

HOW WE'RE BUILDING HAWAII'S TECH SECTOR

A ROADMAP TO 80|80

High Technology Development Corporation
Annual Report Fiscal Year 2016

HIGH TECHNOLOGY DEVELOPMENT CORPORATION

Building the infrastructure, investing the capital and training the talent for Hawaii's innovation & technology future.

FAST TRACKS TO 80|80

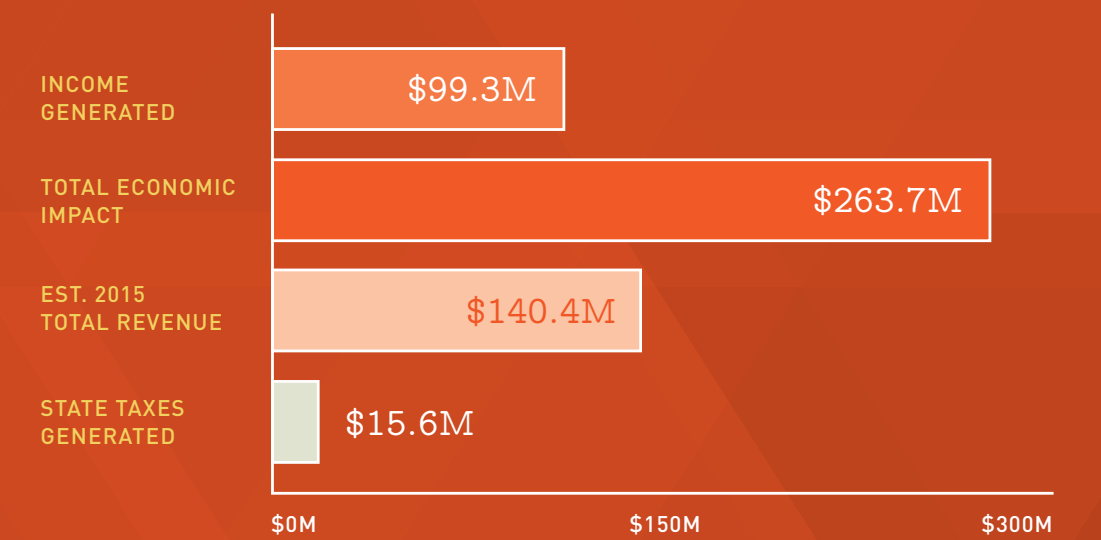
Five New Programs in Fiscal Year 2016

HTDC invested in Hawaii-based businesses, turbo-charging innovation and making strides toward its goal to create 80,000 new tech and innovation jobs earning \$80,000 or more by 2030.

- 1 | MANUFACTURING ASSISTANCE PROGRAM
- 2 | HAWAII OFFICE OF NAVAL RESEARCH ALTERNATIVE ENERGY
- 3 | HAWAII SMALL BUSINESS INNOVATION RESEARCH II & III
- 4 | NEIGHBOR ISLAND INNOVATION INITIATIVE
- 5 | TECHHIRE

2015 ANNUAL ECONOMIC IMPACT

ANNUAL ECONOMIC SURVEY RESULTS (Fiscal Year 2015)



WHERE IT'S ALL HAPPENING

Hawaii Tech Infrastructure Map

Innovation is happening throughout the state. State and county agencies are partnering with HTDC to create dynamic innovation hubs across the state.



STATE AND COUNTY TECHNOLOGY CENTERS ACROSS HAWAII

- ACTIVE PARKS
- IN PROGRESS
- EARLY PLANNING STAGES

EXECUTIVE DIRECTOR & CEO

ROBBIE MELTON

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Economic Development & Tourism



MAUI BREWING COMPANY CEO & FOUNDER, GARRETT W. MARRERO

1

MAKING 'MADE IN HAWAII' POSSIBLE

Manufacturing Assistance Program (MAP)

In 2016, MAP provided 51 manufacturers matching grants up to 20 percent, to a maximum of \$100,000, to purchase equipment, train employees, implement energy efficient projects and conduct feasibility studies. These companies invested over \$31 million for equipment and training.

"THE MAP GRANT HAS HELPED US TO PURCHASE EQUIPMENT FOR BETTER EFFICIENCY AND EXPANDED PRODUCTION. THESE CAPITAL IMPROVEMENTS WILL ENABLE US TO INCREASE ANNUAL SALES BY \$900,000, ADD EIGHT NEW EMPLOYEES, AND ATTRACT OVER \$1,500,000 IN ADDITIONAL INVESTMENTS."

Garrett W. Marrero, Kihei
CEO & Founder, Maui Brewing Company

2

CLEAN ENERGY PILOTS

Hawaii Office of Naval Research Alternative Energy (HONR)

Hawaii is becoming the world's clean, renewable energy leader. Helping to blaze the trail to energy independence, the HONR two-year pilot project provides matching grants up to \$500,000 for companies contracted by the U.S. Office of Naval Research to develop alternative energy solutions.

