



Building Independence for Challenged Lives

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1809 Bachelot Street
Honolulu, Hawaii 96817
Phone: 808-531-0555
Fax: 808-533-7264
www.lanakilapacific.org

An Equal Opportunity Employer



January 31, 2013

Hawaii State Legislature
Senate Committee on Ways and Means
State Capitol, Rm. 208
Honolulu, HI 96813

Attn: Rod Becker

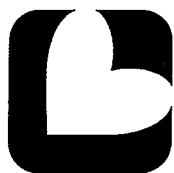
Dear Mr. Becker:

Lanakila Pacific respectfully submits to the Hawaii State Legislature,
Senate Committee on Ways and Means our proposal for:

**Application for Grants & Subsidies
Chapter 42F, Hawaii Revised Statutes**

We have enclosed a copy for your review. We appreciate your
consideration and support.

Enclosures



LANAKILA P A C I F I C

Building Independence for Challenged Lives

APPLICATION FOR GRANTS & SUBSIDIES
CHAPTER 42F, HAWAII REVISED STATUTES

LANAKILA PACIFIC
1809 Bachelot Street
Honolulu, Hawaii 96817
Phone: 531-0555 Fax: 533-7264
www.lanakilapacific.org

House District 27

Senate District 13

**THE TWENTY-SEVENTH LEGISLATURE
APPLICATION FOR GRANTS & SUBSIDIES
CHAPTER 42F, HAWAII REVISED STATUTES**

Log No: _____

For Legislature's Use Only

Type of Grant or Subsidy Request:

GRANT REQUEST – OPERATING

GRANT REQUEST – CAPITAL

SUBSIDY REQUEST

"Grant" means an award of state funds by the legislature, by an appropriation to a specified recipient, to support the activities of the recipient and permit the community to benefit from those activities.

"Subsidy" means an award of state funds by the legislature, by an appropriation to a recipient specified in the appropriation, to reduce the costs incurred by the organization or individual in providing a service available to some or all members of the public.

"Recipient" means any organization or person receiving a grant or subsidy.

STATE DEPARTMENT OR AGENCY RELATED TO THIS REQUEST (LEAVE BLANK IF UNKNOWN): _____

STATE PROGRAM I.D. NO. (LEAVE BLANK IF UNKNOWN): _____

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual: Lanakila Pacific

Dbas: Lanakila Meals on Wheels & Lanakila Kitchen

Street Address: 1809 Bachelot Street, Honolulu, Hawaii 96817

Mailing Address: Same

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name MARLENA WILLETTE

Title Marketing Manager

Phone # (808) 356-8533

Fax # (808) 533-7264

e-mail mwillette@lanakilapacific.org

3. TYPE OF BUSINESS ENTITY:

- NON PROFIT CORPORATION
- FOR PROFIT CORPORATION
- LIMITED LIABILITY COMPANY
- SOLE PROPRIETORSHIP/INDIVIDUAL

6. DESCRIPTIVE TITLE OF APPLICANT'S REQUEST:

CAPITAL RENOVATION AND EQUIPMENT FOR LANAKILA PACIFIC'S CENTRAL FACILITY TO IMPROVE HEALTH AND SAFETY AND BUILD CAPACITY

4. FEDERAL TAX ID #: _____

5. STATE TAX ID #: _____

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2014: \$ 280,000

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
- EXISTING SERVICE (PRESENTLY IN OPERATION)

SPECIFY THE AMOUNT BY SOURCES OF FUNDS AVAILABLE AT THE TIME OF THIS REQUEST:

STATE \$ _____
 FEDERAL \$ _____
 COUNTY \$ _____
 PRIVATE/OTHER \$ _____

MARIAN E. TSUJI, PRESIDENT
NAME & TITLE

1/31/2013
DATE SIGNED

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS AND SUBSIDIES PURSUANT TO
CHAPTER 42F, HAWAI'I REVISED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

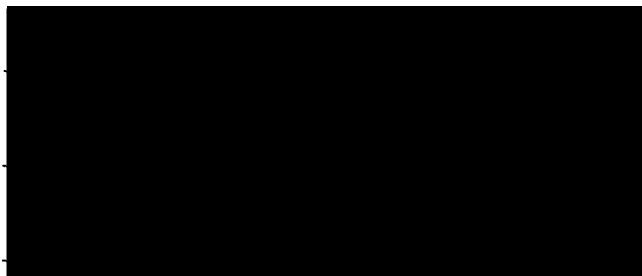
- 1) The applicant meets and will comply with all of the following standards for the award of grants and subsidies pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant or subsidy is awarded;
 - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
 - c) Agrees not to use state funds for entertainment or lobbying activities; and
 - d) Allows the state agency to which funds for the grant or subsidy were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant or subsidy.

