

House District 26

Senate District 11

**THE TWENTY-SEVENTH LEGISLATURE
APPLICATION FOR GRANTS AND 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):

DEPARTMENT OF HUMAN SERVICES-BESSD

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

1. APPLICANT INFORMATION:

Legal Name of Requesting Organization or Individual:
Goodwill Industries of Hawaii, Inc.

Dbas:

Street Address: 2610 Kilihau Street

Mailing Address: 2610 Kilihau Street, Honolulu, HI 96819

2. CONTACT PERSON FOR MATTERS INVOLVING THIS APPLICATION:

Name LAURA D. SMITH

Title President and C.E.O.

Phone # 792-8560

Fax # 833-4943

e-mail LSmith@higoodwill.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:

For renovation of Goodwill's Honolulu facility at 1075 South Beretania Street, Honolulu 96814. Renovation will increase capacity to provide workforce development employment and training services.

4. FEDERAL TAX ID #: _____

5. STATE TAX ID #: 1 _____

7. AMOUNT OF STATE FUNDS REQUESTED:

FISCAL YEAR 2015: \$2,000,000

8. STATUS OF SERVICE DESCRIBED IN THIS REQUEST:

- NEW SERVICE (PRESENTLY DOES NOT EXIST)
 - EXISTING SERVICE (PRESENTLY IN OPERATION)
- *Note: Expansion of existing service location.*

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

STATE \$ _____

FEDERAL \$ _____

COUNTY \$ _____

PRIVATE/OTHER \$8,400,000

TYPE NAME & TITLE OF AUTHORIZED REPRESENTATIVE:

AUTHORIZED SIGNATURE

LAURA D. SMITH, PRESIDENT & C.E.O.
NAME & TITLE

1/30/14
DATE SIGNED

Application for Grants and Subsidies

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

I. **Background and Summary**

1. **Brief Description of Applicant's Background**

A nationally accredited 501(c)3 human service agency, Goodwill Industries of Hawaii (Goodwill) has served Hawaii for over 50 years. Goodwill is a trusted partner with a strong statewide presence currently operating over 20 mission services contracts, 10 retail stores, 19 donor convenience centers, and 4 state-certified Redemption and Donation Recycling Centers; revealing the varied ways in which we work to support the local Hawai'i community. Goodwill's mission is to "help people with employment barriers to reach their full potential and become self-sufficient."

Goodwill's Mission Services provide educational, case management, workforce development, acculturation, financial, life skills, academic, and social services. In its 2012-13 program year, Goodwill's Mission Services served 13,170 Hawaii residents, placing 1,661 into employment. Over the past 5 years, Goodwill has served over 38,000 individuals with barriers to employment, successfully placing over 9,000 in jobs statewide.

Goodwill has been fully accredited by The Commission on Accreditation of Rehabilitation Facilities (CARF), which sets national standards for programs serving people with disabilities, for over 30 years. In July 2013, Goodwill was again awarded a three-year accreditation, the highest level attainable. Goodwill's national certification in human services shows our commitment to provide high quality services to Hawai'i's residents. Goodwill is affiliated with Goodwill Industries International, an organization that includes 165 community-based, autonomous member organizations that serve people with workplace disadvantages and disabilities in the United States, Canada, and 14 other countries.

The primary funding stream for Goodwill Industries of Hawaii is through earned revenue from its community retail stores and service contracts, and city, state and federal grants. The remaining revenue is provided through individual, corporate and foundation contributions.

2. **Goals and Objectives Related to the Request**

Goodwill respectfully requests \$2,000,000 for the renovation of its Honolulu location at 1085 So. Beretania Street. This location includes a retail store, donated goods processing center, recycling center, and mission services program offices. This location is in dire need of facility renovation and increased capacity. The renovation will primarily 1)

expand the retail store, thereby increasing its revenue base to support its mission service programs; and 2) expand the space, and improve space efficiency, of the mission services offices. *These dual renovation outcomes will increase the capacity of Goodwill's Mission Services by 20%, enabling more individuals to be served annually.*

The renovation of Goodwill's Honolulu location will yield a highly-functioning mission services program office space consisting of classrooms, learning labs, interview rooms and staff areas, increasing capacity to provide the following:

- At-risk youth / young adults will have the opportunity to obtain their high school diploma;
- Participants will learn effective résumé writing and interviewing skills through individual and group training, also acquiring valuable job search techniques and access to a wide variety of resources and employment opportunities;
- Adults who speak English as a second language and who comprise a large proportion of the community residents will be able to build their skills in literacy and basic skills classes;
- Participants will be able to develop basic computer skills in the Center's computer lab with state-of-the-art technology for job training and development, enhancing their ability for success in school or the workplace, with training and courses available on-line and through distance learning.

