

WetWare

**Time⁴ of
Moment**

Turns in Hawaii's
high tech scene



INNOVATION CEN



Left to right: (back row) Dir. Richard Lim, Rep. Isaac Choy, Sen. Brian Taniguchi, (front row) Steve Case, Gov. Neil Abercrombie, Yuka Nagashima

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Wetware

Wetware is a term drawn from the computer-related idea of hardware or software, but applied to biological life forms. e.g., wet + software

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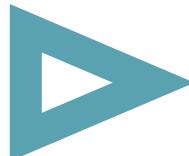
Incubators, accelerators, and coworking spaces are often confused. Here are definitions adopted from Wikipedia to get you up to speed.



Incubator

Business incubators are programs designed to support the successful development of entrepreneurial companies through an array of business support resources and services, developed and orchestrated by incubator management and offered both in the incubator and through its network of contacts. Successful completion of a business incubation program increases the likelihood that a startup company will stay in business for the long term.

HTDC operates its programs out of the Manoa Innovation Center and Maui Research and Technology Center.



Accelerator

Seed accelerators are a modern, for-profit type of startup incubator, with an open application process, taking in classes of startups consisting of small teams, supporting them with funding, mentoring, training and events for a definite period (usually 3 months), in exchange for equity. While traditional incubators are often government-funded, generally take no equity, and focus on biotech, medical technology, clean tech or product-centric companies, accelerators are privately-funded and focused on mobile/Internet startups.

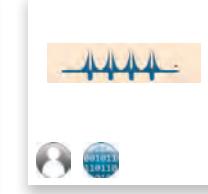
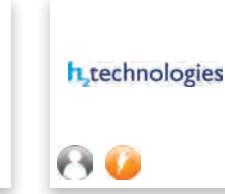
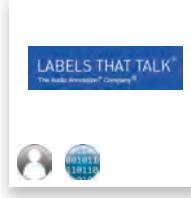
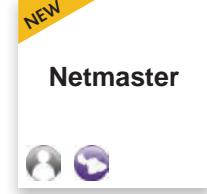
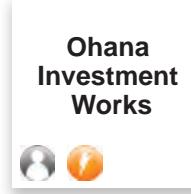


Coworking

Coworking spaces are facilities that provide a shared working environment. Unlike in a typical office, those coworking are usually not employed by the same organization. Coworking is also the social gathering of a group of people who are still working independently, but who share values, and who are interested in the synergy that can happen from working with like-minded talented people in the same space.

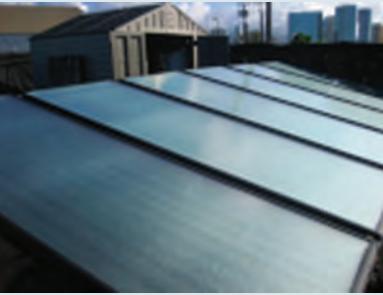
Coworking is not only about the physical space, but about establishing the coworking community first.

HTDC Incubator Network

 3D Innovations, LLC	 Activision TV	 ADAMA MATERIALS	 ALAKA'I LEARNING INSTITUTE		 ASIA PACIFIC FILMS.TV
<p>MIC Campus 2012</p> <p>Clients: 30</p> <p>Avg Occupancy: 92.5%</p> <p>Avg Tenure: 2.8 years</p> <p>New Clients: 3</p> <p>Graduates: 5</p> <p>Overall Success: 75%</p>					
 ATCO Software Inc.	 autism training solutions	 cardax pharmaceuticals	 H ₂ Technologies		
 Concentris systems	 GEN-X ENERGY DEVELOPMENT LLC	 h ₂ technologies	 HAWAII MANUFACTURERS ASSOCIATION		
 HREDV	 HTDV	 HITmethods go with the flow	 I-KAYZO design-build-innovate	 Heahole Solar Power	
 Kuehnle AgroSystems	 LABELS THAT TALK The Label Innovators Company	 LessonTracks	3/5/12 - I-Kayzo makes camp permitting simple & online 		
<p>1/10/12 – Kuehnle's EPA award winning algae demonstration project at the Chevron Hawaii refinery</p> 					
 medb maui economic development board, inc.	 Makanikai	 Maui High Performance Computing Center			
 Netmaster	 Ohana Investment Works				