- 2) The applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is incorporated under the laws of the State; and
 - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant or subsidy is awarded shall be conducted or provided.

- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
 - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
 - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawai'i Revised Statutes, for grants or subsidies used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant or subsidy was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant or subsidy used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.



(Typed Name)

1/31/13

(Date)

President & CEO

(Title)

Application for Grants and Subsidies

If any item is not applicable to the request, the applicant should enter "not applicable".

I. Background and Summary

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Include the following:

1. A brief description of the applicant's background;

Founded in 1939, Lanakila Pacific is a unique Hawaii-based 501(c)3 non-profit that has grown tremendously over the years. Our programs and social enterprises currently serve over 2,300 Oahu and Kauai residents annually with programs that build life skills, which in turn support our greater community. Our core programs are Lanakila TLC (Teaching and Learning Centers), which assists individuals with disabilities in developing life skills while emphasizing community inclusion; Lanakila Workforce Resources, which promotes independence through meaningful employment, and; Lanakila Meals on Wheels, Hawaii's largest and only island-wide meal provider for seniors.

Lanakila Pacific's main facility is located on Bachelot Street in Honolulu. We also have a satellite facility in Wahiawa, along with a network of 13 workforce training sites and 16 Kupuna Wellness Centers throughout Oahu. More than 300 volunteers support our programs throughout the year.

Our established social enterprises set us apart from other non-profits. By integrating revenue generating training systems into our programs we are able to diversify our funding sources to help meet the increasing community needs.

2. The goals and objectives related to the request;

Lanakila Pacific's main facility on Bachelot Street is typical of buildings erected in the 1960's. The building is owned by the State of Hawaii and leased to Lanakila Pacific under long-term 30 year lease.

Ten years ago, certain renovations were completed to increase efficiency, allowing Lanakila Pacific to support the growth of Lanakila Meals on Wheels and establish our entrepreneurial programs including Lanakila Kitchen's Catering Services & Lanakila Custom Products.

The building is now ADA compliant; however, additional renovations and equipment are necessary to address health and safety issues and continue building capacity to increase earned revenue for Lanakila Meals on Wheels, while providing additional training opportunities for people with disabilities to reach their full potential for independence.

This renovation is necessary to eliminate loss of power episodes which affects the entire building operations, prevent loss of food items, address building security, and make ground surfaces safe for employees and volunteers when loading and unloading vehicles. It is also necessary to replace old equipment and reconfigure space to support continued business and program growth.

3. The public purpose and need to be served;

Lanakila Pacific's main facility on Bachelot Street is typical of buildings erected in the 1960's. The building is owned by the State of Hawaii and leased to Lanakila Pacific under long-term 30 year lease. We are cognizant of our responsibility to enhance and improve these facilities so that they will serve Lanakila Pacific's clients well into the 21st century.

The renovation plan for the Bachelot Building is to address health and safety issues and continue to build capacity to address the demands of Lanakila Meals on Wheels, while providing additional training and employment opportunities for people with disabilities to reach their full potential for independence.

Lanakila Meals on Wheels currently serves more than 1,200 Hawaii seniors every day or more than 250,000 meals each year. Unfortunately, the program is facing a growing waiting list due to limited funding and the rapid growth of Hawaii's senior population compounded by the tumultuous economic times. While there is a greater need for our services, the funding hasn't been keeping up with the increased demand for meals and in some cases has been shrinking.

We are facing a crisis with Hawaii's rapidly aging senior population, as the demographics of aging have drastically changed. The AARP Public Policy Institute calculates that nationally, a baby boomer turns 60 every 11 seconds and 1 in 5 seniors won't drive by 2030. Hawaii's kupuna, or elderly population, will increase by nearly 40% in the next 10 years, according to AARP's 2011 "Successful Aging in Hawaii" survey.

Although we are seeking additional support from all sources, more long-term support is needed to meet the growing needs with one of the fastest growing senior populations and the longest life expectancy in the nation. With 25-30 new applicants every month, the waiting list for Lanakila Meals on Wheels continues to grow.

While we have moved towards greater self-sufficiency as an organization and positively affected thousands of people a year at Lanakila Pacific, we realize that we need to continue building capacity to increase our ability to meet the growing needs for services.