Additionally, the expansion will enable Goodwill to add 20 new jobs at the center, providing needed entry-level employment, and the accompanying skills development, to low-income individuals.

The total cost of the land and building acquisition, and the planning, design and construction of the renovation is estimated at \$16,500,000. Goodwill has committed 10% of the entire project budget – \$1.6 million – from its own internal operations funding. The land and building is currently in escrow with an anticipated closing date of March 31, 2014. Goodwill has a fee-simple interest in a commercial mortgage of \$6.8 million to complete the finance of the acquisition project. The remaining funds for renovation are still needed; a \$2 million appropriation from the State of Hawaii would represent approximately *12 percent of the total project amount*. Goodwill intends to secure the remaining funding needed through State and Federal grant requests, corporations and private foundation grants, and contributed revenue from Goodwill sources through a capital campaign currently in progress.

It is of note that Goodwill Industries of Hawaii rarely requests CIP GIA funds. In 2006, Goodwill received \$2 million from the State to complete construction of its career center in Kapolei. Goodwill does not request GIA funds to support its operations, reserving our requests for special projects, such as the planned facility renovation.

3. Public Purpose and Need to be Served

Goodwill's Honolulu Mission Services location is the largest in terms of number served. Last year, the programs located at this site served a total of 3,267 participants, placing 383 individuals into employment at an average placement wage of \$8.75, working an

average of 30.2 hours per week, with 69% eligible for benefits. The following programs are located at the Honolulu office:

First To Work - Temporary Assistance to Needy Families & Vocational Rehabilitation: Assists adult public assistance recipients to enter or re-enter to the workforce. Our professional staff help clients develop social, life and employment skills through client-driven services which enable them to overcome barriers and transition from welfare to self-sufficiency. Evidence-based program services include job readiness training, individual job coaching and practical work experience. Our team also works closely with employers statewide to develop opportunities for clients to become successfully employed.

Supporting Employment Empowerment (SEE): A State of Hawaii subsidized employment program that provides public assistance recipients rewarding on-the-job training opportunities, and assists employers with their employment needs.

Employment Services: Assists low-income U.S. and non-US citizens with employment placement and retention with the ultimate goal of self-sufficiency. The programs provide a comprehensive spectrum of activities consisting of outreach, assessment; career counseling, pre-employment training, acculturation / English as a Second Language training; vocational training / post-secondary education support; and job development, placement, and retention.

Ola I Ka Hana: Works with at-risk youth under the age of 21 on their education and vocational goals. Youth participate in basic skills enrichment, academic preparation for a HS diploma or G.E.D., community service learning, employment preparation, financial literacy, health and fitness instruction, cultural enrichment, and leadership development.

Volunteer Income Tax Assistance: To reduce the barriers to accessing tax refunds, and thus assist families to build their assets, Goodwill offers its Volunteer Income Tax Assistance (VITA) Program to employees and low-income individuals and families. For the past 8 years, Goodwill's free VITA tax clinics have enabled individuals who cannot afford the high cost of tax assistance to file a return. Since its inception, Goodwill's VITA Program has trained nearly 250 volunteers to work in its tax clinics and successfully assisted Hawai'i's low-income residents to complete over 3,700 returns. In the most recent tax year, Goodwill assisted 1,245 individuals to file their returns, facilitating their receipt of a total of \$1,661,752 in Federal refunds including \$719,648 as Earned Income Tax Credit and \$334,372 in State refunds – it is a notable accomplishment that Goodwill's dedicated team effectuated the return of nearly \$2 million dollars to residents of our state. GIH was distinguished as one of the top VITA sites in Hawai'i in terms of the total number of low-income taxpayers served.

