

DECLARATION OF LUIS P. SALAVERIA

I, LUIS P. SALAVERIA, do declare and would competently testify as follows.

1. I am the Director of the State of Hawaii Department of Business, Economic Development and Tourism (DBEDT). I have held this position since December 2014. Prior to this position, I served as the State's Deputy Director of Finance from 2011 to 2014.
2. As Director, I lead DBEDT's efforts to achieve a Hawaii economy that embraces innovation and is globally competitive and dynamic, providing opportunities for all Hawaii's citizens.
3. Through our attached agencies, we also foster planned community development, create affordable workforce housing units in high-quality living environments, and promote innovation sector job growth.
4. In my professional experience working for and promoting Hawaii, the ability for government and business leaders to travel to each other's respective countries is critical to maintaining Hawaii's tourism economy and to expand our local economy's potential beyond tourism.
5. The networking and trust-building that occurs as a result of travel is not something that can be replicated through phone calls, emails, or video-conferences. Meaningful relationships between government agencies,

private businesses, and community organizations are best accomplished through direct interaction and face-to-face engagements.

6. I have recently traveled to Japan, Korea, and the Philippines to explore opportunities for collaborative engagements in renewable energy and to discuss Hawaii's renewable energy laws.
7. As a result of my trip to the Philippines, a delegation from that country came to Hawaii to participate in our annual Clean Energy Summit. They also participated in one of our business start-up accelerator programs and invested funds into the program. This outcome would not have been possible if not for the willingness of these individuals to travel to Hawaii.
8. The State of Hawaii maintains a number of sister-state relationships with countries throughout world. Countries such as China, Indonesia, Japan, Philippines, and Taiwan are partners to Hawaii in this global economy, and these relationships are integral to maintaining Hawaii's position as a global destination and place of business. The ability to interact with these countries without concern of impeded travel by individuals from those countries is crucial to these relationships.
9. Through news coverage and through conversations with others in state government, I am aware that on January 27, 2017, President Donald Trump signed an Executive Order entitled "Protecting the Nation from Foreign

Terrorist Entry Into the United States.” It is my understanding that this first executive order temporarily barred entry into the United States of any citizens of any one of six countries: Iraq, Iran, Somalia, Sudan, Libya and Yemen, and barred indefinitely entry into the United States of any citizens of Syria.

10. I am also aware that a great deal of confusion and inconsistent implementation occurred as the first executive order was placed into effect nationwide. I am aware of the news coverage regarding the first executive order and how its impact was felt around the world and here in Hawaii.
11. I am aware that on March 6, 2017, President Trump issued a second executive order. This order temporarily banned travel from six Muslim-majority countries, and did not apply to legal permanent residents or certain other limited and narrow categories of non-citizens. I am also aware that the second executive order was issued after weeks of speculation and uncertainty, after the federal government had represented on February 16, 2017 that a new order would be issued in the near future.
12. Based on my professional experience, it is my opinion that the first two executive orders impaired Hawaii’s relationships with foreign countries. Hawaii has millions of visitors annually from all over the world. Given the instability the first two executive orders caused to international travel

generally, Hawaii's reputation as a place of acceptance, hospitality, and cultural diversity, was negatively impacted. It is also my opinion that the first two executive orders may have resulted in visitors who would have chosen to visit Hawaii to look instead at other destinations where travel was not impeded.

13. I am aware that on September 24, 2017, President Trump issued a new executive order. This order identifies seven countries – Iran, Libya, Syria, Yemen, Somalia, Chad, and North Korea – whose nationals are either banned entirely or severely restricted from entering the United States. Almost all business and tourist travel is banned from these countries. Certain government officials from an eighth country – Venezuela – are banned from entering the United States. It is my understanding that the new executive order has no time limitation and that the persons from these eight countries who are barred from entry into the United States are barred indefinitely. It is also my understanding that the bar to travel to the United States in the new executive order applies regardless of whether the person in question poses a specific threat of violence or any connection to terrorist activities in any way.
14. In my experience as DBEDT director, Hawaii has always been viewed as a place of acceptance, hospitality, and cultural diversity. Any action that jeopardizes that reputation has the ability to do significant harm to our State's

brand. For many of our visitors, Hawaii is a vacation destination, and people generally take vacations to places where they feel welcome, invited, and safe.

15. Hawaii's financial and business interests in its tourist economy, and its well-earned reputation and brand as a place of welcome, inclusivity, and tolerance, are presently being threatened by the new executive order.
16. In addition to being a tourist destination, Hawaii has been positioning itself for many years as a hub of international business, located midway between Asia and the continental United States. In my time in state government, I have witnessed and been part of efforts to attract business and financial investments to Hawaii by emphasizing our inclusiveness and diversity. I believe that the new executive order causes current and clear harm to this reputation and may negatively impact Hawaii's ability to attract future investments from countries that are not currently named in the new executive order.
17. In my professional travel experience working to expand Hawaii's businesses, I have learned how important it is that Hawaii maintain its reputation as a place of inclusivity and welcome. I believe the new executive order is presently undermining this reputation.
18. It is my opinion that the new order also has the potential to do even more harm to Hawaii than the two prior executive orders because the new order is

of an indefinite duration and affects more regions of the world. A permanent ban on entry to the United States will adversely impact the image Hawaii has on people from the regions of the world where this order applies. The order may, therefore, inhibit travel to Hawaii and other parts of the United States from countries well beyond the eight countries whose nationals are banned from entry to the United States.

19. This anticipated negative effect of the new executive order on visitors to Hawaii is consistent with aggregate data showing how the first two travel bans depressed visitors from the Middle East to the United States as a whole. A recent study by Politico (available at <http://www.politico.com/interactives/2017/trump-travel-ban-muslim-visa-decline/>) found that during the six month period from March 2017 through August 2017 (while the second executive order was in effect), the number of visas issued to visitors from the six countries affected by the second order fell 44 percent compared to the prior year. And, the study also found that the number of visitor visas issued to people from all Arab countries fell 16 percent compared to the prior year, even as the number of visas issued to people from all nations remained unchanged. This data shows that visitors from the Middle East are simply choosing to not come to the United States at all because of the President's travel bans. The effect of trends like this on Hawaii is particularly

problematic because of Hawaii's significant economic interests in its tourist economy and its efforts to position itself as a hub of international business.

20. At this point it is difficult to determine with precision how all of the effects of the new executive order will play out for Hawaii's air travelers.

Nevertheless, Hawaii is uniquely positioned geographically, in the middle of the Pacific Ocean. For the vast majority of our visitors, flying is the only way to travel here.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on the 6th of October, 2017, in Honolulu, Hawaii.

A handwritten signature in dark ink, appearing to read 'Luis P. Salaveria', is written over a horizontal line. The signature is stylized and cursive.

Luis P. Salaveria