The renovations and equipment will address health and safety issues and substantially build capacity to increase earned revenue for Lanakila Meals on Wheels, while providing additional training opportunities for people with disabilities to reach their full potential for independence.

4. Describe the target population to be served; and

Lanakila Pacific's target population is adults with disabilities and seniors who live on Oahu and wish to develop or require assistance with their work and living skills. In the last year, Lanakila Pacific provided life skill building programs to over 350 adults with disabilities. At any given time Lanakila provides paid-work training for an average of 150 adults with disabilities. Lanakila Meals on Wheels serves more than 1,200 Hawaii seniors every day or more than 250,000 meals each year. Supporting our delivery of services is a network of 300 dedicated volunteers, many of whom have been with Lanakila Pacific for many years.

Demographic projections indicate the population requiring Lanakila Meals on Wheels will increase significantly in the next ten years. The AARP Public Policy Institute calculates that nationally, a baby boomer turns 60 every 11 seconds and 1 in 5 seniors won't drive by 2030. Hawaii's kupuna, or elderly population, will increase by nearly 40% in the next ten years, according to AARP's 2011 "Successful Aging in Hawaii" survey.

This project will address health and safety issues and substantially build capacity to increase earned revenue for Lanakila Meals on Wheels to address the growing needs, while providing additional training and employment opportunities for people with disabilities to reach their full potential for independence.

5. Describe the geographic coverage.

The main facility is located at Bachelot Street in Honolulu and serves as the hub for a network of 16 training sites and 16 Kupuna Wellness Centers throughout Oahu as well as for island-wide home delivery meal service.

II. Service Summary and Outcomes

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

1. Describe the scope of work, tasks and responsibilities;

The scope of work includes the following:

Building	Results & Outcomes
Connect walk-in reefer to back-up generator	Prevent loss of food items
Repair ground fault problem at master panel	Eliminate loss of power episodes which affects the entire building operations
Re-pave driveway outside kitchen	Make surface safe for employees and volunteers loading and unloading
Replace air conditioning units	Replace units that are not working well to provide a more conducive work environment for staff and volunteers
Relocate Custom Products downstairs to upstairs	Redesign space utilization to support increased business and program growth
Convert Meals on Wheels Refrigerator/Freezer	Create a combo unit refrigerator and freezer
Security	Results & Outcomes
Replace existing accordion gate with roll-up door	Prevent visibility of building interior
Upgrade (2) iron gates to allow egress with controlled ingress	Improve building security
Upgrade lobby glass doors to electronic lock	Improve security of clients with disabilities
Master key program	Reduce number of keys for security purposes
Kitchen/Food Service	Results & Outcomes
Wash facility for bottling equipment	Facility to wash bottling equipment after daily use
Flash freezer	Preserve nutritional benefits and extend shelf life for meals on wheels
Mixer	Improve bottling efficiency
Loading dock renovation	Make ground surfaces safe for employees and volunteers loading and unloading vehicles
Ice maker	Meet increased needs of both Lanakila Kitchen and Lanakila Meals on Wheels

Providing leadership for the project is Marian Tsuji, President and CEO and Wayne Fujishige, Vice President of Operations. Ed Okomoto, Director of Facilities, has been designated as the Renovation Manager and will provide day-to-day renovation logistics and interface with program staff, vendors and contractors.

2. Provide a projected annual timeline for accomplishing the results or outcomes of the service;

2014 Projected Timeline:

- Quarter 1 – Coordinate project logistics
- Quarter 2 – Purchase equipment and procure services
- Quarter 3 – Complete security improvements
- Quarter 4 – Complete building improvements

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and

Under the guidance of the President & CEO and Vice President of Operations, Lanakila Pacific's Facilities Director will oversee quality assurance and evaluation of this project. Lanakila Pacific's Board of Directors reviews progress reports at its bi-monthly meetings.

In addition, management reviews monthly and quarterly service records and reports to measure accomplishment of objectives and outcomes. We also perform yearly surveys that are distributed to all participants. Results are tabulated and evaluated and proper actions are taken as needed to improve programming and efficiency.

In addition to preparing reports and performing surveys, programs are monitored by contract staff through on-site and desktop assessments to evaluate progress towards meeting goals and oversee compliance with government requirements and contractual agreements.

Independent audits are also conducted on an annual basis in accordance with auditing standards generally accepted in the United States of America.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

Effectiveness will be measured by the successful completion of the scope of work and program results detailed in the above Service Summary & Outcomes.

