Hawaii Technology Development Corporation
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4B

Investment Memorandum

To: Hawaii Technology Development Corporation Board of Directors
From: Trung Lam, Executive Director & CEO; Tuan La, Hi-CAP Program Manager
Date: November 19, 2025
Subject: OMVC Hawaii Fund I, LLC (OMVC Hawaii Fund)

Recommended Action:

RECOMMEND APPROVAL of **OMVC Hawaii Fund I, LLC** ("OMVC Hawaii" or the "Fund") for investment of $3M in the $6M Fund, subject to terms and conditions that meet State Small Business Credit Initiative (SSBCI) and statutory requirements.

SSBCI requires raising matching $3M investment to the Fund from private-sector sources and requires the Fund to invest a minimum of $6M (including SSBCI fund) into Hawaii based companies.

OMVC Hawaii's expertise is in fintech, deep technology, and climate technology both in the USA and globally. OMVC Hawaii will build on this foundation, embedding the firm's expertise into a dedicated Hawaii focused vehicle. The manager of the Fund will be OM Venture Capital, LLC (the "GP" or "OMVC").

The recommendation for $3 million is based on the following:

Rationale:

1. **Strong Reputation and Commitments for OMVC Hawaii and General Partner:** OMVC has built a reputation as a disciplined and professional venture platform, with a track record of delivering strong results for investors while supporting the growth of its portfolio companies. General partners, Mark Muñoz and Jason Best, are experienced and well-regarded, with backgrounds that combine operational leadership, policy expertise, and global investment networks. Since establishing a base in Hawaii, the team has demonstrated meaningful engagement with the local community through mentorship and collaboration with organizations such as Blue Startups, Hawaii Angels, and the University of Hawaii (UH). OMVC has also committed to transparent reporting that includes both financial performance and local impact metrics, reflecting a clear recognition of accountability to its partners and to Hawaii. This reputation is further reinforced by the **support expressed by leaders and stakeholders in Hawaii's startup ecosystem and by founders of**

OMVC's investee companies, which will be detailed in the appendix. Together, the fund and its managers bring credibility, experience, and a stated commitment to strengthening Hawaii's innovation economy.

2. **Strategic Alignment:** OMVC Hawaii is closely aligned with HTDC's statutory purpose under HRS §206M to stimulate private capital investment, foster diversification, create high-wage jobs, and build a sustainable innovation ecosystem. The Fund embodies the intent of the HI-CAP Invest program by requiring that HTDC's $3 million commitment be matched by private capital, with the potential to leverage more than $80 million in follow-on investment over the life of the fund. In doing so, it fulfills the core design of both HI-CAP and SSBCI programs, using public dollars to attract private participation at scale. In addition, OMVC Hawaii further advances broader state policy priorities by investing in climate, deep tech, and resilience technologies that directly support Hawaii's 2045 Clean Energy Initiative and 2050 Sustainability Plans.

3. **Economic Development Impact:** OMVC Hawaii is projected to generate measurable benefits for Hawaii's economy. Over the life of the fund, it is expected to create **50 or more direct jobs** in the state, with average annual salaries of approximately **$80,000**, resulting in more than **$20 million in payroll impact**. When including indirect and induced employment through multiplier effects, the total impact could reach **125–150 jobs statewide**, spanning technical, operational, and managerial roles. In addition to employment, the Fund is designed to act as a catalyst for capital formation. HTDC's $3 million anchor investment will be matched at first close and is projected to leverage more than **$80 million in private follow-on capital**, representing a multiplier of more than **25 to 1**. Much of this follow-on investment is expected to come from outside Hawaii, bringing new dollars into the local economy and reducing reliance on tourism or defense spending. The Fund also embeds commitments to workforce development and talent retention. By partnering with UH for internships, mentorships, and commercialization support, OMVC Hawaii will provide students and graduates with career pathways in technology and entrepreneurship. This helps address Hawaii's ongoing challenge of outmigration and strengthens the state's innovation workforce

4. **Portfolio Diversification with Balance Risk Profile:** For the Hi-CAP program, we have invested $5M (25% allocation of total Hi-CAP invest $20M fund) in Startup Capital Ventures X SBI Fund LP (Seed and Series A stage SAS/ software fund), $5M (25%) in Hatch

Accelerator Fund II Sidecar LP (early-stage aquaculture fund), and $2M (10%) in BV4 L.P. (early-stage and seed technology fund), and 3M (15%) in Mana Up Capital Partners II LP (early-stage Consumer Goods focused fund). By investing **$3M or 15% in OMVC Hawaii Fund** (seed and early-stage A), which is a **deep tech, financial tech, and climate tech** focused fund, we are adding new sectors and industries that we are not currently invested in. This will make Hi-CAP not only better diversified in relations to industry and sector exposure, but it will also help to balance our risk/return profile for our overall fund of funds portfolio.

REQUEST MOTION **to authorize HTDC Executive Director & CEO and/or Hi-CAP program manager to finalize terms and conditions and execute the $3M capital commitment to the Fund, subject to approval of documents by Special Deputy Attorney General and Attorney General Office.**

OM Venture Capital LLC and GP Background:

OM Venture Capital LLC ("**OMVC"**) is the successor firm to Vectr Fintech Partners, a globally recognized early-stage investment platform with a decade-long history of identifying, backing, and scaling transformative technology companies. The firm's decision to rebrand in February 2025 reflected both an evolution of strategy and a deliberate commitment to broaden its mandate beyond financial technology into the two additional verticals of deep technology and climate technology. These three sectors - fintech, deep tech, and climate tech - are not only among the most compelling global investment themes of the next decade, but are areas where Hawaii possesses unique comparative advantages as a testbed, as a nexus between the U.S. mainland and Asia-Pacific, and as a community actively engaged in building a sustainable, diversified economy.

The firm was established in 2014 with a sharp focus on financial services innovation in the wake of the global financial crisis and the JOBS (Jumpstart Our Business Startups) Act of 2012. Under the stewardship of its co-founders, Jason Best and Mark Muñoz, the firm has deployed two funds across North America and Asia, establishing itself as one of the first cross-border early-stage funds with founder, regulatory and operator credibility. By 2025, the partners recognized that many of the technologies transforming finance - artificial intelligence, quantum computing, cybersecurity, distributed ledgers - were equally relevant to enterprise, energy, and sustainability markets. This recognition further expounded the firm's thesis but also reflects where OM VC has succeeded and where it will focus.

OMVC's approach to investing is distinguished by its integration of artificial intelligence and decision analysis methodology into the sourcing and diligence process. The firm describes itself as "bionic, not bot" - using proprietary technology to enhance, not replace, human judgment. Each year, OMVC's system screens more than 1,500 early-stage opportunities worldwide. Approximately 500 are triaged for human review, 50 advance to deep diligence, and ultimately 20 are recommended for investment. The platform captures structured and unstructured data on founder backgrounds, product-market fit, early customer traction, and capital efficiency, then models risk-adjusted return distributions for each candidate. This allows the general partners to benchmark new opportunities against historical cohorts and make more disciplined portfolio-construction decisions. Importantly, this system also shortens decision cycles, which makes OMVC a more responsive and founder-friendly partner - an advantage in competitive venture markets.

The firm's geographic footprint is another differentiator. With offices in Honolulu, San Francisco, New York, Singapore, and Riyadh, OMVC is embedded in several of the world's most dynamic innovation hubs. This enables Hawaii based startups to tap into global syndication and distribution opportunities. For example, a fintech startup seeded in Honolulu can be introduced to banking partners in Singapore or Riyadh; a climate-tech company piloted with Hawaii utilities can access corporate buyers and acquirers in Asia or the Middle East. Conversely, OMVC's presence in Hawaii makes it a gateway for international startups seeking to establish an American beachhead. This two-way flow of capital, talent, and ideas strengthens Hawaii's positioning as more than a tourist destination - it becomes an innovation bridge between East and West.

OMVC is entering into its 10th year with offices in Honolulu, San Francisco, New York, Singapore, and Riyadh. The firm is now looking to solidify its presence and commitments to Hawaii. OMVC currently seeks to raise $6M for its first Hawaii focus investments fund, **OMVC Hawaii Fund I, LLC.**

Evaluation Committee Involvement:

The formal due diligence process began on August 08, 2025, and the HTDC Evaluation Committee (the "EC") convened on August 21 to interview OMVC and held a follow up review on September 4 to discuss the potential merits and concerns of an investment, based on due diligence results and evaluation committee assessment report. The report evaluates OMVC funds, the GPs' background, and Fund I and Fund II managed by the GP. The EC meetings concluded with a recommendation to advance the investment proposal to the Board.

Fund II Structure, Strategy, and Consideration:

1. The GP intends to raise its first Hawaii fund of $6M. [redacted]

[redacted]

2. The design of OMVC Hawaii reflects both the current stage of Hawaii's innovation ecosystem and the global ambitions of its entrepreneurs. The Fund's size was deliberately set at $6 million after consultation with HTDC, potential limited partners, and ecosystem stakeholders. A larger fund would risk oversizing relative to Hawaii's current startup pipeline, creating pressure to deploy capital outside the state or in companies not ready for institutional investment. A smaller fund would lack the critical mass to provide meaningful follow-on support or to attract co-investors.

The targeted $6 million strikes a balance: large enough to support 8–10 portfolio companies with meaningful initial checks of $250,000 to $1 million, while also reserving capital for follow-ons. HTDC's $3M commitment will represent anchor investor status, matched by at least $3M of OMVC Fund II's private commitment, in compliance with HI-CAP and SSBCI program requirements.

3. The Fund's portfolio construction strategy is guided by three principles:

A. **Sector Focus:** Investments will be concentrated in three verticals—**fintech, deep technology, and climate technology**—all of which represent large and growing markets globally, while also aligning with Hawaii's strategic strengths and policy goals.

   - *Fintech:* Hawaii's location between Asia and the U.S. makes it a natural hub for cross-border payments, remittances, and financial inclusion technologies. OM VC's global fintech expertise provides a strong advantage.

   - *Deep Tech:* Cybersecurity, AI, quantum readiness, and advanced computing are increasingly critical in a world where digital infrastructure underpins every industry. Hawaii's defense presence also creates opportunities for dual-use deep tech innovation.

   - *Climate Tech:* Hawaii's isolated energy grid, high utility costs, and vulnerability to climate change make it a natural testbed for renewable energy, carbon tracking, and resilience technologies.

