

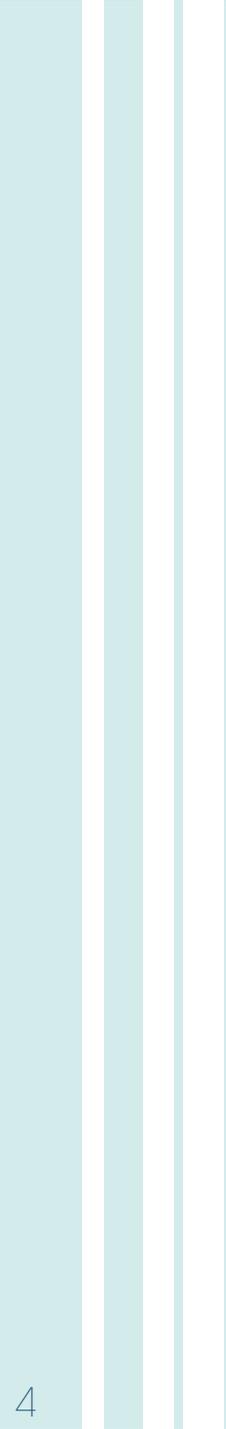


VC SUMMIT
STARTUP PARADISE
DEMO  DAY
DECEMBER 4, 2013
SHERATON WAIKIKI
HONOLULU

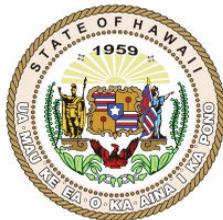




STARTUP
PARADISE



4th ANNUAL VC SUMMIT



OFFICE OF THE LIEUTENANT GOVERNOR
STATE OF HAWAII
STATE CAPITOL
HONOLULU, HAWAII 96813

December 4, 2013



Aloha,

It is with great pleasure that I welcome all of you to the 4th Annual Hawaii VC Summit hosted by the Hawaii Strategic Development Corporation and Sultan Ventures. I sincerely regret that I am unable to join you for this year's conference, but my thoughts are with you for a most enjoyable event.

The Annual VC Summit is a fantastic opportunity for members of the entrepreneurial, investor and venture capital communities to come together and discuss business development, research, and investment capital. The VC Summit features a networking reception, panel discussions, workshops, and several prominent industry speakers. It is truly an event not to be missed.

Having worked closely with Karl Fooks and the Hawaii Strategic Development Corporation over this past year, I am confident that today's events will yield many positive partnerships, and I look forward to Hawaii's emergence as Startup Paradise and the exciting new ventures to come. I would like to express my sincere thanks to Hawaii Strategic Development Corporation and Sultan Ventures for hosting such an outstanding event.

It is my pleasure to wish you much aloha and extend my best wishes on this important summit.

Mahalo,

Shan S. Tsutsui
Lieutenant Governor
State of Hawaii

SUMMIT AGENDA

07:30 - 09:00	REGISTRATION
08:00 - 09:00	BREAKFAST
08:00 - 09:00	CROWDFUNDING WORKSHOP
09:00 - 09:30	WELCOME
09:30 - 10:30	STARTUP PARADISE PANEL
10:30 - 11:00	NETWORKING BREAK
11:00 - 12:00	FINANCING CASE STUDIES
12:00 - 02:00	LUNCH AND KEYNOTE
02:00 - 02:30	NETWORKING BREAK
02:30 - 04:30	STARTUP PARADISE DEMO DAY
04:30 - 06:30	PAU HANA RECEPTION



LiveSift Audience Participation

The audience is encouraged to participate via their smart phone by following the 2 step process below:

Participate via LiveSift in two easy steps:

1. On your mobile/tablet/laptop go to www.livesift.com
2. Enter event code: **startupparadise**



KEYNOTE SPEAKER

DON DODGE | GOOGLE VENTURES ADVISOR

Don Dodge is a Developer Advocate at Google helping developers build new applications on Google platforms and technologies. Don is also a Special Advisor to Google Ventures. Prior to joining Google Don was a startup evangelist at Microsoft. Don is also a veteran of five startups including Forte Software, AltaVista, Napster, Bowstreet, and Groove Networks. Don has been in the software business for more than 25 years.

