



MEETING MINUTES OF THE HAWAII TECHNOLOGY DEVELOPMENT CORP (HTDC) BOARD OF DIRECTORS

October 15, 2025
Entrepreneurs Sandbox – Purple Box
643 Ilalo St., Honolulu, HI 96813
Virtual Participation Via Zoom Pursuant to HRS § 92-3.7

Member(s) Present, In-Person

Craig Nakanishi, Chairperson (Mr. Nakanishi)
Edward Barnabas, (Mr. Barnabas)
Jaclyn Kaina, (Ms. Kaina) (arrived at 1:39 pm)
Gregory Kim, (Mr. Kim)
Kelly Ueoka, (Mr. Ueoka)
Alec Wagner, (Mr. Wagner) (delegated by
Dane Wicker)

Member(s) Present, Virtually

Matthew Sullivan, (Mr. Sullivan)
Gregory Uehara, (Mr. Uehara)

Member(s) Absent

Dane Wicker, (Mr. Wicker)

Members of the Public Present, In-Person

Anthony Escasa, (Mr. Escasa) Pacific Impact
Zone
Doreen Wong, (Ms. Wong) Venture Well

Marcus Yano, (Mr. Yano) Pacific Impact Zone

Staff Present, In-Person

Trung Lam, HTDC Executive Director & CEO
(Mr. Lam)
Ray Gomez, (Mr. Gomez)
Stephanie Yuu-Sato, (Ms. Yuu-Sato)

Counsel Present, In-Person

Kevin Tongg, (Mr. Tongg) Deputy Attorney
General

Members of the Public Present, Virtually

Kevin Miyashiro, (Mr. Miyashiro) Pacific
Impact Zone
Mark Munoz, (Mr. Munoz) OM Venture
Capital, LLC

1. Call to Order, Public Notice Quorum



Meeting called to order at 1:33 pm

2. Roll Call

Mr. Lam conducted roll call. Present in-person are Chair Nakanishi, Mr. Barnabas, Ms. Kaina (arrived at 1:39 pm), Mr. Kim, Mr. Ueoka, and Mr. Wagner (delegated by Mr. Walton, who is currently on travel). Mr. Sullivan and Mr. Uehara join via Zoom. Mr. Wicker is absent and has been excused.

3. Approval of Meeting Minutes

Chair requests a motion to approve the September 22, 2025, board minutes.

Motion to approve made by Mr. Sullivan / Second by Mr. Barnabas.

Chair asks if there are any comments, revisions, suggestions. None received.

Motion approved, 7/0

4. Hawaii Small Business Capital (HI-Cap) Program - Applications

A. Review of the State Small Business Credit Initiative (SSBCI) Program

Mr. Lam provides an overview of the HI-Cap Program. In 2022 \$62 million federal funding was secured to expand access to capital for small business startups and entrepreneurs. Split into two buckets, HTDC handles the equity portion, while the loan portion was delegated to Hawaii Green Infrastructure Authority (HGIA). The eligibility requirements are: on the ground in Hawaii and one to one match capital for any investment, with a preference for alignment with Department of Business, Economic Development and Tourism (DBEDT) or HTDC priorities that benefit the State. \$5.3 million remains, with today's presentation for \$4 million. Previous investments made to Blue Ventures, ManaUp, StartUp Capital Ventures, and Hatch, an aquaculture fund.

Mr. Barnabas seeks clarity on today's discussion and the focus as he believes the Board wanted to focus on tech.

Mr. Lam advises that today's presentation is to have the Venture Capital (VC) companies present who they are so at the next meeting the Board will have better understanding to make their decision. Continues to clarify that the SSBCI Program was inherited by Hawaii Strategic Development Corporation (HSDC) along with certain rules, and until we are able to change those rules, we will need to follow them. Also states that he believes both VCs are focused on the tech sector.

B. OM Venture Capital, LLC Presentation

Mr. Lam introduces Mr. Munoz.