B. **Stage Focus:** The Fund will primarily target **seed and early Series A companies**, where check sizes of $250,000 to $1 million are meaningful and where Hawaii based companies typically experience their largest funding gaps.

C. **Geographic Prioritization:** OMVC Hawaii is committed to prioritizing companies that are **founded in Hawaii, headquartered in Hawaii, or have a significant Hawaii presence**. However, the Fund will also have flexibility to invest in select non-Hawaii companies where doing so brings strategic benefits—such as technologies highly relevant to Hawaii's energy transition or opportunities to syndicate global investors into Hawaii deals. This balance ensures both local impact and access to global quality deal flow.

4. Investment Process and Governance

The Fund will employ an **institutional-grade investment process**:

- **Sourcing:** Local sourcing will occur through Mark Muñoz's active engagement with Blue Startups, Hawaii Angels, UH's Office of Innovation and Commercialization, and local entrepreneurial networks. Global sourcing will leverage OMVC's offices in San Francisco, New York, Singapore, and Riyadh.

- **Diligence:** Each investment will undergo rigorous due diligence, including product-market fit analysis, financial modeling, reference checks, and evaluation of management teams. For deep tech and climate tech companies, technical experts from OMVC's advisory network will be engaged.

- **Decision-Making:** Final investment decisions will be made by the General Partners, with oversight from the Limited Partner Advisory Committee (LPAC), on which HTDC will hold a seat.

- **Reporting:** The Fund will provide quarterly reports to investors, including both financial metrics (Net Asset Value (NAV), Multiple on Invested Capital (MOIC), Internal Rate of Return (IRR)) and **Hawaii specific impact metrics** such as jobs created, payroll impact, UH collaborations, and follow-on capital attracted.

This structured process provides both rigor and transparency, addressing historical concerns that venture investing in Hawaii has sometimes lacked professionalization.

5. Integration with OMVC's Global Platform

The most distinctive feature of OMVC Hawaii's strategy is its integration with OMVC's broader global platform, including the forthcoming **$100M+ OMVC Fund III**. This provides multiple advantages for Hawaii companies:

1. **Follow-On Capacity:** Companies seeded by OMVC Hawaii can attract follow-on capital from OMVC Fund III, reducing dependence on mainland funds and increasing the likelihood of scaling locally.

2. **Global Syndication:** OMVC's relationships with top-tier funds, corporate investors, and sovereign wealth funds in Asia, the Middle East, and the U.S. mean that Hawaii companies gain access to co-investors and customers far beyond local networks.

3. **Exit Pathways:** Hawaii's limited base of acquirers can constrain local exits. By embedding portfolio companies in global ecosystems, OMVC ensures that acquisition and Initial Public Offering (IPO) opportunities are accessible worldwide.

This integration is a powerful differentiator. Many local funds focus narrowly on Hawaii, which can unintentionally limit opportunities for founders. OMVC Hawaii provides the **best of both worlds**: locally rooted capital, globally connected markets.

Fund Terms:

[redacted]

[redacted]

[redacted]

These protections ensure that HTDC's capital is managed with accountability, transparency, and fiduciary responsibility.

Fund I & II Performance and Fund III & Hawaii Fund

[redacted]

Expected Returns:

[redacted]

[redacted]

Notably, Fund I's success was achieved with a **disciplined check size strategy** (typically $500K–$1M) and a focus on companies with capital-efficient models. By investing in infrastructure providers and Business to Business (B2B) platforms—rather than consumer-facing fintechs requiring massive marketing spend—Fund I was able to deliver strong multiples with less risk of burn-rate failures.

[redacted]

[redacted]

[redacted]

- Avoiding overexposure to inflated late-stage valuations.
- Reserving capital for follow-on investments in resilient companies.
- Supporting portfolio companies in cutting costs and extending runway.

Fund II demonstrates that OMVC is not only capable of generating strong returns in favorable markets but also of **protecting capital in unfavorable conditions.** For investors such as HTDC, this downside discipline is especially important given the long-time horizons and inherent volatility of venture investing.

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[redacted]

- **Follow-on capacity** for Hawaii companies initially seeded by OMVC Hawaii.

- **Co-investment credibility**, as Fund III will attract tier-one global LPs whose presence validates Hawaii deals.

- **Exit pathways**, by embedding Hawaii companies in global investment syndicates.

The existence of Fund III ensures that OMVC Hawaii will not operate in isolation, but as part of an integrated platform spanning early to later stages. This connectivity significantly de-risks Hawaii companies' growth trajectories.

[redacted]

[redacted]

- [redacted]
- [redacted]
- [redacted]

These projections are consistent with seed-stage venture benchmarks and grounded in conservative assumptions about portfolio construction, reserves, and sector exposure. The Evaluation Committee finds them credible, particularly given OMVC's track record in Fund I and capital preservation in Fund II.

From an HTDC perspective, the most compelling aspect of these projections is that they represent competitive returns relative to mainland funds, but with the added benefit of local economic impact. Even in the downside case—where financial returns are modest—the Fund would still deliver significant benefits in terms of jobs, payroll, and capital leverage.

Please note that the returns and performance multiples shown below reported by Fund I and II were not subject to audit or third-party verification. The performance data is provided to LPs in annual reports provided by the Fund. (Please see appendix for detailed return metric definitions).

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HTDC Consideration	**Strategic Alignment with HTDC/DBEDT/SSBCI and Economic Development Impact:**

HTDC's statutory purpose, under HRS §206M, is to stimulate private capital investment in Hawaii, foster economic diversification, create high-wage jobs, and build a sustainable innovation ecosystem. The HI-CAP Invest program was established to leverage public dollars in ways that attract private capital and professionalize early-stage investing.

OMVC Hawaii embodies these objectives in several ways:

- **Catalyzing Private Capital:** The Fund requires that HTDC's $3M commitment be matched by at least $3M of private capital at first close. Over its 10-year life, the Fund is projected to crowd in more than $80 million of follow-on private capital, representing a leverage ratio of more than 25:1 on HTDC's investment. This multiplier effect is precisely what HI-CAP and SSBCI funds were designed to achieve.

- **Professionalizing Venture Investing in Hawaii:** Hawaii's early-stage capital landscape has historically been fragmented, with angel investors and accelerators providing valuable but inconsistent support. OMVC Hawaii introduces institutional-grade practices, including audited financial reporting (by Valastra, formerly Cohen & Co.), fund administration through Carta, quarterly Limited Partner Advisory Committee (LPAC) reviews, and side letters requiring Hawaii specific impact reporting. These governance measures set a new standard for local venture funds, ensuring both fiscal responsibility and accountability.

- **Embedding Local Impact:** Through contractual commitments, OMVC Hawaii will provide quarterly dashboards detailing jobs created, payroll impact, UH collaborations, vendor spending, and follow-on capital raised. This creates measurable evidence of HTDC's impact and ensures that public resources translate into tangible local benefits, regardless of short-term fund performance.

- **DBEDT and Hawaii Alignment:** Hawaii's 2045 Clean Energy Initiative and 2050 sustainability plan requires goals of diversifying economic activity into technology, clean energy, and sustainable sectors. OM VC Hawaii will **focus on climate, deep tech and resilience technologies** which directly supports Hawaii's mandate.

Economic Development Impact

The economic impact of the Hawaii Fund extends beyond financial returns. The Fund is projected to create more than 50 direct, high-wage jobs in portfolio companies headquartered or operating in Hawaii, with average salaries of approximately $80,000. This translates to a direct payroll impact of $20 million. When multiplier effects are considered, the broader economic impact could be two to three times greater. Young, high-growth firms are the primary drivers of net job creation in advanced economies, and Hawaii stands to benefit significantly from cultivating more of them.

The Fund will also serve as a talent development platform. Through formal internship programs, partnerships with the UH, and mentorship from the general partners, the Fund will expose students and young professionals to venture capital and entrepreneurship. This addresses one of the state's most pressing challenges: retaining talent that might otherwise leave for mainland opportunities. By embedding young local talents in startups with global reach, the Fund helps build a new generation of leaders who can anchor the state's innovation economy.

Beyond the direct numbers, OMVC Hawaii plays a critical role in signaling credibility to the broader innovation ecosystem. Venture capital is not only about dollars—it is about confidence. When a state-backed institution like HTDC anchors a professional-grade fund managed by globally respected partners, it sends a clear message to the market: **Hawaii is serious about innovation and is a credible place to invest**.

This signaling has ripple effects:

- **Entrepreneurs:** Local founders gain confidence that they can build companies in Hawaii without having to move to the mainland.
- **Investors:** Global funds see that Hawaii has the institutional structures and oversight necessary for serious co-investment.
- **Corporations:** Industry partners are more likely to establish pilot programs or partnerships with Hawaii based startups when they see local venture support.

Hence, OMVC Hawaii is highly aligned and directly supports HTDC's mission and the State of Hawaii's long-term strategies/priorities.

Portfolio Diversification and Potential Return

A fund of funds portfolio diversification strategy involves investing in a diversified portfolio of underlying funds, rather than directly in individual securities. This offers several benefits, including reduced risk, increased potential for long-term returns, and access to a broad range of asset classes, sectors, and geographic regions. By spreading investments across multiple fund types, we can mitigate risk associated with individual funds, while also capturing potential return benefits from different investment styles, manager expertise, and market trends.

For the Hi-CAP program, we have invested in $5 million (25% allocation of our total $20 million Hi-CAP funds) in Startup Capital Ventures X SBI Fund LP - Fund III (Seed and Series A stage SAS/ software fund), $5 million (25%) in Hatch Accelerator Fund II Sidecar LP - Fund II (early-stage aquaculture fund), $2 million (10%) BV4, L.P. - Blue Venture Fund IV (early-stage and seed technology), and $3M (15%) in Mana Up Capital Partners II LP - Fund II (Consumer Goods focused fund). Startup Capital would be considered a medium return, medium risk fund since they are investing in later stage startups (Series A), who have demonstrated some real traction/sales with their business model. Hatch Accelerator and BV4 would be high risk and higher return funds since they typically invest in early and very early-stage startups, which may have little to no revenue and likely have not established a proven business model yet. While Mana Up would be medium return, medium risk due to their focus more on traditional consumer goods business, which are more mature business with revenue relative to early state startups which typically has no revenues.