LEGEND

-  DUAL USE  EDUCATION  ENERGY  MAUI  SOFTWARE  VIRTUAL  GRADUATE

OTTED	 Pan-STARRS	 People Bridge	 pūkōa SCIENTIFIC	 Renewable Water Technologies
	Summer 2012 – The biofuel used for the RIMPAC exercise was supplied by a partnership including Solazyme.		 SANJOLE	6/28/12 Renewable Water Tech Demo 
	 Schafer	 solazyme	 SOPOGY	
MRTC Campus 2012 Clients: 7 Avg Occupancy: 69% New Clients: 1 Graduates: 0 Overall Success: 58%	 SOS TECH SOLUTIONS	 Sotera WIRELESS	 SPECTRUM	 sprout
 Total Network Solutions	 translucent ANALYTICS	 Tutor Hawai'i	 TERASYS TECHNOLOGIES	8/2/11 ChipIn dba Sprout acquired by mobile ad network operator Inmobi  Inmobi
Virtual Incubation 2012 Clients: 30 New Clients: 4 Transfer to Tenant: 12	Tutor Hawaii received award to bring blended learning approach to disadvantaged students		 UNIVERSITY OF HAWAII	 WEBFISH PACIFIC
 Win3 Technologies	 Zero Emissions	 Voyage Innovative Technology	 Smarthouse	
		 Island News Technologies	 Cloudal Corporation	

Raising the Speed Limit

Governor's Plan Leads the Nation in Delivering Ultra High Speed Broadband to Hawaii



In August of 2011, Governor Neil Abercrombie launched the Hawaii Broadband Initiative (HBI) with the ultimate goal of ensuring that all of Hawaii's citizens have access to ultra high-speed broadband at affordable prices. Specifically, the Governor set a goal of ubiquitous gigabit (one gigabit per second) connectivity throughout Hawaii by 2018.

Like electricity a century ago,
broadband is a foundation for economic growth, job creation, global competitiveness

and a better way of life. It is enabling entire new industries and unlocking vast new possibilities for existing ones. It is changing how we educate children, deliver health care, manage energy, ensure public safety, engage government, and access, organize and disseminate knowledge.

Hawaii Broadband Goals:

- Ensure ubiquitous access to world-class gigabit-per-second broadband service at affordable prices throughout Hawaii, without leaving behind our underserved communities.
- Increase the use of high-speed broadband services and applications for economic development, health care, education, public safety, governmental efficiency and civic engagement while reducing the digital divide that leaves some citizens behind.
- Reduce Hawaii's barriers to global participation by promoting greater trans-pacific fiber connectivity and ensure equitable access for all our islands.
- Develop and implement a modern regulatory and permitting environment that supports and advances investment in broadband infrastructure and services for the public.

2012 Legislative Broadband Related Bills Passed Into Acts Affecting Governance, Permitting, And Public Bonds

Act 106 Appropriations. \$2M to DBEDT for plans for a transpacific cable project

Act 259 Mapping. Beginning 3/1/2013, requires reporting by telecommunications and cable television providers to DCCA and requires confidentiality for certain information and reports submitted.

Act 242 SPRB. Amends Part VI of section 39A, HRS, to include special purpose revenue bonds for assisting utilities serving the general public in providing telecommunications. Authorizes the issuance of \$100M in SPRB to assist Clearcom, Inc., or a partnership headed by Clearcom, Inc., with planning, permitting, designing, constructing, equipping, and operating broadband infrastructure throughout the State. Lapses the authorization to issue SPRB on 6/30/2017.

Powering Hawaii

HCATT manages the most successful Hydrogen production program within the entire Department of Defense



2012 proved to be the most successful year to date in HCATT history. On June 7th, a Memorandum Of Understanding (MOU) was signed between Lt Governor of Hawaii Honorable Brian Schatz and Assistant Secretary of the Air Force, Honorable Terry Yonkers.

The agreement recognizes that Hawaii is the most oil-dependent state in the nation with more than 90% of its energy supplied by foreign fossil fuels and indicates intentions between the State of Hawaii and the Air Force to select mutually advantageous renewable energy programs over the next ten years.



Hydrogen production and fueling station at Hickam AFB.

