WetWare

of Impact

Turns in Hawai'i's high tech scene

HIGH TECHNOLOGY DEVELOPMENT CORPORATION 2012 ANNUAL REPORT
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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
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

**MIC Campus 2012**
Clients: 30  
Avg Occupancy: 92.5%  
Avg Tenure: 2.8 years  
New Clients: 3  
Graduates: 5  
Overall Success: 75%

1/10/12 – Kuehne’s EPA award winning algae demonstration project at the Chevron Hawaii refinery

3/5/12 – Ikayzo makes camp permitting simple & online

**LEGEND**
- DUAL USE  
- EDUCATION  
- ENERGY  
- MAUI  
- SOFTWARE  
- VIRTUAL  
- GRADUATE
Summer 2012 – The biofuel used for the RIMPAC exercise was supplied by a partnership including Solazyme.

6/28/12
Renewable Water Tech Demo

MRTC Campus 2012
Clients: 7
Avg Occupancy: 69%
New Clients: 1
Graduates: 0
Overall Success: 58%

Virtual Incubation 2012
Clients: 30
New Clients: 4
Transfer to Tenant: 12

Tutor Hawaii received award to bring blended learning approach to disadvantaged students
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.

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

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
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.

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.

$2M Venture Accelerator Bill HB2319 signed. Venture accelerator June 27, 2012

“a paradigm shift for government to incentivize the tech community”

HTDC launches the HawaiiBroadband.org website. Hawaii Broadband May 24, 2012

“new collaborations stack resources to strengthen the community”

WetWare Wednesday + Startup Weekend Startup weekend April 27, 2012

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

National broadband policy experts brought to share lessons learned with the BAAC, legislators, and the Governor’s team. Broadband Best Practices Jan 12, 2012

Entrepreneurs bring the Startup America Partnership to Hawaii supporting entrepreneurship and small business growth. Startup Hawaii Jan 31, 2012

“startup ecosystems are private sector driven and leverage public/private partnerships”
Kama’aina recruiting event and tech showcase

HTDC partner hosts a Hawaii technology showcase

DoD program managers offer advice to Hawaii applicants

HTDC partner connects Hawaii manufacturers to global markets

New facilities and tech groups have surfaced in Hawaii.

“new programs and organizations are leading an emerging Hawaii tech scene”

Inaugural monthly software developer’s networking event

“capital formation remains a core challenge”

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”

Start of FY12
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.

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.

INNOVATE Hawaii Impacts:
- Development of a new product
- $400,000 in cost savings and new company investment
- Reduced crop damage
- Eliminates waste by reusing by-product
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 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.

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.

- 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
We’ve Been Acquired: Local Startup Makes Good

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

Graduating from the Manoa Innovation Center

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:

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.

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

#### Revenues and Other Funding

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th>%</th>
<th>FY 2011</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>State General Fund</td>
<td>1,034,564</td>
<td>13.6%</td>
<td>685,540</td>
<td>20.3%</td>
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<tr>
<td>HTDC Special Fund</td>
<td>2,385,342</td>
<td>31.3%</td>
<td>2,214,176</td>
<td>65.5%</td>
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<tr>
<td>Federal Funds</td>
<td>4,193,144</td>
<td>55.1%</td>
<td>478,264</td>
<td>14.2%</td>
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<tr>
<td><strong>Total Revenues &amp; Other Funding</strong></td>
<td><strong>$7,613,050</strong></td>
<td><strong>100%</strong></td>
<td><strong>$3,377,980</strong></td>
<td><strong>100%</strong></td>
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#### Expenditures by Program

<table>
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<th>FY 2012</th>
<th>%</th>
<th>FY 2011</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal Projects</td>
<td>6,038,773</td>
<td>68.8%</td>
<td>3,401,020</td>
<td>58.9%</td>
</tr>
<tr>
<td>Federal Project Support</td>
<td>147,813</td>
<td>1.7%</td>
<td>266,221</td>
<td>4.6%</td>
</tr>
<tr>
<td>HSBIR Grants</td>
<td>520,000</td>
<td>5.9%</td>
<td>259,500</td>
<td>4.5%</td>
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<td>Technology Centers</td>
<td>1,352,680</td>
<td>15.4%</td>
<td>1,237,987</td>
<td>21.4%</td>
</tr>
<tr>
<td>Administration</td>
<td>477,463</td>
<td>5.4%</td>
<td>474,321</td>
<td>8.2%</td>
</tr>
<tr>
<td>Technology-based Economic Development</td>
<td>246,047</td>
<td>2.8%</td>
<td>135,574</td>
<td>2.4%</td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td><strong>$8,782,776</strong></td>
<td><strong>100%</strong></td>
<td><strong>$5,774,623</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
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#### Excess (deficiency) of revenues and other funding sources over expenditures

<table>
<thead>
<tr>
<th></th>
<th>FY 2012</th>
<th>FY 2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Excess (deficiency)</strong></td>
<td>$(1,169,726)</td>
<td>$(2,396,643)</td>
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</tbody>
</table>

#### 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 FURUICHI, 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

Manoa Innovation Center
2800 Woodlawn Drive, Suite 100
Honolulu, Hawaii 96822

Telephone: (808) 539-3806
Fax: (808) 539-3611
info@htdc.org
www.htdc.org

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