Mr. Munoz advises that he is currently in Hong Kong completing his annual general meeting and apologizes for not being in person. Continues to say that he is the co-founder of the venture capital located in Honolulu, spent 16 years in Hong Kong where it originated at. Explains that there has been a rise in venture capital competition, but it is not a factor for them as they focus on fintech, deep tech (ai blockchain), and climate tech. They also have geographic diversity, deploying capital in the U.S., 30% in Asia, and the Middle East. What they do in Hawaii is unique.

Mr. Munoz continues to introduce his partner, Jason Best, based in San Francisco, who helped write part of the jobs act and made crowdfunding possible. The team consists of Ben Hoxie in New York, and Marc Palet in San Francisco, who are the main associates, and Joyce Ho in Hawaii, who covers marketing and communications. Four venture partners around the world, three advisers and institutional Limited Partner Advisory Committee (LPAC) which means we have a fund of fund who helps us govern our fund for our LPs. Continues to explain their focus is in three areas: Fintech (anything that covers a transaction), Deep Tech (AI, quantum, blockchain or anything that is new tech where we can add value), and a small portion of allocation goes to climate (no more than 5-10% but an area where they have had a lot of success).

Mr. Barnabas questions the value proposition that OM Venture Capital, LLC invests primarily in AI driven companies or that they use AI to identify companies that they will invest in?

Mr. Munoz confirms both. Their thesis: Fintech, Deep Tech and where Fintech and Deep Tech overlap there is climate the three buckets that they invest in.



They are software focused, they use their own AI to identify and evaluate the companies that they are looking at.

Mr. Uehara asks to confirm if their commitment to invest the \$10 million in Hawaii no matter the size of Fund 3.

Mr. Munoz confirms that is their initial commitment. When they meet their target of \$100 million, they can't be too concentrated in a particular location, or they may end up investing more or they may take some losses and invest less.

Mr. Kim asks what they are investing in Hawaii that makes Hawaii top tier.

Mr. Munoz advises to have access to capital in Asia and deploy and not just the U.S. Being able to cover multiple time zones is critical.

C. Pacific Impact Zone Presentation

Mr. Lam introduces Mr. Miyashiro, Mr. Yano, and Mr. Escasa from Pacific Impact Zone.

Mr. Yano introduces himself as the President of Pacific Impact Zone, Mr. Escasa, Chief Relationship Officer, and Mr. Miyashiro, CEO and Founder, who will be presenting their defense ventures LLP program. Founded in 2021 with one purpose, to eliminate the systemic barriers that industry has, trying to get into business with Department of Defense (DoD). In the last four years they have secured contracts with 22 vendors that haven't been able to get into that space by way of \$33 million on behalf of industry and academic partners.

Mr. Yano continues to describe the "new kids" in defense tech. Traditional primes, Raytheon and Lockheeds built their business around the government whereas these three Alex Corp, SpaceX and Anduril started commercial first and happen to service the defense market, so we refer to them as dual use companies, or dual use tech companies.

Mr. Yano advises the Defense Venture Board while Mr. Miyashiro, who founded a small business in Hawaii that was based on defense tech, acquired and exited. He also sat on the buy side of the portfolio. Mr. Escasa, former President of KaiHoua, the fastest growing Native Hawaiian Organization (NHO), understands the different ways of contracting. Mr. Yano himself was former army, private sector, and cyber-cloud architect, displaying product market fit where he would



take things and figure out how to make them fit. Mr. Tan is the structural glue, former fund manager of a \$500 million private equity portfolio.

Mr. Miyashiro advises that they are asking for half a million as this is the first one they are building. It will be a total of two million between their soft commits and the HI-Cap match. Their thesis and focus will be a dual impact outcome, growing and keeping jobs in Hawaii. Noticed that when a company starts in Hawaii with high growth aspirations requires multiple follow rounds, nine out of ten tend to leave Hawaii. To mitigate, we will focus on companies that are more later stage, where they are very close to ownership transition and need guidance and assistance to structure the company so that they can get a secondary exit or ideally inside sale ESPO (Employee Stock Ownership Plan) to sell the company to the employees still working in the State. Keep the employees in the state and create value for the LP.