III. Financial

Budget

1. The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.

The following forms have been completed and attached:

- Budget Request by Source of Funds
- Budget Justification – Personnel – Salaries & Wages
- Budget Justification – Equipment & Motor Vehicles
- Budget Justification – Capital Project Details
- Fact Sheet: Summarizes Financial Profile of Project and the Organization

2. The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2014.

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
-	\$155,000	\$25,000	\$100,000	\$280,000

3. The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2014.

Lanakila Pacific is seeking funding from the following other sources for fiscal year 2014:

- City & County of Honolulu
- Private Foundations
- Individuals
- Corporations

We also plan to continue increasing revenue from Lanakila's Social Enterprises to support program growth.

4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.

Lanakila Pacific is a 501(c)3 tax exempt organization.

IV. Experience and Capability

A. Necessary Skills and Experience

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

Founded in 1939, Lanakila Pacific has over 74 years of experience providing services for people with challenged lives on Oahu. In 1976, Lanakila Pacific was the first organization in Hawaii to be accredited by CARF, formerly known as the Commission on Accreditation of Rehabilitation Facilities, and has maintained this accreditation for 16 consecutive accreditation periods. This accreditation involves a rigorous peer review process to ensure high quality, measurable and accountable programs and services.

Lanakila Pacific has extensive experience in the administration of contract funds, with timely and compliant project completion and fund expenditure. The most recent pertinent experience includes a major \$3.58 million renovation of certain areas of Lanakila Pacific's Bachelot Building ten years ago and most recently a \$1.95 million major renovation of Lanakila Pacific's Wahiawa Annex.

Providing leadership for the renovation staff is Marian Tsuji, President and CEO and Wayne Fujishige, Vice President of Operations. Ed Okamoto, Director of Facilities, has been designated as the Renovation Manager and will provide day-to-day renovation logistics and interface with program staff, vendors and contractors. In addition to staff and Board of Directors participation, Lanakila Pacific has a core of over 300 volunteers who provide ongoing support to the organization.

Please see attachment for Executive Bio and Listing of Board of Directors.

B. Facilities

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities. The applicant shall also describe how the facilities meet ADA requirements, as applicable.

Lanakila Pacific's main facility on Bachelot Street is typical of buildings erected in the 1960's. The building is owned by the State of Hawaii and leased to Lanakila Pacific under long-term 30 year lease.

Ten years ago, certain renovations were completed to increase efficiency, allowing Lanakila Pacific to support the growth of Lanakila Meals on Wheels and establish our entrepreneurial programs including Lanakila Kitchen's Catering Services and Lanakila Custom Products.

The building is now ADA compliant; however, additional renovations and equipment are necessary to address health and safety issues and continue building capacity to increase earned revenue for Lanakila Meals on Wheels to meet the growing needs, while providing additional training and employment opportunities for people with disabilities to reach their full potential for independence.

This renovation is necessary to eliminate loss of power episodes which affects the entire building operations, prevent loss of food items, address building security, and make ground surfaces safe for employees and volunteers when loading and unloading vehicles. It is also necessary to replace old equipment and reconfigure space to support continued business and program growth.

V. Personnel: Project Organization and Staffing

A. Proposed Staffing, Staff Qualifications, Supervision and Training

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

Lanakila Pacific has the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. Board Chairs are Ken Hayashida, President of Kai Hawaii Structural & Forensic Engineers and Randy Perreira, President of HGEA.

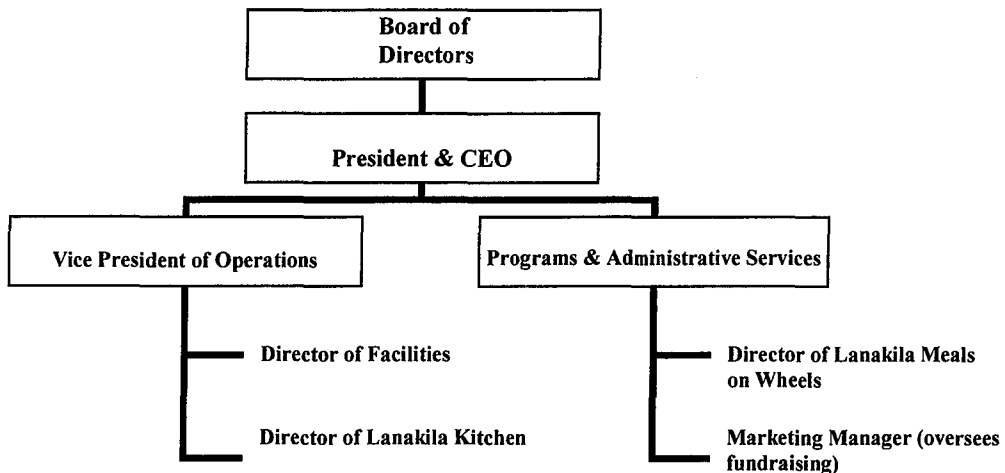
Providing leadership for the project is Marian Tsuji, President and CEO and Wayne Fujishige, Vice President of Operations. Ed Okomoto, Director of Facilities, has been designated as the Renovation Manager and will provide day-to-day renovation logistics and interface with program staff, vendors and contractors.