Following the signing a monumental suite of Air Force Research Lab projects landed in Hawaii. The National Demonstration Center, including the most capacious Hydrogen production program in the DoD, added several prototypes to its Hydrogen flight line fleet of support vehicles. After the addition of eight C-17's landing at Joint Base Pearl Harbor Hickam (JBPHH), HCATT is proud to be synergizing with US Hybrid to produce the world's first C-17 Tow Tractor. In addition, an F-22 fuel cell weapons loader, fuel cell shuttle bus and electric hybrid fuel cell Secure Power On Demand Step Van are all now in production.

Beyond the vehicles, HCATT partnered with HNu Photonics out of Maui and will build a Net Zero Energy Hangar for the Hawaii Air National

Guard (HIANG). The project will provide improved efficiency, an array of Concentrated PVs as well as a Battery Energy Storage System. The Air Force portfolio also contained new wind programs. HCATT has partnered with Honolulu based Natural Power Concepts to provide the world's first Folding Blade Wind Turbine at JBPHH. The endeavor also includes a 10 kW Spoked Wheel Wind Turbine to be delivered to the HIANG.

2012 also saw the formation of a new partnership with the National Park Service to build two shuttle buses that will run at Volcanoes National Park on Hawaii.

Special Mahalo to Tom Quinn for his leadership. Tom retired this year after serving 18 years as the HCATT director.

**\$45M New Sales
\$34M New Investment
298 New/Retained Jobs**



INNOVATE HAWAII

Helping Hawaii SBIR and manufacturing companies find, make, and save money.

For more information visit
www.InnovateHawaii.org

Bringing Home Federal Dollars

HTDC matches over a half million dollars to Innovative Hawaii companies



Every two years HTDC hosts the popular Small Business Innovation Research (SBIR) conference. The November 2011 event featured a unique twist from past conferences. With all services of the U.S. armed forces represented in Hawaii (including the Pacific Command), and with Hawaii companies earning a high percentage of SBIR DOD awards, the conference focused on DOD strategies within SBIR. Participating DOD speakers included; Chris Rinaldi (DOD SBIR), Elizabeth Altmann (Navy), Gus Vu (Air Force), John Pucci (Army), Larry Pollack (CBD), Mike Murtha (DOD PCO). Additional unique features included speaker Jenny Servo (of Dawnbreaker, the DOD contracted consultant helping promising DOD Phase II awardees commercialize their R&D, speaker Marc Morley (of Knobbe Martens, nation's 3rd largest intellectual property firm), and Elaine Seasly (of Raytheon, a prime contractor on their programs for SBIR companies). In addition to the popular one-on-one sessions with the program managers, service providers and sponsors exhibited to assist participants in all their commercialization efforts. Special thanks to gold sponsors Oceanit and Pelatron.

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 2 known companies in Hawaii were participating in SBIR. By the end of June 2011, 84 Hawaii companies won 317 Phase I and 122 Phase II awards and attracted over \$100 million in federal awards to Hawaii, plus another \$71.8 million in commercialization efforts. Since 1989, the State has invested \$5.9 million in local firms that participated in the Hawaii SBIR program. **For every dollar invested, Hawaii companies have attracted 16 federal dollars in return to the State, plus commercialization funding.**

Additional SBIR Workshops:

Commercialization and Intellectual Property Business Clinic with Dawnbreaker and Knobbe Martens

Oahu, Kailua-Kona, Hilo USDA SBIR workshop on Fed Grant Funding for New Agriculture-based products and Rural Development

Oahu, Maui
SBIR Grant Writing workshop: Dr. Paul Pernambuco-Wise, Dr. Ken Cheung, Dr. Chris Sullivan of Oceanit

SBIR Distribution

DOD	23
Dept of Ag	2
NSF	1
Dept of Energy	1

FY12

HTDC awarded \$520,000 in State matching grants to 13 companies that won 27 SBIR/STTR federal grants and contracts valued at \$3,209,049



Assumpta Rapoza
Board Chair

With high tech, the ascent to success can occur in a heartbeat. However, it takes a *critical mass of passion* to build an *entrepreneurial ecosystem*. With this belief HTDC has renewed its focus on strengthening partnerships.



Venture Accelerator
June 27, 2012

\$2M Venture Accelerator Bill HB2319 signed.



"a paradigm shift for government to incentivize the tech community"



Unconferenz
Feb 25, 2012

HTDC partner hosts a grassroots tech gathering.

"meaningful programs are built from a solid grasp of the core issues"



Startup Hawaii
Jan 31, 2012

Entrepreneurs bring the Startup America Partnership to Hawaii supporting entrepreneurship and small business growth.