Mission-Related Employees

Goodwill's Honolulu location also serves as an employment site for its "mission-related employees" – individuals with a disability or other barrier to employment. These employees gain valuable experience in various positions, including retail sales, cashiering, production/warehouse, and HI-5 Recycle. Goodwill provides entry-level employment for these individuals, enabling them to receive beneficial training and skills development.

Need to be Served

The capacity of these programs is bound by the facility space (i.e. classroom training and one-on-one office case management) – both of which are currently used at maximum. Although these programs are currently operating at capacity, there is still significant need for the services in the communities. From 2007 to 2013, ***the collective annual number of people served at this location increased by more than 200%*** (from 1,401 to 3,267). The renovations will increase the space available for programs, thus enabling more participants to receive Goodwill’s high-quality services.

4. Target Population to be Served

The population served by Goodwill’s Honolulu location experience an array of barriers to achieving self-sufficiency; these include low-income, immigrant populations, returning from incarceration, disabilities, lower skills or a lack of education, and limited or no work history. Of the people served in the 2012-13 program year at the Honolulu location, over 85% were 21-49 years of age with nearly two-thirds (62.7%) female. The three most prevalent ethnic origins included Chuuk, Hawaiian / Part Hawaiian, and Other Pacific Islander. Approximately half (54.8%) had a high school degree or GED while one in five (20.4%) relied on a family member as their means of support.

5. Geographic Coverage

Data from the 2012 U.S. Census indicates the population of Urban Honolulu was 345,610. The majority of people served at the Honolulu location in 2012-13 resided in the following communities: Kailua, Kaneohe, Waimanalo, Punchbowl area, Kaimuki/Palolo, Kalihi/Palama, Hickam/Salt Lake, Moanalua, Makiki/Manoa, and McCully. Of the two largest zip codes represented in the Honolulu participant population, one in six residents was below the poverty line, as compared to one in ten for Honolulu County (U.S. Census). The specific zip code of the Honolulu office, 96814, has a lower median household income as compared to the State. Thus the area served by this office encompasses a wide expanse of Honolulu, and low-income communities – indicating the strong need to expand the capacity of this facility to serve an increased number of Hawaii’s residents and help them to achieve economic stability for themselves and their families.

II. Service Summary and Outcomes

1. Scope of Work, Tasks and Responsibilities

The scope of work is to renovate Goodwill’s Beretania Street location. The renovations will encompass the following:

- ✓ Expansion of the retail store location
- ✓ Expansion of warehouse and production areas

- ✓ Renovation of restrooms for ADA access
- ✓ Computer lab, including open hours for résumé preparation and job search
- ✓ Classroom areas
- ✓ Office space
- ✓ Employee-friendly lunch and break space
- ✓ Community meeting space

When complete, the renovations will have added approximately 7,000 square feet of additional space to both the retail store and mission services program offices:

- The additional retail store space will yield approximately \$277,000 more in net annual revenue returned to the organization to support its mission service program operations.
- The renovations will allow an additional ~650 people to be served each year by Goodwill's Honolulu location mission services programs, as a result of both the increase in retail revenue supporting program operations and the increase in space from which to provide services.

The property to be renovated is currently completing escrow. The architect has been retained and draft building plans have been completed. Construction is anticipated to begin February 2015. The Board of Directors will provide project oversight with specific responsibilities delegated to the Master Plan Task Force and the Financing Task Force of the Board.

2. Projected Timeline

The projected timeline will be of 24-months duration and consist of the following phases of activity:

Building Permitting: July 1, 2014 – January 31, 2015 (anticipated receipt of approval)

Construction: February 1, 2015 – June 30, 2016

3. Quality Assurance and Evaluation

For over 50 years, Goodwill has operated as a responsible non-profit organization whose finances are transparent to our funders and the public. Goodwill has instituted comprehensive quality assurance systems and an established methodology to ensure we are providing high quality services and meeting and/or exceeding contract and other legal requirements. Goodwill's Quality Assurance Department routinely conducts internal audits and onsite reviews for all programs; while also providing guidance and consultation with staff in order to improve and enhance program effectiveness. Specific performance indicators are delineated and correlate to both achieving completion of task, timeframe, accuracy level, and other specifics as deemed mission critical. Goodwill's tested Quality Management Program reinforces established contract procedures and collects, tracks, reviews and analyzes program performance for process improvement as needed and required by each contract. Reports are reviewed regularly and adjustments are made as needed.