CROWDFUNDING WORKSHOP

JONATHAN SANDLUND

Jonathan Sandlund is the founder of thecrowdcafe.com, a leading provider of research and data on the global crowdinvesting industry, and localinvestors.org. Drawing from his background in institutional investing and investment banking, Jonathan has studied nearly every major securities-based crowdfunding platform in the world in an effort to better understand this future state of private funding.



DARREN NUNN

Mr. Nunn is a partner in McCorriston's Corporate and Public Finance groups. His practice includes providing legal and business advice on start-up issues, venture capital financings, mergers and acquisitions, securities law matters, corporate governance and other business transactions. Prior to joining McCorriston, Mr. Nunn served as General Counsel and Chief Financial Officer of Optimum Communications Technologies, Inc. in San Francisco, CA. Mr. Nunn also practiced law at Fenwick & West LLP in Palo Alto and San Francisco as an associate in the corporate securities group.



MC FOR VCS

BILL SPENCER

Mr. Spencer, a seasoned serial entrepreneur and long time President of the Hawaii Venture Capital Association, serves as the CEO of Hawaii Oceanic Technology, Inc., a high-tech open ocean fish farming technology business.



SLAM POET

KEALOHA

Kealoha is the first Poet Laureate of Hawai'i. As an internationally acclaimed poet and storyteller, he has performed throughout the world -- from the White House to the 'Iolani Palace, from Brazil to Switzerland. He is the first poet in Hawai'i's history to perform at a governor's inauguration, and in 2010 he was selected as a master artist for a National Endowment for the Arts program.



STARTUP PARADISE



WHAT IS STARTUP PARADISE?

Startup Paradise means something slightly different to all of us involved in Hawaii's startup community and that is the beauty of it. It is an umbrella big enough for everyone to stand under. It is a collective and collaborative branding effort for Hawaii's innovation sector with organic origins and a boundless future.

The stated goals of Startup Paradise are to raise the level of awareness of Hawaii as a startup hub, thereby increasing entrepreneurial and investor activity in the State. Activities include a branding effort, web presence, social media campaign, national PR campaign, kamaaina network, and large-scale events such as this one aimed at bringing the community together and bringing in outside resources in to support us. We hope these efforts will result in an increase in both human and financial capital flowing into the state.

We need everyone to get involved in these efforts - we urge you to continue to use the hashtag, blog about it, talk about, tweet about it. If we use our collective resources, networks and brainpower we can create a very different future for Hawaii: A future in which the innovation economy is embraced and starting a high-growth company from the 50th State is no longer a fringe activity but one that is well understood.

The Startup Paradise initiative is inclusive by design - any organization that wants to get involved in our planning efforts is welcome. The best thing about Startup Paradise is that no one owns it, no one runs it, and hopefully that means that no one can mess it up. Looking forward to working with all of you to continue building Startup Paradise.

STARTUP PARADISE PANEL



CHENOA FARNSWORTH
MANAGING DIRECTOR,
BLUE STARTUPS



DR. ROB ROBINSON
MANAGING DIRECTOR,
KOLOHALA VENTURES



TIM DICK
GENERAL PARTNER,
STARTUP CAPITAL VENTURES



BILL SPENCER
PRESIDENT, HAWAII VENTURE
CAPITAL ASSOCIATION

TARIK SULTAN
PARTNER, SULTAN VENTURES
CHAIR, STARTUP HAWAII



MELI JAMES
PROGRAM MANAGER
BLUE STARTUPS



DAWN LIPPERT
SENIOR MANAGER,
ENERGY EXCELERATOR



RECHUNG FUJIHIRA
FOUNDER & CEO, BOX JELLY
CHAIR, STARTUP HAWAII



BRYAN BUTTELING
STARTUP WEEKEND ORGANIZER
NELLA MEDIA GROUP ACCOUNT
EXECUTIVE



NICK BICANIC
CEO FLIKDATE, EIR MBLOOM



MODERATED BY PETER KAY | CEO AT CYBERCOM, INC

Peter Kay is commonly recognized as the voice of technology on the radio and is the President of CyberCom, Inc., a high-tech management consulting firm. A leader in Hawaii's technology industry since 1984, he holds several tech patents, founded 6 tech companies, built Hawaii's very first commercial website and has built online political social networks since 2007. Peter brings a unique blend of startup, technology, marketing, and political experience to the Startup Paradise ecosystem.

