2012, was also vetoed.

Hoping to enrich the discussion beyond one particular tax policy as the only tool for advancement of our innovation economy, HTDC teamed up with the Hawaii Strategic Development Corporation (HSDC) and Enterprise Honolulu (EH) to provide a series of venues where lawmakers, the tech industry, supporting professionals and interested parties within the community learned how other states handle government investments for tech-based economic development. We organized this best practices tech symposium in response to the need expressed by the tech coalition group organized by Sen. Carol Fukunaga and Rep. Angus McKelvey, and attendees from events such as Rebuild Hawaii 2010. Invited experts from the mainland covered Pennsylvania, Utah, Tennessee, Arizona and New Mexico models for state-sponsored fund-to-funds. There are several funding mechanisms as well as programs, with most having a clear upper limit or a cap on a state government's financial exposure. Since it is clear that the State of Hawaii is no longer able to afford Act 221, regardless of its merits, it is critical that other funding mechanisms and programs be explored. Private briefings were also held for the Office of the Lieutenant Governor, the State House and the State Senate, in addition to a public symposium on December 4. These meetings set the scene for the introduction of several bills (e.g., a House bill explored how to fund and operate state private investment funds). Although these bills did not pass, the symposium raised the bar of the debate by establishing some common grounds and vocabulary among the stakeholders.

Funding for HTDC, and its Special Fund

HTDC successfully avoided a raid of its special fund, and also managed to maintain our general fund budget level, reflecting the legislature's understanding of the importance and relevance of tech based economic development. The State budget bill also reflected HTDC's request for a change of method of financing for one federal-funded position from 80 percent to 100 percent federal funds to reflect current allocation of position responsibilities due to increased federal program contracts and workload. An initial bill (House Bill 2984 HD2 SD2) introduced to balance the budget shortfall by raiding special funds from a variety of sources that included HTDC did not pass. The fiscal impact to HTDC, had this bill passed, would have reduced our special fund balance by \$500,000. Most of the University of Hawaii's special funds also survived this fate. Some other special funds were not as fortunate, as House Bill 2542 HD1 SD2 CD1, which included many other special funds, did become law as Act 192.

Broadband Bill Enacted

HTDC strongly believes in the role of government to establish an innovation infrastructure, such as ubiquitous broadband, as an economic development strategy. To that end, HTDC has supported

various broadband related bills in the last couple of years. A scaled-down version of the broadband bill, a discussion that started in the last legislative session as a result of the State's Broadband Task Force, was passed. House Bill 2698 HD2 SD2 CD1 became law as Act 199, which establishes the Telework Promotion and Broadband Assistance Advisory Council to promote broadband development by creating a one-stop shop for broadband-related permitting.

HTDC was named in two resolutions:

House Resolution 215 HD1 requests HTDC to coordinate initiatives within the community to address energy innovation with organizers of energy awards and programs and assist in their outreach to the Hawaii community.

House Concurrent Resolution 288 HD1 and **House Resolution 209 HD1** request the UH Procurement Institute to review policies and requirements in the awarding of State energy service contracts. The resolutions name HTDC as a possible member of a working group, which may be convened to review criteria for a "preferred vendor" status.

Legislative initiatives for 2011 may include, but not be limited to:

Revision of HTDC Board Appointments

Harmonize the board makeup of HTDC to reflect the statutes of other similar agencies, by including nominations by the legislature as well as the executive branch. Further, to revise the UH representative's appointment to an ex-officio position.

Initiatives Related to the Manoa Innovation Center Land Lease Issue

Find a suitable and equivalent future home for the headquarters of HTDC to conduct its mission, in preparation for the expiration of the MIC land lease in April 2015. Discuss the role of MIC with respect to economic development with UH's new administration.

Financial Information

	FY 2010	%	FY 2009	%
REVENUES AND OTHER FUNDING				
State General Fund	700,426	7.4%	964,799	15.0%
HTDC Special Fund	2,154,694	22.6%	2,497,386	38.8%
Federal Funds	6,655,374	70.0%	2,970,006	46.2%
Total Revenues & Other Funding	\$9,510,494	100%	\$6,432,191	100%
EXPENDITURES BY PROGRAM				
Federal Projects including Cash Match Contribution	3,181,082	56.5%	2,825,000	50.6%
Federal Project Support	225,531	4.0%	236,346	4.2%
HSBIR Grants	260,000	4.6%	360,000	6.5%
Technology Centers	1,287,380	22.8%	1,318,963	23.6%
Administration	540,650	9.6%	611,233	11.0%
Technology-based Economic Development	141,546	2.5%	201,121	3.6%
Others	0	–	27,905	0.5%
Total Expenditures	\$5,636,189	100%	\$5,580,568	100%
Excess (deficiency) of revenues and other funding sources over expenditures	\$3,874,305		\$851,623	

NOTES TO FINANCIAL INFORMATION

Sources of Funding:

HTDC relies on three main sources to fund its programs and projects.