The following tools and systems are used in order to provide critical data and analytical information which demonstrates Goodwill's commitment to excellence:

- Ongoing quality inspections on-site at project level
- Weekly Quality Audits and Reviews
- Monthly Quality Reviews
- Quarterly Internal Reviews
- Customer Feedback
- Regular Management and Staff Meetings

An active Board of Directors that is made up from a wide range of professions, businesses and community members governs Goodwill. The Board of Directors of Goodwill Industries of Hawaii is responsible for quality assurance and evaluation oversight. The board functions through active committees. The full board meets quarterly with the Executive/Finance and Finance/Investment Committees meetings on alternate months.

4. Measures of Effectiveness

Goodwill proposes 2 categories of measures of effectiveness to enable the State to assess the impact of the requested funding. The first set of measures is related to the renovation/construction project which the requested funding will directly support; assessment of completion of these measures will afford an objective evaluation of whether the proposed funding was used for its intended purpose, and the timeliness for the project's completion. The renovation construction measures proposed are:

- Completion of the renovation construction planning and design.
- Securement of needed permits required for renovation construction activities.
- Initiation of construction.
- Completion of facility renovation.

The second set of measures is related to the mission services programs, as it is purported the facility renovation will enable these programs to expand their capacity and serve more individuals. The Mission Services outcome measurements will include:

- Program participation and attendance levels of individuals and families.
- Number of participants who complete their training courses.
- Number of participants placed into employment.
- Average wage at placement into employment.
- Average hours worked per week.
- Number of young adults who obtain their competency-based diplomas.
- Continued and various measures of community satisfaction.

III. Financial

Budget

1. See attached budget documents.

2. Anticipated Quarterly Funding Requests – FY 2015

Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
\$250,000	\$250,000	\$750,000	\$750,000	\$2,000,000

3. Other Sources of Funding

Goodwill intends on pursuing other sources of funding to include: Other Public Funds (Community Development Block Grant, Economic Development Administration), corporation and private foundation grants, and contributed revenue from Goodwill sources. In addition, Goodwill will also utilize internal operations funding for the acquisition, self-funding the down payment for the building (estimated to be \$1.6 million).

4. Tax Credits

Not Applicable.

5. Balance – Unrestricted Current Assets

The balance of Goodwill’s unrestricted current assets, as of December 31, 2013, is \$6,200,000.

Each year, a certified public accounting firm audits Goodwill’s accounting system and financial statements. For the calendar year ending December 31, 2012, Goodwill received an unqualified audit opinion reflecting the soundness of the accounting system and financial records. In addition, we have been designated as a “low-risk” auditee, which indicates we have had no findings for over a three-year consecutive period. In fact, Goodwill has had no audit exceptions and no findings or reportable conditions in over a 10-year period, indicating we hold to the highest accounting standards.

To assure fiscal stability within our organization, we apply several ratios to our financial performance:

- a) The “Current Ratio” reflects whether a business is able to meet its current obligations. The standard current ratio for a healthy business is 2.0; Goodwill’s current ratio is 2.68.
- b) The “Quick Ratio” measures a business’ liquidity. The optimal quick ratio is 1.0 or higher; Goodwill’s ratio is 2.65.
- c) The “Net Worth Ratio” indicates how much a business is leveraged (in debt) by comparing what is owed to what is owned. The recommended ceiling of this indicator is .77; Goodwill’s net worth ratio is at .75.

IV. Experience and Capability

A. Necessary Skills and Experience

As a nationally accredited human services provider, Goodwill Industries of Hawaii serves over 13,000 Hawaii residents annually through its education, employment and career development programs and last year helped over 1,600 secure employment, who otherwise would be dependent on government assistance. Goodwill has provided these services in Hawaii since 1959, and has been continuously accredited by The Commission on the Accreditation of Rehabilitation Facilities for over 30 years.