Mr. Escasa discusses performance and returns advises that their investments are limited, investing in only Privateer, a local Maui based firm that built an AI powered software platform that aggregates satellite data that informs operation decision making. First investing was during Series A back in April 2024 when their valuation was \$10 million; currently, valuation sits at \$100 million. Their liquidity strategy with defense ventures with all portfolios is to target the inside sales, that employee ownership or secondary market within five years.

Mr. Sullivan asks about the eight portfolio companies and if there is enough deal flow to support those eight companies?

Mr. Miyashiro states that they are not looking for the traditional companies, the companies they are focusing on are close to retirement and have been in defense for a while. Confidently, they can find eight companies or if they are unable to, they will invest more into less companies.

Mr. Kim asks assuming if successful, do you have a plan for after?

Mr. Miyashiro advises it is 100% targeted for Hawaii alone, and is actually part of a larger strategy to do some funds in the West Coast.

Mr. Barnabas asks if they want to invest in existing companies that are already on island and why they do not have a DoD presence but do have a commercial

presence? Also questions if the funding is going to be used for mentoring and coaching.

Mr. Yano clarifies it is two-fold, pathway to growth focus on the commercial first and defense second. Confirms that the funding will be utilized for mentoring and coaching, teaching how to navigate.

Mr. Ueoka asks if the job projection is AI resilient.

Mr. Yano advises that they purposely listed advanced manufacturing as the first top item as manufacturing will be augmented by AI but not replaced by AI.

5. HTDC Strategic Plan Draft update

Mr. Lam reviews concept field catalyst as every tech hub has tried to create, describes it as a garden. What we are trying to do for the tech ecosystem – build a garden - create the best “garden” for our tech ecosystem to grow. Definition of a Field Catalyst is an organization that accelerates systems-level change by empowering others to act, connect, and collaborate. Builds infrastructure, aligns stakeholders, surfaces shared goals, and fills coordination gaps to unlock a broader ecosystem impact. Create the conditions for entire industries or sectors to grow stronger, faster and more equitably. Discussed previously and broken down into field level, broad, how do we expand, how do we improve our operational capacity.

Two layers to our strategic plan, the field strategy is how we design our garden environment to build momentum, supports our whole tech ecosystem. Tech niche strategy, some “seeds” will grow faster, you should provide more resources, as an agency you should look at the whole field, once you identify which niche is growing faster than others you should focus and provide more resources to those. Note that everything aligns with DBEDT’s strategic plan, CEDS (comprehensive economic development strategy) report, Chamber of Commerce Blueprint 2030, and ThriveHi. There are six goals. Goal one - establish strategic clarity and foster shared direction, making sure the whole ecosystem working towards making a nice garden. Goal two, build structures that enable coordinated action – coordinating and collaborating is really hard and challenging. Goal three requires data that we do not have, tech is small in Hawaii and industry is driven by real estate and tourism, need to get it ourselves. Goal four, diversity and coordinate funding stream, biggest question asked. Goal five, advance policies for tech-driven economic growth. Goal six, attract external partners and investments.



Goal one – establish strategic clarity and foster a shared direction breaking into two objectives. How to create relevant, research-informed, community-validated strategies and how to create shared accountability mechanism. Potential outcomes and KPI's (key performance indicators) with the Board's support and measure the adoptions with signed MOU's (memorandum of understanding), feedback groups, advisory councils.

Goal two – Build structures that enable coordinated action. One objective is creating governance structures for high-level stakeholders, building the state's tech and innovation agenda. This is how we would let the stakeholders provide feedback on how we are doing and if it is helping or working. Objective two - Host regular ecosystem-wide conferences. HTDC used to host Wetware Wednesday on a monthly basis with 200-300 attendees at a time, potentially bring it back.

Mr. Barnabas advises that governance and speaks more to create collaboration or feedback structure, more like a framework.