"startup ecosystems are private sector driven and leverage public/private partnerships"



Yuka Nagashima
Executive Director

In anticipation of the day when we will recognize the past year as the *start of a surge* for the high tech industry in Hawaii, we present this *time capsule of 2012* to celebrate some of the accomplishments of HTDC and our partners.



Hawaii Broadband
May 24, 2012

HTDC launches the HawaiiBroadband.org website.



Startup Weekend
April 27, 2012

WetWare Wednesday + Startup Weekend



"new collaborations stack resources to strengthen the community"



HTDC Broadband Best Practices
Jan 12, 2012

National broadband policy experts brought to share lessons learned with the BAAC, legislators, and the Governor's team.

HTDC *Cultivating Hawaii's tech sector* **Holiday Tech Fair**
Dec 28, 2011

Kama'aina recruiting event and tech showcase



HAWAII HIGH-TECH ZONE **Export University**
Oct 27, 2011

HTDC partner connects Hawaii manufacturers to global markets

BoxJelly **Coworking & Maker Spaces**
Fall 2011

New facilities and tech groups have surfaced in Hawaii.



"new programs and organizations are leading an emerging Hawaii tech scene"

WetWare Wednesdays
July 21, 2011

Inaugural monthly software developer's networking event



"establishing an identity for the software community is step one"



TechHui Conference
Dec 9, 2011

HTDC partner hosts a Hawaii technology showcase

INNOVATE HAWAII **Hawaii SBIR Conference**
Dec 7-8, 2011

DoD program managers offer advice to Hawaii applicants



HSDC **Venture Capital Summit**
Oct 4, 2011

National panel describes trends in tech portfolio investments



"capital formation remains a core challenge"

HCATT **Renewable Energy Projects**
June 07, 2011

Lt. Governor signs MOU with the Air Force to select mutually advantageous renewable energy programs over the next 10 years

"following the MOU, a suite of Air Force Research Lab projects have landed in Hawaii"

By-Product to Buy Product

Pacific Biodiesel Technologies Turns Biodiesel Waste Into a New Environmentally Sustainable Soil Conditioner



Photo by Catawba County

COMPANY PROFILE: Pacific Biodiesel Technologies has been involved in all aspects of the biodiesel business for over 15 years. The company created the first integrated biodiesel supply chain from feedstock research and production, to fuel production and processing, to quality management and distribution.

Pacific Biodiesel, prompted by long-time members of the Hawaii wetland farming community, recognized the need for a locally sourced soil conditioner that would be both lower in cost and more environmentally sustainable when compared to petroleum based fertilizer inputs. The additive needed to improve soil condition and contribute to the management of the apple snail pest at least as well as petroleum based alternatives. The company was awarded an initial \$90,000 Phase I USDA SBIR grant to research applications for a glycerin-based by-product of the biodiesel process. Funds supported lab research to identify the exact active ingredients of a biodiesel glycerin-based by-product that was known to improve soil health.

"Support from HTDC allowed us greater flexibility in our research and the ability to include local intelligence in shaping our application."

KELLY KING
Vice President

From the Phase I project testing the company created a complete soil conditioning product called Aina Mo' (short for aina momona, Hawaiian for "fertile lands"). Aina Mo' appears to improve soil quality, nutrient availability, and plant health in paddy soils without the need for additional petroleum fertilizer inputs. The soil conditioner has been used on wetland taro and shows potential

benefit for rice farming as well. Project support from INNOVATE Hawaii and Hawaii SBIR matching funds allowed the company to perform additional project work during Phase I including some field testing.

The funding resulted in the company exceeding the requirements of the Phase I SBIR and winning a Phase II award for further product development. The product will allow the use of up to 500,000 gallons of glycerin-based by-product in a value added way which will close the loop in the biodiesel process resulting in zero waste. This project will lower shipping and disposal costs for the company, create value from a byproduct, and will be the realization of key company goals which align with State and Federal sustainability goals.

Noni Meets Maple & Sushi

Natural Edge Hawaii Reaches New Markets Through Export



Photo by Thomas Tunsch

COMPANY PROFILE: Natural Edge Hawaii started as a distributor in 2002 on Oahu. The company manufactures nutraceuticals and body care products using local natural ingredients. Natural Edge Hawaii brings herbal therapy to body care and all products are handmade with the purest ingredients in nature.