In addition to its depth of experience in administering its retail store, recycling, and donated goods operations, various service contracts, and mission services contracts and programs, Goodwill has significant experience in managing construction / renovation projects for its facilities. Within the past 3 years, Goodwill successfully managed the following projects, exemplifying its expertise in renovating both retail and mission services office space:

- 1) Land Acquisition & Construction of the Ohana Career & Learning Center, Kapolei: Completion of an \$18 million project to purchase land and construct a 30,000 square foot training and retail facility. Project was completed on-time and under budget, and currently serves 1,400 Leeward coast low-to-moderate income individuals annually. Public funds included a \$2 million GIA in 2006.
- 2) Maui Retail Store Renovation, Kahului: Renovation of an existing space to serve as a retail store. Renovations included removal and installation of walls; installation of infrastructure for HVAC, lighting; flooring. No public funds were used.
- 3) Kona Retail Store Renovation: Renovation of an existing space to serve as a retail store. Renovations included removal and installation of walls; installation of infrastructure for HVAC, lighting; flooring. No public funds were used.
- 4) Mapunapuna Office Photovoltaic Project, Honolulu: Installation of photovoltaic system at Kilihau Street office, including: a) Roof repair- removed/replaced broken panels, re-coated and sealed; and b) installation of PV system. Included selection and negotiation of a third-party energy agreement. Public funds through a CDBG were utilized for this project (2010).
- 5) Kona Mission Services Office: Built out and created additional office space to expand program capacity. No public funds were used.

B. Facilities

In addition to increasing the capacity of the retail store and mission services programs, thus enabling more people in-need to be served, the renovations will also ensure a high level of health and safety adherence and ADA compliance:

Health & Safety- Health and Safety is recognized as one of the most important considerations for Goodwill operations. Goodwill is committed to protecting the safety and health of all employees and customers and to comply with all laws governing safety and health issues in the workplace. Safety features will be incorporated throughout the facility; examples include designated secure areas and multiple-function alarms (e.g. auditory and visual).

ADA requirements- Goodwill prides itself on the accessibility of its facilities and programs for persons with disabilities. Goodwill conducts annual accessibility surveys with a cross-section of people we serve to guarantee that services and facilities are readily accessible to participants and their families. Goodwill's Honolulu Facility currently meets ADA requirements; this level of compliance will be surpassed by the renovations. The exit and entrance thoroughways will be accessible for those with mobility assistive devices, and the building will have handicapped parking spaces and hallways that allow individuals to maneuver with few to no restrictions. As situations arise for assistive technology or other reasonable accommodations to be made, staff and management individually address these needs. Other facility accessibility features will include Handi-Van accommodations (i.e. parking, turn-around space, access) and wide walkways (i.e. for wheelchair access).

Goodwill also recognizes the importance of environmental conservation and sustainability. As such, multiple 'green' features will be included in the renovation. Goodwill will also ensure the facility's energy resources are utilized to maximize conservation and contribute to sustainable management of the built and natural environments, and to prevent and control for environmental hazards.

The Honolulu Mission Services offices will be open Monday through Friday. All classes will be available at no charge to the public. On an average day, approximately 100 individuals attend courses, receive case management and training, and participate in other activities.

V. Personnel: Project Organization and Staffing

A. Proposed Staffing, Staff Qualifications, Supervision and Training

Personnel

Goodwill's President and Chief Executive Officer is Laura Smith who has been with Goodwill since 1982. Mrs. Smith holds a Master's degree in Rehabilitation Administration, is a certified rehabilitation counselor and a certified Goodwill executive. Mrs. Smith is also active in community efforts serving on the Board of Directors of Goodwill Industries International, the Hawaii Employers Council, and the Hawaii Association of Non-Profit Organizations.

Goodwill's Accounting Department is led by the Vice President of Finance/CFO, Carol Taira. Ms. Taira is responsible for the overall direction, coordination and management of the organization's accounting and finance functions. Carol holds a Bachelor of Business Administration, Accounting, from the University of Hawaii at Mānoa, and is a Certified Public Accountant. Carol has served as Goodwill's VP of Finance/CFO since 2005, previously serving as the Director of Finance and I.T. Carol is responsible for the financial management, preparation and analysis of financial statements, preparation of annual budgets, compliance with State and Federal reporting requirements, and contractual reporting and compliance. The Director of Accounting Services, Marla Sakoda, plans and directs the activities of the staff of the Accounting Department to ensure that Goodwill's policies, procedures and internal controls are being adhered to.