Please see attachment for Executive Bio and Listing of Board of Directors.

B. Organization Chart

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organizational chart that illustrates the placement of this request.

The following is the organizational chart illustrating the placement of this request. Please see attachment for complete Organization Chart.



VI. Other

A. Litigation

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain.

Lanakila Pacific is not a party to any lawsuits or outstanding judgment known to itself at this time.


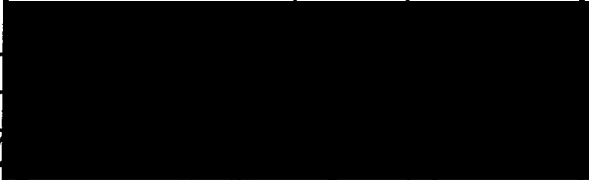
B. Licensure or Accreditation

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that applicant possesses relevant to this request.

Lanakila Pacific is accredited by CARF, formerly known as the Commission on Accreditation of Rehabilitation Facilities. This accreditation involves a rigorous peer review process to ensure high quality, measurable and accountable programs and services.

BUDGET REQUEST BY SOURCE OF FUNDS
(Period: July 1, 2013 to June 30, 2014)

Applicant: Lanakila Pacific

BUDGET CATEGORIES	Total State Funds Requested (a)	(b)	(c)	(d)
A. PERSONNEL COST				
1. Salaries				
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST				
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9				
10				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES				
C. EQUIPMENT PURCHASES	170,000			
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL	110,000			
TOTAL (A+B+C+D+E)	280,000			
SOURCES OF FUNDING		Budget Prepared By: 		
(a) Total State Funds Requested	280,000			
(b)				
(c)				
(d)				
TOTAL BUDGET	280,000	Marian E. Tsuji, President & CEO Name and Title (Please type or print)		

BUDGET JUSTIFICATION PERSONNEL - SALARIES AND WAGES

Applicant: Lanakila Pacific

Period: July 1, 2013 to June 30, 2014

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
N/A				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
TOTAL:				\$ -
JUSTIFICATION/COMMENTS: N/A				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Applicant: Lanakila Pacific

Period: July 1, 2013 to June 30, 2014

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
Replace AC Units	3	\$40,000.00	\$ 40,000.00	
Flash Freezer	1	\$85,000.00	\$ 85,000.00	
Mixer	1	\$15,000.00	\$ 15,000.00	
Ice Maker	1	\$30,000.00	\$ 30,000.00	
			\$ -	
TOTAL:	6		\$ 170,000.00	

JUSTIFICATION/COMMENTS:

The air conditioning units will replace those that are not working well to provide a more conducive work environment for staff and volunteers. The flash freezer will preserve nutritional benefits and extend shelf life for meals on wheels. The mixer and ice maker will improve efficiency and meet increased needs of both Lanakila Kitchen and Lanakila Meals on Wheels.

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
N/A			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				