- The State of Hawaii's general fund:* As an agency of the State of Hawaii, HTDC receives an appropriation from the Legislature each year.
- HTDC special fund:* Revenues generated from HTDC's technology centers, conferences, workshops, contracts and fees from consulting service are deposited into the HTDC special fund including revenues generated from federally funded projects that are restricted for use to support those federal projects.
- Federal funds:* Includes funds received through agreements with federal agencies for programs and projects such as the Hawaii Center for Advanced Transportation Technologies (HCATT), Manufacturing Extension Partnership (MEP) and Virtual Incubation program. HTDC looks to federally funded projects such as the MEP program and Virtual Incubation to supplement its core projects. While alignment with federal programs provides some relief, it does not fully address the funding gap as most grants have a matching requirement for the grantee which further taps the resources of the HTDC special fund.

Revenues:

The State's general fund appropriation has declined over the years as HTDC has become more reliant upon revenues it generates. The decline in general funding continued in FY10 as the state economy continued to struggle and a general fund reduction and hiring freeze was instituted to balance the state budget. HTDC received approx. \$700,400 (7% of overall revenues) in general funds in FY2010 or a decline of approx. \$264,400 from the previous year.

Special fund revenues declined to approx. \$2.1 million (23% of overall revenues) in FY2010 primarily due to lower than usual rent revenues from MRTC as space vacated by anchor tenants in late FY2009 remained unoccupied. Suitable large tech companies continue to be difficult to find as the economy struggles. The special fund generated 22% of HTDC's funding in FY2010.

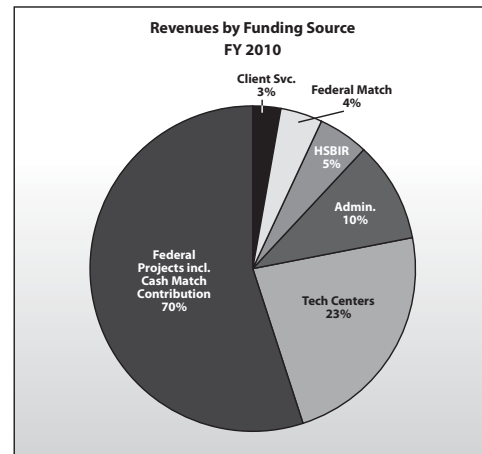
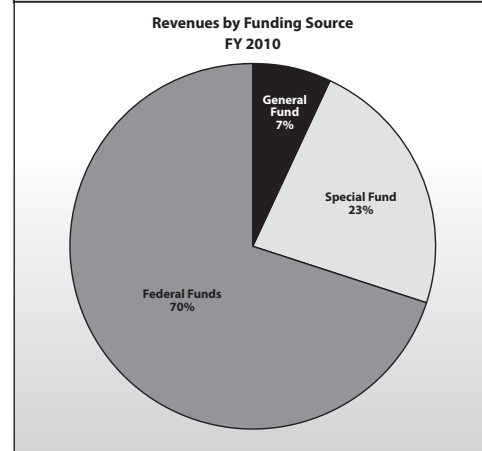
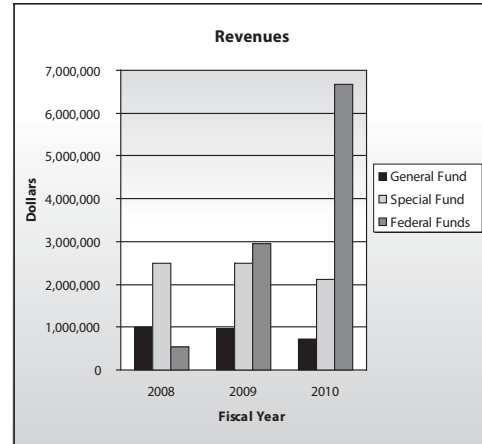
Approx. \$6.6 million (70% of overall funding) of federal funds was received in FY2010 as compared to approx. \$3.0 million in FY2009. The change in funding is attributed to a \$3.8 million increase in HCATT receipts from contracts with the U.S. Air Force and \$35,250 for a new EDA grant for the Entrepreneur Campus for Innovation Technology Economy project. These were slightly offset by the decreased use of funds by the MEP program of approx. \$221,000 as two positions were kept unfilled while the program was going through a restructuring.

Expenditures:

With HTDC's limited financial resources and ongoing slowdown of the economy further limiting resources, HTDC continues to reflect on its existing projects, reassess the benefits to its mission and the Governor's initiatives and reallocate its resources for better alignment. General and special fund expenditures continue to reflect a focused use for mainly core services and programs. While general fund expenditures reflect the downward trend of the corresponding funding from the legislature, special fund expenditures for FY2010 was maintained at the level of FY2009 while assuming additional expenses funded by the general fund in prior years. Federal fund expenditures correlate to the increased funding for federal projects.