INNOVATE Hawaii Impacts:

- Market expansion into Canada
- Estimated new sales of 300%
- Awarded the Hawaii Seal of Quality from the USDA

Monika Kathuria, owner of Natural Edge Hawaii, knew that the popularity and uniqueness of her company's products would be valuable to overseas markets. However, she did not have the knowledge or experience to export abroad. She was aware that health and body products faced additional regulations, and she needed more information before Natural Edge Hawaii could actively engage in exporting.

Monika enrolled into two export training programs sponsored by INNOVATE Hawaii and the Foreign Trade Zone No. 9. The programs were:

Expanding Your Business Through Exporting - a series

"The HTDC program helped us connect with other companies, forge new partnerships and develop strong exporting relationships."

MONIKA KATHURIA
President

of five classes including comprehensive training from industry experts covering a wide range of exporting topics, and **Export University** - in partnership with the US Commercial Services, a combination of industry training and educational

speakers, two days a week in four hour time blocks.

These programs put Monika in direct contact with government officials, industry experts, and local business leaders helping her map out her path to enter new markets.

Monika used the knowledge gained from the two export programs to develop new connections with distributors abroad. Monika is now actively **negotiating contracts with distributors in Canada, Japan and Taiwan**. Also resulting from their work with INNOVATE Hawaii, Natural Edge Hawaii has received a quality award and has been invited to participate in the Natural Products Expo in California.

Workshops, Programs, & Events

HTDC creates educational and networking opportunities by coordinating workshops presented by experts in various fields, including professionals in the Service Provider Program. HTDC also collaborates on events with other organizations to bring awareness on upcoming trends and current issues in the industry.



TechJobsHawaii.org is the State's online resource for Hawaii's companies to fill their technology positions. It is completely free and simple to use providing direct connection between job seekers, interns, and employers.



HTDC SERVICE PROVIDER PROGRAM

The HTDC Service Provider Program supports high tech start-ups and emerging technology-based entrepreneurs by providing **business support** and **consulting resources** they need to accelerate their transition from incubator companies to vibrant successful businesses.

HTDC's client companies have access to professionals in **business development, legal and accounting services, marketing and media development, strategic evaluation and planning, human resource and staffing assistance and insurance providers**. The program has grown to over 40 providers who offer special discounts for their services.