JUSTIFICATION/COMMENTS: N/A

**BUDGET JUSTIFICATION
CAPITAL PROJECT DETAILS**

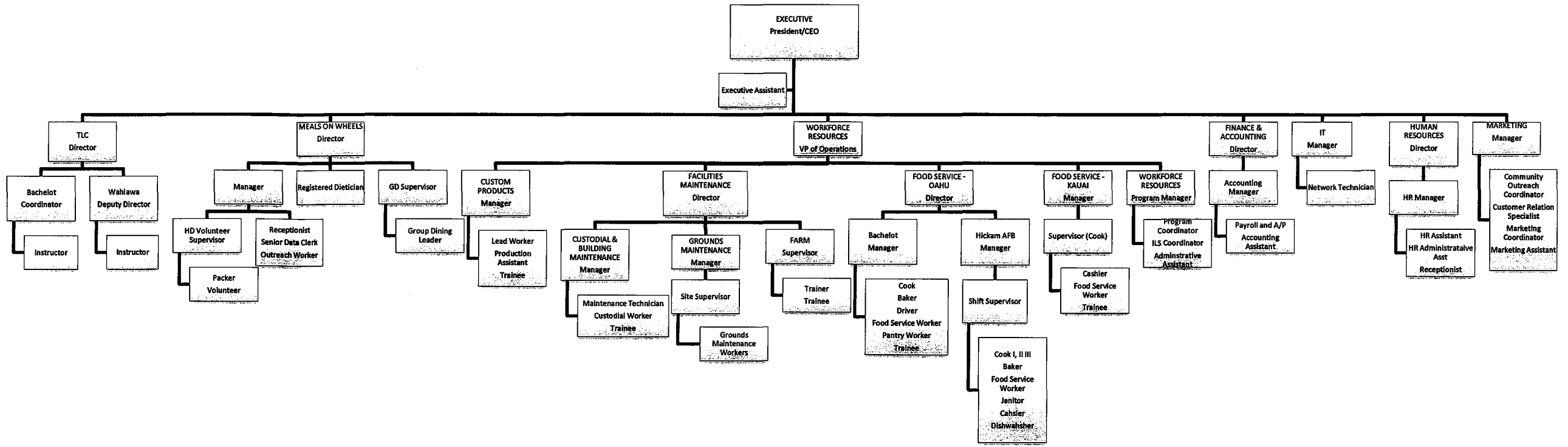
Applicant: Lanakila Pacific

Period: July 1, 2013 to June 30, 2014

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2011-2012	FY: 2012-2013	FY:2013-2014	FY:2013-2014	FY:2014-2015	FY:2015-2016
PLANS						
LAND ACQUISITION						
DESIGN						
CONSTRUCTION	292,000.00		110,000.00			
EQUIPMENT	80,000.00	50,000.00	170,000.00			
TOTAL:	372,000.00	50,000.00	280,000.00			

JUSTIFICATION/COMMENTS:
 Prior year sources of funds include HUD Economic Development Initiative, Hawaii Community Foundation, Sophie Trust & MOWAA/Wal-Mart.

LANAKILA PACIFIC ORGANIZATIONAL PROFILE AS OF 1/1/2013



Biography for
Marian E. Tsuji

Marian E. Tsuji has over thirty years of experience working with disadvantaged populations in New York City and Hawaii.

She began her career in New York City teaching basic literacy and math skills to jailed inmates on Rikers' Island. After twelve years in the 25,000 inmate system, she left New York City as the Assistant Commissioner for Alternatives to Incarceration to work in Hawaii's Department of Public Safety. Here she served as the department's Substance Abuse Treatment Services Officer, Security Coordinator and as the Deputy Director where she was responsible for the operation of the state's eight jails and prisons, and the contract administration of three private prisons on the mainland. This included an operating budget of \$150 million, 1800 staff and over 5,000 inmates.

Ms. Tsuji also served as the Chief of Staff to Lieutenant Governor Mazie Hirono where she coordinated projects in high tech, economic development and education amongst government, private sector and university communities.

She is currently the President & CEO of Lanakila Pacific, a unique Hawaii-based non-profit offering programs and social enterprises that build independence for thousands of people with challenged lives. Founded in 1939, Lanakila Pacific has grown tremendously over the years and today serves over 2,300 people with challenged lives each year with an operating budget of \$10 million.

Ms. Tsuji was also an instructor at the University of Hawaii teaching in the School of Social Work, and an independent consultant with the National Institute of Corrections. She serves on various boards and commissions.

**LANAKILA PACIFIC
LISTING OF LANAKILA BOARD OF DIRECTOR MEMBERS
2012-2013**

Ken HAYASHIDA, Chair

President, KAI Hawaii, Inc.

Joined the Lanakila Board in 2006. Licensed Civil and Structural Engineer managing the corporate office and various engineering projects on the Pacific Coast and Pacific Islands.

Susan EICHOR, Vice Chair

President & CEO, aio Hawaii

Joined the Board in 2009. aio is a diversified, Hawaii – based holding company. Their portfolio includes companies in publishing, sports, food and technology including ESPN 1420 AM, Honolulu Magazine, Hawaii Business Magazine, Hawaii Home & Remodeling, Hawaii Magazine, Island Family and Watermark Publishing. Has 19 years experience as part of the management team at Verizon Hawaii. Has served on Boards of Diamond Head Theater, GTA Teleguam, Japanese Cultural Center of Hawaii, McKinley High School Foundation and PBS Hawaii. Holds a Bachelor's degree in Industrial Engineering and an MBA.

