Posted on 12/18/25 @ 9:40 am
Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255
Honolulu, Hawaii 96813
808–539–3806
www.htdc.org

3A

MEETING MINUTES OF THE HAWAI`I TECHNOLOGY DEVELOPMENT CORP (HTDC) BOARD OF DIRECTORS

April 28, 2026
Entrepreneurs Sandbox – 2nd Floor Conference Room
643 Ilalo St., Honolulu, HI 96813

Member(s) Present
Craig Nakanishi, Chairperson (Mr. Nakanishi)
Gregoy Kim, (Mr. Kim)
Kelly Ueoka, (Mr. Ueoka)
Chad Walton, (Mr. Walton)

Staff Present
Trung Lam, Executive Director & CEO (Mr. Lam)
Wayne Layugan, (Mr. Layugan)
Cynthia Matsuki, (Ms. Matsuki)
Karlton Tomomitsu, (Mr. Tomomitsu)

Member(s) Present Virually
Jaclyn Kaina, (Ms. Kaina)
Matthew Sullivan, (Mr. Sullivan)
Dane Wicker, (Mr. Wicker) arrived 1:23 pm

Counsel Present
Nicholas Kido, Deputy Attorney General (Mr. Kido)

Member(s) Absent
Edward Barnabas, (Mr. Barnabas)

Guest(s) Present

Members of the Public Present
Nicholas Ulm, Hawaii Ocean Power Solutions
James Roberts, Waihome

1. **Call to Order, Public Notice Quorum**

   Meeting called to order at 1:03 p.m.

2. **Roll Call**

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255
Honolulu, Hawaii 96813
808–539–3806
www.htdc.org

Mr. Lam conducted roll call. Present are Chair Nakanishi, Mr. Kim, Mr. Ueoka, and Mr. Walton. Virtually attending, Ms. Kaina, Mr. Sullivan, and at 1:23pm Mr. Wicker. Mr. Barnabas has been excused.

3. **Approval of the February 18, 2026 Meeting Minutes**

Chair requests a motion to approve the February 18, 2026 board minutes.

Motion to approve made by Mr. Kim / second by Mr. Walton

Chair asks if there are any questions, comments, corrections. None received.

Motion approved, 6/0

4. **Kapaa Industrial Advanced Manufacturing Project Presentation and Decision**

Mr. Lam directs a presentation and advises that we are trying to obtain a decision on creating an advance manufacturing pilot facility in Kapaa Quarry. HTDC is investing in areas that we know, based on discussion with 80 different organizations within the community and ecosystem, focusing on energy, ocean, air and space. Short term priority will be focused on ocean and space. Advanced Manufacturing was requested by legislators to be an area of focus also a part of Department of Business Economic Development and Tourism's (DBEDT) strategic plan. Definition of advanced manufacturing is not just using things to make by hand, it is more involved, 3-d printing, involving c&c equipment, numerically controlled equipment, robotics.
We have seen demand from Department of War (DoW), local demand, looking for opportunities for high-wage jobs, support local small-medium size business, import substitution, looking at multiple sites. We are looking at an advanced manufacturing hub, there are four different tiers of hubs. Innovation lab, small-medium hub for prototyping, testing maybe small-scale manufacturing. The sustainment hub is for prototypes, found customers and putting consistent orders, and the industrial hub is when there are bigger orders.
We have existing State and City properties that are vacant but are not zoned properly or are not in the right condition.
Kapaa Industrial is a brand-new building, currently available, ample power for all the advance manufacturing needs, and able to negotiate a 3-year lease with favorable terms and a nice amount of square footage. We have signed letters of intent, either as a tenant or as resources or equipment.

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255
Honolulu, Hawaii 96813
808–539–3806
www.htdc.org

Will be charging market rate, providing space for shared area, and providing paid services through the MEP Program to support the manufacturers and NIST-MEP will be a tenant to keep an eye on the manufacturers.
To summarize, advance manufacturing is seeing growth and demand from both the commercial sector and the Department of War. There is an urgent need for infrastructure at this innovation level, and this is a mission aligned opportunity to meet the demand and set us up for future success and growth with a permanent facility.

Chair asks what the request is.

Mr. Lam states that the request is to approve to sign the lease the max cap of rent to pay each month.

Mr. Wicker asks to clarify the monthly/annual lease and if we are in the black, red or flat.