FINANCING CASE STUDIES



David Watamull, President and CEO, Cardax Pharma, Inc.

Cardax Pharma, Inc. ("Cardax") is developing nutraceuticals and pharmaceuticals that provide the anti-inflammatory benefits of steroids or NSAIDS, but with the safety of food. Cardax has raised ~\$5M over the past six months from high net worth individuals through a NYC based investment bank - bringing total investment in the Company's technology to over \$25 million.



Daniel Leuck, Cofounder & Chairman Contix

Contix is a social media analytics platform for finance customers. The system finds mentions of real-world events in social media that have the potential to affect the valuation of financial assets, and incorporates a reputation network, relevance and confidence scoring system. Currently in beta, the system has already broken news well ahead of mainstream media. Contix closed its angel round with funding to date at \$1.44M via a convertible note.



Hank Wuh, CEO SKAI Ventures, Chairman, TruTag Technologies

TruTag Technologies, Inc. is the innovator of an edible security platform for brand protection and product authentication. TruTag Technologies, Inc. was selected as a 2014 Technology Pioneer by the World Economic Forum as one of the most influential and innovative technology companies in the world. TruTag Technologies, Inc. completed a \$13 million Series A financing in 2013. SKAI Ventures, a hybrid of venture capital and technology accelerator, is focused on transforming novel, ingenious ideas from scientists and inventors into disruptive innovations and high growth companies with global impact.



Andrew Betz, Vice President Macquarie Funds Management

Vice President with Macquarie Funds Management (USA), Inc. Prior to joining Macquarie, Mr. Betz was a Managing Director with GKM Newport. At GKM, Andy was responsible for due diligence on and management of the firm's fund and co-investment opportunities. Mr. Betz has held operating and advising roles within both the healthcare and technology industries.



Moderated by Tom Toy, General Partner Startup Capital Ventures

Startup Capital Ventures (www.startupcv.com) is an early-stage venture capital firm with offices in Menlo Park and Honolulu. We focus on capital-efficient companies typically in the broad enterprise IT / internet sectors. We tend to lead our investments and always co-invest with one or more other venture funds. We work to provide value-add for our portfolio companies with to our deep operational and venture capital experience.

LUNCH TABLE HOSTS





STARTUP PARADISE

DEMO DAY | DECEMBER 4TH, 2013

DEMO DAY AGENDA

WELCOME	CHENOA FARNSWORTH
COMMENTS	CONNIE LAU
PITCHES	BLUE STARTUPS
CLOSING	HENK ROGERS
BREAK	
WELCOME	DAWN LIPPERT
PITCHES	ENERGY EXCELERATOR
CLOSING	DENNIS TERANISHI

MC FOR DEMO DAY

ROB ROBINSON

Co-founded Kolohala Ventures, an early-stage venture capital firm in 2006, and is the founder of Hawaii Angels, Hawaii's angel investor network. He is the co-author of *Angel Investing: Matching Startup Funds with Startup Companies*, published in 2000, and was a charter member of the Angel Capital Association.





BLUE STARTUPS

Blue Startups, founded by Henk Rogers, is Hawaii's first venture accelerator. Blue Startups provides promising entrepreneurs with seed funding, mentorship, access to business expertise, product testing, peer review, pitch development, and introductions to investors. This will be Blue Startups' second graduating class. The first class of 8 companies, which graduated in June 2013, has so far collectively raised over \$3 million in follow-on investments.

Website: bluestartups.com

Twitter: @BlueStartups

BLUE STARTUPS COMPANIES



eSEE/RESCUE is the e-commerce/consumer distributor of the U.S. Military-approved and Internationally-adopted SEE/RESCUE STREAMER emergency signaling technology for persons lost on land, at sea, or in space. SeeRescueStreamer.com. Introduced by mentor Bill Spencer



Workers On Call is a global freelancer marketplace. It specializes in helping employers hire freelancers who are online and ready to work when you need them. WorkersOnCall.com Introduced by mentor Tim Dick.



Gibi is developing a significantly better solution to help quickly, reliably, & accurately find pets using M2M technology, GPS and smartphone apps. GibiTechnologies.com. Introduced by mentor Dan Freedman.