Bob TOYOFUKU, Secretary

Lobbyist and Government Affairs Consultant

Joined the Board in 2010. Currently a lobbyist and Government Affairs consultant. Previous experience includes: President and Executive Director of the Pacific Law Institute, Publisher/Hawaii Appellate Court Reporter, Administrative Assistant for Congressman Cecil Heftel, Executive Director of Hawaii Institute for Continuing Legal Education, Associate Professor at the William S. Richardson School of Law, and the operation of a Private Practice.

Derek MIZUNO, Treasurer

Deputy Executive Director, HGEA

Joined the Board in 2010. Currently the Executive Director of Administration for HGEA where he is responsible for all administrative functions including fiscal, human resources, information technology, member benefits and retirees. Has over 15 years of experience in financial and fiscal related matters. Previous experience includes controller for the Estate of Samuel Mills Damon, and senior manager of KPMG LLP.

Judge Riki May AMANO (ret.), Director

Mediator, Dispute Prevention & Resolution, Inc

Joined the board in 2008. Served as a judge in the district and circuit courts of the Third Judicial Circuit, State of Hawaii. Holds BA in Political Science, and Juris Doctor degree. Former deputy attorney general assigned to Land & natural Resources, Transportation and Labor and Industrial Relations. Provides facilitation services for a variety of organizations including numerous community groups and professional associations.

Stephen DOWNES, Director

Deputy Editorial Page Editor, Honolulu Star-Advertiser

Joined the Board in 2009. Has 27 years experience as a newspaper journalist, editor and writer. Experience includes Special Projects/Database Editor, Design Director, Graphics Editor, Assistant News and News Editor. Holds a Bachelor's of Arts in Journalism.

Edward S. Kageyama, Director

PGA General Manager, Royal Ka'anapali Golf Course; Vice President, 808Golf.com

Joined the Foundation board in 2006 and transferred to the Center board in 2011. Over 15 years of experience as PGA Professional, and seven in business development.

Leslie MURASHIGE, Director

Retired VP of Lanakila Pacific

Joined the Board in 2010. Most recently served as Vice President at Lanakila Pacific. Prior to joining Lanakila Pacific, has over 25 years of experience in executive leadership and management experience in the airline industry. Served as Vice President of Sales and Revenue Management and Chief Operating Officer of Hawaii Island Air, Inc. Has a BA in American Studies.

Sam TANIMOTO, Director

Insurance Executive, Loyalty Insurance Agency

Joined the Lanakila Board in 1992, he is also one of the founding directors and past chair of the board of directors of the Rehabilitation Hospital of the Pacific.

Masaichi TASAKA, Director

Retired President, Kuakini Health System

Joined the Lanakila Board in 1992. He remains active in the community he is involved with Honolulu Japanese Chamber of Commerce, Waioli Lions Club, Caring for Life Foundation, Japanese Cultural Center of Hawaii, and the Palolo Chinese Home.

Lynn ZANE, Director

Retired Research & Statistics Officer, Dept. of Business, Economic Development & Tourism

Joined the Lanakila Board in 1996. Retired from the State of Hawaii as a research and statistics officer, he retained his affiliation with the Hawaii State Public Library System. He has been an ardent supporter of Lanakila and volunteers for the annual Open House/Gift Fair and the holiday Meals on Wheels delivery.

**LANAKILA PACIFIC FOUNDATION
LISTING OF LANAKILA BOARD OF DIRECTOR MEMBERS
2012-2013**

Randy Perreira, Chair

Executive Director, Hawaii Government Employees Association

Joined the board in 2004. Over 20 years in collective bargaining and contract enforcement. He is currently a trustee with the Queens Health Systems and a board member of Sacred Hearts Academy.

Mark Platte, Vice Chair

News Director, Hawaii News Now

Joined the Board in 2010. Currently the News Director at Hawaii News Now. Formerly the Editor of the Honolulu Advertiser. Has over 30 years of experience in the journalism field. Has worked for the Los Angeles Times, Miami Herald, Orange County Register and Atlanta Journal-Constitution. Holds a BA in journalism. Current board member of New Hope Hawaii Kai.

JoAnn Yosemite, Treasurer/Secretary

Senior Manager, Hawaiian Telcom Government and Community Affairs

Joined the board in 2010. Formerly worked as the Office Manager for State Representative, Ken Hiraki. Experience as the Coordinator for International Relations at the International Exchange and Peace Division; Office of the Governor; Okinawa Prefectural Government, Japan. Also worked as a part time feature reporter for NHK Radio in Japan. Experience as a Secondary Education Teacher. Graduated from the University of Hawaii. Community Associations include Jikoan Hongwanji Mission and JET Alumni Association.