Ryan Kusumoto serves as Goodwill's Vice-President of Business Operations. Mr. Kusumoto oversees the organization's Retail/Donated Goods Operations, Contract Operations, Facilities Maintenance, and Safety Programs; statewide area of responsibility includes 10 Retail Stores, 15 Donation Centers and 15 Government / Commercial Service Contracts. He oversees the facilities management of over 40 locations, with direct oversight of the build out/renovation of 6 of those locations in the past 5 years. Ryan holds a B.A. from the University of Hawaii at Mānoa.

Contract oversight for Goodwill's Mission Services programs is provided by Wanda Villareal, Vice President of Mission Services. Ms. Villareal oversees the administration of all of Goodwill's Mission Services contracts, program operations, and employees, ensuring compliance with regulations and high-quality performance outcomes. Wanda holds a B.A. in Human Resources Development from Hawai'i Pacific University and a M.A. in Education from the University of Phoenix.

Collectively, Goodwill's Executive Leadership Team has the requisite knowledge and experience to provide oversight of the renovation project. Knowledge and experience in the spectrum of construction/contract management, personnel, and financial requirements positions Goodwill's team to successfully implement the proposed construction renovations of its Beretania facility. The renovation project will fall under the direct purview of Ryan Kusumoto, VP-Business Operations, with oversight by Laura Smith and Goodwill's Board of Directors.

B. Organization Chart

Please see attached Organization Chart.

C. Compensation

Position	Employee	Annual Salary
President and CEO	[REDACTED]	\$172,006
Vice-President, Finance / CFO	[REDACTED]	\$110,868
Vice-President, Business Operations	[REDACTED]	\$93,844

Goodwill takes care to comply with all IRS standards and utilizes a rigorous process to ensure we hire and retain the necessary leadership and talent to navigate the services we provide that are relevant to the local community we serve. Our Board of Directors determines the CEO's salary as well as all senior leadership salary schedules. A clear and empirical process using widely accepted best practices including a comparative analysis of similarly sized organizations and comparison of both local and other Goodwill market data is used. Goodwill uses a social enterprise business model that includes stores, donations management, job training, commercial services, and a host of career and community-based services. The skills required to lead such diverse business units are taken into consideration in regards to compensation. The organization does not utilize any government funds to pay the salary of its CEO.

VI. Other

A. Litigation

There is no pending litigation.