Mr. Lam states that governance is like putting structure in how the ecosystem collaborates, not how governance relates to HTDC.

Mr. Lam continues with goal three – gather, analyze, and disseminate knowledge and data that drives ecosystem growth. Advises that he just attended an AI conference that discussed how AI is changing how websites are made, and his least favorite are government websites. Very important to have but complicated within the budget, create a map of key organization, HTDC will be the resource people can turn to regarding tech.

Ms. Kaina advises that the CEDS (Comprehensive Economic Development Strategy) update is coming out and all counties are responsible, and they can do all the asset mapping report back to us.

Mr. Lam advises that the strategy is under the assumption no other department or organization is doing it, until we know what we need, ideally figure what other people are doing then carve out...start with a blank slate.

Goal four, diversity and coordinate funding streams. Objective 4.1 create philanthropic funding streams; cities that have succeeded building tech hubs all leverage philanthropic funding. 4.2 establish ecosystem wide federal grant applying mechanism, the federal



funding is becoming more competitive. We will need one maybe two robust, large, comprehensive applications.

Goal five, advance policies for tech-drive economic growth. Objective one, educate legislatures, had the pleasure of meeting local legislatures and they are supportive. They are not sure what to support, they have questions, not just the local level but the national level as well. Objective two, mobilize ecosystem builders to advocate for themselves.

Goal six, attracting external partners and investments. Puerto Rico has this where they something called a business attraction unit that convinces people to move to Puerto Rico to run their business. Hawaii has this for tourism, but not as much for tech businesses. Interagency collaboration, spoke with other agencies and asked for assistance how we can use technology to achieve their goals.

Mr. Lam continues with funding and how to obtain. Justified and necessary spending might no longer be enough for ask for funding. A long-term strategic plan – long term growth will be necessary. Federal grant opportunities, main requirement is matching funds. If a federal grant is received, we are scrambling to find the matching funds. Currently we lost MAP and Accelerator funding but there is strong support in the ecosystem. Two funds HTDC can apply for are EPSCoR (Established Program to Stimulate Competitive Research) and E-Rise, before it would go to only R1 institutions only. If you win an E-Core, 4-years, \$10 million max, additional \$8 million for 4-year extension. If you win a E-Rise, \$8 million, 4-years, with 3-year extension and \$4.5 million. Unsure if there is a match, allowing non-R-1 to apply.

Mr. Wagner confirms there is a 20% match for the E-Rise, allowing multiple in the jurisdiction or state. In the past you were only allowed one in the research institution in the UH system or UH Manoa, but now you can have one theoretically through the different campuses, non-profit organizations, and government agencies. Opportunities for those agencies that fund ecosystem development for capacity building for research and technology competitiveness can access.

Mr. Lam continues that this is centered around R&D infrastructure development and EPSCoR is only open to limited States.

Mr. Wagner confirms that it is only open to 28 states and the threshold is if the state receives less than 0.75% of the NSF grants over a three-year period.

Mr. Lam mentions that there is the Ocean Innovation Act 2025 currently going through Congress, 2 years \$10 million also renewable specifically focused on the ocean sector. If that bill passes, one ocean hub will be designed for every fishery zone, our zone will be between us, Guam and the Marshall Islands. Real estate that generates a net profit and still exploring what it means to do a special purpose revenue bond (SPRB). Because of the general budget cuts, we may see more SPRB being requested.

Mr. Uehara requests regarding the plan be distilled down to something similar to an elevator pitch, for an easier message.