Debra Kagawa-Yogi, Director

Attorney at Law.

Joined the board in 2008. Represents the HGEA in grievance arbitrations and matters before the Hawaii Labor Relations Board; former representative of SHOPO and Unity House. Former Deputy Corporation Counsel for the City and County of Honolulu. Former chair of Kauai County Committee on the Status of Women, and Mayor's Advisory Commission on the Handicapped for the County of Kauai.

Micah Kane, Director

Trustee, Kamehameha Schools

Joined the board in 2010. Former Chairman of the Department of Hawaiian Homelands since 2003. Previous Chairman of the Hawaiian Republican Party. Master's degree in Business Administration from the University of Hawaii.

Peter Kay,

Founder, Titan Key Software, LLC; Founder & President, CyberCom, Inc.

Joined the board in 2004. Over 20 years of local Hawaii technology industry experience, including the start up of five local technology companies.

Avi Mannis, Director

Vice President of Marketing, Hawaiian Airlines

Joined the Board in 2011. Globally responsible for Hawaiian's brand, product, customer experience, and marketing communications. Has 15 years of experience in Executive level positions. Holds an MBA in Statistics from the University of Pennsylvania as well as a BA with Honors in Old World Archaeology and Art from Brown University. Other community and professional experiences include Pacific Century Fellows, PBN's 40 under 40, Airline Tariffs Publishing Company and After School All Stars Hawaii.

Arnold Martines, Director

Senior Vice President Community Banking Division, Central Pacific Bank

Joined the board in 2007. Oversees Central Pacific's bank branch network, and the small to middle market business lending activities for the State of Hawaii. Formerly with Bank of Hawaii and HPM Building Supply in Hilo. A member of the National Eagle Scout Association Steering Committee for the Aloha Council Boy Scouts of America. Past president of the Hilo Jaycees, HJC Foundation and East Hawaii Coalition for the Homeless, and past member of the Kanoiehua Industrial Area Association.

Rebecca Rude Ozaki, Ph.D., Director

Project Director, Center on Disability Studies, University of Hawaii

Joined the board in 2004. Over 20 years experience working with, and administering, programs for individuals with disabilities. Director with the Workforce Investment Board and Hawaii State Plan for Assistive Technology Advisory Council.

Simplicio Paragas, Director

Publisher/Managing President, InsideOut Hawaii Magazine

Joined the Board in 2011. Previous experience includes: Features/Dining Out Editor (Honolulu Advertiser), Grant Writer, Co-Executive Director (Visitor Aloha Society of Hawaii), Assistant Editor (Where Vancouver Magazine), Researcher/Coordinator (Vancouver Crisis Center) and many additional years of journalism and media experience. Simplicio holds a M.A., European Literature and Languages, B.A. Honors French Linguistics and Graduate Studies in French Literature and Culture.

Henry WONG Ph.D., Director

Retired Executive Vice President & Chief Operating Officer, Citibank Properties

Joined the Lanakila Board in 1984 and became chair in October 1999. Transferred to the Foundation Board in 2011. Recently retired from City Bank, he has held executive positions in the banking business since 1984. Active in the community, he also serves as Chair on the Salvation Army Advisory Council and trustee of the Lei Aloha Chapter 3 of the Eastern Star, and as Director of WHKT Benevolent Association.

Todd Yamanaka, Director

Vice President, Marketing and Product Development Island Insurance Companies

Joined the board in February 2007. Has over 17 years experience in the marketing field. Active in the community, has past involvement with Alzheimer's Association of Hawaii, American Heart Association, American Marketing Association, Honolulu Japanese Chamber of Commerce, Iolani Alumni Association, Japanese Cultural Center of Hawaii and Sales and Marketing Executives of Honolulu.

Sherri Yim, Director

Senior Vice President and Controller, First Hawaiian Bank

Joined the board in 2008. Twenty years of experience in banking and financial management including fifteen years with Central Pacific Bank, most recently as Senior Vice President & Controller, and five years with the public accounting firm KPMG LLP. She is a Certified Public Accountant; Member of American Institute of Certified Public Accountants and Hawaii Society of Certified Public Accountants. Community involvement with Iolani Ohana, a parent organization, YWCA of Oahu, and Japanese Cultural Center of Hawaii.

Ken HAYASHIDA, Ex-officio

President, KAI Hawaii, Inc.

Joined the Lanakila Board in 2006. Licensed Civil and Structural Engineer managing the corporate office and various engineering projects on the Pacific Coast and Pacific Islands.