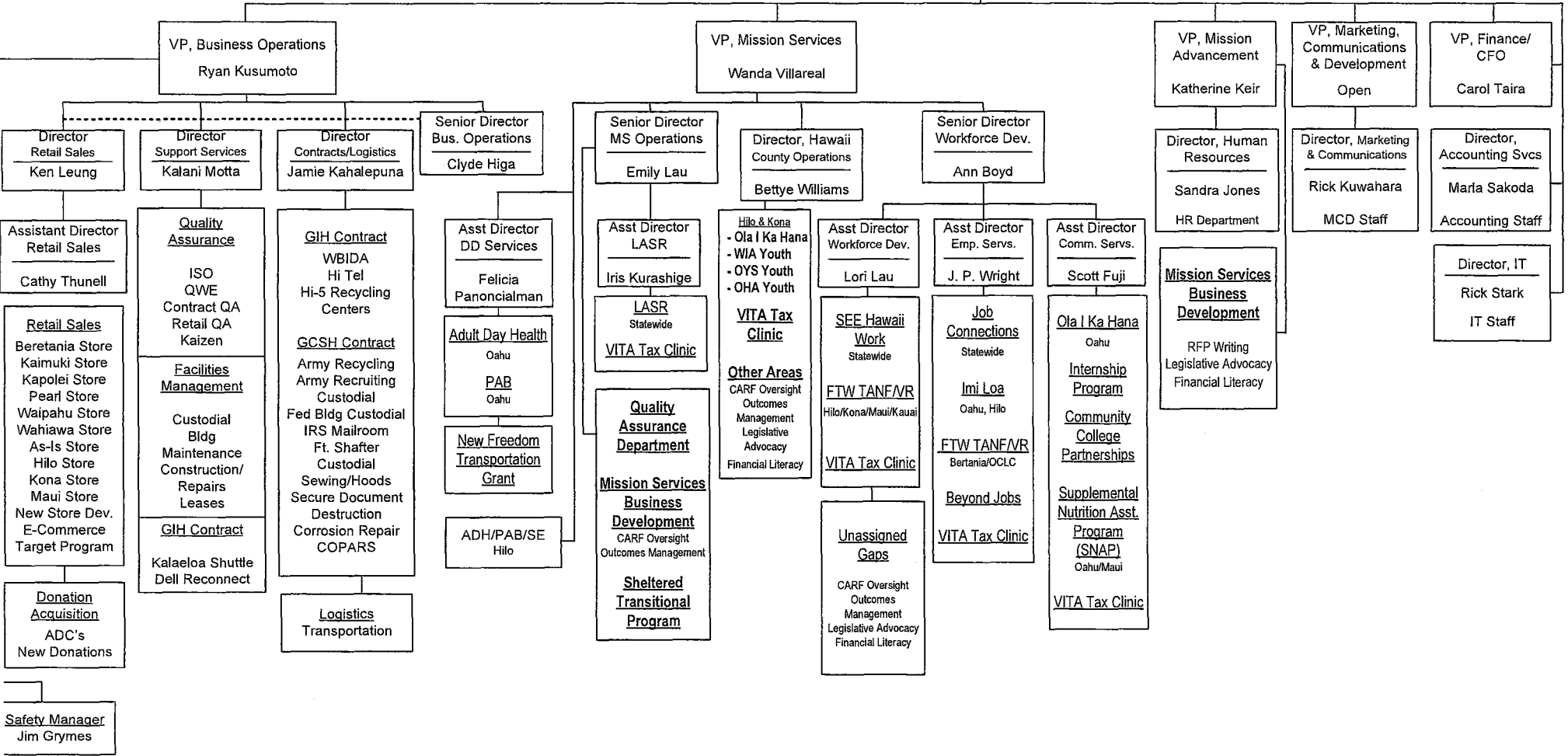
B. Licensure or Accreditation

Goodwill has been fully accredited by The Commission on Accreditation of Rehabilitation Facilities (CARF), which sets national standards for programs serving people with disabilities, for over 30 years. An organization undergoing CARF accreditation is scrutinized on the quality of services it provides to persons with disabilities and economic disadvantages. In July 2013, Goodwill was again awarded a three-year accreditation, the highest level of accreditation attainable. Goodwill's national certification in human services shows our commitment and validates the high quality of our program services delivered to Hawaii's residents.



Effective: 1/20/14

Board of Directors
President/CEO
Laura Smith





**GOODWILL INDUSTRIES OF HAWAII, INC.
HONOLULU CAREER AND LEARNING CENTER
RENOVATION & EXPANSION**

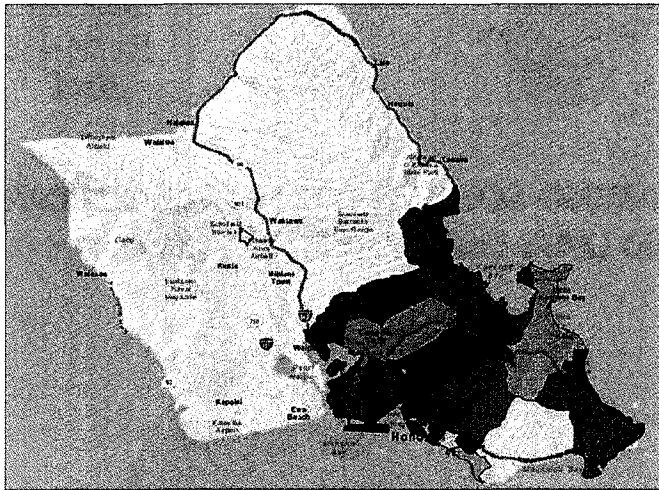
IN RESPONSE TO COMMUNITY NEEDS...

Goodwill will renovate and expand its Honolulu Career and Learning Center located at 1075 South Beretania Street.