Mr. Lam states that we are still in negotiation but currently the monthly is $26,000 for the base lease with a 4% increase annually, the utilities will be paid by the tenants, we will pay for the common areas, we did allocate for property management in the event one will be necessary and costs for basic build out of $70,000 for the first few months of the three year lease.

Mr. Wicker requests clarification if we will be charging the tenants immediately or is there a period where we will need to pay out the $26,000 ourselves, and at what month will it be flat.

Mr. Lam states the intention is during lease negotiations, there will be a period of free rent to move in the tenants without incurring the cost of rent ourselves. The tenants should be ready to move in at the sign of the lease. We currently have five letters of intent.

Mr. Kim questions if this will be like a co-working space as tenants should have their own space, as it sounds like tenants will be coming in and out and sharing space.

Mr. Lam clarifies that tenants will have their own space with a common shared area.

Mr. Ulm wants to clarify as he will be a potential tenant. States that the companies will need delineated space, for companies to partner with other companies that will be

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255 | 808–539–3806
Honolulu, Hawaii 96813 | www.htdc.org

producing products that have large equipment will need fixed amount of square footage. The common area is ideal as we will be working collaboratively when applying for federal grants.

Mr. Kim confirms that there will be common area and that will need to be delineated in the sublease. Another question was zero financial risk but that is not being addressed. What happens if we lose tenants, who will pay the rent.

Mr. Lam states this is what we do for all our facilities, MRTC and the Sandbox, this is not a new risk.

Mr. Wicker states aside from MRTC, if this is treated like a traditional lease we are just a landlord. Asks Mr. Ulm why is it critical for HTDC to be a partner in this facility for his company to be a success.

Mr. Ulm states that it is multi faceted, when we would try to approach available warehouse in the state, post-covid, every landlord is risk-adverse, they will not sign a lease with us because we don't have three years of back revenue because we are a start-up so it is impossible for us to get started. Warehouses are too large and we can't take on that burden, the ability to have a space directly next to five other partners is ideal as it de-risks it and additionally and it makes it more competitive to have the state backing us (prioritizing).

Mr. Roberts adds as another LOI company the size difference between where you are at now to where you would have to go for a manufacturing company. We have our inspection facility for certification in a garage, our manufacturing is on a farm and we pay about $1,500 a month and if we wanted to go to a manufacturing facility in Kapolei we would end up paying $10,000 a month.

Mr. Kim summarizes what he has heard that we will be taking a financial risk since these companies are unable to sign a long-term lease. Not against it but wants to be clear.

Chair asks Mr. Ulm what he is willing to pay for his space and if it is market rates.

Mr. Ulm states $2.50 up to the max of $3.31 per square foot per month.

Mr. Kim asks if he will be around for the next three years and if they are cash flow positive.

Mr. Ulm states that they currently have three different customers, need the space or to meet the demand or look into moving their production to Texas or Maine. The federal government, Department of Energy, Small Business of Administration, NOAA, and US Navy so likelihood of all four failing is low.

Chair requests agenda item discussion-approval be moved to a special meeting.

5. Grant Application Review and Approval Vote

A. Hawaii Small Business Innovation Research (SBIR)

Mr. Lam provides a list of companies that have applied for the SBIR applications. Listed are first time applicants, recommended amounts, companies that were awarded Phase II that were previously provided Phase I. Requesting approval of awards.

Mr. Sullivan asks if there were any observers during this round and if more companies applied that were below the 75 score, comments that it is great that there are new companies listed to receive the matching grant.

Mr. Lam advises that offers were made to the Board members, but no members showed. States that companies listed are all that have applied and notes that there are three companies on the Phase II awards that received Phase I so they are receiving continued support.

Chair requests a motion to approve the SBIR grant.

Motion to approve made by Mr. Sullivan / second by Ms. Kaina

Chair asks if there are any questions or comments.

Mr. Kim asks if there is anything they should be thinking about or do?

Chair asks if they continued with the process that was approved in the past?

Mr. Lam advised that there was an evaluation committee, companies were scored.