OMVC Hawaii will focus its investments on deep technology, financial technology, and climate technology startups at the seed and early Series A stages. These sectors offer significant growth potential but are also subject to volatility. Emerging technologies often experience hype cycles followed by sharp corrections, a risk that is particularly relevant for fintech and deep tech companies. In climate technology, shifting regulatory mandates may create short-term headwinds for operators, even as long-term demand continues to build.

For these reasons, the Committee views OMVC Hawaii as a **high-risk, high-return investment category**. However, this risk is mitigated by the strong experience and reputations of Managing Partner Mark Muñoz and Co-Founder Jason Best, whose expertise, global networks, and track record as institutional investors provide confidence in their ability to manage volatility. The Fund's connection to the larger OMVC Fund III further enhances its credibility and ensures access to follow-on capital.

Importantly, OMVC Hawaii also introduces **new sector exposure**—areas in which HI-CAP is not currently invested. This not only improves diversification across industries and technologies but also strengthens the **overall risk/return**

profile of HTDC's fund-of-funds portfolio, positioning it for resilience and balanced growth.

Areas of Concerns

1. Limited Exit Pathways in Hawaii

Hawaii's capital ecosystem remains nascent, with few historical examples of venture-backed companies achieving IPOs or high-value acquisitions. The absence of local strategic acquirers means that most liquidity events depend on buyers or investors located on the U.S. mainland or in Asia, increasing transaction friction and extending hold periods.
Mitigation: The Fund mitigates this risk by focusing on globally scalable sectors—such as fintech, deep tech, and climate technology—where acquisition interest originates from large international buyers. The Fund also maintains relationships and co-investment ties in San Francisco, Singapore, and Seoul, allowing portfolio companies to access later-stage capital and mergers and acquisitions (M&A) opportunities directly within established buyer markets. This geographic reach ensures that exits are not constrained by Hawaii's limited corporate base.

2. High Cost of Living and Talent Retention

Hawaii's high cost of living can deter relocation of senior executives and make retention difficult for early-stage ventures. The state's limited senior talent pool, particularly in technical and operational leadership, increases execution risk for scaling companies.
Mitigation: The Fund has adopted remote-first and hybrid operating models that integrate mainland and Asia-Pacific talent while keeping core leadership and intellectual property domiciled in Hawaii. Portfolio companies are supported with standardized compensation playbooks, stock-option frameworks, and shared-services guidance to maintain competitive salary structures. The Fund's cross-regional hiring approach allows founders to build globally competitive teams without relocating corporate presence or diluting Hawaii's employment impact.

3. Market Cyclicality and Valuation Compression

Venture capital markets are inherently cyclical. The 2022–23 downturn illustrated how macroeconomic tightening can reduce valuations, slow follow-on rounds, and constrain exits even for well-performing startups.
Mitigation: The Fund emphasizes capital efficiency and recurring-revenue business models, seeking companies with strong unit economics and disciplined burn rates. Its portfolio construction includes reserve allocation discipline, ensuring that follow-on capital supports only the highest-performing companies

through market troughs. The Fund's diversified exposure across fintech, deep tech, and climate sectors also moderates cyclical volatility, avoiding over-concentration in any single thematic trend.

4. Technology Hype Cycles and Over-Inflated Valuations

Emerging technology sectors—especially artificial intelligence, Web3, and deep tech—are prone to hype cycles in which valuations and expectations rise faster than real adoption. When these cycles correct, early-stage investors face markdown risks.
Mitigation: The Fund avoids momentum investing by prioritizing vertical AI and proprietary-data applications that demonstrate measurable customer traction. Its due-diligence framework requires clear evidence of product-market fit, defensible data assets, and sustainable competitive moats. The Fund also stages investments through milestone-based tranches, ensuring capital is deployed only after verified technical and commercial progress.

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Appendix:

HTDC's Investment Authority:

According to HRS Title13 §206M-61, HTDC does have the legal authority to co-invest public funds in private financial organizations.

2024 Hawaii Revised Statutes**,** Title 13. Planning and Economic Development206M. High Technology Development Corporation 206M-62 Strategic development programs revolving fund.

§206M-61 Strategic development programs; purpose; powers. The purpose of the strategic development programs is to encourage economic development and diversification in Hawaii through innovative actions in cooperation with private enterprises. The development corporation shall establish programs to stimulate private capital investment in Hawaii toward investments that promote the welfare of citizens in this State, economic growth, employment, and economic diversification. The development corporation may use public funds to provide incentives to private investment activity, by co-investing public funds in private financial organizations to increase the impact of the public investment while utilizing the investment acumen of the private sector, and by using public funds to reduce the risks of private investments.

https://law.justia.com/codes/Hawaii/title-13/chapter-206m/section-206m-61/

Goals of the SSBCI Program:

The primary purpose of the 2021 SSBCI funding is to promote small business growth and economic development by providing access to capital. These goals are accomplished by:

1. Support Small Businesses
   Provide capital to small businesses, including startups and microbusinesses, to help them recover from the economic impacts of the COVID-19 pandemic. Enable small businesses to access affordable credit and investment capital.

2. Promote Equity and Inclusion
   Prioritize underserved communities, including minority-owned, women-owned, and rural businesses, which often face barriers to accessing traditional financing. Ensure that at least 30% of the funds are directed toward businesses owned by socially and economically disadvantaged individuals (SEDI).

3. Leverage Private Capital
   Encourage states to use SSBCI funds to attract private investment, with the goal of generating a multiplier effect. For every $1 of federal funding, states are expected to leverage at least $10 in private capital.

4. Create Jobs and Stimulate Economic Growth
   Support job creation and retention by enabling small businesses to expand operations, invest in equipment, and hire more workers.
5. Foster Innovation and Entrepreneurship
   Provide funding for innovative small businesses, including those in high-growth sectors like technology, clean energy, and advanced manufacturing.

Reauthorized and expanded by President Biden's American Rescue Plan, the State Small Business Credit Initiative (SSBCI) is a nearly $10 billion program to support small businesses and *entrepreneurship in communities across the United States by providing capital and technical assistance to promote small business stability, growth, and success. SSBCI will provide funding to states, the District of Columbia, territories, and Tribal governments (collectively, participating jurisdictions) for programs that catalyze lending and investing in small businesses, build ecosystems of opportunity and entrepreneurship, and create high-quality jobs. SSBCI is designed to catalyze private capital in the form of loans to and investments in small businesses, especially in historically underserved communities and among entrepreneurs who may have otherwise lacked the support needed to pursue their business ambitions. SSBCI support can be transformative in a range of industries, including small manufacturing, supply chain, and other sectors promoting key national priorities.*

https://home.treasury.gov/policy-issues/small-business-programs/state-small-business-credit-initiative-ssbci

Biographies of Key Personnel at OMVC:

Mark Muñoz: Managing Partner Mark Muñoz, based in Honolulu, is a seasoned fintech operator and investor with more than two decades of experience in capital markets and technology. His career includes five successful exits, including his tenure as Chief Executive Officer of Contineo, a Hong Kong - based fintech platform backed by Goldman Sachs, HSBC, and JPMorgan. Muñoz's decision to base himself and relocate OMVC's operations in Hawaii is significant. It roots the firm in the community, embeds it in the local startup ecosystem, and signals a long-term commitment to building Hawaii's capacity as a center for technology entrepreneurship. He is also recognized as a mentor, board member, and thought leader in Hawaii's innovation economy, regularly engaging with Blue Startups, Hawaii Angels, and the University of Hawaii.

Jason Best: His co-founder, Jason Best, is based in San Francisco and is one of the world's most respected experts on fintech regulation. As co-author of the U.S. JOBS Act, Best played a central role in creating modern crowdfunding and online capital-raising frameworks that have unlocked billions of dollars in startup financing. He has advised regulators in more than forty-five countries on how to create transparent, well-functioning fintech ecosystems, and has been an investor and advisor to numerous global startups. Together, Muñoz and Best represent a rare combination: the operator who has built and exited fintech businesses, and the policy architect who has designed regulatory regimes adopted worldwide. This blend of operational grit and policy sophistication gives OMVC credibility with founders, regulators, and co-investors alike.

Team. Beyond its co-founders, OMVC has assembled a team designed to support a globally ambitious but locally anchored strategy. Associates Ben Hoxie and Marc Palet provide analytical and operational support, including deal sourcing, due diligence, and portfolio monitoring. Marketing and communications is led by Joyce Ho, ensuring the firm communicates effectively to both limited partners and founders. Four venture partners, located in the U.S., Singapore, and Riyadh, extend OMVC's reach into strategic markets and provide subject-matter expertise. Senior advisors with deep domain knowledge in financial services, energy, and emerging technologies provide additional credibility. This networked structure gives OMVC unusual breadth for a firm of its size, enabling it to act locally in Hawaii while operating across North America, Asia and EMEA.

Reference and Background OM VC:

Limited Partners/Investors:

1. **Yo Nakagawa, Head of Strategy, Monex Inc.**
   "Mark's leadership as a venture capital general partner continually inspires confidence through his exceptional capital stewardship and thoughtful approach to every investment. His clear communication and responsiveness foster strong collaboration, while his unique capabilities help us identify outstanding companies. We learn from him constantly, strengthening both our firm and Japan's startup ecosystem."

Investee Companies:

2. **Caroline Tran - CoFounder & CEO, Hello Clever**
   "OMVC was key in taking our company to the next level. From hiring management to forming the board and planning our Series A round, they've always gone above and beyond to ensure we achieve the best possible results."

3. **Patrick Reed - Co-Founder & CEO, Your Stake**
   "OMVC has connected us with
   their vast network. The strategic introductions they offered are instrumental to our remarkable sales performance and
   fundraising success."

4. **Anand Gomes - Co-Founder & CEO, Paradigm**
   "OMVC is an invaluable mentor and board member. Their very early guidance and first institutional check put us on the path to becoming a leader in digital asset trading. We could not have achieved this without them."

Hawaii VC and local startup Community leaders:

5. **Andy Ogawa, General Partner, Quest Ventures Partner - based in Hawaii**
   "We've co-invested several times with the OMVC team since 2018 and found them to be professional, thoughtful, and excellent stewards of LPs capital, as well as valuable advisors to our mutual portfolio companies. We look forward to finding new opportunities with them in Hawaii and beyond."