XMAP is a real life treasure hunt. TheXMap.com. Introduced by mentor Rob Robinson



Ritify is Henk's Wild Card, a hand selected team working on simplifying the arduous process of memory preservation. Under Henk's direct mentorship, Ritify is developing an interactive photo viewer which allows users to audio annotate their photos. Ritify.com Introduced by mentor Henk Rogers.



LiveSift is a suite of interactive tools for harnessing the collective intelligence at meetings, conferences, and events. Our mobile first application makes participation easy for everyone, while real time analysis provides dynamic visualizations of aggregated insights. LiveSift.com. Introduced by mentor Shan Steinmark



Happy Hour Pal is your guide to all things happy hour. Check out our free GPS-based apps or view our website for the most up-to-date happy hour info! HappyHourPal.com. Introduced by mentor Steve Markowitz



ENERGY EXCELERATOR

The Energy Excelerator is a startup program dedicated to helping solve the world's energy challenges, starting in Hawaii. We help innovative energy companies succeed in Hawaii and the Asia Pacific region with non-dilutive funding up to \$1M, strategic relationships, and a vibrant ecosystem.

It is funded by the U.S. Department of Energy and the U.S. Office of Naval Research and operates as a project of the Pacific International Center for High Technology Research (PICHTR).

Website: energyexcelerator.com

Twitter: @Energy_Excel

ENERGY EXCELERATOR COMPANIES



TerViva develops and commercializes new crops that grow sustainably on underproductive agricultural land. Terviva, led by CEO Naveen Sikka and presented by Project Manager Will Kusch, is partnering with Kamehameha Schools and Pacific Biodiesel on their Energy Excelerator project to demonstrate their highly promising biofuel crop, a tree called pongamia.



Ambri is deploying liquid metal battery technology to make power cheaper, cleaner, and more reliable all over the world. Ambri's Energy Excelerator project will demonstrate how liquid metal technology can safely and effectively help manage wind and solar on island grids, in partnership with First Wind, the utilities, and the University of Hawaii. Ambri is led by CEO Phil Giudice, with Mike Kearney leading the Hawaii project.



Stem optimizes energy savings and minimizes needed battery size through data analytics and advanced energy storage solutions. In their Energy Excelerator project, Stem will deploy 1 MW of energy storage across 20 buildings, providing the utility with a distributed energy storage asset and providing savings to large buildings by flattening their energy use. Will Fadrhnc will be leading the efforts in Hawaii, along with Tad Glauthier and other members of the Stem team.



Ibis Networks provides energy management services & data analytics for large commercial organizations by turning things off when they're not in use. The network also provides value by interfacing with the utility to turn off appliances at peak times, helping manage the grid. Ibis Networks spun out of Hawaii-based R&D firm Oceanit, and is led by CEO Michael Pfeffer.

ABOUT US



HIBEAM

Hawai'i Business and Entrepreneurs Acceleration Mentors (HIBEAM) is a not-for-profit organization, created to help launch and build promising high growth Hawaii technology, biotechnology and life sciences companies by providing expert professional advice and access to global resources. www.hibeam.org



HTDC

The High Technology Development Corporation (HTDC) is a state agency established to facilitate the development and growth of Hawaii's tech innovation and entrepreneurial ecosystem. The State views high technology as an important platform to grow Hawaii's economy and one that provides quality, high-paying jobs for Hawaii residents.



MBLOOM

The MBLOOM Incubator and Technology Fund promotes entrepreneurship in Hawaii by offering qualified startup tech companies needed capital, vital advice, relationships and partnerships from a unique network of specialized business consultants and professional services providers.

BROUGHT TO YOU BY

HI Growth

The HI Growth Initiative is a new State investment program focused on building an innovation ecosystem that supports entrepreneurial high growth businesses and creates high wage jobs for our people. The HI Growth Initiative provides \$20 million of investment capital that will focus on the critical building blocks of an innovation ecosystem: entrepreneur development, research commercialization and the mobilization of startup investment capital.



SULTAN VENTURES

Sultan Ventures offers services to entrepreneurs and investors. As a startup catalyst, we provide pivotal resources via our powerful network of experts and investors. We work closely with innovative startups, providing the hands-on expertise and access to capital needed to accelerate growth, as well as with investors, performing the diligence necessary to make strategic investment decisions.



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KEYNOTE SPONSOR



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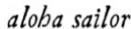
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