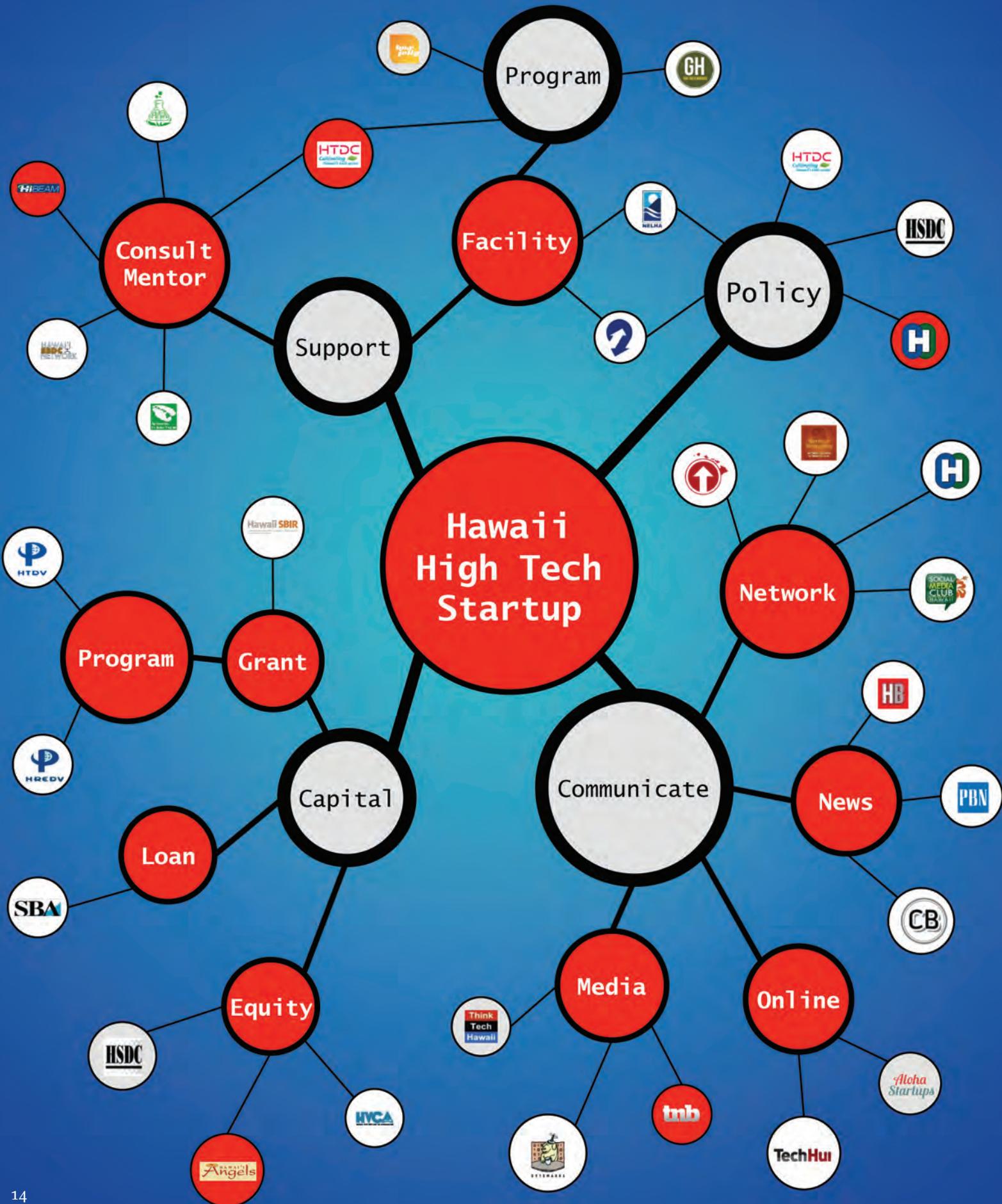


Legislative Briefing at MIC
WetWare Wednesday, monthly
Closing the Deal Parts 1 and 2 with Patt Steiner of Venturespheres
2011 Hawaii Venture Capital Summit
Export University
Small Business Innovation Research Conference
Tech community give back: Toys for Tots Drive
12th Annual Holiday Science & Tech Fair
Corporate Futures: The Challenge of Organizational Foresight with Kaipo Lum
Hawaii Occupational Safety and Health training
Hawaii Occupational Safety and Health training
Branding workshop with Janet Scheffer of ManaMeans

Meet-up for software developers and system engineers held on the 4th Wednesday of every month. Venues, sponsors, and programs change monthly to showcase the local high-tech scene. The event is now over a year old and has averaged over 70 attendees to each event.



HTDC Resource Web



Editorials

We've Been Acquired: Local Startup Makes Good



Originally posted by **Kevin Hughes** on August 26, 2011
on www.TechHui.com



I am happy to announce to the local tech community that Sprout has been acquired by InMobi, nearly six years to the day from when we started our dot-com venture in Honolulu under the name ChipIn.... As I write this the Sprout team has been just a few days back from a two-week stay in Bangalore (now Bengaluru), India...now that we have at least seven offices strategically located around the globe, we'll be able to take our technology and solutions worldwide. ... InMobi realizes that Sprout started in Hawaii and is committed to keeping the team located in Honolulu.... Rather than thinking of us as a local company that's been bought by a foreign company, think of us as a local company that has now become a global startup...I want to thank the HTDC ... for maintaining its commitment to growing tech companies like ours. **For dot-coms the MIC is the primary center of innovation in the Hawaiian Islands** and what we constantly tell our international partners is the "Silicon Valley of Hawaii". I started working at the MIC in 1993 as a student intern doing game programming and have watched it evolve and grow over the years. Without such a facility, coupled with the inspiring beauty and mix of resources in and around Manoa, the startup landscape in the islands would be significantly impacted.

I also want to thank our many local investors who believed not just in our original concept but more importantly our team, supporting us through countless technological and business shifts. We could not have reached this point without you.

What have we learned so far?

Tech companies are no longer local. Foundational collaboration platforms like Google Apps and Skype have matured to the point where startups can pick and choose their teams no matter where people live.

To read the complete article visit:
<http://www.techhui.com/profiles/blogs/we-ve-been-acquired-local-startup-makes-good>

Company Profile: Sprout

Sprout's cloud-based platform brings efficiency and scale to organizations creating mobile ads and its rich media creatives are compatible with mobile devices supporting HTML5, including Apple iOS and Google Android devices.