6. **John Gleeson, Founder, Success VP – SF and Hawaii based Venture Fund**
   "Mark has been really kind as I've gotten started with SuccessVP, and in every conversation and connection he's made for me, I've found him to be professional and of strong character. He's been leaning more and more into the Hawaii startup ecosystem, and I tend to bump into him at many of the events over the past few years. I believe he's also invested in several of the Blue Startups cohorts. Overall, he's definitely someone I respect and look to for advice. He also seems to have a strong network in Asia, having spent the bulk of his career overseas — which, given Hawaii's position in the world, is useful connective tissue."

7. **Donavan Kealoha, Founder/Partner, Startup Capital x SBI Venture Fund- SF and Hawaii based**
   "Mark and OMVC has been very involved with the Hawaii startup community whether it is through investing or supporting local events. More importantly, he has been very open to helping startup companies and employing local talent for his Hawaii Team. He is always available to guide startup companies that I refer to him. I am happy to see OMVC looking to

commit even more to the Hawaii startup ecosystem."

8. **Tiffany Huynh, Director, Elemental Impact- US and Hawaii based Fund**
   "I met Mark a few years ago at a gathering of ecosystem folks. Since then, he seems to be a staple within the Hawaii VC community. He has great global investing experience and as he deepens his roots here with the raising of his family in the islands, I truly believe that he wants to do what's in his power to be additive to this place and help this ecosystem thrive."

9. **Michael Bennet, Founder, Honolulu Tech Week**
   "Mark is a proven entrepreneur and capital allocator who's been a huge boost to Hawaii's tech and investment ecosystem. His work both locally and deep ties to Asia makes him a unique asset. The OMVC investment focus in fintech, deep tech, and climate tech are critical to Hawaii's future, and he will be one of my first calls when I start my next company."

Investment Terms and Definitions

IRR – Internal Rate of Return. IRR is a uniform calculation for investments of varying types and, as such, can be used to rank multiple prospective investments on a relatively even basis. IRR takes into consideration the timing of cash flows to and from the investment. In general, when comparing investment options with other similar characteristics, the investment with the highest IRR would generally be considered the best. Funds typically present IRRs on both a gross and net basis. IRRs shown by benchmark indices are typically net of fees (equivalent to Net IRR for the Fund).

TVPI – Total Value to Paid In. The ratio provides prospective investors (such as HTDC) with a multiple that indicates how many times more the investment is currently valued at compared with the original investment (made at cost), without considering the time value of money.

DPI – Distribution to Paid In. The ratio represents the portion of TVPI that is "realized" by investors. It measures how much invested capital has been returned to investors through distributions by the fund.

Gross Vs. Net – Gross values (e.g., Gross IRR) are returns before management fees of the venture firm (general partner or GP) are accounted for (i.e., the figure does not deduct the management fees which are taken from LP investors). Net values (such as Net IRR) account for management fees of the GP and are lower than the Gross Values shown.

Realized Vs. Unrealized Returns – Realized returns, also called "cash-on-cash returns", is essentially the ratio of invested capital that has been paid back to investors in the fund. Unrealized returns, also called "paper returns", is the current value of the fund's positions in companies that have not been acquired by another entity or have not sold shares held by investors through an initial public offering (IPO). Returns shown are almost entirely unrealized.

Multiple on Invested Capital ("MOIC") is a metric used to describe the value or performance of an investment relative to its initial cost, commonly used within private markets. MOIC is among the most relevant metrics to be assessed while conducting fund due diligence. In fund investments, MOIC is expressed as a measure of the total value (i.e., both realized and unrealized, see below) of all shares in the fund divided by the initial investment. Since the individual securities held in a fund will have exit transactions at different times, the MOIC of the fund at any particular time combines the value of securities that have been sold (i.e., realized proceeds) with the value of securities that remain active (i.e. unrealized value). Unrealized value consists of stakes in companies (whether public or still private) that have not yet been liquidated.

Hawaii Technology Development Corporation
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4C

Investment Memorandum

To:	Hawaii Technology Development Corporation (HTDC) Board of Directors
From:	Trung Lam, Executive Director & CEO; Tuan La, Hi-CAP Program Manager
Date:	November 19, 2025
Subject:	Defense Venture Fund I, LLC (Defense Venture Fund)

Recommended Action:

RECOMMEND APPROVAL of **Defense Venture Fund I, LLC** (“Defense Fund or the “Fund”) for investment of $500,000 in the $2,000,000 Fund, subject to terms and conditions that meet State Small Business Credit Initiative (SSBCI) and statutory requirements.

SSBCI requires raising matching $500,000 investment to the Fund from private-sector sources and requires the Fund to invest a minimum of $1,000,000 (including SSBCI fund) into Hawaii-based companies.

The Fund’s expertise is in early-stage defense innovation, venture capital, and technology commercialization. The general partners have established a network of relationships with the **U.S. Indo-Pacific Command (INDOPACOM), Office of Naval Research (ONR), Air Force AFWERX, and Defense Innovation Unit (DIU)**, as well as national venture funds and corporate investors specializing in dual-use technologies. The manager of the Fund will be Pacific Impact Zone Solutions, Inc. (the “GP” or “PIZ”).

The recommendation for $500,000 is based on the following:

Rationale:

1. **Strong Reputation and Commitments for PIZ and General Partner:** PIZ, the Fund’s manager, is deeply rooted in Hawaii’s innovation and defense ecosystem. Led by **Kevin Miyashiro, Marcus Yano, Anthony Escasa, and Kin Tan**, the team has built a recognized track record in facilitating defense innovation programs, managing federal demonstration projects, and mentoring local companies through commercialization and contracting pathways. Unlike mainland-based managers, PIZ operates fully from Hawaii, ensuring that decision-making remains **community-grounded, locally informed, and mission-driven**. Their established partnerships with **INDOPACOM**, **DIU**, Naval Facilities Engineering Systems Command (**NAVFAC)**, and the **Hawaii Defense Alliance** provide unparalleled access to defense-

sector opportunities and ensure that fund activities align with both federal and state economic priorities.

2. **Strategic Alignment:** The Defense Fund advances HTDC's statutory mandate under **HRS §206M** to promote private capital investment, diversify the economy, and create high-wage employment in technology sectors. It also reinforces the objectives of Department of Business Economic Development and Tourism's (**DBEDT) Defense Economy Initiative**, the **Hawaii 2050 Sustainability Plan**, and the **Clean Energy Initiative (HCEI 2045)** by channeling investment into technologies that enhance resilience, energy security, defense and local innovation capacity. Through its alignment with **HTDC/HICAP** and **SSBCI** goals, the Fund leverages public capital to attract private investors, institutionalizes professional venture investments — ensuring that every public dollar contributes to tangible benefits for the state.

3. **Economic Development Impact:** The Defense Fund is projected to invest in **6–8 Hawaii-based startups**, catalyzing more than **$10 million in follow-on private capital** and approximately **$4–5 million in federal non-dilutive funding**, representing a **20:1 leverage ratio** on HTDC's $500,000 commitment. Over its 10-year life, the Fund is expected to generate **20–30 direct high-wage jobs** with average annual salaries of **$85,000**, producing **$7–9 million in payroll impact**, along with another 30–40 indirect and induced positions across professional services and support industries. Beyond these quantifiable metrics, the Fund's most enduring value lies in its **ecosystem-building role**: training local talent, connecting Hawaii startups with Department of Defense (DoD) programs, and embedding the state into national innovation networks that have long been dominated by mainland hubs.

4. **Portfolio Diversification with Balance Risk Profile:** For the Hi-CAP program, we have invested $5 million (25% allocation of total Hi-CAP invest $20 million fund) in Startup Capital Ventures X SBI Fund LP (Seed and Series A stage SAS/ software fund), $5 million (25%) in Hatch Accelerator Fund II Sidecar LP (early-stage aquaculture fund), and $2 million (10%) in BV4 L.P. (early-stage and seed technology fund), and 3 million (15%) in Mana Up Capital Partners II LP (early-stage Consumer Goods focused fund). By investing **$500,000 or 2.5% in Defense Venture Fund I, LLC** (seed and early stage) **dual-use/ defense tech** focused fund, we are adding new sectors and industries that we are not currently invested in. This will make Hi-CAP not only better diversified in relations to industry and sector exposure, but it

will also help to balance our risk/return profile for our overall fund of funds portfolio.

***REQUEST MOTION* to authorize HTDC Executive Director & CEO and/or Hi-CAP program manager to finalize terms and conditions and execute the $500,000 capital commitment to the Fund, subject to approval of documents by Special Deputy Attorney General and Attorney General Office.**

PIZ and GP Background:

Pacific Impact Zone Solutions **("PIZ")** is a Hawaii-based innovation organization founded to accelerate the development and deployment of **dual-use and defense-adjacent technologies** across the Indo-Pacific region. Headquartered in Honolulu, PIZ operates at the intersection of **national security, technology innovation, and local economic development**. Its mission is to build Hawaii's capacity as a leading center for defense innovation, supporting both **public and private sector collaboration** to strengthen regional resilience and create high-wage employment.

PIZ's core purpose is to **bridge the gap between small and medium-sized commercial innovators, federal defense agencies, and private capital**. By aligning federal resources, local talent, and venture investment, PIZ enables Hawaii-based companies to compete nationally in emerging technology sectors while remaining rooted in the islands.

PIZ's mission is to empower Hawaii's innovation ecosystem by:

- Connecting local entrepreneurs with **Department of Defense (DoD)** innovation programs, including **DIU**, **AFWERX**, **ONR**, and **INDOPACOM**.
- Facilitating **pilot projects, technology demonstrations, and commercialization pathways** for dual-use technologies with both defense and civilian applications.
- Building a **pipeline of resilient, locally based companies** that create high-wage technical jobs and contribute to Hawaii's economic diversification.
- Supporting the development of a **sustainable Indo-Pacific innovation corridor** that links academic, military, and private partners.

Founded by **Kevin Miyashiro**, **Marcus Yano**, **Anthony Escasa**, and **Kin Tan**, PIZ emerged from a shared recognition that Hawaii's strategic location and defense presence were underutilized as engines of technological growth. The organization began by managing federal demonstration projects in **energy**

resilience, logistics, and autonomy, and has since evolved into a full-fledged innovation accelerator and venture fund manager.