HONR Grants (Fiscal Year 2016)



= HAWAII
CLOSER TO ENERGY INDEPENDENCE

"THE MATCHING FUND ENABLES US TO HIRE A HIGHLY TRAINED WORKFORCE THAT MAKES MAKAI GLOBALLY COMPETITIVE IN CUTTING EDGE TECHNOLOGY DEVELOPMENT, SOME OF WHICH HAVE BECOME MULTI-MILLION DOLLAR PRODUCTS."

Duke Hartman, Waimanalo
Vice President, Business Development, Makai Ocean Engineering, Inc.

3

SMALL BIZ BIG ADVANCES

Hawaii Small Business Innovation Research II & III (HSBIR)

HTDC's flagship funding program was expanded to include all phases of federal SBIR funding. The expanded program provides matching grants up to 50 percent, to a maximum of \$500,000, for companies to develop new technologies and innovations of critical need to our nation.

HSBIR Phase 2 Awards, Statewide (Fiscal Year 2016)



= 3.95
INVESTMENT RATIO

"THE HAWAII MATCHING FUND IS CRITICAL TO ADVANCE OUR RESEARCH AND ENCOURAGES OTHER PARTNERS TO PROVIDE SIMILAR MATCHING SUPPORT MOVING US CLOSER TO COMMERCIALIZATION."

Neil Anthony Sims, Kailua-Kona
Co-Founder & CEO, Kampachi Farms

4



MANA BAR FOUNDERS, JON GIBB & KAI LAWRENCE

CONNECTING ISLANDS OF INNOVATION

Neighbor Island Innovation Initiative (NI3)

NI3 was created to make HTDC truly engaged statewide by providing much-needed business assistance to the Neighbor Islands. NI3 provides mentorship, business support, and workshops, and helps identify funding opportunities for small and early-stage companies engaged in technology-based products or services. In 2016, the program met with 97 prospective companies and provided assistance to 35 companies.

"STARTING A NEW BUSINESS IS CHALLENGING, BUT WE HAVE BEEN VERY FORTUNATE TO HAVE NI3 SUPPORTING US ALONG THE WAY. NOT ONLY HAVE THEY PROVIDED GREAT MENTORSHIP AS WE BRING OUR BUSINESS FROM CONCEPT TO MARKET, BUT THEY HAVE HELPED US MAKE VALUABLE BUSINESS CONNECTIONS AS WELL. WE ARE EXCITED TO SEE WHERE MANA BAR WILL GO, AND WE ARE CONFIDENT THAT WITH THE HELP OF NI3 THE BUSINESS WILL BE A SUCCESS."

Jon Gibb & Kai Lawrence, Lihue
Co-Founders, Mana Bar

MAKING IT REAL

HTDC Builds Up a Tech Community



WetWare Wednesday hosted 11 monthly networking events attended by 900+ people.



Innovate Hawaii served 53 clients who reported \$27.6 million in revenue and 138 jobs saved.



Sponsored 23 tech, entrepreneur and manufacturing events attended by 65,000+ people.



Hosted 12 workshops and grant info sessions on Kauai, Maui & Hawaii Island.

HTDC Incubator Programs



Supported 72 companies through incubator locations at **Manoa Innovation Center** and **Maui Research & Technology Center** and virtual incubation programs.



3 companies graduated from the incubator program.



THE ENTREPRENEUR SANDBOX IN KAKAOKO

BUILDING A PLAYGROUND FOR INNOVATION

The Entrepreneur Sandbox in Kakaoko

HTDC successfully secured \$3 million in federal funds and \$3 million in state funds, plus private funds to construct an innovative community recreation center with the space and resources to foster creativity, both for start-ups and the public.

5

IF YOU BUILD IT...

Strengthening the Tech Workforce



TechHire: In 2016, HTDC was selected by the White House to lead the TechHire jobs initiative in Hawaii. TechHire Hawaii, one of 50 hubs, is a public, private coalition that accelerates training to meet the increasing demand for tech jobs by employers.



TechJobs Hawaii: HTDC hosts Hawaii's premier portal for tech and related jobs. Free to both employers hiring in Hawaii and job seekers. Last year over 15,000 unique guests visited the site.



DEV.LEAGUE HAWAII

BUILDING ON A FOUNDATION

HTDC Programs



HCATT
MOVING HAWAII OFF THE GRID



NI3
MENTORING TECH & INNOVATION ACROSS THE ISLANDS



INCUBATORS & INNOVATION
IGNITING GLOBAL ENTREPRENEURS IN HAWAII



INNOVATE HAWAII
MANUFACTURING HAWAII'S FUTURE



SPONSORSHIPS
SUPPORTING HAWAII'S INNOVATION ECOSYSTEM



TECHHIRE HAWAII
TRAINING TOP TALENT FOR TOP TECH CAREERS



MATCHING GRANTS
HSBIR, MAP & HONR