Graduating from the Manoa Innovation Center



Originally Posted by **Daniel Leuck** on August 31, 2012
on www.TechHui.com



Its time for Ikayzo to graduate to a larger commercial space... Ikayzo has been at the Manoa Innovation Center since 2005. Our first customer was a fellow MIC company and we have worked in varying capacities with numerous other tenant companies including Pukoa Scientific, Concentris, Island Pacific Energy, Kuehnle AgroSystems, Undefeated Games and Sprout.... Having all these great companies in proximity has been invaluable. Ikayzo has collaborated with HTDC and fellow MIC companies on many community efforts including TechHui.com. HTDC CEO Yuka Nagashima and her staff have been invaluable resources during our journey. A note to our governor and legislators: We sincerely hope HTDC will continue to operate the Manoa Innovation Center and receive the funding necessary to continue their work. This is a uniquely inspiring place. It wouldn't be the same in some nondescript block of office spaces. On a related note, HTDC needs more funding! We finally have decent connectivity at MIC but things like redundant power and reliable AC are a must at an innovation center. To those entrepreneurs thinking about setting up shop at MIC - we highly recommend it. HTDC...does much more than operate the center. They provide assistance to Hawaii tech companies looking to secure SBIR grants along with partial matching of awards. They have business consultants on staff, do workshops on everything from marketing to hiring, provide a program that gives you access to affordable service providers for legal and accounting services, operate a co-working space on the second floor and even provide testimony at the state legislature in support of our industry. Finally, you will find it invaluable to be surrounded by other startups that can provide advice, assistance and partnership opportunities.

To read the complete article visit:
<http://www.techhui.com/profiles/blogs/graduating-from-the-manoa-innovation-center>

Company Profile: Ikayzo

By building a team of world class designers, Ph.D. computer scientists, and published software engineers under the same roof, Ikayzo is able to deliver best of breed applications for customers ranging from the world's largest banks to the eCommerce giants of Japan.

Financial Information

	FY 2012	%	FY 2011	%
REVENUES AND OTHER FUNDING				
State General Fund	1,034,564	13.6%	685,540	20.3%
HTDC Special Fund	2,385,342	31.3%	2,214,176	65.5%
Federal Funds	4,193,144	55.1%	478,264	14.2%
Total Revenues & Other Funding	\$7,613,050	100%	\$3,377,980	100%
EXPENDITURES BY PROGRAM				
Federal Projects	6,038,773	68.8%	3,401,020	58.9%
Federal Project Support	147,813	1.7%	266,221	4.6%
HSBIR Grants	520,000	5.9%	259,500	4.5%
Technology Centers	1,352,680	15.4%	1,237,987	21.4%
Administration	477,463	5.4%	474,321	8.2%
Technology-based Economic Development	246,047	2.8%	135,574	2.4%
Total Expenditures	\$8,782,776	100%	\$5,774,623	100%
Excess (deficiency) of revenues and other funding sources over expenditures	\$(1,169,726)		\$(2,396,643)	

NOTES TO FINANCIAL INFORMATION

Revenues:

The State's general fund appropriation had declined over the past several years but increased in FY12 due to an addition in its appropriation for the HSBIR grant program of \$260,000 and increase in the use of funds with the filling of several positions due to the lifting of the hiring freeze.

Special fund revenues were approx. \$2.4 million (31.3% of revenues) in FY2012. The increase from the previous year is primarily due to funding from DCCA on a joint project for the Governor's Hawaii Broadband Initiative (HBI), increased consulting services fees from the MEP program and a reimbursement from the federally funded Entrepreneurial Campus grant for expenses incurred in the prior fiscal year which under provisions of the grant are initially paid with state funds then reimbursed.

Federal fund revenues increased significantly as the transfer of program and contracting functions for the HCATT program to another military installation was completed then allowing the execution of a new cooperative agreement with the U.S. Air Force for \$6.0 million. Also contributing to the increase in federal revenues in FY12 was the MEP program utilization of all of the authorized funding for the first time in the past few years.

HTDC Board and Staff

Board of Directors

Chair



ASSUMPTA C. RAPOZA
(term expires 6/30/14)
Director of Enterprise Risk Management
Hawaii Medical Service Association

First Vice Chair



CRAIG I. NAKANISHI, ESQ.
(term expires 6/30/15)
Rush Moore LLP

Second Vice Chair



RICHARD M. ROSENBLUM
(term expires 6/30/14)
President and CEO
Hawaiian Electric Company, Inc.