Over the past several years, PIZ has played a central role in shaping Hawaii's defense innovation ecosystem. Its initiatives have connected over **30 local startups** to national programs and unlocked more than **$20 million in combined federal and private funding**, establishing the foundation for a self-sustaining innovation pipeline in the islands.

The firm is now looking to solidify its presence and commitments to Hawaii. PIZ currently seeks to raise $2 million for its first Hawaii focus dual-use/defense tech investments fund, **Defense Venture Fund I, LLC.**

Evaluation Committee Involvement:

The formal due diligence process began on December 11, 2024, and the HTDC Evaluation Committee (the "**EC**") convened on August 24th to interview Defense Fund and held a follow up review on September 29th and October 14th to discuss the potential merits and concerns of an investment, based on due diligence results and evaluation committee assessment report. The report evaluates PIZ's organization, the GPs' background, and the proposed Defense Fund managed by the GP. The EC meetings concluded with a recommendation to advance the investment proposal to the Board.

Fund II Structure, Strategy, and Consideration:

1. The GP intends to raise its first Hawaii focused Defense Venture fund of $2 million. LPs of the Fund will include institutional investors and other high net-worth individuals. Defense Fund has already secured committed matching funds of $500,000 and intends to the raise the remaining from private investors. Thus, Defense Fund will not have any issue with the SSBCI's matching requirements.

2. The Fund has been purposefully designed to fill a critical gap in Hawaii's venture ecosystem — the absence of institutional early-stage capital dedicated to **dual-use and defense-related innovation**. The Fund's strategy is rooted in PIZ's longstanding role as the connector between Hawaii's defense installations, federal innovation agencies, local entrepreneurs, and state economic development partners.

At its core, the Defense Fund's investment thesis is that Hawaii's geographic location and defense infrastructure make it uniquely suited to develop technologies relevant to both **national security and civilian markets**. While federal agencies such as **INDOPACOM**, **NAVFAC**, and the **DIU** are active across the Pacific, few private-sector mechanisms exist to support early commercialization of the innovations emerging from this activity. The Defense Fund bridges this gap by deploying venture capital directly into Hawaii-based startups positioned to deliver operational solutions for defense, sustainability, and resilience.

3. The Fund will target **seed and early stage companies** developing solutions in the following technology verticals:

- **Energy and Infrastructure Resilience** – microgrids, storage, and distributed energy systems applicable to both defense installations and island utilities.
- **Autonomous Systems and Robotics** – unmanned aerial, surface, and subsurface platforms for logistics, monitoring, and situational awareness.
- **Cybersecurity and Data Infrastructure** – software and networks that safeguard defense and civilian systems against emerging digital threats.
- **Space and Maritime Domain Awareness** – technologies that enhance tracking, communications, and sensor integration across ocean and space environments.
- **Supply Chain and Critical Logistics** – AI-driven tools for predictive maintenance, shipping optimization, and infrastructure coordination.

Typical check sizes will range from **$100,000 to $500,000**, with follow-on capacity for top-performing portfolio companies. The Fund anticipates investing in **6–8 companies** during its investment period, focusing on capital-efficient businesses capable of leveraging non-dilutive funding (e.g., Small Business Innovation Research/Small Business Technology Transfer (**SBIR/STTR) grants, AFWERX challenges, or DoD pilot contracts**) alongside venture investment.

This hybrid model — combining venture capital with government funding — allows companies to achieve proof-of-concept and early revenue milestones without excessive dilution. It also aligns closely with **HTDC's HI-CAP Invest** and **SSBCI** mandates, which emphasize the leveraging of public funds to attract private and federal capital.

4. Integration with Federal and State Innovation Pipelines

The Defense Fund benefits from PIZ's deep integration into Hawaii's innovation and defense ecosystem. Through its partnerships with **DBEDT**, **Hawaii Defense Alliance (HDA)**, and **University of Hawaii Applied Research Laboratory (ARL)**, PIZ has built channels for sourcing, validating, and mentoring early-stage technologies with clear market and defense relevance.

PIZ's established relationships with **INDOPACOM**, **DIU**, **AFWERX**, and **NAVFAC** enable portfolio companies to access real operational feedback, pilot opportunities, and procurement guidance — advantages typically unavailable to civilian-focused startups. This embedded access reduces the time and cost required for companies to navigate complex defense acquisition processes, giving the Fund's portfolio a competitive edge in both defense and commercial markets.

Furthermore, PIZ's direct experience in program management ensures that portfolio companies maintain compliance with federal contracting standards and security requirements (such as International Traffic in Arms regulations [ITAR] and export controls). This early compliance focus allows companies to scale more quickly when engaging federal customers or defense primes.

5. Local Differentiation and Competitive Position

The Defense Fund stands apart from other HI-CAP-supported funds by its **sector specialization**, **local leadership**, and **ecosystem-driven approach**. Whereas prior funds focused on consumer brands, technology generalists, or mainland syndicates, this Fund is entirely **homegrown** — designed and managed in Hawaii by a team embedded within the local innovation landscape.

PIZ's leadership brings both credibility and access. The team's experience working alongside the Department of Defense, DBEDT, and Hawaii-based startups ensures that investment decisions are informed by a deep understanding of local capacity, federal priorities, and Indo-Pacific market dynamics.

6. Expected Portfolio Composition

Over the life of the Fund, PIZ anticipates investing in companies that demonstrate:

- **Technology Readiness Levels (TRL) 4–7**, indicating validated prototypes ready for pilot testing or early commercialization;
- Strong local operational or research ties within Hawaii;
- A dual-use pathway (defense and commercial applications);
- Potential to attract follow-on capital from national syndicates or corporate venture arms; and
- Commitment to maintaining significant local operations and workforce.

This disciplined focus ensures that HTDC's investment not only produces attractive financial outcomes but also yields measurable, localized impact in the form of jobs, payroll, and sustained innovation capacity.

Fund Terms:

[redacted]

[redacted]

[redacted]

These protections ensure that HTDC's capital is managed with accountability, transparency, and fiduciary responsibility.

Defense Fund Expected Returns:

Defense Fund is being launched as a first-time, standalone fund dedicated exclusively to Hawaii 's defense and dual-use startups. As such, it does not yet have a direct financial track record of realized exits or portfolio-wide performance metrics. The absence of a prior fund performance history is not unusual for a new vehicle, particularly one being formed to capture a unique strategic opportunity in Hawaii. What matters in evaluating Defense Venture is not backward-looking returns, but rather the institutional backbone, experience, and community credibility that the fund inherits from PIZ and its Fund managers.

Over the past decade, PIZ has demonstrated an unwavering commitment to Hawaii's entrepreneurs, federal partners, and local community. It has operated at the intersection of venture capital, economic development, and defense sector innovation, helping startups in Hawaii and the broader Pacific access capital, mentoring, and federal contracting opportunities. PIZ has also built credibility with local stakeholders by anchoring its operations in Honolulu, creating programs that directly serve Hawaii founders, and positioning itself as a long-term partner in the state's economic diversification. While Defense Venture is a first-time vehicle, it benefits from this institutional foundation — including the governance processes, compliance systems, and investment networks that PIZ has refined through years of work with technology startups.

PIZ's engagement with defense startups is particularly relevant. Through mentorship, programmatic support, and ecosystem-building, PIZ has helped a wide range of dual-use and defense-aligned companies in Hawaii navigate the difficult journey of building early traction while preparing for DoD engagement. This includes guidance on SBIR and STTR grants, introductions to local DoD commands such as INDOPACOM and Pacific Air Forces (PACAF), and hands-on support with compliance and accounting frameworks necessary for federal contracts. In addition, PIZ has cultivated a global network of investors and corporate partners who recognize Hawaii's role in the Indo-Pacific defense theater. By spinning out Defense Venture, PIZ is effectively concentrating these resources in a fund structure, ensuring that capital, mentorship, and community-building are all aligned to accelerate defense-focused startups in the state.

[redacted]

While this success cannot be claimed as part of Defense Venture's financial track record, it is strong evidence of PIZ's ability to identify, support, and accelerate Hawaii-based dual-use companies with global relevance. Privateer also demonstrates the potential for Hawaii startups to scale commercially while aligning with DoD priorities such as space situational awareness and orbital resilience.

Expected Returns for Defense Fund

[redacted]

Please note that the returns and performance projections were reported by the Fund is not subject to audit or third-party verification. (Please see appendix for detailed return metric definitions).

HTDC Consideration

Strategic Alignment with HTDC/DBEDT/SSBCI and Economic Development Impact:

HTDC's statutory purpose, under HRS §206M, is to stimulate private capital investment in Hawaii, foster economic diversification, create high-wage jobs, and build a sustainable innovation ecosystem. The HI-CAP Invest program was established to leverage public dollars in ways that attract private capital and professionalize early-stage investing.

Defense Fund embodies these objectives in several ways:

- **Catalyzing Private Capital:** The Fund will use HTDC's $500,000 anchor commitment to attract at least $1.5 million in private investment at first close, with a goal of mobilizing more than $10 million in follow-on capital over its 10-year life. This represents a 20:1 leverage ratio on public funds — precisely the catalytic multiplier effect that HI-CAP Invest and SSBCI programs are designed to achieve.

- **Professionalizing Early-Stage Venture Investing in the Defense and Dual-Use Sectors:** Hawaii's early-stage capital ecosystem remains fragmented, with limited professional venture management capacity in the defense technology domain. The Fund brings an additional layer of government and defense sector expertise and experience into a formal venture structure, ensuring that the same disciplined approach PIZ has brought to program management now extending into early-stage capital deployment.

- **Embedding Local Impact:** Through contractual commitments, Defense Fund will provide quarterly impact reporting to track startup performance, job creation, payroll/wage impact, and follow-on capital raised. This creates measurable evidence of HTDC's impact and ensures that public resources translate into tangible local benefits, regardless of short-term fund performance.

- **DBEDT and Hawaii Alignment:** DBEDT's Defense Economy initiative and Hawaii's 2050 sustainability plan requires goals of diversifying economic activity into technology, energy, job creation, and sustainable sectors. Defense Fund will focus dual-use and defense technologies which directly supports DBEDT and Hawaii's mandate.

