

December 3, 2025

Sterling Higa, Chair, and HCDA Kalaeloa Board Members
Hawaii Community Development Authority
547 Queen Street
Honolulu, HI 96813



Working together for Kapolei

**Re: SUPPORT of Gentry's request to amend its Development Permit Application
December 3, 2025 (Presentation Hearing); 9:00 a.m.**

Aloha Chair Higa, Vice Chair Ishii, and Members of the Authority,

My name is Kiran Polk, and I am the Executive Director and CEO of the Kapolei Chamber of Commerce. The Kapolei Chamber of Commerce advocates for businesses and economic growth in the West O'ahu region, including Waipahu, Kapolei, 'Ewa Beach, Kalaeloa, Honokai Hale, Ko Olina, Nānakūli, Wai'anae, and Mākaha. The Chamber works on behalf of its members and the business community to improve the regional and state economic climate and help West O'ahu businesses thrive. We are a member-driven, member-supported organization representing the interests of all types of businesses: small, medium, or large, for-profit, or non-profit businesses, or sole proprietorships.

We would like to testify in **support** of Gentry Kalaeloa's request to amend its Development Permit Application. As I understand it, Gentry would like to apply affordable housing credits from the Wakea Gardens rental project to partially fulfill its requirement to provide 88 reserved housing units in Ka'ulu.

There are several reasons for our support:

- 1) There is shortage of housing to accommodate the needs of Hawaii's workforce. The unsold, sitting inventory of reserved housing units (RHUs) in Ka'ulu could provide needed homes to working families who may or may not fall within the 140% AMI, but who desire to live in Kalaeloa, albeit without buyback, shared equity, and other restrictions.
- 2) Having unsold units on the market causes an economic strain because of the monthly carrying costs associated with vacant, unsold units (maintenance fees, insurance, interest, the cost to upkeep a vacant unit, etc.). It can also cause a slowdown in construction because of the unsold RHUs, which, in the case of Ka 'ulu, are interspersed among the market units and are built concurrently with those units.
- 3) A slowdown in construction means that jobs and services are negatively impacted.
- 4) KCC supports the vision of Kalaeloa as a place of excellence. In this difficult real estate market, KCC would like to encourage the board to help keep Ka'ulu moving forward. Gentry has been a pioneer in the development of new homes in Kalaeloa. Please support its efforts to make Kalaeloa a livable city filled with neighborhoods of working families and active lifestyles by facilitating, not hindering, the completion of Ka'ulu.

Thank you for your consideration.

Mahalo for the opportunity to provide testimony and for your continued leadership and commitment to Kalaeloa's future.

Respectfully,

Kiran Polk
Executive Director & CEO



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December 3, 2025

Hawaii Community Development Authority

RE: Letter of Support for the proposal amendment (Permit Number: KAL 25-010; Project Name: Kaulu; Applicant: Gentry Kalaeloa LLC)

To Whom it May Concern:

I am with the Hawaii HomeOwnership Center (HHOC), a non-profit organization founded with a focus of providing homeownership opportunities for local residents. We started providing support through a lifetime membership of services including pre-purchase classes and coaching and post-purchase support. Our organization later created 2 non-profit affiliates to provide programs that would further our ability to create opportunities for our local workforce to have a home in Hawaii through affordable financing and below-market priced homes respectively.

Knowing the measures Gentry Kalaeloa LLC has taken in an attempt to sell their remaining reserved housing units, I am writing in support of the applicant's proposal to amend its development permit to utilize pre-existing reserved housing credits for approximately 46 out of the 88 required units in the reserved housing program for the project.

While HHOC always supports providing below-market priced homeownership opportunities to the community, we also understand that the deed restrictions that are associated with it as well as market demand matters. If the current buyers are unable to qualify for the product or are unwilling to accept the deed restrictions for the price offered, the home can languish on the market – this will negatively impact their ability to produce more homes in the future including the below-market ones that our community needs.

HHOC has personally experienced the situation Gentry is through its non-profit affiliate, HHOC Housing and Land Trust. Despite offering credits and reducing our price, the home we wanted to sell with deed restrictions that would ensure long-term affordability could not sell so we understand the difficult decision for Gentry to submit the proposed changes noted above.

Thank you for your consideration.

Sincerely,
Reina Miyamoto
Executive Director