Mr. Lam continues with the five areas to look at: cyber, energy, space, ocean, and health. Five sectors that have potential in Hawaii, prioritizing two. Space already has traction in Hawaii, huge part of DBEDT's strategic plan, and we have two positions at HTDC for aerospace. Would like to make a case as to why we would like to focus on ocean. In the "one big beautiful bill" you will see shipbuilding with the \$29 billion, Ocean Regional Opportunity and Innovation act in Congress, and the Bezos Earth Fund investing \$37.5 million to accelerate Pacific-led ocean protection. When you look at the ocean economy it is growing two times faster than the world economy. Hawaii is the 2nd largest exclusion economic zone in the US only behind Alaska, business activity growth 23% in the last decade and average 41% wage growth, top 10 in the U.S. coastal states in GDP contributions when you look at our ocean economy and top 9 when you look at ocean employment. We are in the top 10 and 9 when we are not even trying. Case study of New Zealand, started in 2022-2023 with their ocean tech hub with the government. Within two years, resulted in 34 partnerships, from \$1.6 million government funding brought in \$8 million outside funding, looking at areas of aquaculture, fisheries, blue tech, biotech, ocean energy, engineering, infrastructure. We could be doing so much more if we focused on this.

We are not starting from zero, we are starting with an economy that already has potentially \$20 billion of economic growth. We do a lot of tourism, bit of energy, aquatic foods, fisheries, carbon and medicine, and a huge seaweed farm that does supplements. Just not coordinated yet.

Mr. Barnabas asks to define what is "ocean economy" as this encompasses every major industry.



Mr. Lam says that it is broad, we can't yet identify which niche in ocean we should do, we need to look at the whole ocean economy to understand where the problems are. Economic growth where value is derived from the activities related to the ocean.

Mr. Kim clarifies anything where the ocean gives us an unfair advantage and we win. If it emanates from the ocean, and we have an advantage against our competitors, it will be a good business. Start with something you can be good at and build up.

Mr. Lam continues that we need to look at the pillars and build. Start by building a coalition by bringing together people already working the space. Figure out what is happening and see how big it can get. Let them figure out the strategy and empower them.

Chair advises shouldn't the ocean be a resource? Ocean economy is pigeonholing you into a thought process. Suggests think differently, air economy is that space, but if you say healthcare everyone understands. Maybe rephrase.

Mr. Kim states maybe ocean tech?

Mr. Lam states the idea is to look at the ocean economy, what's growing and figure how technology can solve the problem in the space in the next technology itself.

Mr. Kim states we could take the HICap funds and go to someone can you launch a fund in ocean tech. Be a catalyst in ocean tech instead of AI.

Chair states that we have NELHA that does ocean work related to energy, food and water. Instead of re-inventing, pair up; you already have a baseline as well as with UH Marine Science.

Mr. Lam continues with potential partnerships, University SOEST (School of Ocean and Earth Science and Technology), Applied Research Labs that does amazing research but cannot commercialize based on their mandate so if we are able to help them. If we can partner with DOT (Department of Transportation) controls harbor who we already partner with them with airports as it relates to space side. Spoke to Riley at NELHA and is very supportive. At the national level, during Techweek, Port of San Diego and Scripps Institution expressed interest in working with HTDC to do more ocean research here. As well a group from Okinawa came in spoke about how they are startup economy and economic development and partner with us. There seems to be a lot of momentum in this area if the board provides their blessing.



Mr. Lam continues with what he will be focusing on-prioritizing. Creating the five-year strategic plan, stakeholder feedback is important, education materials, working with legislators-educating them on important policies we need to grow tech in Hawaii. Mobilizing the ecosystem to advocate for themselves and developing the specific ocean and space strategies and policies.

Chair asks a year from now how do we judge if you are doing a good job?

Mr. Lam advises there are KPIs attached to each one. Continues the other tasks before he started, complete the MAP, SBIR and Accelerator programs, future of MEP program, transfer the fashion sector to CID, and microgrid project with Air Force that is supposed to finish. They have a new project but will not discuss until the current project completes, finish deploying the SSBCI capital, and re-structuring the staff to serve the strategic plan.

6. HTDC – Executive Director’s Report

Chair advises the Executive Director’s Report will be deferred until the next board meeting.

7. Announcements

8. Adjournment

Chair requests a motion to adjourn.

Motion to adjourn made by Ms. Kaina

Meeting adjourned at 3:28 pm

Respectfully submitted,
Stephanie Yuu-Sato
Acting Board Secretary