Economic Development Impact

Over the Fund's 10-year life, the Defense Fund is expected to support the creation of **20–30 direct high-wage jobs** in Hawaii, with average annual salaries estimated at **$85,000**. This represents more than **$7–9 million in total**

payroll impact within the local economy. These roles will include engineers, systems developers, project managers, and operations staff employed by portfolio companies working in critical sectors such as energy resilience, cybersecurity, autonomous systems, and maritime awareness.

When including **indirect and induced employment**—professional services, local suppliers, research support, and academic partnerships—the total statewide employment impact could reach **50–60 jobs**. These positions will contribute not only to household income but also to **state and county tax revenues**, local procurement, and service-sector demand.

Defense Fund's commitment to sourcing, mentoring, and scaling Hawaii-based companies ensures that a meaningful share of these jobs will be created and retained locally rather than relocated to mainland markets.

In addition, The Fund is being launched at a time when the Department of Defense is actively seeking to diversify its innovation base, moving away from sole reliance on legacy contractors and toward commercial-speed startups. For Hawaii, this shift presents an opportunity to convert federal spending into a locally anchored innovation economy. Hence, this investment is therefore assessed not only the Fund's financial potential, but also its projected contributions to job creation, capital formation, contract capture, and long-term diversification of Hawaii's GDP.

Portfolio Diversification and Potential Return

A fund of funds portfolio diversification strategy involves investing in a diversified portfolio of underlying funds, rather than directly in individual securities. This offers several benefits, including reduced risk, increased potential for long-term returns, and access to a broad range of asset classes, sectors, and geographic regions. By spreading investments across multiple fund types, we can mitigate risk associated with individual funds, while also capturing potential return benefits from different investment styles, manager expertise, and market trends.

For the Hi-CAP program, we have invested in $5 million (25% allocation of our total $20 million Hi-CAP funds) in Startup Capital Ventures X SBI Fund LP - Fund III (Seed and Series A stage SAS/ software fund), $5 million (25%) in Hatch Accelerator Fund II Sidecar LP - Fund II (early-stage aquaculture fund), $2 million (10%) BV4, L.P. - Blue Venture Fund IV (early-stage and seed technology), and $3 million (15%) in Mana Up Capital Partners II LP - Fund II (Consumer Goods focused fund). Startup Capital would be considered a medium return, medium risk fund since they are investing in later stage startups (Series A), who have demonstrated some real traction/sales with their business model. Hatch Accelerator and BV4 would be high risk and higher return funds since they typically invest in early and very early-stage startups, which may have little to no revenue and likely have not established a proven business model yet. While Mana Up would be medium return, medium risk due to their focus more on traditional consumer goods business, which are more mature business with revenue relative to early state startups which typically has no revenues.

Defense Fund will focus its investments on dual-use and defense technology startups at the seed and early stages. These companies operate in markets shaped by federal procurement cycles, evolving defense priorities, and complex regulatory frameworks, which can create long timelines for commercialization and unpredictable revenue streams. Access to key programs often depends on shifting budget allocations, congressional appropriations, and agency mandates, exposing early-stage firms to delays or abrupt changes in funding opportunities. In addition, returns could be limited due to the smaller investment size and ESOP exit strategy.

For these reasons, the Committee views Defense Fund as a **high-risk, medium-return investment category**. However, this risk is partially mitigated by the **Pacific Impact Zone (PIZ)** team's extensive experience managing defense-related innovation programs and their established relationships with **INDOPACOM, PACAF, Marine Corps Forces, Pacific (MARFORPAC)**, and other federal partners—relationships that enhance deal flow visibility, improve due diligence quality, and support disciplined portfolio oversight.

Importantly, Defense Fund also introduces **new sector exposure**—areas in which HI-CAP is not currently invested. This not only improves diversification across industries and technologies but also strengthens the **overall risk/return profile of HTDC's fund-of-funds portfolio**, positioning it for resilience and balanced growth.

Areas of Concern

1. Exit Pathways and Liquidity Constraints

Hawaii's limited capital markets and small number of corporate acquirers create legitimate concerns about exit opportunities for venture-backed startups.
Mitigation: Defense Fund intends to adopt a diversified exit strategy, combining traditional Mergers and Acquisitions (M&A) opportunities with innovative local mechanisms such as Employee Stock Ownership Plans (ESOPs). ESOPs allow liquidity events that keep ownership and operations rooted in Hawaii while rewarding employees and investors. Studies show ESOP firms

achieve stronger revenue growth and job stability, ensuring that liquidity does not depend solely on mainland acquirers.

2. High Cost of Living and Talent Retention

Attracting and retaining senior technical talent in Hawaii remains challenging due to the high cost of living and competitive mainland compensation.
Mitigation: Defense Venture's portfolio companies are projected to offer average salaries near $85,000 to $100,000, competitive with mainland equivalents when adjusted for quality of life. In addition, equity incentives and ESOP participation create long-term wealth-building opportunities for employees. The fund also supports hybrid remote models to tap mainland talent while retaining headquarters and IP in Hawaii, and partners with the University of Hawaii to develop a steady pipeline of local Science, Technology, Engineering, and Mathematics (STEM) professionals.

3. Cyclicality of Federal Defense Budgets

Defense-oriented markets are subject to federal budget fluctuations, policy changes, and procurement delays, which can impact revenue predictability.
Mitigation: The fund applies a "commercial-first, defense-second" model, prioritizing startups with sustainable commercial markets before pursuing defense contracts. This dual-use strategy buffers portfolio companies against federal spending downturns. Furthermore, the focus on enduring modernization areas—AI, cybersecurity, unmanned systems, and space resilience—aligns with long-term DoD priorities unlikely to face significant cuts.

4. Limited Senior Management Depth

Hawaii has a limited pool of seasoned executives—particularly Chief Technology Officers (CTO), Chief Financial Officers (CFO), and program managers—capable of scaling defense or dual-use startups.
Mitigation: Defense Venture leverages the global networks of its General Partners and advisors, including experienced industry leaders such as Kin Tan, who bring deep expertise in defense, technology, and private equity. The fund actively syndicates with mainland venture partners to access additional management and mentorship resources. Over time, this model will train and retain a new generation of Hawaii-based managers, strengthening the state's internal capacity for leadership in high-tech sectors.

5. Small Local Market Size

Hawaii's limited commercial base may constrain early revenue growth for new startups.
Mitigation: Defense Venture positions local DoD commands—including

INDOPACOM, PACAF, and MARFORPAC—as anchor customers for pilot deployments. These early defense contracts provide critical validation for mainland and international expansion. Simultaneously, portfolio companies are encouraged to pursue **local commercial clients** (utilities, airlines, logistics, and healthcare), allowing them to generate early revenue while building credibility.

6. First-Time Fund Status

As a first-time fund, Defense Fund faces typical challenges in attracting institutional investors who prefer established track records.
Mitigation: This fund's launch aligns precisely with the mission of the SSBCI and HI-CAP Invest programs, which exist to catalyze first-time managers in underserved regions. HTDC's participation de-risks the fund's formation, signaling confidence to private investors and helping to establish the foundation for future local venture vehicles. Far from a weakness, the fund's "first-time" status underscores HTDC's strategic role in building a self-sustaining venture capital ecosystem for Hawaii.

Appendix:

HTDC's Investment Authority:

According to HRS Title13 §206M-61, HTDC does have the legal authority to co-invest public funds in private financial organizations.

2024 Hawaii Revised Statutes**,** Title 13. Planning and Economic Development206M. High Technology Development Corporation206M-62 Strategic development programs revolving fund.

§206M-61 Strategic development programs; purpose; powers. The purpose of the strategic development programs is to encourage economic development and diversification in Hawaii through innovative actions in cooperation with private enterprises. The development corporation shall establish programs to stimulate private capital investment in Hawaii toward investments that promote the welfare of citizens in this State, economic growth, employment, and economic diversification. The development corporation may use public funds to provide incentives to private investment activity, by co-investing public funds in private financial organizations to increase the impact of the public investment while utilizing the investment acumen of the private sector, and by using public funds to reduce the risks of private investments.

https://law.justia.com/codes/Hawai'i/title-13/chapter-206m/section-206m-61/

Goals of the SSBCI Program:

The primary purpose of the 2021 SSBCI funding is to promote small business growth and economic development by providing access to capital. These goals are accomplished by:

1. Support Small Businesses
   Provide capital to small businesses, including startups and microbusinesses, to help them recover from the economic impacts of the COVID-19 pandemic. Enable small businesses to access affordable credit and investment capital.

2. Promote Equity and Inclusion
   Prioritize underserved communities, including minority-owned, women-owned, and rural businesses, which often face barriers to accessing traditional financing. Ensure that at least 30% of the funds are directed toward businesses owned by socially and economically disadvantaged individuals (SEDI).

3. Leverage Private Capital
   Encourage states to use SSBCI funds to attract private investment, with the goal of generating a multiplier effect. For every $1 of federal funding, states are expected to leverage at least $10 in private capital.

4. Create Jobs and Stimulate Economic Growth
   Support job creation and retention by enabling small businesses to expand operations, invest in equipment, and hire more workers.

5. Foster Innovation and Entrepreneurship
   Provide funding for innovative small businesses, including those in high-growth sectors like

technology, clean energy, and advanced manufacturing.

Reauthorized and expanded by President Biden's American Rescue Plan, the State Small Business Credit Initiative (SSBCI) is a nearly $10 billion program to support small businesses and entrepreneurship in communities across the United States by providing capital and technical assistance to promote small business stability, growth, and success. SSBCI will provide funding to states, the District of Columbia, territories, and Tribal governments (collectively, participating jurisdictions) for programs that catalyze lending and investing in small businesses, build ecosystems of opportunity and entrepreneurship, and create high-quality jobs. SSBCI is designed to catalyze private capital in the form of loans to and investments in small businesses, especially in historically underserved communities and among entrepreneurs who may have otherwise lacked the support needed to pursue their business ambitions. SSBCI support can be transformative in a range of industries, including small manufacturing, supply chain, and other sectors promoting key national priorities.

https://home.treasury.gov/policy-issues/small-business-programs/state-small-business-credit-initiative-ssbci

Biographies of Key Personnel at Defense Fund:

Kevin Miyashiro: is the Chief Executive Officer and Co-Founder of Pacific Impact Zone Solutions and a Founding Partner of the Defense Hawaii Venture Fund I, LP. He brings more than 25 years of experience in defense technology, systems engineering, and venture-backed entrepreneurship. Kevin previously founded TeraSys Technologies, a Honolulu-based dual-use defense and communications company specializing in high-frequency RF systems, sensor integration, and advanced signal processing for defense and commercial applications. Under his leadership, TeraSys secured multiple Department of Defense (DoD) R&D contracts and was acquired by QuinStar Technology in 2018. In addition to his entrepreneurial track record, Kevin has advised on private equity and M&A transactions involving aerospace and defense firms across the Pacific region. He has led engineering and project teams supporting U.S. military installations in Hawaii and the Indo-Pacific, focusing on technologies that enhance energy resilience, autonomous systems, and critical infrastructure.