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255 | 808–539–3806
Honolulu, Hawaii 96813 | www.htdc.org

HSBIR PHASE 0/I

Ocean Era Inc.	USDA	$60,000
Namaka Algae, Inc *	NSF	$60,000
Makai Ocean Engineering, Inc	Navy	$48,920
Nalu Scientific, LLC	DOEnergy	$48,750
Black Sand Solutions LLC *	NASA	$48,750
North Star Scientific Corp	NAVAIR	$45,490
Second Wave Technologies LLC *	DAF	$48,670
Kauai Sea Farm *	USDA	$22,170
PacMar Technologies	NAVSEA	$41,250
Prime Pacific Enterprise dba Hawaii Pacific Drone Solutions *	NSF	$41,250
Waimea Coffee Farm LLC *	USDA	$29,770

HSBIR PHASE II

Makai Ocean Engineering, Inc	Army	$176,580
Waihome **	NOAA	$114,870
Oceanit Laboratories, Inc.	Army	$62,840
Cloudstone Innovations Inc **	Space Systems	$157,080
MorphOptic, Inc	DARPA	$31,420
Nalu Scientific LLC **	NASA	$123,450
PacMar Technologies, LLC	Army	$117,810

HSBIR PHASE III

North Star Scientific Corp	Navy	$170,040

Ms. Matsuki advises that there was a policy previously approved by the Board and that was procedure was followed.

Chair asks Mr. Lam to email the Board the policy.

Motion approved 7/0

B. Manufacturing Assistance Program (MAP)

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255
Honolulu, Hawaii 96813
808–539–3806
www.htdc.org

Mr. Lam requests approval of the Manufacturing Assistance Program grants. Procedure followed in the past and awards are ranked in order.

Mr. Layugan advises that there were Board members present for the committee meetings, Mr. Wicker was present and Mr. Walton was invited but could not attend.

Mr. Wicker states he was only an observer, and that he has same concerns as the previous year, need to revisit the bylaws. The process is the same in and same out, key metrics to align where we are headed with the State.

Chair requests a motion to approve the Manufacturing Assistance Program grants.

Mr. Sullivan states he needs to abstain from voting as Oceanit is listed as an award recipient.

Mr. Ueoka advises that Oceanit is listed on the SBIR awards and that Mr. Sullivan should abstain from voting on SBIR.

Mr. Kido confirms.

Chair requests a motion to re-approve the SBIR and MAP grant approval, noting that Mr. Sullivan will abstain from voting.

Motion to approve made by Mr. Ueoka / Second by Mr. Walton

Motion approved 6/0, Mr. Sullivan abstain from voting

Manufacturing Assistance Program Grant

Kona Mountain Coffee LLC *	$6,970.00
The Art Source	$80,000.00
Oceanit Laboratories, Inc	$47,000.00
Cyanotech Corporation	$80,000.00
Waiakea Inc	$80,000.00
Hawaiian King Candies LLC	$11,360.00
Min Plastics & Supply Inc	$38,650.00
Mahilani Partners LLC	$18,290.00

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255
Honolulu, Hawaii 96813
808–539–3806
www.htdc.org

COHI inc	$9,130.00
Purdy Co LTD dba Island Princess	$64,170.00
Pacific Shipyards International LLC	$40,000.00
Waihome LLC	$2,020.00
Pacific Biodiesel Technologies, LLC	$46,680.00
Hawaiian Sun Products	$24,000.00
Hawaii Candy Factory	$17,160.00
Rengo Packaging Inc	$70,000.00
Grant Takara dba Gtscientific	$8,400.00
Diamond Bakery Company Ltd	$7,560.00
Service Printers Hawaii Inc	$34,240.00
North Star Scientific	$53,060.00
FCH Enterprise	$33,250.00
Manulele Distillers LLC	$27,470.00
Hawaii Ulu Producers Cooperative	$13,450.00
Big Island Booch Inc	$42,090.00
Pawniolo Pets LLC	$5,450.00
Galleon Chocolate Trade Company	$5,160.00

6. Update on Legislative Bills

Mr. Lam updates that the budget bill is tight, but we should know next week.

7. HTDC – Executive Director's Report

A. Financial Update

B. Manufacturing Extension Partnership (MEP) Update

Mr. Lam updates that MEP has been approved for year 10 for $800,000.

8. Announcements

Chair advises that we should have a board meeting virtually in two weeks.

9. Adjournment

Meeting adjourned at 3:02 p.m.

Hawaii Technology Development Corporation
521 Ala Moana Blvd Ste 255
Honolulu, Hawaii 96813
808–539–3806
www.htdc.org

Respectfully submitted,

Acting Executive Secretary
Stephanie Yuu-Sato