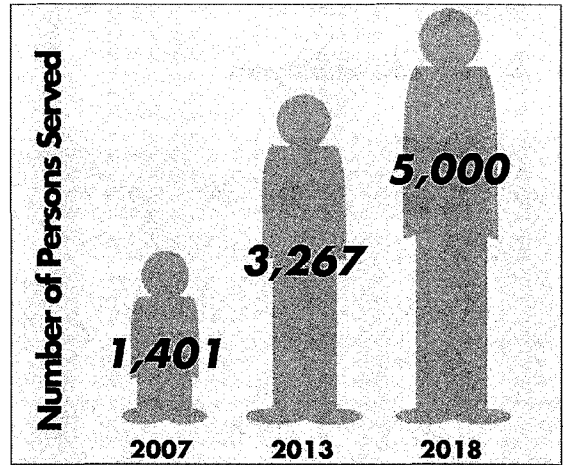


- Will be expanded and renovated to include a **70,000 square foot** building with technology-equipped classrooms for career development and training.
- A retail store and donation center, creating employment opportunities and generating funds for operating costs and sustainability.
- Expand the space available for Honolulu families to learn valuable skills. The renovations will allow Goodwill's Mission Services to serve **50% more** people every year.

COMMUNITIES SERVED BY GOODWILL'S HONOLULU CAREER AND LEARNING CENTER



HONOLULU LOCATION—PERSONS SERVED 2007, 2013, 2018 (PROJECTION)



EMPLOYMENT RESULTS:

Total Number of Placements



1,661

Average Wage at Placement

\$\$\$ \$9.36

Average Hours Worked/Week



29 hours

Last year, Goodwill's statewide programs served **13,170** people.

BUDGET REQUEST BY SOURCE OF FUNDS
(Period: July 1, 2014 to June 30, 2015)

Applicant: Goodwill Industries of Hawaii, Inc.

BUDGET ()	Total State Funds Requested (a)	Public Funds (i.e. CDBG, EDA) (b)	Corporations / Private Fdns (c)	Contrib'd Revenue (GIH Sources) (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				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL	\$ 2,000,000	\$ 3,000,000	\$ 2,850,000	\$ 8,650,000
TOTAL (A+B+C+D+E)				
SOURCES OF FUNDING		Budget Prepared By:		
(a) Total State Funds Requested	\$ 2,000,000	Laura D. Smith 792-8560		
(b) Other Public Funds	\$ 3,000,000	Name (Please type or print) Phone		
(c) Corporations / Priv. Fdns	\$ 2,850,000	[Redacted]		
(d) Contrib. Revenue (GIH sources)	\$ 8,650,000	Signature of Authorized Official Date		
TOTAL BUDGET	\$ 16,500,000	Laura D. Smith, President & CEO		
		Name and Title (Please type or print)		

BUDGET JUSTIFICATION PERSONNEL - SALARIES AND WAGES

Applicant: Goodwill Industries of Hawaii, Inc.

Period: July 1, 2014 to June 30, 2015

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
			0.00%	\$ -
TOTAL:				
JUSTIFICATION/COMMENTS:				

BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Applicant: Goodwill Industries of Hawaii, Inc.

Period: July 1, 2014 to June 30, 2015

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
TOTAL:				
JUSTIFICATION/COMMENTS:				

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

**BUDGET JUSTIFICATION
CAPITAL PROJECT DETAILS**

Applicant: Goodwill Industries of Hawaii, Inc.

Period: July 1, 2014 to June 30, 2015

FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2012-2013	FY: 2013-2014	FY:2014-2015	FY:2014-2015	FY:2015-2016	FY:2016-2017
PLANS	0	0			0	0
LAND ACQUISITION	0	\$8,400,000			0	0
DESIGN	0	0			0	0
CONSTRUCTION	0	0	\$2,000,000	\$ 6,100,000	0	0
EQUIPMENT	0	0			0	0
TOTAL:	\$ -	\$8,400,000	\$2,000,000	\$ 6,100,000	\$ -	\$ -
JUSTIFICATION/COMMENTS: The total project cost is \$16.5 million, of which GIH will contribute approximately 10%. The request from the State of Hawaii is 12% of the total cost.						

**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.

Goodwill Industries of Hawaii, Inc.
(Typed Name of Individual or Organization)



(Signature)

1/20/24

(Date)

Laura D. Smith
(Typed Name)

President and C.E.O.
(Title)