Marcus Yano: is a Co-Founder and Managing Partner of Pacific Impact Zone and the Defense Hawaii Venture Fund I, LP. He brings over 20 years of leadership experience spanning information technology, business operations, and organizational transformation across both commercial and government sectors. Marcus has held senior executive roles leading large-scale IT modernization and digital transformation initiatives for defense and enterprise clients in Hawaii and the continental U.S. His expertise includes systems integration, program management, and operations optimization, with a consistent focus on converting technological innovation into measurable revenue growth. He has also served as an advisor and mentor to numerous Hawaii startups participating in accelerator and SBIR/STTR programs, guiding them through product-market validation, contract capture, and operational scaling. Marcus has been instrumental in building public-private partnerships between DBEDT, the Hawaii Defense Alliance (HDA), and local technology firms, contributing directly to Hawaii's emerging defense innovation ecosystem.

Anthony Escasa: serves as a General Partner at Pacific Impact Zone and brings over 20 years of experience in defense contracting, software development, and cybersecurity operations. His career spans both entrepreneurial ventures and executive leadership roles managing major federal contracting organizations. Anthony has overseen more than $250 million in defense contracting revenue through multiple Native Hawaiian Organization (NHO) 8(a) companies, leading projects in IT modernization, cybersecurity, logistics, and systems integration. His responsibilities have included contract capture, compliance, and operational oversight for clients including the U.S. Navy, Air Force, and INDOPACOM. With a background in software engineering and information security, Anthony has also worked in the private sector advising small businesses on technology commercialization and cybersecurity best practices. His dual expertise in defense acquisition and technical implementation gives him a unique perspective on how emerging technologies can meet the stringent requirements of federal clients.

Kin Tan- serves as a Senior Advisor to Pacific Impact Zone and an Investment Advisor to the Defense Hawaii Venture Fund I, LP. He brings more than 30 years of corporate and financial leadership experience, including senior executive roles in major defense and aerospace corporations and private equity fund management. Kin began his career at TRW Inc., a global aerospace and defense contractor (now part of Northrop Grumman), where he managed systems engineering and business development teams serving key federal clients. Following his tenure in the defense industry, he transitioned into finance as a Managing Director at a $500 million private equity fund, where he led investments in technology, manufacturing, and infrastructure. His experience includes cross-border transaction structuring, fund governance, and portfolio oversight across North America and the Asia-Pacific region. Kin has served on multiple corporate boards and advisory committees for defense-related enterprises, providing strategic guidance on capital allocation and international expansion.

Reference and Background Defense Fund:

Government/Defense Entity:

1. **Mike Von Fahnestock, US INDOPACOM**
   "Kevin has a passion for onboarding Hawaii small businesses into the Defense technology enterprise. The PIZ team successfully mentored and provided contracting support for a new Veteran Disabled Small Business to complete a two-year project in Chemical and Biological Defense. Kevin takes a holistic approach to building value added technology capability that includes commercial, academic, State and DoW interests."

PIZ Supported Companies:

2. **Ethan Krimmins, CEO Quantum Research Sciences**
   "Kevin's combined business and technical acumen is a rare find – I've enjoyed the strategy shaping we've done together and I'm confident it increases our chances of our product's go-to-market launch going well!"

3. **Patrick Jeff Winston, Founder and CEO of SAGE Pacific**
   "The journey to launch my business as a Veteran Owned Small Business has been stressful to say the least, but having Kevin and his team guiding us through a whole array of barriers from cash flow to cybersecurity. They've been a life saver!"

4. **Anand Tom Yoakum, Founder and CEO of ISEEYOU360**
   "The been-there, done-that guidance we get from Pacific Impact Zone has kept us progressing forward, they're a one-of-a-kind resource!"

Hawaii VC and local startup Community leaders:

5. **Chenoa Farnsworth, General Partner, Blue Startups**
   "I have known Kevin for many years (decade) and have known him to be a great entrepreneur and man of strong personal integrity. We are looking to collaborate with their

team this year to put together a DOD focused pre-event to East Meets West in 2026 and as such are getting to know the team better as well which has been great.

6. **Johnny Chankhamany, Director, Builders VC – SF and Hawaii based Venture Fund**
"The leadership team at PIZ is exemplary and poised for maximizing the potential of state funding. Kevin Miyashiro, as CEO, has a proven ability to build strategic partnerships across public and private sectors. His leadership in founding and selling his first defense dual-use business illustrates his deep understanding into what it takes to build and exit defense technology startups. Kevin has assembled a strong management team at PIZ with diverse experiences and skills that will prove highly beneficial to startups in their growth and development."

7. **Michael Bennet, Founder, Honolulu Tech Week**
"The Pacific Impact Zone team is doing excellent work as the nexus between our defense startups and industry. Kevin and the PIZ team have been incredible partners to Honolulu Tech Week, bringing together leaders from tech startups to multinationals and INDOPACOM. Especially important, they have identified and nurtured the companies building strategic technologies in Hawaii's ecosystem, from defense and aerospace to critical supporting technologies like advanced manufacturing."

<u>**Investment Terms and Definitions**</u>

IRR – Internal Rate of Return. IRR is a uniform calculation for investments of varying types and, as such, can be used to rank multiple prospective investments on a relatively even basis. IRR takes into consideration the timing of cash flows to and from the investment. In general, when comparing investment options with other similar characteristics, the investment with the highest IRR would generally be considered the best. Funds typically present IRRs on both a gross and net basis. IRRs shown by benchmark indices are typically net of fees (equivalent to Net IRR for the Fund).

TVPI – Total Value to Paid In. The ratio provides prospective investors (such as HTDC) with a multiple that indicates how many times more the investment is currently valued at compared with the original investment (made at cost), without considering the time value of money.

DPI – Distribution to Paid In. The ratio represents the portion of TVPI that is "realized" by investors. It measures how much invested capital has been returned to investors through distributions by the fund.

Gross Vs. Net – Gross values (e.g., Gross IRR) are returns before management fees of the venture firm (general partner or GP) are accounted for (i.e., the figure does not deduct the management fees which are taken from LP investors). Net values (such as Net IRR) account for management fees of the GP and are lower than the Gross Values shown.

Realized Vs. Unrealized Returns – Realized returns, also called "cash-on-cash returns", is essentially the ratio of invested capital that has been paid back to investors in the fund. Unrealized returns, also called "paper returns", is the current value of the fund's positions in companies that have not been acquired by another entity or have not sold shares held by investors through an initial public offering (IPO). Returns shown are almost entirely unrealized.

Multiple on Invested Capital ("MOIC") is a metric used to describe the value or performance of an investment relative to its initial cost, commonly used within private markets. MOIC is among the most relevant metrics to be assessed while conducting fund due diligence. In fund investments, MOIC is expressed as a measure of the total value (i.e., both realized and unrealized, see below) of all shares in the fund divided by the initial investment. Since the individual securities held in a fund will have exit transactions at different times, the MOIC of the fund at any particular time combines the value of securities that have been sold (i.e., realized proceeds) with the value of securities that remain active (i.e. unrealized value). Unrealized value consists of stakes in companies (whether public or still private) that have not yet been liquidated.

htdc

HAWAI'I TECHNOLOGY DEVELOPMENT CORPORATION

November 19, 2025 Board Meeting

Agenda

- HI-CAP Presentations
  - Program Overview (10 min)
  - OM/VC Presentation and Q & A (20 min)
  - PIZ Presentation and Q & A (20 min)
- Strategic Plan Update
  - Field Strategy Goals (30 min)
  - Prioritization (10 min)
  - Funding Mechanisms (20 min)

HI-CAP Presentations

HI-CAP Program Overview

In 2022, $62 million in federal funding was secured to expand access to capital for small businesses, startups, and entrepreneurs in Hawai‘i. The funding will be deployed over a period of seven years until 2030.

The HI-CAP program is funded by the U.S. Treasury for the State Small Business Credit Initiative (SSBCI), a part of the American Rescue Plan Act of 2021. The program is jointly managed by HTDC and the Hawai‘i Green Infrastructure Authority (HGIA). Both state agencies are attached to the Department of Business, Economic Development and Tourism (DBEDT).

HI-CAP Invest

Suited for managers of venture capital (VC) funds. This “Funds-of-Funds Venture Capital” program is designed to invest in high quality investment managers with the capacity to mentor and advise entrepreneurs and facilitate follow-on investments.

Some eligibility requirements:

- The fund must have on-the-ground presence in Hawai‘i.
- A minimum of 1:1 matching capital to HTDC’s investment will be raised.
- The fund will invest an amount equal to HTDC’s capital in Hawai‘i businesses.
- Fund managers are in good standing with the law, as confirmed by up-to-date certifications, background check, references, and/or any other means deemed appropriate.
- Funds that are aligned with HTDC, DBEDT priorities that will benefit the State of Hawaii, which includes but is not limited to: Agtech, biosecurity, food security, dual use/defense, energy, ocean, AI, and climate.
- Funds that are committed to Hawaii’s startup ecosystem and efforts to grow technology, innovation, and other emergent industry sectors in the State.

