



- **Ankona Capital:**
  - Jon Bauch, Partner of Ankona Capital, presented a proposal for a limited partner investment in Ankona Capital, a new fund targeting venture capital investments in software companies with a proven product/market fit that are poised for growth. Ankona has been tracking the startup ecosystem in Hawaii and believes that there will be a few attractive investment opportunities over the next several years that will meet Ankona's investment criteria.
  - Ankona is a new fund whose founders have a proven track record of success executing on their private equity like model for venture investments: seeking overlooked quality companies and investing with structural control utilizing experienced operating partners to achieve growth. This strategy has generated a shorter investment cycle and a better risk/return profile than a traditional venture capital.
  - The fund is targeting a capital raise of \$200 million for the fund and if HSDC invests, will likely make at least 1 investment in Hawaii of \$5-\$10 million generating leverage on an HSDC investment in the fund. Ankona is looking to achieve exits within 5 years. The Hawaii ecosystem needs to demonstrate it can get companies to a profitable exit.
  - Member Moonier asked why the partners left their previous fund and how can they claim the track record of the previous fund. Jon replied that the founding member of the previous fund has had success over a long period of time and decided to step down. The remaining partners decided to move forward under a new fund management company and have received permission to utilize their track record achieved under the previous fund.
  - Member Wallenstrom asked if the interest in Hawaii was strategic or opportunistic. Jon replied that the fund is seeking good companies across the US and will commit to investing in specific jurisdictions if an investment partner requires a geographic commitment. Ankona has been tracking specific companies in Hawaii and believes there is a pipeline of quality deals for Ankona to target.
- **2018 Legislative Session**
  - The President circulated a presentation HSDC is presenting at meetings with legislators to update them on HSDC activities.
- **Portfolio Report:**
  - The schedule of board meetings dates in 2018 was circulated.
  - The President reported that the Aquaculture Summit held at NELHA was successful with over 100 attending. The participants indicated a strong enthusiasm to organize and grow the industry.
- **HTDC Report:**
- **NELHA Report:**
- **MEETING ADJOURNED:** Meeting adjourned at 1:45 PM.

*Kal E. Zook*