Current Fiscal Focus:

The agency's focus continues to conserve incoming revenues and limit spending, to preserve the most effective programs and introduce new ones that leverage partnerships and other sources of funding during the economic slowdown. HTDC continues to build up cash reserves to subsidize operating expenses at MRTC while space remains vacant and for anticipated large physical plant expenditures for the technology centers in upcoming years.



HTDC Board Members & Staff

Board of Directors (July 2009–June 2010)

Chair



SHARON M. WONG
(term expires 6/30/11)
President
IMS, Inc.

First Vice Chair



ASSUMPTA C. RAOZA
(term expires 6/30/11)
Director of Enterprise Risk Management
Hawaii Medical Service Association

Second Vice Chair



BRIAN J. GOLDSTEIN
(term expires 6/30/11)
Principal
MindSpark Solutions, LLC

Secretary / Treasurer



GAIL ANN M. HONDA, Ph.D.
(term expires 6/30/10)
President & CEO
Global Optima, Inc.



GEORGINA K. KAWAMURA
(Ex-Officio)
Director
Department of Budget and Finance
State of Hawaii



THEODORE E. LIU
(Ex-Officio)
Director
Department of Business, Economic Development and Tourism
State of Hawaii



JOHN H. DELONG
(Representative for NELHA)
President
Hawaiian Cement



CRAIG I. NAKANISHI, ESQ.
(term expires 6/30/11)
Rush Moore LLP



ERIC B. YEE
(Representative for HSDC)
Vice President, Private Banking Division
First Hawaiian Bank

HTDC Staff

YUKA NAGASHIMA, Executive Director & CEO
KAY YAMADA, Project Development Manager (until 12/09)
COLEEN YOSHINA, Executive Secretary
STEVE SAKUDA, Controller
YVONNE HARUE, Senior Account Clerk
GAIL YAMASAKI, Account Clerk
RUSSELL AU, Business Development Manager
SANDI KANEMORI, Program Specialist, Business Development
SANDRA PARK, Program Specialist, Workshops & Seminars
JANICE KATO, Federal Programs Manager and MEP Center Director
WAYNE INOUE, MEP Senior Project Manager
MARK ASUBECK, MEP Project Manager (beginning 7/10)
JILL SUGIHARA, MEP Program Assistant
THOMAS QUINN, HCATT Director
KRISTY CARPIO, HCATT Contracts Administrator
ROSANNA CHAN, HCATT Secretary



Mahalo to Our Resource Partners

Associations

Association of IT Professionals - Hawaii Chapter
AFCEA - Hawaii Chapter
Hawaii Telecommunications Association
Friends of NELHA
Hawaii Science & Technology Council
Hawaii Venture Capital Association

Economic Development Partners

Chamber of Commerce of Hawaii
Enterprise Honolulu
Hawaii Business Entrepreneur Acceleration Mentors (HiBEAM)
Hawaii Island Chamber of Commerce
Hawaii Island Economic Development Board
Hawaii Small Business Development Center Network, UH-Hilo
Hawaii Technology & Entrepreneurship Network (HiTEN)
Kauai Chamber of Commerce
Kauai Economic Development Board
Maui Chamber of Commerce
Maui Economic Development Board
Pacific International Center for High Technology Research (PICHTR):
Hawaii Technology Development Venture (HTDV) and Hawaii Renewable
Energy Development Venture (HREDV)

Federal Departments

U.S. Department of Agriculture
U.S. Department of Commerce, National Institute of Standards and
Technology (NIST) Technology Innovation Program
U.S. Department of Commerce,
NIST - National Oceanic and Atmospheric Administration
U.S. Department of Commerce - Economic Development Administration
U.S. Department of Defense - Air Force
U.S. Department of Defense - Army
U.S. Department of Defense - Navy
U.S. Department of Energy
U.S. Department of Health and Human Services - National Institutes of Health
U.S. Department of Homeland Security
U.S. Department of Transportation
U.S. Small Business Administration
National Aeronautics and Space Administration

Higher Education

Chaminade University
Hawaii Pacific University
UH Community Colleges - Pacific Center for Advanced Technology Training
UH Pacific Asian Management Institute, Center for International Business
Education and Research (CIBER)
UH College of Engineering
UH Office of Technology Transfer & Economic Development (OTTED)
UH Pacific Asian Center for Entrepreneurship & E-Business (PACE)

Media Partners

Hawaii Business Magazine
Pacific Business News
Technology News Bytes
ThinkTech Hawaii

State Departments & Agencies

Department of Business, Economic Development and Tourism (DBEDT) -
Energy Office
Department of Taxation
Hawaii Foreign Trade Zone No.9
Hawaii Strategic Development Corporation
Workforce Development Council

Venture Capital Firms & Investors

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Special Thank You

Margaret Ahn, Deputy Attorney General,
State Department of Attorney General

Mark Anderson, former Deputy Director, State Department of Business,
Economic Development and Tourism (DBEDT)

Pearl Imada Iboshi, former Deputy Director, DBEDT

Barbara Annis, former Deputy Director,
State Department of Budget and Finance

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