HI-CAP Invest

- ~$5.3 MM remaining
- 2 Presentations today totalling $3.5 MM
- Remaining ~$1.8 MM will be in Tranche 3(early 2026)

OM/VC

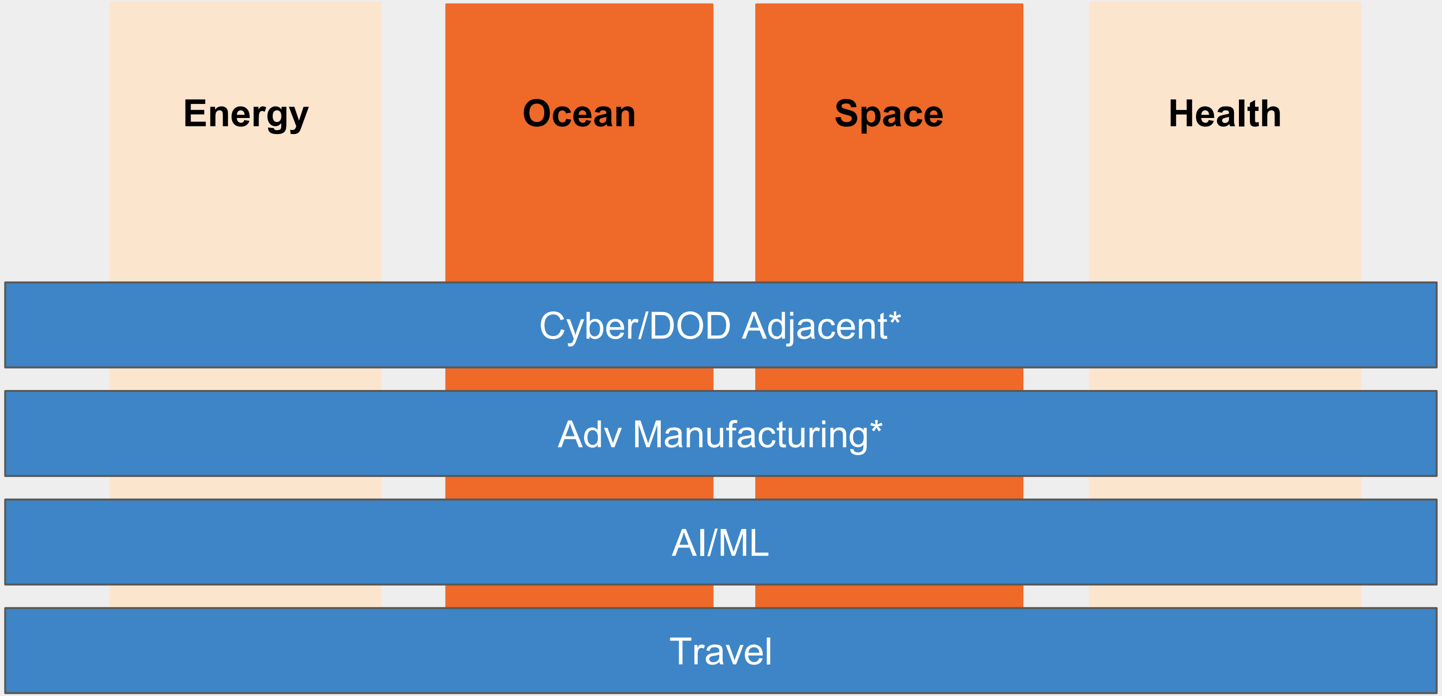
Mark Munoz
Managing Partner

Pacific Impact Zone

Kevin Miyashiro
Marcus Yano
Anthony Escasa

Strategic Plan Update

Attention Areas



* Requested by legislators to be areas of focus for HTDC

FY26-27 Tech Niche Priorities

Space

- SPRB for horizontal launch company
- Enterprise Zone Designation for MRTC
- Designate/build facility at Lipoa, Maui and Hilo, Hawaii Island

Ocean

- State designation as ocean tech hub (resources to have dedicated staff for 1 year)
- Apply for Ocean Innovation Act of 2025 if passed
- Identify facility needs near harbor/port

HTDC Asks FY27 Legislative Session

1. $10 MM Funding to serve as a match for federal grants(i.e. EDA, SBA, EPSCOR)
2. Position to support HTDC Marketing, Branding, Communications
3. Position to support Advanced Manufacturing due to potential in MEP cut
4. Funding of HI-CAP positions through existing revolving fund account
5. Funding for existing three programs SBIR, MAP, Small Biz Training/Accelerator focused on key industries

Board Program Oversight Role

- Goal: Ensure fairness in grant awards
- No board members on judging committees.
- Board Members can recommend judging criteria.
- Board Members can observe to provide feedback to Executive Director & CEO

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To: Hawai`i Technology Development Corporation Board of Directors
From: Trung Lam, Executive Director & CEO
Date: November 19, 2025
Subject: Hawai`i Technology Development Corporation (HTDC) Executive Director's Report

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SPECIFIC ACTION REQUESTED:

Information only. No action requested.

PROGRAM UPDATES

A. INNOVATE Hawai`i (IH)

i. FAST (Federal and State Technology Partnership Program) Program received $94 thousand for wraparound services which includes workshops, cohort programs, events, conferences, and projects to assist companies to further their businesses and technology. Funding to begin September 30, 2025 and runs through September 29, 2026.

ii. Hawai`i Small Business Innovation Research (HSBIR) matching grant applications opened on October 27, 2025, and will be closing on December 11, 2025.

iii. Innovation Crawl - Partnering with Chamber of Commerce, HTDC-IH will host an Innovation Crawl on Wednesday, November 12, 2025. Legislators will be introduced to three key organizations, Pacific International Center for High Technology Research (PICHTR), North Star Scientific, and Pacific Allied Products, driving technological advancement and economic development in Hawai'i. The Innovation Crawl aims to strengthen the connection between Hawai'i's innovation community and the state government, provides legislators direct access to local innovators, researchers and entrepreneurs that are developing solutions to Hawai'i's economy.

B. Accelerator Program

i. The Accelerator and Small Business Training (BUSINESS PROGRAMS) RFP-26-002-HTDC was released on October 17, 2025, with a close date of December 11, 2025, at 1:00 PM. Priority areas of focus for this Fiscal Year 2026 will be on programs that are supporting cohorts in the HTDC priority areas of Aerospace, Ocean, Health, Cybersecurity, and Energy, with a second priority on programs that compliment an existing HTDC Program. Details can be found on the State of

Hawaii Awards and Notices Data Systems (HANDS): https://hands.ehawaii.gov/hands/opportunities/opportunity-details/26244

C. Geothermal

i. Working with MACRO (Military and Community Relations Office) and the owner of the property of the old Pahala Sugar Mill to provide site and funding options beyond Department of Hawaiian Home Lands (DHHL) which provide higher level of resistance.

ii. Possible meeting with Ways and Means in November to obtain clarity on budget and deliverables on further geothermal.

D. Aerospace

i. Working with Department of Economic, Development and Tourism (DBEDT), Department of Transportation (DoT), and others on development plan for an aerospace port.

ii. Plan to put offers for Aerospace Assistant and Aerospace Coordinator positions.

iii. Project of note is potential expansion of SDA TPA Lab (Space Domain Awareness – Tools, Applications & Processing) in Maui to focus on advanced manufacturing facilities.

E. Facilities

i. Entrepreneurs Sandbox – 100% occupied

Suite	TENANT	DESCRIPTION
202	Scholars App	Platform that connects students to verified scholarships and helps track the entire financial aid process.
203	Shifted Energy	Creates grid-edge power plants through analyzing and dispatching thousands of assets. Also provides value through energy savings, proactive maintenance reporting, and affordable, sustainable energy solutions
204	Manageability	Management and digital marketing consulting services
205	Bright Light Digital	Hawai`i-based full-service AV and technology company that provides digital signage solutions; audio visual systems design, integration and installation; and information technology support and consulting services.
206	TranSystems Corp	Engineering and design firm focused on transportation networks.

207	Terranox	Salesforce consulting and development services
208	HTDC	State's economic development agency focused on developing the tech sector.
209	ManaUp	Accelerator program that helps Hawai'i based product companies grow and scale globally.
210	TRUE Initiative	TRUE is a non-profit organization driven by a committee of public and private sector leaders who share technology-based solutions to common business problems, helping to increase sustainability and collectively rising the tide of all organizations in Hawai`i.
Media Space	Creative Industries Division (CID)	Promotes and strengthens Hawai`i's creative economy by supporting businesses and entrepreneurs in film, digital media, performing arts, visual arts, design, and cultural industries

ii. Maui Research and Technology Center – 85% occupied

Suites	TENANT	DESCRIPTION
110	UH – Applied Research Laboratory (ARL)	The ARL at UH develops pioneering research and technology solutions to address challenges in defense, sustainability, and scientific discovery.
126, 127, 158, 130	Newberry Technologies	Managed IT Services
154, 159	Federal Emergency Management Agency (FEMA)	Disaster recovery, Lahaina
154B	MEDB – Tools, Applications and Processing (TAP), Lab	The Space Domain Awareness TAP Lab accelerates the delivery of space battle management software to operational units.
205	Maui Economic Development Board (MEDB)	Non-profit organization focused on diversifying Maui's economy.
207	Kihei Realty, Inc	Real estate management platform
208	Sol Connections	Financial Accounting system
217, 223	Trica Morris	Business mediator
231, 232, 228	UH	IT Dept
224	VisSidus Technologies	Aerospace Engineering / SBIR
225	Martin Reeves	Mechanical Engineering

230	Purple Mai'a Foundation	Development of haumana.io a hybrid learning management system and student management system that facilitates student-centered education and personalized learning.
259	Ledcor Maui	Developer focused designing livable, environmentally sustainable communities
268, 260, 272	Cloudstone Innovations, Inc.	Aerospace Engineering / SBIR
264	Small Business Development Center (SBDC)	Business advisory services funded via SBA managed by UH Hilo
BUILDING B	RCUH – Maui High Performance Computing Center (MHPCC)	The MHPCC DSRC, established in 1993, is an Air Force research Laboratory (AFRL) Center managed by the University of Hawai`i under contract to the Air Force Research Laboratory. The MHPCC operates as one of the five DoD Supercomputing Resource Centers in the DoD's High Performance Computing Modernization Program (HPCMP)

F. Sponsorships
   i. Honolulu Tech Week Sponsorship (HTW) Outcomes- $10,000
      i. September 14-18, 2025
         1. 3,000 people attended 1+ event
         2. 25+ venues across Honolulu
         3. 60+ events
         4. 100+ registrations per event
         5. 40+ community organization and partners from public and private sectors
         6. Attendance
            a. 33% Software, AI & Technology, 23% Key Hawai`i Industries (Energy, Ocean, AG, Travel, Media, Real Estate, Construction), 10% Education & Workforce, 9% Fintech & Finserv, 7% Government & Public Sector, 6% Health and Bio, 7% Aerospace & Defense5% VC & Investment