Secretary / Treasurer



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

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



JOHN MORTON, Ph.D, UH Representative
(term expires 6/30/13)
Vice President for Community Colleges
University of Hawaii System



RICHARD C. LIM (beginning 12/2010)
(Ex-Officio)
Director
Department of Business, Economic
Development and Tourism



KALBERT YOUNG
(Ex-Officio)
Director
Department of Budget and Finance
State of Hawaii



DEREK LAU
(term expires 6/30/15)
President
Real Estate Specialists, LLC.



MICHAEL SCHMICKER
(term expires 6/30/14)
Vice President of Marketing and Corporate
Communications
Navatek, Ltd.



RACE RANDLE
(term expires 6/30/15)
Director, Development
Howard Hughes Development Corp

HTDC Staff

YUKA NAGASHIMA, Executive Director & CEO

MICHAEL REISOR, Executive Secretary & Project Assistant (beginning 9/2011)

LEN HIGASHI, Senior Economic Development Manager (beginning 9/2011)

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

NONIE TOLEDO, Program Specialist (beginning 3/2012)

KEVIN CHAK, IT Network & Web Specialist (beginning 9/2011)

LAUREN NICHOLS, Marketing Specialist (beginning 9/2011)

JANICE KATO, Federal Programs Manager and MEP Center Director (until 8/2011)

WAYNE INOUYE, Senior Project Manager, MEP

MARK ASUBECK, Project Manager, MEP

ERIN FURUCHI, Project Coordinator, MEP (beginning 3/2012)

THOMAS QUINN, Director, HCATT

ED RUSSELL, Program Manager, HCATT (beginning 7/2012)

KRISTY CARPIO, Contracts Administrator, HCATT

ROSANNE CHAN, Secretary, HCATT



SPECIAL THANK YOU

Deputy Director Luis Salaveria, Rep. for B&F Director Kalbert Young
Deputy Director Mary Alice Evans, Rep. for DBEDT Director Richard Lim
Margaret Ahn, Deputy Attorney General, Dept. of Attorney General
Ms. Gail Fujita, U.S. Dept. of Commerce, Economic Development Administration
Ms. Georgiana Fujita, Volunteer

MAHALO TO OUR RESOURCE PARTNERS

ASSOCIATIONS

Armed Forces Communications and Electronics Association - Hawaii Chapter
Hawaii TeleCommunications Association
Friends of Natural Energy Laboratory of Hawaii Authority
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 PARTNERS

U.S. Dept. of Commerce, National Institute of Standards and Technology (NIST) Technology
Innovation Program
U.S. Dept. of Commerce, NIST - National Oceanic and Atmospheric Administration
U.S. Dept. of Commerce - Economic Development Administration
U.S. Dept. of Defense
U.S. Small Business Administration
National Science Foundation

HIGHER EDUCATION

Chaminade University
Hawaii Pacific University
UH Dept. of Information and Computer Science
UH College of Engineering
UH Dept. of Electrical Engineering
UH School of Law - Small Business Clinic
UH Pacific Asian Center for Entrepreneurship & E-Business (PACE)

MEDIA PARTNERS

Bytemarks Café
Pacific Business News
Technology News Bytes
ThinkTech Hawaii

STATE DEPTS & AGENCIES

Dept. of Business, Economic Development and Tourism (DBEDT)
Dept. of Commerce and Consumer Affairs
Dept. of Taxation
Hawaii Foreign Trade Zone No.9
Hawaii Strategic Development Corporation
Natural Energy Laboratory of Hawaii Authority (NELHA)

VENTURE CAPITAL FIRMS & INVESTORS

Hawaii Angels
Hawaii Employees' Retirement System
Invencor, Inc.
Kamehameha Schools
Kolohala Ventures
Macquarie
Startup Capital Ventures
Sennet Capital

OTHER INDUSTRY PARTNERS

Bishop & Associates
Blue Planet Software
The Box Jelly
The Greenhouse Innovation Hub
Hawaii Computer Training Solutions
Hawaii Food Manufacturers Association
HMSA
Orrick Herrington & Sutcliffe LLP
Referentia
StartUp Hawaii
TechHui



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